

Hot Weather Labor Savers and Money Makers

To keep cool in these hot days and get through the maximum of work with the expenditure of the minimum of energy is what we all are trying to do. Anything that will accomplish this and we look upon as one of the boons and blessings of life. For the busy dairy farmer there is a combination which for sheer saving of energy and reduction of working costs is unequalled in the



Note the heavy compact construction and convenient height of supply can and discharge spouts. The top of the supply can is only 3/4 feet from the floor.

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WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

A Farmers' Company Which Does a \$40,000,000 Business

The Fight That Has Been Made by the Farmers of Saskatchewan to Control Their Own Business, Some of Their Struggles, Failures and Successes.

The Story as told to an Editor of Farm and Dairy, by C. A. Dunning, the Company's Manager.

By H. G. C.

Shares were set at fifty dollars each. No farmer was to be allowed to hold more than 20 shares. The company was not to start business until it had formed 25 locals. A local could not be established until the farmers at that point had subscribed for enough stock to equal the value of the elevator they desired to have operated there and had paid up 15% of that amount. It was further required that the crop acreage of the farmers who thus became shareholders must equal not less than 2,000 acres for each 10,000 bushels of elevator capacity asked for. The Government agreed to advance to the company, for the purpose of enabling it to erect or obtain control of elevators, a sum not to exceed 85% of the estimated cost of each elevator. These advances had to be repaid by the company to the Government. In effect, this meant that wherever a group of farmers decided they wanted an elevator, they were required to subscribe for an amount of stock equal to its cost, pay in 15% of that amount, and the Government advanced the remaining 85%. The Government took as its security a first mortgage on each elevator. This was surely a liberal arrangement. Contrary to what some might expect, it has worked out successfully.

A very interesting feature of the legislation was a provision that before the annual meeting of the central company the shareholders of each local should meet and select their delegate to attend the annual meeting of the central. Thus the central is controlled entirely by delegates from the locals, and not directly by the shareholders at large. The result has been that the company controlled by its brightest and most experienced men, as selected by the locals.

Politicians Interfered.

This action by the Government was bitterly assailed by the opposition in the Provincial Legislature, which claimed that the Government should buy out and control the elevators itself, as had been done in Manitoba. The party papers took up the agitation. Thus it became a keen political issue. The farmers, however, did not lose their heads at the midst of the party fight, and while the Legislature was still sitting they held a convention and discussed the proposed policies of the two parties. It was an anxious time for the Government, as well as for the opposition, as everyone knew that the decision of the farmers would be final.

The discussion in the farmers' convention was keen. It lasted all day. Finally, the vote was taken. It resulted in a large majority of ballots being cast in favor of the commission's report and the Government's measure. Later, the farmers, by resolution, made their vote unanimous.

Progress of the Company.

Since its inception, the company has proved a distinct financial success. Through its operations it has

In last week's issue of Farm and Dairy the development of the movement among the farmers of Saskatchewan to improve the conditions under which their grain was marketed was traced up to the sixth week of last month organized 25 locals, the number required to enable us to start building operations. The first general meeting, composed of delegates from these locals, was held in July, 1911.

In 1911, 40 elevators were built and six purchased, enabling us to handle

saved the line companies to pay more for their grain and to charge farmers less for storing grain. This has saved the farmers of Saskatchewan millions of dollars, besides earning for its shareholders over a million dollars in profits. Now it is branching out. At the last annual meeting, the shareholders gave the directors a mandate to erect a terminal elevator at Port Arthur, which will have a capacity of 2,500,000 bushels of grain. In this way additional great savings will be effected. This terminal elevator is to be ready in time to handle the 1912 season's crop.

The story of the success of the company was told me in considerable detail by its manager, Mr. C. A. Dunning, who six years ago was a country boy. He had shown a degree of unusual ability. This was soon recognized by his brother farmers. They elected him a director when the company was organized in 1911. He was appointed manager in August of the same time, and has continued to hold both positions ever since. Much of the credit for the success the company has made has been due to his very able services. He is now drawing a salary running well up in the thousands, but had he so wished he might have accepted still greater financial remuneration, had he not for his private business enterprises. All such offers he has steadfastly refused. To day, he is recognized to be one of the outstanding men in business and agriculture circles in Western Canada.

The Progress Made.

"Our success," said Mr. Dunning to me, largely with the object of encouraging the farmers of Ontario to set forth a similar effort in favor of the United Farmers' Cooperative Co. Ltd., "has been due to the fact that our farmers have stood behind us loyally. We have no recollection of endeavoring to give them the best possible service. Our profits the first year, 1911-12, were \$52,000, and since then have been as follows:

"1912-13 \$17,800
"1913-14 235,000
"1914-15 123,000

"Two years ago the wheat crop was small. This reduced our profits for that year. Because of our large crop, our profits this year will be well over \$500,000.

"We have always been glad," continued Mr. Dunning, "that we decided in favor of having our own company instead of government ownership. Government ownership in Manitoba proved a failure. The loss on the first year's operations, with 175 elevators, amounted to \$84,000, and the next year to still more. The government elevators in Manitoba for several years have been leased and operated by the Grain Growers' Grain Company. In Alberta, the farmers have followed our example and now control their own company.

Growth of Locals.

"The progress of our company is well illustrated by the increase in the number of our locals. The Government passed the Act incorporating us in March, 1911. By the sixth week of last month we had organized 25 locals, the number required to enable us to start building operations. The first general meeting, composed of delegates from these locals, was held in July, 1911.

"In 1911, 40 elevators were built and six purchased, enabling us to handle (Continued on page 8.)



We Welcome Practical

Trade increases the w

VOL. XXXV

A Success

The Herd

For many years local authorities have been using only pure bred

Many of them have done much to improve the breed. It is not uncommon to have grades up their line of crosses of pure blood, but one must be ready followed the advantage twenty years, always bred. Mr. S. Bagshaw of the few who in less than two decades he has bred, until now he has practically pure bred.

Twenty years ago near Italy, in Victoria, only fair quality, an lowing and swampy most of this farm would be necessary to that would yield a come same time enrich the cows and hogs would establish a good breed of dairy cattle and invested in grades of this breed. T. H. Sonley. These tion stock. Pure bred used them and the

To-day Mr. Bagshaw from 10 to 15 cows which is the equal in herd of pure blood.

medical problem for nature to figure how Mr. Bagshaw are from Hoielien grade has a son Mr. Bagshaw, "is not registered, the ordinary commercial cream in the town of to have the skim milk. The revenue derived surplus stock and he with some left over.

us a new car and—but we are satisfied."

"To develop a grade efficiency as Mr. Bagshaw for the handling stock. Mr. Bagshaw the place where he breeds and increases. Consequently he has bred heifers and steers bred in much the same way his grade herd.

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