

DON'T FAIL TO SEE

— AT —
LONDON AND OTTAWA FAIRS

The Exhibit of the Famous

DAVIS LIGHTING SYSTEM

FOR LIGHTING THE FARM HOME AND BARN

All are welcome

Write for free catalogue

Davis Acetylene Company, Niagara Falls, Ont.

DON'T YOU WANT

some pocket money to spend when school opens? Sure you do. Every boy wants money to spend, and he does not like to have to ask for every cent.

We want you to act as **OUR REPRESENTATIVE** in your district. We will place our subscription work in your hands. You will in this way gain an experience that will be worth a great deal to you. It will not only give you a start in business but will train you in the line of canvassing, and will teach you to place confidence in yourself.

BUT BOYS, the best part of this work is the splendid pay. **JUST THINK,** some of our boys have got ten new subscribers in a day, and we pay 20 cents each. Don't you want to earn \$5.00 a day? Isn't that splendid pay?

REMEMBER BOYS, it is the hustlers that make a success, not only as boys, but as men. Get a start now, and don't give up.

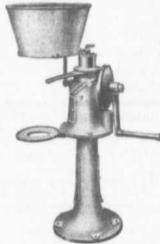
Write Farm and Dairy for working material.

FARM & DAIRY, Peterboro

I wish to become your Agent in our district. Please send me supplies.

Name

Address



The World's Latest and Best

Self-Centring and Self-Balancing Bowl

This makes the PREMIER the easiest skimming separator and the easiest to operate. If you are using a separator of some other make which is not giving you perfect satisfaction, write us for our booklet on the

PREMIER CREAM SEPARATOR

which will show you why the PREMIER is the simplest and most durable in construction—the cleanest skimmer and the easiest to keep clean—and why it will pay for itself in one year.

At the Toronto Exhibition and Fall Fairs

All sizes of PREMIERS will be shown and demonstrated at our booth at the Toronto Exhibition in the Manufacturers' Annex under the Grand Stand. You are cordially invited to visit our exhibit and see the PREMIER in operation. These separators will also be exhibited at local fairs. Write us for the name of your nearest agent.

The Premier Cream Separator Co.

WINNIPEG, Man. TORONTO, ONT. ST. JOHN, N. B.

Creamery Department

Butter makers are invited to send contributions to this department, to ask questions on matters relating to butter making and to suggest subjects for discussion. Address letters to Creamery Department.

The Maker as an Educator

Mrs. A. B. McLaughlin

We buttermakers who hold responsible positions and expect to make our work a success must have the tact of educating and influencing patrons in the way of doing things for their own interest. To possess this tact takes practice and a study of human nature. You can convince one person one way, and another some other way, but we must have the backbone of anyone, as there is a whole lot of bluff in this world.

When people find out that we are not easily influenced, then they will pay more attention to our advice and teachings. A butter maker may be compared to a school teacher, only we buttermakers have the hardest part of it as our pupils are much harder to control than the younger ones. We are backed up by centralizer sympathizers who agree with them in things that are wrong and detrimental to themselves and the community.

KNOWS ALL; KNOW NOTHING.

The patron who knows it all and will not listen to anyone generally is the fellow who delivers poor milk and cream. The only way to rule him is to give him to understand that he cannot continue his imposition on the creamery and his neighbors, and cut him off short where it can be done.

The patron who is a little careless and means to do alright must be reminded about the quality of stuff he is furnishing, whenever it is necessary, and don't forget to give him credit when he is doing right.

ROOM FOR MUCH EDUCATION

Buttermakers going into a new creamery or a new position where quality is poor, must work up the grade gradually. It took me two years to get the patrons in this creamery to wash their separators and bring cream sweet and clean. It would take about 30 days to let them get back into the same old rut they were in. So it is up to us buttermakers to get the quality up to a high standard and keep it there. We get slack in our work and methods and the patrons will do the same.

When patrons are allowed to haul cream a long distance in cans without covering them up, especially at this time of the year, the butter maker is to blame for not telling them about it. We must aim to be sociable and friendly, and at the same time firm, and not be backward to ask our patrons to do things for their own benefit.—Butter, Cheese and Egg Journal.

Sometimes on these hot days, don't you wish there were more shade trees on the lawn? Give the nursery men an order.

I must congratulate you upon your article in the issue of June 12, in which you draw attention to the fallacy of breeding for color. One would think that a man who had brains enough to buy or breed a heavy producing cow, would have brains enough to appreciate the fact that type is a much greater factor in production than color, and while it is well that a certain breed shall have certain characteristics that will distinguish it from others, it is time to call a halt when these minor traits such as color become the sole aim of a breeder.—A. E. Mainwaring, Nanaimo, B. C.



FIX UP YOUR BARN LIKE THIS

Let Us Tell You Why and How When your cows are lined up in the milking parlor, the manure falls into the gutter, makes barn cleaning easy. Keeps cleaner and healthier, improves quality of milk, increases your profits.

THE BT SANITARY BARN EQUIPMENT

Helps prevent tuberculosis, big time ruined udders, abortion, etc. Paying out an improved business. Pays for itself every year.

FREE. Our two books tell all about BT Equipment. Book 1, "Sanitation in the Dairy," 200 pages, 10c. Book 2, "The Milkmaid's Handbook," 100 pages, 5c.



463 Hill Street, Peterboro, Ont.

Extra Pay for Workers!

We have a special opportunity for a person in your locality.

A person who can devote the next two months during some time to seeing friends and neighbors about taking Farm and Dairy.

If you are the person and want to grasp this opportunity, and make good pay, for your time and effort write to-night.

Farm and Dairy Peterboro

Breeder's Directory

Cards under this head inserted at the rate of \$4.00 a line per year. 50¢ and accepted under two lines per for less than six months, or 5¢ insertions during twelve months.

YORKSHIRE PIGS, all ages, either as Choice Young Boars, fit for service. 12 Sows of all ages, bred and heavy pig.—H. C. Benfield Woodstock, Ont.

FOR SALE—2 Some of King Farns of Cluthide, from H. O. P. cows. Also one Clyde Fillet and 3 Stallions. Yearling.—R. M. Holtby, Manchester, Ont.

HOLSTEINS—Young stock for sale. Sold by Imperial Pauline De Ko. The nearest dams average 20.20 the best 27 days.—R. W. Walker, Utica, Ont.



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not alone, because it is best salt for salt because it will salt pound for pound, the salt you can use. The big creameries this—and show you to The Agricultural monstrate this every Every farmer and who is getting good butter—is using Wind Salt. It is pure—it makes butter—it works in it is the cheapest in the try it yourself.



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Milk Water During Exhibit

If you can ship two more of sweet milk (Sunday excepted) we furnish cans. Shipping points outside of considered.

City Dairy Co., LONDON, ONT.

CREAM WATER

We pay the highest city price delivered sweet or sour cream. The supply cans and 7¢ per can. With an accurate record of 15 years' experience your cream to the Toronto IT PAYS.

If interested you should write Toronto Creamery Co. TORONTO

Wanted

A Herdsman, who has had experience in setting and caring for a New Zealand cattle. Honest, reliable and no bad habits. Apply, in person, to

The Allison Stock CHESTERVILLE.