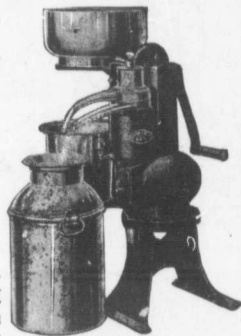


## Save Your Valuable Strength

SAVE TIME  
MAKE MONEY

By using a large capacity **SIMPLEX** Cream Separator you can cut your work of separating absolutely in two.



The favorite everywhere it goes. Note its beauty and heavy compact construction, with low-down, handy supply can only 3/4 ft. from the floor.

Just think how much this will mean to you when you get into your busiest season and help is scarce and you need your strength and time for other work!

The 1100-lb. **SIMPLEX** Cream Separator, once you have it going at full speed, turns just as easy as the 500-lb. machines of most other makes.

There is a reason for the wonderful ease of turning the **SIMPLEX** Cream Separators. It'll pay you to ask us to explain it to you.

Write to-night and ask us for our free booklet explaining the marked and decided advantage to you from owning a **Simplex**.

One of our **B-L-K MILKING OUTFITS** would save you big money and enable you to milk more cows without hired help. We will gladly give you estimate of cost for a **B-L-K Milker** in your stable. Ask us for it.

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WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

These  
Are  
The  
Busy  
Days

### On the Farm—and in the Shop of the Implement Agent

MORE farm machinery will come into use in the next few weeks than at any other time of the year.

IT is the buying season for harvesting machinery.

YOUR agent will be busy these days making sales and filling orders.

GIVE him every assistance now that his prospects are prepared to buy.

HE will sell more—and easier—will make more money for himself and for your firm, if to his customers you continually suggest your line of goods.

BIG manufacturing firms find that it pays to advertise right through the Summer Season. TAKE a tip from them. Try it in—

Farm and Dairy

## The Farmers' Movement Progressing

IT is a little more than three months since the farmers of Ontario, at a largely attended and representative meeting held in Toronto, organized The United Farmers of Ontario and The United Farmers' Cooperative Co., Ltd. These organizations were to be to the farmers of Ontario what the Grain Growers' Association and the Grain Growers' Company have been to the farmers of Western Canada.

It was realized that Ontario's two new organizations had much work before them and many difficulties to overcome. It was only natural therefore that the farmers of Ontario should be anxious to hear definitely what progress has been made since both associations were launched. Last week an editor of Farm and Dairy attended a meeting of the directors of The United Farmers' Cooperative Co., Ltd., held in Toronto. The reports presented showed that the progress made to date has been most gratifying. As yet The United Farmers of Ontario, which is to be largely an educational organization, and which will deal mainly with the economic problems of the farmer, has not undertaken much work, as it has been waiting for The United Farmers' Cooperative Co. to become firmly established so that both organizations would be able to carry their work together. The main work to date, therefore, has been concentrated on getting The United Farmers' Cooperative Co. in a first-class business condition.

For a while after the company was launched considerable time was required to consult with lawyers to make sure that the by-laws and charter of the company were completed in first-class legal shape. This has been attended to and the company's headquarters have definitely been located in Toronto.

It is realized that Secretary Morrison will soon be utterly unable to answer all the ready response and attend to the work or organization. The directors, therefore, have engaged Mr. C. E. Birkett, of Brantford, to act as assistant secretary. Mr. Birkett has had business training in Ontario, he owns a farm in Western Canada, and has experience in connection with The Grain Growers' organizations in the West. Mr. Birkett is now in Western Canada, where he is endeavoring to dispose of his farm, with the intention of taking hold in earnest of his new duties in Ontario about the middle of August. As yet an office has not been engaged in Toronto, but one will be opened shortly.

#### SALE OF STOCK.

No effort has been made as yet to sell stock in the new company. It has been deemed wiser to defer doing this until the company was in shape to send a complete price list to all farmers' clubs, subordinate granges, and other similar organizations, and thus be able to show them the advantage of uniting with the company and with the association. The main efforts of the officers, therefore, have been concentrated on perfecting business arrangements so that they will be able in the fall to start business on a satisfactory basis. In spite of this fact, however, quite a little stock has been sold. The directors of the company have qualified to hold the position of directors by purchasing stock in their own names. In addition The Grain Growers' Grain Company of Winnipeg, has bought twenty shares of stock, worth \$500. In this way the western organization is now directly interested in the Ontario company. A number of applications have been received for stock from parties

who desire to show their interest in the movement. This stock has not yet been allotted. As soon as the directors feel that the time is ripe the sale of stock will be pushed energetically.

#### BUSINESS CONNECTIONS.

When the directors of the company first started to approach granges and farmers to find the terms on which they would be willing to do business through the company, it was found that many of these firms were distinctly antagonistic to the proposed cooperative movement among the farmers. They stated frankly that they found it necessary to sell most of their goods through dealers and middlemen, and that if these dealers and middlemen found that they were wholesalers and manufacturers—selling to the Farmers' Cooperative Company they would raise a row and refuse to handle any more of the goods. For this reason, they said they did not want the business of the farmers' company. Gradually, however, the directors have been overcoming these difficulties and already they have succeeded in making satisfactory arrangements with many manufacturers of many leading lines of goods. In one case they found it necessary to tell the manufacturer that if he did not furnish his goods they would arrange to make direct importations from Ireland. This is being done by The Grain Growers' Grain Company of Winnipeg. The brought him to terms and now he is in a position to handle his goods. Recently the directors sent out a preliminary price list to the various Farmers' Clubs and Subordinate Granges which were asking for assistance, and already an astonishing amount of business has been done. The company is now in a position to receive and fill orders for various kinds of feed, as well as for sugar, grass and root seeds, hardware and hardware specialties, harness, all binder twine and some other similar lines. The ready response and the worth of orders have been filled by local organizations. The volume of business done furnishes proof that when the company is firmly established it is certain to do an immense volume of business. The directors are negotiating now with a large company that manufactures fertilizer and expect to come to satisfactory arrangements with them. When it is borne in mind that the directors now have to interview a dozen or more dealers in each line of goods before they can come to satisfactory arrangements with any of them, it will be seen what an immense amount of work the directors have done on their hands in making satisfactory business arrangements. It is necessary, of course, to make sure that the first dealt with are reliable and that they will be able to fill all orders promptly.

Already the officers have seen clearly the great need there is for a central organization of this kind as the farmers' organizations would be utterly helpless were they to attempt to undertake the work that is being handled by the United Farmers' Cooperative Co., Ltd.

To date the directors have had five meetings, one on April 13, April 15, June 30, and July 1. The next meeting is in session on April 25 and 26. Another meeting of the executive will be held shortly.

Secretary Morrison informs us that he has received a large number of letters from Farm and Dairy readers who are members of organizations that desire to take part in this movement. He has asked us to report everywhere throughout the province the response to the movement has been (Concluded on page 16)



My Welcome Pro  
Trade Increases the  
Vol. XXXIII.

## How

MANY boys never because their chance. This is a one. The glimmer of blinded the eyes of welfare; not but that intended to go to the glitter of the city has thers has also been boys never "amount" glad to say "here are giving their boys affords—the chance to thy, robust bodies and ed minds. Let me to illustrate my point. T not mythical character boys that I have w from youngsters in their young manhood whereof I speak.

John's father was a Likewise he believed Had John decided this son of law was the he had been best suited he been right on hand to get a law education ar the inspiration that John a good lawyer. time his ambition was should be an efficient farmer. He did not this. He just made this attractive as possible. Jo every opportunity to and when all that he country school wi day to the nearby tow years of the high sch not made a drudgery older and his judgment over his plans with his working partners. It should go to the agr than his father did portant questions to s

ALL LINER John's father was he died, so well off th education to develop h he chose to undertake capital enough to hav class business in the taught to love the so farm appealed to him his father's place, and since, happy and cont boys say, "making this