



THE "DEMING" POWER SPRAYER IN OPERATION

# A Lesson in Spray Pump Arithmetic

¶ For the benefit of past, present and prospective Spray Pump users, we give below a simple lesson taken from the fundamental principles of arithmetic, which principles we have applied to our line of Spray Pumps. The first appliance which we take up is **ADDITION**. This is a very clear formula and reads as follows:—One Deming Spray Pump + one orchard, + a small amount of work = LARGE CROPS.

¶ The next principle which we use applies to Non-Spray Pump users, and is given as below: This is **SUBTRACTION**:—One orchard minus a Deming Sprayer = SMALL CROPS.

¶ The third principle is **MULTIPLICATION**. This is practically the same as the first, viz., Addition, as the same result is achieved. The formula is:—One orchard × two sprayings by Deming outfits = A SUCCESSFUL HARVEST.

¶ We now take up the last of the common principles; the part that will interest every fruit grower or farmer for the reason that it deals with the profit at the end of the season. After the above principles of multiplication and addition have been applied, the results show how a large crop is easily secured. The large crop means money, and if you own a Deming Spray Pump YOU will have the large crop and not your non-spraying neighbor. Therefore YOUR orchard becomes a good paying venture, while the non-spraying neighbor carries a loss. YOUR large crop means money and money means other things; thus we come to the last step in the mathematical process and that step is **DIVISION**. The money which you have secured from the sale of the large crop of fruit, etc., can very conveniently be put to different improvements about the farm, therefore:—**Money obtained by Spraying with Deming Pumps ÷ among your family = contentment, satisfaction, comfort and a greater determination to spray again next year.**



¶ You will note that all the above examples specify Deming Outfits. This is the reason:—They will produce the best results. They will stand the wear and tear and the action of the mixtures, and are worthy in all ways of the name, "The World's Best." Don't you want one? You can't afford to do without.

Free Catalogue and Prices Sent  
on Application.

## The Deming Company

MANUFACTURERS OF PUMPS  
FOR ALL PURPOSES

SALEM, OHIO

Blackie Brothers  
Halifax, N.S.

J. A. Simmers  
Toronto, Ont.

Mention The Canadian Horticulturist when writing



The above illustration represents the spraying operations in the 500-acre orchard of a successful fruit grower who has taken a course in Deming Spray Pump Arithmetic.