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NUMBER 48

FARM AND DAIRY

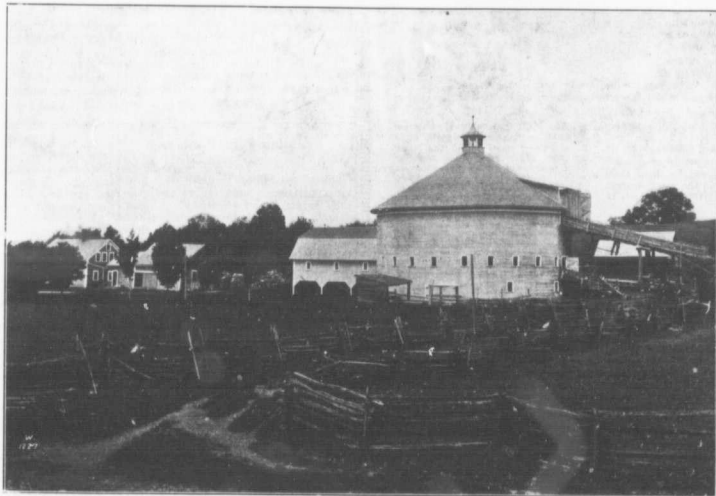
AND

RURAL HOME

PETERBORO, ONT.

NOVEMBER 28

1912.

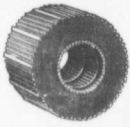


THIS STYLE OF BARN WILL BE MORE COMMON WHEN WE COME TO APPRECIATE ITS ADVANTAGES. The circular barn includes more floor space within a given length of walls than does a barn of any other shape. Hence it represents a saving in building material. When properly constructed it is the strongest and most durable of structures. Its adaptability to convenient arrangement for the feeding and care of stock is testified to by practically all who have the circular barn. Were its construction generally understood, and its advantages better appreciated, there would be more barns here in Canada similar to the one here illustrated, that on the farm of I. M. Cushing, a Quebec province dairyman.

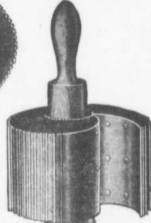
DEVOTED TO
BETTER FARMING AND
CANADIAN COUNTRY LIFE

The LINK-BLADE Skimming Device

Has made the "SIMPLEX" Cream Separator of greatest efficiency. See this device of



The Link Blades



Closed for Skimming

Held by Standard for Convenience in Handling and Cleaning



Open for Cleaning

The "Simplex"

Note this illustration of the Link-Blade which is exclusive on the "SIMPLEX" Cream Separators.

This Link-Blade device is more efficient than the so-called Disc system used in most competing machines, for the reason that there is no interference or re-mixing of the incoming new milk with either the partially separated milk or cream.

That the Link-Blade is more efficient than other types, we have proven many times by testing the same in bowls of other makes of separators. It always results in an increased capacity of anywhere from 25% to 50% or even 100%.

Because the Link-Blade system is more efficient, we can produce a given-sized bowl, say 700 lb. per hour bowl, that is of smaller dimensions and weighs less than other bowls, to do the same amount of work. This is very important to you.

The Link-Blade skimming device enables us also to run the bowl at a slower speed to do the same amount of work. This smaller bowl and lower speed in connection with the use of the highest grade of ball bearings known, produces in the "Simplex" absolutely the most efficient separator there is.

This efficiency of the "Simplex" is not a mere matter of our saying so. It is a fact that any unprejudiced person can readily see. If they will make a comparative test.

"The proof of the pudding is in the eating."—We allow you a demonstration of the "SIMPLEX" right on your own farm.

Write us today for illustrated literature about the "Simplex" Cream Separators. Put it up to us to get you started with the right and most profitable cream separator—The "Simplex."

D. Derbyshire & Co.

Head Office and Works: BROCKVILLE, ONT.

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WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

EARN CHRISTMAS MONEY

The Commission on a few New Subscriptions for FARM AND DAIRY will pay for many Christmas Gifts. This is the time of year when they are easiest secured. Our special offer is "Balance of Year Free." Write for Christmas Offer, order blanks and receipts.

FARM AND DAIRY, PETERBORO, ONT.

November 30th, 1912, is
last date for entries for

TORONTO FAT STOCK SHOW

UNION STOCK YARDS
TORONTO

TUESDAY and WEDNESDAY
Dec. 10th and 11th, 1912

Write C. F. TOPPING, Secretary, Box 635, West Toronto, for Prize List and Entry Blanks



The Old Signboard No Longer a Drawing Card

No more conclusive testimony to the general recognition of the superior profitability of dairy farming can be adduced than the changing attitude of breeders of pure bred beef cattle towards those cow that produces milk. Breeders who once talked only of the beef making qualities of their animals now claim that their speciality is the dual purpose strain. Notice their advertisements.

Economy in Fencing

J. B. Laughland, Oxford Co., Ont.

When travelling through the province of Quebec some years ago over the Intercolonial Railway, I was struck by the immense amount of fencing that one sees in that province. In some of the sections through which we passed, fully one-tenth of the land must have been taken up with rail fences and the land that is always more or less useless next to them. I was told that those fields would average 10 to 20 acres in area or about the size of the fields in our average Ontario farms, and yet the fencing seemed much in excess to what we would have. I then began to figure out that it was the shape of the fields that called for so much fencing.

Here is an example. Take a 10 acre field that is 30 by 80 rods, or four times as long as it is wide. Two hundred rods of fencing will be required to surround it; or 20 rods to the acre. Suppose that field is made square. Then it will only take 160 rods to fence it or 16 rods to the acre. The nearer square, therefore, that we can make our fields the less will be our bill for fencing material.

Another point where we can economize in fencing is in the size of the fields. While the square 10 acre field requires 16 rods of fencing per acre the square 40 acre field will require only eight rods per acre, or half as much. The square 160 acres can be fenced at the rate of two rods per acre. I believe in large fields, long rows, and hence cheap cultivation.

This "economy in fencing" idea is my latest argument for the large fields. Another point where we might economize in fencing is by putting the posts further apart. I have seen lots of good wire fencing put up on posts 15 feet apart. We have some wire fencing on our farm on posts 45 feet apart that is giving entire satisfaction. This may be a little too much for safety, but we would not put the posts nearer than 30 feet. Fence posts are getting continually scarcer in Oxford county and also dearer, and any economy we can

make in this direction soon counts into dollars and cents.

We can afford to buy only the best fencing. Ten years ago, when we put the first wire fencing up on our farm, we put on two grades of wire. The good fencing is there yet, and will be for apparently five or 10 years more; the other was replaced five years ago.

How I Raise Dairy Heifers'

By A. A. Hartshorn

Soon after the calf is dropped, it should be fed a little of its mother's milk, and it is well for a few days to feed small quantities three times each day. After a few days old, it is unnecessary to feed so often, although perhaps it is better, beginning with about a quart at a time, and that amount can be gradually increased as the calf grows older. But, if after the calf is a few weeks old, milk is to be fed in quantities exceeding six or eight pounds, it should be skimmed milk, and fed only twice a day.

A great many breeders make the mistake of getting their calves in the good condition before they are a year old. The young animal that is to become a milk producer should never be fattened until three or four months before she freshens, but should be kept vigorously growing. I have sometimes almost been ashamed of my calves when people come to see my herd, who have been visiting some of the other good herds of the East, but I never feel that way after the young things are in milk.

The calf should not be fed so much milk that it will have no room for roughage, as the animal that is to become a dairy cow must have large abdominal development, and this can only be brought about by the consumption of large quantities of roughage. The calf should be kept growing continually from the time it is dropped until fully matured, and in order to do this, the first summer, if it is a fall calf, it should be kept in a lot where it can be fed some grain and also fodder, if it does not have an abundance of grass.

*Extract from an address before the Minnesota Holstein Breeders' meeting.

Issued
Each Week

Vol. XXXI.

AN EXP.

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Each Week

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RURAL HOME

Only \$1.00
a Year

Vol. XXXI.

FOR WEEK ENDING NOVEMBER 28, 1913.

No. 48

AN EXPOSITION OF THE FUNDAMENTAL PRINCIPLES UNDERLYING SALESMANSHIP

Ontario Beekeepers were Most Fortunate to have at their Convention in Toronto two weeks ago a Paper by Mr. B. Tyrrell, Secretary of the National Beekeepers' Association—Mr. Tyrrell Talked upon the Art and Science of Salesmanship and Related it to Improved Methods of Selling Honey—This Address Contains so Much that is worth the time of any Farmer to Read that we herewith Reproduce it in full.

SALESMEN are born but not made" is an old saying that has been thrown at us from time immemorial; but it is an old saw needing a lot of filing for "Salesmen are born and made," if they will recognize and use the fundamental laws underlying salesmanship.

The extent to which salesmanship enters into our lives is little recognized by the majority of us. No matter what our occupation we will find by careful analysis that the art of selling plays an important part in our success. The laboring man requires salesmanship in order that he may sell his services to the best advantage. The farmer should know the laws of salesmanship in order that his product may be marketed to the best advantage. The lawyer must exercise the principles of salesmanship if he gets the best patronage. The banker to make the biggest success must observe the finest points of salesmanship; suggesting, persuading, and creating favorable impression, and doing it so nicely that no one suspects he is trying to sell the services of his bank. And so we could go on down the line, naming one occupation after another, all dependent on salesmanship, and showing that the most successful men are the best.

FACTORS THAT INFLUENCE A SALE

Three factors enter into a sale; The salesman, the thing sold, and the customer. No sale can take place without these three factors. To consider two and ignore the third would be to invite failure. So we must analyze each in turn.

The salesman. A successful salesman must be able to inspire confidence, create desire and command decision. He is without doubt the most important factor of the three, and yet in many establishments he is evidently considered the least. Large department stores pay out thousands of dollars for advertising, stock their stores with excellent goods, and then many of them turn the selling over to the most incompetent of clerks. How many times have you gone into a store with your mind all made up to purchase a certain article, have the clerk hand it out to you, take your money, and then suggest that "You don't want anything else do you?" instead of saying "What next, Mr. Brown?" If you have never noticed this in the past, just observe in the future how many "order-takers" will suggest to you that you don't want anything but the article you have just paid for and what you came in for. Then again notice the occasional live one who will fill the order you gave, and then tactfully call your attention to a half-dozen other articles they have "just received," and if you don't buy more than you came in for you are a good one.

Many would-be salesmen so conduct themselves

that your attention is centred on them instead of on the article to be sold. This is done either by dress or manner. A plain simple dress is the only thing allowable. An earnest, enthusiastic manner gets the attention where you want it—on the article to be sold. Confidence is a prime requisite to selling, and we don't generally have the most confidence in the salesman who dresses to extremes, either too poor or too good, or who is continually boasting of what he has accomplished.

The thing sold. The article itself must have merit. It must be worth the price asked. It must be able to command the respect of both the customer and the salesman. No salesman

An Appreciation We Value

When the Special Household Number of Farm and Dairy came and I looked it over, I came to the conclusion it was the best you had yet issued. Arrangement, illustrations and variety and quality of matter were all good.

I meant to write you immediately, but didn't. I am determined not to let so many of my good resolutions slip by unheeded, so at this late date I congratulate you on your splendid special issue for women. I am with sincere good wishes,

Laura Rose Stephen.

can continue to successfully sell an article he does not have confidence in. He must be able to become enthusiastic over it. He must be willing to defend it at all times. This defence must be sincere, for insincerity will always tell in an attempted sale. The salesman may delude himself into thinking he can sell an article he does not have confidence in, but, believe me, his success will be short-lived.

The customer. You would hardly expect to sell a set of blacksmith's tools to a lawyer. You would hardly go to a saloon to sell Bibles. And yet salesmen sometimes make attempted sales to people who have no more use for the article sold than a lawyer would have for blacksmith's tools or a saloon would have for Bibles. The customer must be one who would have use for the article to be sold. Possibly he doesn't know that he needs it, and it is then the salesman's business to show him.

A SALE A MENTAL PROCESS

The sale itself takes place in the mind. If a man comes to you and asks for a given article and you supply that article and take his money, don't delude yourself into thinking you have made a sale. You haven't. You simply filled his order. He made the sale himself, and it was made before he reached you. There is a big difference between taking orders and making

sales. You must actually influence the other man's mind, and persuade him to purchase at a profit to you that which you have for sale if you are to consider yourself a salesman.

For every sale that is made the customer's mind passes through four stages or changes. The four changes take place whether the sale is made in one minute or one year. They are "attention, interest, desire and resolve to buy." You must first get your customer's attention; this must be prolonged into interest; interest must be intensified to desire; and after that you must get resolve to buy, or action. Many sales fail because this law is not understood. Attention is secured, but the salesman doesn't know how to ripen it into interest. Or possibly he attempts to force the "resolve to buy" before even interest is secured. When he has secured attention he should know that the customer's mind must pass into that stage called interest. When interest is aroused he has even harder work before him to carry it along to the point where a desire is created. And when the desire is created he must be able to carry the hardest part of all, and get the "resolve to buy." With these four changes in mind, with this law understood you should be in a better position to sell your honey than you were before.

The first that we would consider then is the honey salesman. He may be yourself, your paid representative, or a circular or advertisement. Even a letter sent to sell honey is in that case your salesman. So you must be careful that whatever it is that conforms to the first law of selling; that it can command attention. That attention, understand, must be for the honey offered. If you are the salesman your dress and manner must be cultivated so, you will not attract undue attention to yourself. You must be neither overdressed nor underdressed. You must be enthusiastic and earnest in your manner but not loud, noisy or boasting. These same rules must apply to your paid representative. If it is a circular or advertisement, it must be printed on good quality of paper, honestly and reasonably worded, or it will fail of its mission.

Next, considering the thing sold, we must have a good article of honey, one suitable to all the tastes of the particular class of people we are attempting to sell to. Don't attempt to sell buckwheat honey to those who prefer clover. Give them what they want. Put in a popular-sized and popular-priced package.

SPECIALIZED SELLING

Your customer. Owing to the nature of honey, your customer can be found in every walk of life. But you will have better success if you pick out a certain class and aim your selling campaign at that class. Some people can do better work in selling honey to the business and professional men for personal consumption. Others can sell better to women. Still others have better success in reaching the working men. Each of these classes requires a little different method of selling, a little different set of arguments presented than the others, and it will pay you to study them.

For the business or professional man it is not so much a matter of price as of quality. For the woman an argument of economy has its effect, as well as the value of honey to the children. And then you must bear on the fact that your honey is pure, but don't do this unless she raises the question. It is not advisable to raise doubts when there are none. Explain the difference in flavors, and why there is a difference. Tell her honey will keep well if properly cared for, and then tell her how to keep it. A woman is interested in details, while a business man is too busy to hear them. Working men need but little argument excepting the one of taste and price. He will pay the price, too, if it is worth it.

WHEN DEALING WITH A DEALER

To the man who is buying to resell you must add an argument of sale ability. Not only must you have a good article, but you must have it in such shape that it can be resold at a profit. The same package you use for the consumer trade will not apply for the grocery trade. Neither will the same arguments. Each must be studied and its needs supplied. Even where you are selling to the consumer trade exclusively, you will find that different classes need different sales methods to reach them.

What I have said to you so far are hard and fast laws of salesmanship. They have been proven to be true in so many cases that we can accept them as facts. What I am going to say to you now in conclusion, however, is a matter of personal opinion, and of course is subject to debate.

Wherever it is possible, I would advise a direct to the consumer trade in honey. Where that is not possible, I would get as near that as you can. For comb honey uniform grading rules are advisable and if a prediction is sent in order, I will predict that the time will come when we will have central grading stations, where all the honey of a given locality is sent by the producer there to be intelligently graded and cased. This of course refers to the wholesale trade.

For the consumer trade I would use the 4½ by 4½ slotted section, packed in shipping cases holding 12 pounds. This is about the right amount to sell to an individual for home consumption.

For extracted honey I would recommend the 10 pound friction top pail, and then I would put 10 pounds of honey in it. I must condemn the method of selling extracted honey, and including in the weight the tin which contains it. You don't ask your customer if he wants to buy 10 pounds of honey and tin, and yet that is really what you are selling him. When he believes that he is buying a certain number of pounds of honey, and then finds that part of it is tin, he is apt to feel that he has been taken advantage of, and that does not leave the proper feeling for future sales. It is all right where you tell him he is getting the pail weighed in; but it is not always told, and he has a right to be dissatisfied if he buys 10 pounds of honey and doesn't get it.

Fall plowing produces better crops than spring plowing.

Seed Corn Selection

During the winter months select the necessary number of the best ears to plant in the spring. The rows of kernels should be straight, and not less than 16 nor more than 22 in number. The ear should be from eight to 10½ inches long. The color of grain should be true to variety. White corn should have white cobs, and yellow corn red cobs. The tip should not be too tapering. It should be well covered with straight rows of regular kernels of uniform size and shape. The rows of kernels should extend in regular order over the butt end of the cob, leaving a depression where the shank is removed. The tips of the kernels should be full and strong, leaving no space between them near the cob. The kernels should be about five-sixteenths of an inch wide by five-eighths of an inch long, and about six to the inch in the row.

It is a good plan to have a special seed patch, and plant, say, 25 of the best ears in this patch. Each ear should be planted in a row without mixing with any other ear. Twenty-five rows planted in this way will be sufficient for the average farmer. At maturity, harvest each row separately and weigh the yields. Select the ears for next year's seed patch from the rows that give the highest yields, and the remaining portion of the rows of highest yield are used for



Roads, Such as This One, are Appreciated at This Season

Country highways such as the one here illustrated are expensive to construct, but the satisfaction that they afford us in spring and fall and the smaller cost of maintenance make them a good investment, where settlement is fairly close. This highway is one of the numerous fine macadam roads that are to be found in Quebec province. Similar roads are rapidly becoming common in Ontario. The mileage of improved highways will increase even more rapidly as their value becomes better appreciated.

planting the field crop. And so the work should be continued from year to year.

Another Field for Cooperation

By A. D. Wilson

The fanning mill is certainly practical on any grain growing farm. It should be used to remove light kernels, weed seed, and trash. The heavier larger kernels selected by the fanning mill are usually more productive; and all agree on getting rid of the weed seed and trash.

We have said that the fanning mill was practical on the average farm and it ought to be used there. One great obstacle to such use arises from the fact that few men know how to make the fanning mill clean and grade the grain as they want it to. Many have had poor fanning mills. Others do not have the necessary room to make grain cleaning convenient.

Why not clean grain in the same way that we thresh it? Every community has some mechanically inclined farmer who can handle the fanning mill outfit better than anyone else in the community. Let him clean and grade the grain. He can equip a tight bottom, low wagon with two good-sized fanning mills operated with belts by a small gasoline engine. With such an equip-

ment he might go from farm to farm, take the grain from the bin, clean, grade, and return it all by the use of machinery. The fanning mill man may easily grade so as to take out five or 10 per cent, or more of the heaviest and plumped kernels for seed. This would not seriously affect the quality of the market grain.

The man who will put such a plan into operation will be a real blessing to the community. His work will result in the use of the fanning mill where it would not otherwise be used. He will save much hard work on the farms of those who would otherwise run the fanning mill by hand. A gasoline engine costing somewhere between \$50 and \$100 will do the work that might otherwise require hundreds of days of labor at the crank of the fanning mill. It is easy to conceive that he might add greatly to the small grain yield and profit of the community.

Winter Occupation of Labor

By Andrew Boss

The profitable employment of labor during the winter season is one of the difficult problems on many farms. Unless the scheme of farm organization is well balanced the horses needed for summer work, as well as the men, will be idling a part of the winter. They must be fed and cared for and the money invested is costing interest all the time. Some way should be provided in which they can at least earn a part of their board. The cost of feeding the horses can often be reduced by feeding cheap forage and allowing the horses to rough it in a lot or shed. It is possible in some places to use them in hauling building material, cordwood, or fence posts. So far as possible, bulky farm produce should be marketed during the winter, thus using the horses when the demand for horse labor on the farm is not so pressing.

Many forms of occupation can be devised which will employ the man labor on most farms. Caring for live stock is one of the most common as well as most profitable. What the particular class of stock should be will depend on the food supply, the market facilities, and the kind of labor available. The care of dairy cows may be combined with wood cutting to advantage in many cases. A flock of sheep may be purchased and fed out on cheap, rough food and some grain. A car of feeder cattle may be finished on bundle-corn, thus saving the cost of husking and at the same time providing winter occupation for labor.

The farmer who has a lot of good grain or corn on hand may make good wages by preparing it for sale as seed and putting it on the market as such. A few farmers in Minnesota last winter increased the price of their seed corn from \$3 to \$8 and \$10 a bushel by careful selection and making individual ear tests. One farmer sold \$260 worth of seed corn from a sixteen-acre field in this way without depleting to any appreciable extent his supply of feed. He counted his time well spent. There is a choice market for selected seed in Canada as well.

Many operations usually conducted in open weather can be hastened by attention and preparation during the winter season, such as machinery and harness repairs, fence and building alterations and repairs, manure hauling, feed delivery and storage.

Prize Contest

Hundreds of contestants are going to win the gold watches offered for only twenty five new subscribers. Many will win the larger prizes. Read the "Contest News" in this issue, and learn about the extra prize of a 14K. gold point fountain pen. The prize contest is arousing the interest it deserves. It is the greatest chance our friends have ever had to help make Farm and Dairy better known, and at the same time to win a good prize for their trouble.

Concrete

Nothing g appearance of gates and corner-posts. ting rid of t of concrete.

The concr here with is the owner's 95 years more braces were r tion and as a post proper square and inches. The and a half ground and e concrete.

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MOLDING

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Mix the con to two cubic crushed rock, feet of good mushy wet on one foot. Set and slide the openings, with inside of the

Concrete Corner and Gate Posts

Nothing gives more trouble and injures the appearance of property so greatly as sagging gates and fences caused by rotten gates and corner-posts. Property owners are rapidly getting rid of this nuisance by making such posts of concrete.

The concrete post shown in the illustration herewith is a home-made article according to the owner's plan. It has been in service five years and is easily good for 95 years more. The post and braces were moulded in position and as one piece. The post proper is 10 inches square and the braces six inches. They extend three and a half feet into the ground and end in a bulb of concrete.

For the post mould proper, two-inch lumber makes a stiff form. Cut two boards 2 x 10 inches and two 2 x 14 inches, all seven feet six inches long. (For the 2 x 10, a 2 x 4 and a 2 x 6 inch piece may be substituted; likewise for the 2 x 14 inch, a 2 x 6 and a 2 x 8 inch may be used.) The 2 x 10 inch pieces are nailed to the three sets of 2 x 4 inch cleats as shown in the drawing. Holes are bored in the cleats so that the five-eighth-inch bolts 18 inches long, running across the forms from cleat to cleat, will rest against the 2 x 14 inch boards and hold the box-like form in shape. One-inch triangular-shaped strips tacked in the corners of the form will bevel the edges and produce a neater appearing post.

Each form for the braces consists of two side pieces, 1 x 6 inches, and one bottom piece, 1 x 8 inches, all 10 feet long. Nail the pieces together in the form of a trough six inches deep. To make the bevel joint with the post form, lay off 3/4 inches on the lower edge of the side pieces at one end and saw off the trough to the bevel. In the side pieces of the post form, cut an opening extending downward seven inches deep and eight inches wide to receive the moulds for the braces.

SETTING THE CONCRETE AND MOLDING THE POST

With the forms ready and all of the material on hand, dig the hole three and a half feet deep for post proper. At distances of nine feet six inches from the centre of the finished post dig another hole three and a half feet deep for the concrete bulb in which the brace will end. One foot above the bottom of this hole, open a trench eight inches wide sloping upward towards the corner post to a point within seven feet of the centre of it.

Mix the concrete, one bag of Portland cement to two cubic feet of sand to four cubic feet of crushed rock, or one bag of cement to four cubic feet of good pit gravel. Make the concrete mushy wet and fill the holes to the depth of one foot. Set the mould for the post in position and slide the troughs for the braces into the openings, with the upper ends even with the inside of the post form. Fasten them securely

and chink the cracks with old rags. Brace all forms firmly. Down the post form, two inches from each corner, set a three-eighth-inch rod 10 feet long with the upper ends bent backward. Fill the post form with concrete to the openings of the braces. Place one inch of concrete in the troughs for the braces and lay upon it, one inch from each side, two three-eighth-inch rods with their upper ends extending into the post mould. Put in four inches more of concrete, place two

means of small gaspise set through holes in the form or by means of greased rods turned frequently while the cement is setting.

The same form is adaptable to brace-posts in the fence line or to gate-posts. Hinges and fasteners for gates can be secured in the manner described above for ratchet wire-tighteners. For entrance ways, very attractive ornamental posts can be made in the same general method.



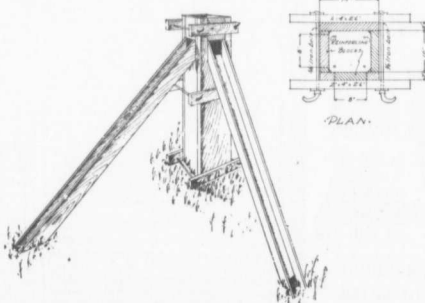
A Durable, Satisfactory Corner Post Made at Home

One of the many profitable uses that may be made of concrete on the farm is in the manufacture of fence posts; corner posts particularly. The post here illustrated will stay steady, no matter how tight we may stretch the wire. Its construction is described in an article adjoining.

more rods in a similar manner and then another inch of concrete. Work rapidly and without delay filling the post form with concrete. After the concrete has stiffened, level the top edges of the brace with a trowel.

For each post with two braces, there will be required four bags of Portland cement, eight cubic feet of sand, 16 cubic feet of crushed rock, (or four bags of cement and 16 cubic feet of bank-run gravel), and 12 pieces of three-eighth-inch rods 10 feet long. These materials will cost about \$2.50.

See that the post is fenced off so that animals



Forms for the Construction of Corner Post Illustrated Above

cannot disturb it before the concrete has acquired its strength. After seven days the forms may be carefully removed. Do not use the post until it is 30 days old. Many persons make corner-posts in the fall, before freezing weather, and do not place the fencing on them until the next spring. The wire fencing may be pulled around the post, as shown, or ratchet fasteners may be attached by making holes through the post by

Crop Rotation and its Advantages*

Jas. Bryson, Chateauguy Co., Que.

I am a thorough believer in rotating crops. The rotation that I have practiced for a number of years has given me beneficial results in keeping up the fertility of the soil and in helping to keep down weeds.

I first haul our winter manure and bank in large piles in the field. I let it rot, as I think that rotting has a tendency to rot the weed seeds that may be in the feed or bedding. We spread these piles of manure on our sod fields when we break them out of pasture and turn the manure down for a crop of corn or oats. The balance of our manure, that which is made after sleighing is done, we pile in the barnyard to be spread as a top dressing for our new meadows. This manure also is first allowed to rot. I do not consider it wise to spread manure with a lot of straw in it as it gathers in the clover or timothy the next season.

THE ROTATION IN DETAIL

I practise a six-year rotation as follows: I first plow the sod manured in the fall for corn (ensilage) or oats, as I find corn does better on our clay soil when plowed in the fall before and as early as we can get it done. The grass roots have a better chance to rot when plowed early than when the weather is warmer and the soil works better. As a rule I do not plow our land very deeply for corn. The second year I seed our corn and oat fields to any other kinds of grain, such as mixed barley and oats or barley and oats separate, and seed with clover and timothy.

The third year I cut a crop of clover and timothy. I do not pasture it in the fall as I find that if it is a cold winter and not much snow the meadows will need the after growth of grass and clover as a protection in winter. The fourth year I take a second crop of hay, mostly timothy. Clover, the second year, is not always a good crop. We almost always get my timothy seed from the second crop of hay. The fifth and sixth years we pasture.

The time has now been reached when women as well as men must work. The curse of Adam, "by the sweat of thy brow," is common to the race—and like many other curses, becomes the blessing of the race. No longer can women be consumers only, they must also be producers. It is not a question of race suicide. It is a question of feeding and clothing those who are already here; and the surest source of real independence is to the women and men on the farms.—Dr. Annie A. Backus, Elgin Co., Ont.

Why did you burn the straw piles? Did it ever occur to you that in burning a ton of straw valuable plant food was lost? The soil suffers in physical condition as well as available plant food when humus is destroyed. A ton of wheat straw has 220 pounds of nitrogen, 80 pounds of phosphoric acid, and 240 pounds of potash; oats straw has 240 pounds of nitrogen, 80 pounds of phosphoric acid, and 360 pounds of potash. Why throw this plant food away for the sake of illuminating the landscape? Scatter it over the field and plow it under.

*This is the second article on his farm practice that Mr. Bryson has written for Farm and Dairy as required of him by the rules of the Interprovincial Prize Farm Competition in which he successfully competed.

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President

FARM MANAGEMENT

The Wise Farmer

There was a man in our town
And he was wondrous wise.
He knew that if he wanted crops
He'd have to fertilize.

"It's nitrogen that makes things
green."

Said this man of active brain:
"And potash makes the good strong
straw,

And phosphate plumps the grain.
But it's clearly wrong to waste plant
food.

On a wet and soggy field;
I'll surely have to put in drains
If I'd increase the yield.

"And after I have drained the land
I must plough it deep all over;
And even then I'll not succeed

Unless it will grow clover.
Now, acid soils will not produce

A clover sod that's prime;
So if I have a sour soil,

I'll have to put in lime.

"And after doing all these things,
To make success more sure,

I'll try my very best to keep
From wasting the manure.

So I'll drain, and lime and cultivate,
With all that that implies;

And when I've done that thoroughly
I'll manure and fertilize."

The Business of Farming

J. E. Waggoner, I. H. C. Service
Bureau

We can draw a very valuable lesson from that all but artistic animal, whose only language is his squeal of disapproval and his sturdy grunt of satisfaction. He saves where others waste, and makes his living by rooting around—sometimes in places where wanted, sometimes not. If there is anything within reach that he likes he usually finds it and proceeds to make good use of the opportunity without any manifest concern or excitement. He proceeds to make it his business to look after small things, even the holes in the fence if the outside looks more inviting.

Profitable farming is becoming more and more a business proposition in which it is necessary to look after the small things and to use to best advantage every opportunity to produce more economically. The best, most profitable farmers have adopted systems of farm accounting, or, in other words, they have become book keepers—have kept such complete records as to enable them to determine which fields were profitable and which were not. To benefit with which is not absolutely necessary to follow up all little details, but it is a good plan to do so as completely as possible.

AS OTHERS DO IT

If we were to go into a manufacturing plant, on the first things to impress us would be the system of doing things and the strict principles of economy that are followed. All products that can be used for other purposes are saved, properly stored, and used when the time comes. At the end of each month and possibly each day, the manager knows the exact status of affairs—the amount of stock on hand, and the quantity of finished product ready for the market. Every part of a great machine is numbered and each must be accounted for.

If the same unsystematic methods were practised in factories as are used on some farms, they would soon lose their identity with the world's progress, and become nothing but idle monuments to some man's failure.

On careful consideration it is plain to see that active farming is as important, if not more so, to keep definite and strict records of all expenditures of time, money and labor.

Beekeepers in Convention

The Annual Convention of the Ontario Beekeepers' Association was designed more especially for advanced beekeepers. During the three days of the convention, from Wednesday to Friday two weeks ago, such advanced subjects as the automobile for transportation, management at long range, improved methods of selling honey and the foul brood situation, were thoroughly discussed. The formation of numerous small beekeepers' associations throughout the province has made it unnecessary for the central association to devote the most of its time to questions of production as it once did.

Miss Ethel Robson, the 2nd vice-president of the association, struck the keynote of much of the discussion when she said that beekeepers would be more successful if they study the people who use honey, instead of confining their attention entirely to the bees that produce it. A paper along the same line, prepared by Mr. E. B. Tyrrell, Detroit, Mich., secretary of the National Beekeeper's Association, also emphasized the necessity of the beekeeper being a salesman, as well as an expert in apiculture.

Mr. Morley Petit, Provincial Apiarist, devoted much time to the foul brood situation in Ontario. He stated that the number of diseased apiaries was decreasing, but that, while American foul brood was losing ground, European foul brood was rapidly advancing. Nothing, he said, could be done to check this but the Italianizing of the apiaries. He advocated more rigid inspection.

The management of out apiaries was dealt with by H. L. Schabdt, Toronto; J. L. Byer, Mount Joy, and Enos Farr, Low Banks. "Preparing Bees for Winter" was the subject of an address by J. E. Dunn, Ridgeway. R. E. Harkness, Irona, spoke on "Winter and Spring Management." Mr. J. W. Clark, of Cainsville, Ont., so well-known to Farm and Dairy readers, spoke on the desirability of combining bees, poultry and fruit. The part that the District Representative may play in advancing the honey industry was discussed by A. D. McIntosh, B. S. A., Stirling, Ont. "Bee Breeding" a subject to which beekeepers are giving ever increasing attention, was dealt with by F. W. Sladen, assistant in apiculture at the Experimental Farm, Ottawa.

The following divisional directors were elected: E. E. L. Harkness, M. B. Holmes, Athens; R. Looney, Woodways; James Storer, Lindsay; J. L. Byer, Mount Joy; P. W. Krouse, Guelph; James Armstrong, Chesapeake; Albert Taylor, Paris; Jacob Haberer, Zurich; Miss Ethel Robson, Iderton; Dennis Nolan, Newton Robinson; Morley Petit, Guelph.

Nothing is more detrimental to the health than sleeping in rooms with windows and doors tightly closed.

The stock judging team that will represent the Ontario Agricultural College at the International Live Stock Exposition at Chicago, will be comprised of the following students: Messrs. Harding, Tisdale, Shaver, King and Nixon.

In many communities the best cows in every herd owe their good qualities to a pure-bred bull brought into the community. Perhaps that was the case in the butcher before his good qualities were known. Such a mistake!

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The Feeders' Corner

The Feeders' Corner is for the use of our subscribers. Any interested are invited to send questions, or send items of interest. All questions will receive prompt attention.

Molasses as a Feed

The grade of molasses commonly used for stock feeding purposes is one known as Factory Molasses, a by-product from the manufacture of sugar, both from the sugar beet and sugar cane.

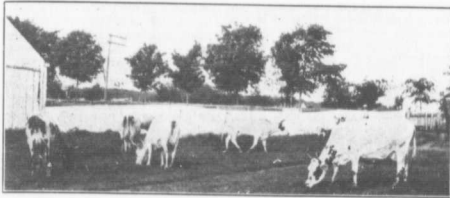
According to Henry, of Wisconsin, the molasses of the best sugar factory is a bitter, purging substance, containing considerable nitrogenous matter of low nutritive value, together with a large amount of sugar and alkaline matters. And because of its alkaline, purging properties it must be fed with caution and in very limited quantities.

the duty, as there is a clause in the tariff providing for the importation of molasses if used exclusively for the feeding of stock, free of duty. This is the reason why a farmer can purchase molasses feeds as cheap as cheaper than he can purchase the raw material.

A Pleased Alfalfa Grower

Jan. Hanlan, Peterboro Co., Ont. My horses were never so fat or in as good condition as they have been since I started to grow and feed alfalfa. The cows do well on it, the pigs like it and the hens are after it all the time if seeded near the buildings.

I seeded my first field of four acres three years ago. The next year I seeded eight acres and a year ago five acres more. I have recently been mixing a little alfalfa seed in all the seed on the farm. With me alfalfa is harder than red clover. I would have had to plow up one field last spring had it not been that the



Herds, Such as This, Have Been the Salvation of Many Farms

Quebec dairymen can tell of many mortgage lifelines in the dairy cow. So profitable has dairying become almost everywhere. The Ayrshire is the breed most commonly the herd to be seen here; it is owned by farmer.

experiences that go to prove what a good mortgagee has the dairy cow proven herself in Quebec that dairying is now almost universal. Few best herds are to be found, kept by those who have purchased herds. Napoleon Lachapelle, a French Canadian

Craig and Marshall of the Texas Experimental Station describe cane molasses, or black strap, as follows: "It is a thick, black mass, of a pleasant odor and with a very sweet taste." It averages about 50 gallons or 600 lbs. to the barrel, and runs on the average 12 lbs. to a gallon or 170 gallons to the ton.

The composition of cane and beet molasses is as follows, according to Brown of the Louisiana Sugar Experimental Station:

	Louisiana	Cane	Beet
Water	20.93%	23.70%	23.70%
Total Sugar	60.40%	47.30%	47.30%
Ash (Salts)	8.85%	13.50%	13.50%
Organic Nonsugar	9.82%	15.90%	15.90%

Unlike beet molasses, that from the cane plant is bland, extremely palatable, and much relished by farm animals. It may be rated equal to the same weight of corn in feeding values. Cane molasses is not only appetizing, but according to Patterson of the Maryland Experimental Station, tends when fed in moderation, to increase the digestibility of other feed stuffs. Investigation by the Louisiana Station, shows that the planters of that state use cane sugar molasses extensively, feeding as much as 10 lbs. daily to each mule. They hold that it use reduces the cases of colic and other digestive ailments, increases capacity for work, keeps the animal in better flesh, and effects a saving of 15 to 20 per cent. in the cost of maintenance. Molasses is quite commonly used in preparing animals for shows or sales.

Pure cane molasses should be purchased for about 28c to 30c a gallon in a retail way. If the feeder can use a sufficiently large quantity to make it worth while to import his molasses direct he will be able to arrange with the Government to escape

alfalfa mixed in it was a good catch and came on well.

Our Legal Adviser

FENCING OUT CATTLE—A has cattle pasturing in the Government Forest Reserve, about three miles from settlement. B bought a lot for back taxes in reserve. He claims a marsh on his lot. B has no fence around it, nor never had. Can he collect damages for cattle running in there and tramping his marsh. Cattle have run there for years.—Subscriber.

The correct answer to this question depends on whether the township in which the land in question is situated, has adopted a by-law permitting cats to run at large. If there is no such by-law in force then it is the duty of the owner of the cattle to keep them upon his own land, and if he does not do so, and they do any damage, the owner is liable. If the township has such a by-law, then the owner or occupant of the lands, on which they may stray, cannot recover unless his land is enclosed with a lawful fence and the cattle have broken through it.

FARM MISREPRESENTED—What can a farmer do if he rents a place for 100 acres and finds out afterwards that it is about 120 acres? Could he cancel the lease on account of the place being misrepresented?—York Co., Ont.

The farmer could not cancel the lease on account of the shortage in the acreage, unless there were an express agreement in writing to permit him to do so, if the amount of acreage were misrepresented.

If, however, the lessor did misrepresent the acreage, and the rent agreed upon was based upon the acreage or there were other such circumstances, the tenant might recover damages for the misrepresentation.

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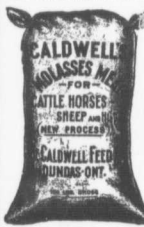
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HORTICULTURE

Alfalfa in the Orchard

Would it be advisable to sow alfalfa in an orchard?—A. C. York Co., Ont.

I should prefer not to sow alfalfa in an orchard, as injury would be done to the fruit trees. The fact that the alfalfa would be considerably shaded would be another reason for not sowing it in the orchard. The best orchard practice, unless in exceptional cases, is to begin cultivating early in the spring and dig thorough, clean cultivation until mid-summer. A cover crop of some kind could then be sown and alfalfa might be used, or better red clover. This would, of course, be turned under early next spring.

It would be better for the alfalfa to have the ground all to itself. Better growth would be made than if it were shaded, and there would be much less difficulty experienced in cutting and making hay than if the trees were occupying the ground as well.—Prof. J. W. Crow, O. A. C., Guelph, Ont.

Varieties for Durham County

I am going in for fruit farming exclusively, apples and winter fruit mostly. I would like to know if you would give me any information as to what kind of land is best adapted to fruit and what kind of fruit would you advise to plant.—W. H. B., Durham Co., Ont.

I am not entirely familiar with the soils of your locality, but judge that you have plenty of good soil. You have had in that vicinity quite a large number of splendid orchards. I think you would usually find that the best orchards are on a fairly heavy soil; not sandy, of course, and to be made hard. One thing I have noticed in your section particularly is that tile draining is almost absolutely necessary, especially on the heavier soils. I would advise the planting of an orchard on soil of the heavy nature, with thorough under-draining.

As a rule, I think you will find the best orchards on sloping land, not as a rule, on hill-tops or in hollows. The hill-top is, however, provided the soil is suitable, much more desirable than the other extreme. The northern or eastern slope would in your locality give the best results. For planting in the vicinity of Bowmanville, or in most sections along the northern shore of Lake Ontario, I would recommend any of the standard winter varieties, such as Baldwin, Spy and Greening. There is a good market for fall apples, such as Alexander and Blenheim, but I think I would confine myself to winter varieties, having in mind, of course, the export trade altogether.—Prof. J. W. Crow, O. A. C., Guelph, Ont.

Vegetable Growers Convene

The injustices that producers suffer due to excessive freight rates and unsatisfactory freight service, was the subject of much discussion at the last annual meeting of the Ontario Vegetable Growers' Association, held in Toronto recently. Mr. E. Adams, of Leamington, gave an instance from his own experience. He had sent out a car of produce each day for a certain time; but instead of arriving on the market one car a day, they came in bunches of four and five, thus causing a glut and reduced prices. A motion was carried asking the government to afford some relief to vegetable growers in securing an outlet for surplus stock by reducing freight rates. A committee was appointed to act in conjunction with a similar committee from the Ontario Fruit Grow-

ers' Association, to meet the Railway Commissioners in regard to freight rates.

The Association placed themselves on record as being in favor of admitting traction engines free of duty, a move that would be of interesting value to farmers generally. President Delworth, of Weston, did not extend much sympathy to consumers in their complaints re the high cost of living. He said that by buying in large quantities, especially for the winter supply, as people used to do years ago, would effect a great saving. Mr. Delworth also urged that the Association's efforts to secure a Dominion standard of weights and measures, be continued.

The benefits of cooperative purchasing were dealt with by W. J. Kerr, Ottawa, and George Phillips, St. Thomas, two grocers who have had experience in purchasing large quantities of seeds and other supplies. In the discussion on this subject, it was suggested that the Association try cooperative painting and selling, having their own agents, say, in the mining districts of New Ontario, in the Prairie Provinces and in England.

Addresses of an educational nature were given by A. H. McLennan, B. S. A., Guelph; T. G. Raynor, B.S.A., Ottawa; J. J. Jarvis, Byroy; Roy Ellis, Leamington, and Prof. Hutt, of Guelph.

Preparing for Asparagus

Will you kindly send me your formula for making asparagus beds? The soil is inches deep, under a stiff yellow clay. A tile drain is run through the lot 35 feet wide. Must we take out the yellow clay? Our man says that it is no good. I would like to see green house manure of ordinary manure—C. R. R., York Co., Ont.

I judge from your enquiry that the stiff yellow clay overlying the black loam is of the nature of a subsoil. If such is the case, it would, of course, be better to remove it if possible before undertaking to prepare an asparagus bed. If, however, it is a natural soil which has been worked, it might be possible to continue to use it.

To prepare for asparagus, the land should be very heavily manured. Forty or even 50 tons of stable manure an acre would not be too much. This should be well worked in, and the soil should be well cultivated for at least a year before planting. It is impossible to make the soil too rich for asparagus, and because of that fact, barnyard manure may be used in almost any quantity provided it is well rotted and thoroughly incorporated into the soil. It has the additional effect as well of making a clay soil more porous and thus more easily worked. You state that the land is already drained but in a heavy soil, such as you describe, it is not likely that one drain will successfully carry the water away from the foot stubs.

The two most popular varieties of Asparagus are Conover's Colossal and Purple Argenteuil.

In preparing for planting the ground should be deeply and thoroughly worked. Ten or 12 inches is not too deep. We prefer to plant in rows three and a half feet apart, setting the plants 30 to 36 inches in the row. It is customary to plow out a deep furrow and set the plants fully eight inches into the ground.—Prof. J. W. Crow, O. A. C., Guelph, Ont.

When it is not possible to plow close to the trees, I would advise cutting away the growth of the fall with a sharp hoe as this will aid in keeping down vermin, insects, etc. In a bearing orchard I do not consider it important to plow close to the trees as the root system of the trees is outside.—W. T. Macoun, Dominion Horticulturist, Ottawa.

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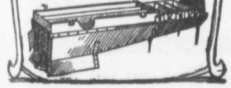
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58 Wellington St., Montreal



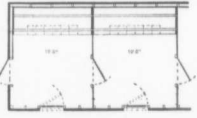
POULTRY YARD

Watch the Litter
M. A. Jull, B.S.A., Macdonald College

The number as well as the fertility of eggs depends largely upon the vitality of the flock. The vitality, in turn, depends upon the exercise the hens are given. It is only natural for a hen to work for most of her living; the harder she works the greater will be the circulation of blood in her system; consequently, the reproductive system will be better nourished than if the hen were fed large quantities of food only a few times a day and induced to take but little exercise.

Exercise helps to start egg production. The litter should be kept deep—from 12 inches to 14 inches. It should be kept in such a condition that the hens may readily scratch down to the floor, thus being able to pick up every grain that is in the litter. If the straw used for litter is too coarse, many hens will become discouraged after a time and will give up scratching altogether. This will induce laziness among most of the best layers and the egg production will be impaired.

The fowls should keep the litter free of grain. If, sometime after feeding, any grain except a few coarse oats are



A Popular Style

The ground plan of a continuous poultry house, like every popular with poultry men, and is found on many poultry farms in Eastern Canada. Notice that the notes under the drop boards, which at the back and side only are double boarded.

Left in the litter, there is something wrong with the method of feeding. The flock should not be fed too heavily in the morning or throughout the day; but at night the fowls should be given all they will pick up clean. Through vigorous exercise the fowls will become harder and when cold weather comes on they will be better able to resist the change and will make better breeders and layers.

A New Poultry Book

Many of the poultry failures that are recorded each year could have been entirely avoided had the beginners in poultry taken the trouble to thoroughly study the subject of poultry husbandry before starting so extensively into the business. "The Beginner in Poultry," a new book by C. S. Valentine, is designed especially for the amateur poultry man; and any poultry man, whether in the business on a large or small scale, could well afford to read it.

Beginning with the initial step, "The Beginner in Poultry" discusses clearly, and completely every factor that makes for success with fowl, including choice of breed, incubation and brooding, feeding, prevention and cure of diseases and so forth. For those who are entering the business why their poultry ventures are not yielding fair profits this volume will

SINGLE AND ROSE COMB WHITE LEGHORN COCKERELS AND COCKS, thoroughbred stock. Also Rhode Island Reds, \$3.00 and \$5.00 each. One year-old S. C. W. Leghorn Hen, heavy laying strain, 60 cents. Each—K. Penland, Grove Poultry and Hatchery.

doubtless give a clue; for the seasoned poultryman it will have many new and valuable hints. This book published by the McMillan Company, of Canada, may be secured through Farm and Dairy, for the regular price of \$1.50. The book contains 450 pages, is well bound and splendidly illustrated.

Prepare the Hen House for Winter

A. C. Colback, Cumberland Co., N.S.
One would think that hens were tropical birds and that the farmers in which many of the ways around here prepare their hen houses for winter. Just yesterday I noticed a man who gets the name of being very thorough in all his work, banking his poultry house with earth, putting on double windows, and actually pushing small pieces of cloth into the cracks around the doors and windows. He was doing this work very thoroughly all right, but I will guarantee that he will not get many eggs this winter. As I see it, the points to be striven for in preparing the poultry house for winter, are, first of all dryness, and then lots of light and lots of air. I do not believe that warmth is a consideration at all in a temperate climate. The best way to secure dryness, light and air is to leave the front of the house entirely open. This course would hardly be advisable, however, with the style of house that is common in this district, where the front is high, with a shed roof sloping to the back. With this style of house I would have cheese cloth screens in place of window glass. We need to get away from the old idea that we must make the poultry house warm.

Where Poultry is Profitable

Under what conditions can poultry be most profitably kept? L. H. Goddard, of Ohio, after investigating the poultry industry in his State, gives his conclusions as follows in a bulletin recently issued.

Both in town and country, small flocks have given greater profits per fowl than large flocks.

Flocks with unlimited range have shown better returns than flocks that were partly or wholly confined.

Farm flocks have been more profitable than village or city lot flocks.

To successfully compete with the farm flocks the village or city poultryman must keep high producing hens, and sell at a higher price.

Poultry "systems" requiring close confinement of the flock and a large amount of personal attention are out of place on a general farm. The poultry should be incidental to the main business of the farm.

Farm and village lot poultrymen are serious competitors with the commercial poultrymen. The surplus from all these small flocks pours upon the market a continuous stream regardless of profit. The commercial poultryman develops his time to the business sends to the market a product, the price of which is largely governed by supplies furnished by his competitors and to whom the business is incidental.

A better system of marketing eggs and poultry is needed; one which will encourage the production of a high-class product, and insure expeditious and careful transportation to the consumer.

Cleaning the House.—Cleanliness is one of the most important factors to be considered in the poultry industry. The house should be cleaned occasionally and the roosts painted with arsenic or some other disinfectant. The interior of the house should be whitewashed frequently and carbolic acid used. The nests must be kept clean, since eggs readily become tainted.—M. A. Jull, Macdonald College, Que.

SEVENTH ANNUAL Ontario Provincial WINTER FAIR
GUELPH, ONTARIO

December 9th to 13th, 1912

THE BEST Horses, Beef Cattle, Dairy Cattle, Sheep, Swine, Seeds and Poultry

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And in the LECTURE HALL you will learn how they were produced, from PRACTICAL LECTURES.

Given by Experts on subjects relating to Live Stock, Seed and Poultry

Live Stock Entries Close Nov. 23rd Poultry Entries Close Nov. 25th

Reduced Freight and Passenger Rates on all Railways.

WM. McNEIL, President
London, Ont.

A. P. WESTERVELT, Secretary
Parliament Buildings Toronto, Ont.

SYNOPSIS OF DOMINION LAND REGULATIONS

Any person who is to sell or lease of a family or any male over 18 years old, may homestead a quarter section of available Dominion land in Manitoba, Saskatchewan, or Alberta. The applicant must apply to the Dominion Lands Agency or Sub-Agency for the district. Entry by proxy may be made at any season, on certain conditions required by father, mother, son, daughter, brother, or sister of intending homesteader.

Notice—Six months residence upon and nine miles of the land in each of three years. Homesteader may live within one mile of his homestead on a farm of at least 80 acres solely owned and occupied by him or by his father, mother, son, daughter, brother, or sister.

In certain districts a homesteader in good standing may pre-empt a quarter-section alongside his homestead. Price, \$3.00 per acre.

Notice—Must reside upon the homestead or pre-emption six months in each of six years from date of homestead entry (including the time required to earn homestead patent) and cultivate fifty acres extra.

A homesteader who has exhausted his homestead right and cannot obtain a pre-emption may apply for a purchase homestead in certain districts. Price, \$5.00 per acre. **Notice**—Must reside six months in each of three years, cultivate fifty acres and erect a house worth \$300.00.

Department of the Minister of the Interior. Not an authorized publication of this Government will not be sold for.

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FREE Our "Up to the minute" Fur quotations. **HALLAM'S TRAPPERS GUIDE**, a book of 90 pages, mailed **FREE**. Write to John Hallam, Mail Dept. 33, TORONTO, 111 Front St. E.

Improving a Herd of Cows

Mr. Helmer Rabold, of the dairy investigation bureau of the United States department of agriculture, in the course of a talk on the subject of economical milk production, told the story of how a Mr. Kinck, a Swedish dairyman, increased the yield of his herd of cows. In 1900 he was milking 70 cows, which produced an average of 7,820 lbs. of milk a cow per year. Most of our dairymen would consider this a very fair production. Mr. Kinck, however, was not satisfied, and he began to systematically test his cows by keeping a record of the amount of milk given each day by each cow and by testing it for butter fat, and thus determining the amount of butter fat given by each cow for a year.

He found that in the year 1900 each cow gave him an average of 245 lbs.

POULTRY AND EGGS

In addition to operating the largest creamery business in Western Ontario, we are among the very largest egg and poultry handlers. We can guarantee thirty cents a dozen for first quality strictly new-laid eggs, and are prepared to pay the highest price for poultry, especially crates of turkeys. Write now for full particulars.

SILVERWOODS, LTD. Successors to Finlay-Silverwoods, Ltd. LONDON, ONTARIO. See our Ad. for Cream, page 15

NEW COAL OIL LIGHT

Beats Electric or Gasoline

ONE FREE To Use On Your Old Lamp!

Our special introductory offer entitles one person in each locality to one free. Powerful white incandescent mantle light. Replacing common lamps everywhere. Burns 70 hours on one gallon. AGENTS make money everywhere. No order or money needed. Send for FREE OFFER and agents' wholesale prices. Better light than any other. Send postal for FREE OFFER and agents' wholesale prices. BATTER LAMP CO., 259 Aladdin Bldg., Montreal and Winnipeg, Can.

Any Club For \$1.10

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Canada Monthly \$1.50

Canadian Horticulturist \$1.10

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Canadian Horticulturist \$1.10

or Poultry Advocate 60c

This Remarkable Offer is made on these conditions:

- 1. That the order is sent by a subscriber to Farm and Dairy.
2. That all subscriptions are new and do not replace any present subscriptions on the same magazine.

JUST SEND A DOLLAR BILL AND TEN CENT STAMPS

FARM AND DAIRY, find \$1.10 enclosed (\$1.50 if any renewal), send

Farm and Dairy to

Canada Monthly to

Western Home Monthly to

Canadian Horticulturist or Poultry Advocate to

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of butter fat. Of the 70 cows, however, he found that at the end of the first year's testing only 28 were good enough to justify him in keeping them for breeding and dairy purposes. He sold the others and kept only these 28 with the heifer calves.

In the year 1901 these 28 cows averaged him 272 lbs. of butter fat a cow. In the year 1902 he had 46 cows which averaged 317 lbs. of butter fat. In the year 1903 he had 55 cows which averaged 350 lbs. of butter fat. In 1904 he had 61 cows which averaged 376 lbs. of butter fat. In 1905, 64 which averaged 390 lbs. of butter fat; and in 1906, 71 which averaged 401 lbs. of butter fat.

At the end of six years he had reached his original number of cows, but each of the cow's milk during the year 1906 averaged 105 lbs. of butter fat more than each of the cows that he was milking in 1900.

He not only increased the production of each cow, but he decreased the cost of food. For example, in the year 1901 he got 10.1 lbs. of butter fat for each 100 feed units, while in the year 1906 he got 12.2 lbs. of butter fat for each 100 feed units. In the other words he not only increased the production by over 60 per cent., but he reduced the cost about one-third. A Swedish feed unit is equal to 3.3 lbs. of bran or eight-tenths of a pound of oil cake, or 36 pounds of silage, or 17 pounds of green clover.

What this Swedish dairyman did in these six years can be done by any dairyman who will put his mind and his time to the work. All that is necessary is to first begin to weigh and test the milk of the cows you have on hand at the present time. At the end of the year or sooner you will know which of the cows are paying you for their feed and which are not. Sell the poor cows, keep the good ones, and their heifer calves, or if necessary, buy a few more good ones and keep up the work of testing year after year. Within five or six years the yearly yield of the herd can be increased from one-third to two-thirds. -Wallace's Farmer.

How to Test Cows

I am just starting in dairy farming with six cows. I intend to feed them well. How can I test them to see which are paying? How much cream or butter fat should I get to give pay? -E. J. Durban Co. Ont.

There is only one infallible method of determining whether or not a cow

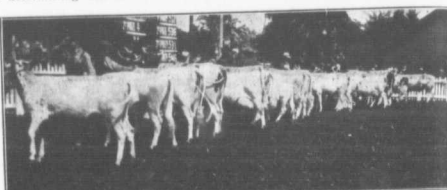
A Land Bank in Africa

By J. C. Rankin

Agricultural credit arouses great interest to-day. The need is not peculiar to America. The report of the Acting Manager of the Rhodesia Land Bank has some interesting observations on this question. Even far away South Africa seems to have some problems very similar to our own.

The ordinary bank has done a great deal for the farmers. It often caters primarily, however, to the demand of the merchant who turns over his capital more rapidly. The short time loan meets the needs of the merchant much better than those of the farmer. The Rhodesia Land Bank makes loans secured by the first mortgage on real estate or by the deposit of some other approved security.

Loans are made for the purchase of land, the payment of debt, on land, the purchase of live stock or implements and for improvements such as buildings, fences, drainage, or even the planting of forest trees.



A Scene to Make Any Dairyman's Heart Glad—If He Can See It

Every true dairyman likes to see grand dairy cattle, no matter what his breed. But our object in inserting this illustration of the grand Ayrshire herds at Toronto Exhibition this fall is not to show the great cattle but the pleasure in having such which they were viewed from the side lines. Not much pleasure in hanging around a picket fence all day. It is time for the fair management to bestir themselves to supply a suitable live stock judge.

-Photo by an editor of Farm and Dairy

is profitable. That is, to keep correct records of the amount of milk and butter fat produced by each individual cow and the amount of feed eaten.

Sheets properly ruled off for the inscription daily records may be had on application to Mr. C. F. Whitley, Records Dept., Ottawa. A spring scale that will only cost a few cents may be hung in any convenient place for weighing the milk from each cow and the record sheet tacked on the wall near by. As each cow is milked, the bucket is hung on the scale and the weight is jotter down near half a minute. Once a week at both the morning and evening milkings

small samples should be taken of each cow's milk and placed in a corked test bottle for testing for butter fat at the end of the month. Information regarding a good style of sample taker and of test bottles, along with directions for charging the sample, is supplied free of charge by Mr. Whitley. A Babcock testing machine, with directions for operating it, may be purchased for a few dollars, or if there is a cre with the you, you might try getting down the creamery man to test your samples for you.

Just how much butter fat a cow should produce to be profitable is a debatable point. Some dairymen have said that no cow should be kept that will not produce 250 lbs. of butter fat in a year and with prices as they are, this is probably about right. Two hundred and fifty pounds of butter fat sold at prices of five pounds of butter fat a small profit for the farmer. But a first-class, profitable herd of mature cows should produce at least 360 lbs. of butter each.

Renew your subscription now.

A Silo J. Harry L. Flinn

For several years need of a silo, or from time to time



The 'Best Job' Owner of this fall

This fall, has good himself on the ground. Next spring Mr. J. H. berland Co., Ont., will be lots of new virtues of the silo for

regarding silos, an value of ensilage, became that a Through the influ friends who have cement silos, I de the kind for me.

The photo of herewith, was taken completed building, be seen. In the

All new subscribers contest from to-day this year free.

ary 1st, 1914.

friends subscribe, for their money, help to workers in -en months for a every one right no

Mr. Anderson, of the leader. Here's "Send me some ing the double page test. I have found copy. When I show and tell them I horse and buggy I nearly every time.

or to get orders no farther." It may doesn't show much orders." He's going and buggy, sure.

There are a bunch behind that, and he to send ten to twenty get those five sum gold watches, fur red gold watch of a go 25 subs. Write if copies for samples.

GET PRIZES

The contest does 1st, next year, but you wait till the end of the prizes. Any time subscriptions you can Then on ahead and prizes. Of course it the big prizes. Bu

IK. C.

A Silo Just Erected

Harry L. Flindall, Northumberland Co., Ont.

For several years I have felt the need of a silo, and the more I read from time to time in Farm and Dairy



The Best Job of the Season

The owner of this silo, completed only this fall, has good cause to congratulate himself on the good work he has done. Next spring Mr. H. L. Flindall, Northumberland Co., Ont., will be even more certain than he now is that the silo is a great investment on the dairy farm. There will be lots of new testimony as to the virtues of the silo forthcoming next spring.

regarding silos, and the great feeding value of ensilage, the more decided I became that a silo I must have. Through the influence of a couple of friends who have had experience with cement silos, I decided that that was the kind for me.

The photo of my silo reproduced herewith, was taken just as we completed building. The scaffolds can be seen. In the foreground can be

seen two cement mixers, with which we mixed all the cement. The one to the left is my own, which I made last winter during idle hours, in my own blacksmith shop. I find it a great labor saver.

This silo as it stands, is 12 x 30 ft., and there are 44 barrels of cement in the wall. I have the silo filled but will not put the roof on until it freezes up and I will have more time.

Coming Events

Nov. 27 to 29: Alberta Provincial Fat Stock Show, Calgary, Alta.

Nov. 30 to Dec. 7: International Live Stock Exposition, Chicago.

Dec. 2 to 5: Maritime Winter Fair, Amherst, N. S.

Dec. 9 to 13: Ontario Provincial Winter Fair, at Guelph.

Dec. 10 and 11: Fat Stock Show, Union Stock Yards, Toronto.

Jan. 8 and 9, 1913: E.O.D.A. Convention, Kingston, Ont.

Jan. 14 to 17, 1913: Eastern Ontario Live Stock and Poultry Show, at Ottawa.

Jan. 15 to 16: W.O.D.A. Convention, Woodstock, Ont.

The cows may be wading in mythology to their knees and giving very little milk. We would greatly improve returns from our pasture did we use red top, blue grass, orchard grass and Dutch clover in the permanent pasture mixture.

Raw feeds—with the exception, perhaps, of potatoes—are generally thought by experiment stations to produce more pounds of weight when fed to live stock than cooked feeds. Extension experiments, in North Dakota, show that potatoes give better returns in flesh when cooked than when fed in the raw state.

PRIZE CONTEST NEWS

Mr. Anderson, Renfrew, Still Leads

All new subscribers taken in the contest from to-day will get the rest of this year free. \$1.00 pays to January 1st, 1914. The quicker your friends subscribe, the more they get for their money. This is our latest tip to workers in the contest. Three months for a dollar should get every one right now.

Mr. Anderson, of Renfrew, still is the leader. Here's what he writes: "Send me some more copies containing the double page notice of the contest. I have found that is the best copy. When I show a man that offer and tell him I am working for the horse and buggy I can get an order nearly every time. It is a little harder to get orders now as I have to go farther." It may be harder but it doesn't show much in the size of his orders. He's going to get a horse and buggy, sure.

There are a bunch of others right behind that, and hundreds are going to send ten to twenty-five orders, and get those fine smaller prizes, the gold watches, fur robes, cameras, clocks. Just think of a gold watch for only 25 subs. Write if you want contest copies for samples.

GET PRIZES ANY TIME

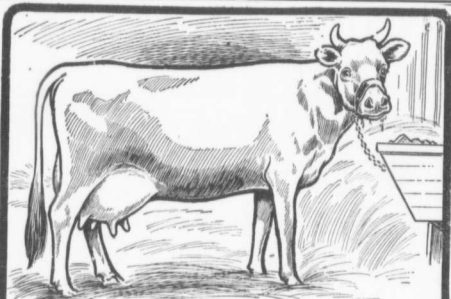
The contest doesn't close till May 1st, next year, but you do not need to wait till the end of the contest to get the prizes. Any time you get enough subscriptions you can order a prize. Then go ahead and get some more prizes. Of course it pays best to get the big prizes. But you can have

several smaller ones if you wish. The contestant who gets that horse and buggy, or even a Victrola or Diamond Ring, is going to have something that'll always make him remember the Farm and Dairy contest with the greatest pleasure, and that is what we want. The hustling he has had to do to get them will be the finest experience he can have. Those red blooded, jolly, glad-handed people enjoy it. Of course there are some dead ones who couldn't sell a calf to a butcher except at half price.

FOUNTAIN PEN OFFER

We have a fine lot of 14 karat gold point fountain pens and we want every contestant to get one. So that the latest contestants will have a chance, we make this offer: We give a fountain pen free to every contestant who sends in five new subscriptions by December 7th. All these subs. count for the regular prizes just the same. That's a great offer, and all you late contestants want to get busy at once. Over a week to clean up just five subscribers. A contestant starting to-day can easily get five by that time. Send for names and list of prizes, but start getting orders right away; don't wait to get them.

DON'T WAIT! Don't wait for anything, for your friends to get orders, for samples or circulars. These all help, but the majority of subs. will be secured by a good straight man to man talk. The victor is he who can go it alone.



The Feed That Makes The Cream

Livingston's Oil Cake is the cheapest feed for cows—cheaper than corn, shorts or even hay. Because it actually increases the richness of cream—and also increases the amount of butter that you get out of the milk.

Test your cows before and after feeding Livingston's Oil Cake for a month—and your "butter money" will show its economy.

Livingston's Oil Cakes contain from 8 to 15% of pure Linsseed Oil—are soft enough to break into small nuts—and are completely and easily digested. Write us for sample and prices if your dealer cannot supply you.

Livingston Linsseed Oil Co., Limited, Baden, Toronto, Montreal.

Livingston's Dairy Oil Cake

Well DRILLING MACHINES

Over 70 sizes and styles, for drilling either deep or shallow wells in any kind of soil or rock. Mounted on wheels or on skids. With engines or horse power. Strong, simple and durable. Any mechanic can operate them easily. Send for catalog. WILLIAMS BROS., ITHACA, N.Y.



Lump Rock Salt, \$10 for ten lots, f.o.b. Toronto
Toronto Salt Works, 128 Adelaide St. E.
G. J. Curry, Manager Toronto, Ont.

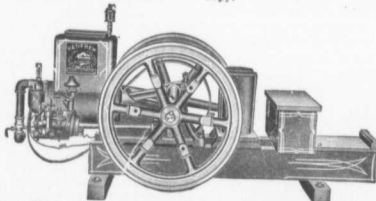
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You want to know why we think your choice of a gasoline engine should be the Renfrew-Standard. **FIRST**—Because it is the latest type of gasoline engine offered for sale in Canada. **SECOND**—Because the

Renfrew - Standard

starts without cranking, thus eliminating the only dangerous, laborious and exasperating feature of gasoline engines. **THIRD**—Because the Renfrew-Standard is so perfectly balanced it does not require to be anchored or fastened down. **FOURTH**—Because the Carburetor is of simple construction and proper proportion to make a perfect mixture. **FIFTH**—

Because the engine can be closely regulated. **SIXTH**—Because it is economical on gasoline. **SEVENTH**—Because it is guaranteed for 5 years, by the same company who build and stand behind the famous "Standard" cream separator. Many other points of superiority fully covered in our Gasoline Engine Bulletin. Write for a copy.



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FARM AND DAIRY

AND RURAL HOME

Published by the Rural Publishing Company, Limited.

1. FARM AND DAIRY is published every Thursday. It is the official organ of the British Columbia, Ontario and Western Ontario, and Bedford District, Quebec, Dairyman's Associations, and the Canadian Holstein Cattle Breeders' Association.

2. SUBSCRIPTION PRICE, \$1.00 a year (Great Britain, \$1.25 a year). For Fall orders, except Canada and Great Britain, add 50¢ for postage. Notice of the expiration of subscription orders sent to the publisher until they contain notice of discontinuance. No subscription is continued for more than one year after date of expiration. A year's subscription for a club of two new subscribers.

3. REMITTANCES should be made by Post Office or Money Order, or Registered Letter. Postage stamps accepted for amounts less than \$1.00. On all orders add 20 cents for exchange fee required at the bank.

4. CHANGE OF ADDRESS.—When a change of address is ordered, both the old and new addresses must be given.

5. ADVERTISING RATES quoted on application. Copy received up to the Friday preceding the following week's issue.

6. WE INVITE FARMERS to write us on any agricultural subjects. We are glad to discuss, to receive practical articles.

CIRCULATION STATEMENT

The paid subscriptions to Farm and Dairy exceed 14,000. The actual circulation of each issue, including copies of the paper sent subscribers who are not always in arrears, and some copies sent from 15,675 to 17,300 copies. No subscriptions are accepted at less than the full subscription rates.

Sworn detailed statements of the circulation of the paper, showing its distribution by counties and provinces, will be mailed free on request.

OUR GUARANTEE

We guarantee that every advertiser in this issue is reliable. We are able to do this because the advertising columns of Farm and Dairy are carefully edited as the reading column, and because to protect our readers we turn over to them all suspicious advertisements. Should any advertiser herein deal dishonestly with you or our subscribers, we will make good the amount of your loss, provided such transactions occur within ninety days from the date of this issue, that it is reported to us within a week of its occurrence, and that you return to us a statement in writing to the facts to be as stated. It is a condition of this contract that in writing to advertisers you statement in writing to us your statement in Farm and Dairy.

Agents shall not ply their trade at the expense of our subscribers. Who are our friends, through the medium of these columns, but we shall not attempt to meddle in trifling disputes between subscribers and honorable business men who advertise, nor pay the debts of honest bankrupts.

FARM AND DAIRY

PETERBORO, ONT.

RIGHTING GRIEVANCES

Dangerous level crossings are common in all parts of Canada. We have a few right here in Peterboro County, near the home of Farm and Dairy. When driving near Norwood recently, an editor of Farm and Dairy noted a particularly dangerous crossing, and having in mind several people who had been killed at that crossing a short time before, wrote to the Board of Railway Commissioners, drawing their attention to the need of protection. From time to time we received correspondence from the Commission, and recently, when passing over the same crossing, the approach of an incoming train was made known by a signal bell.

In many rural sections of our country there are level crossings just as dangerous as this one, and many at which people have lost their lives. Our experience goes to show that we farmers are not helplessly at the mercy of the railway companies, and

that if we do our talking in the right place, that is by writing directly to the Board of Railway Commissioners at Ottawa, we can compel these companies to take precautions to safeguard the lives of travellers who cross their tracks. It is action that brings results every time, not a lot of talk and inactivity.

WHAT IS "CHEAP"

"But can you afford to pay that man \$10,000 a year?" was asked of a prominent business man in a United States city not long ago.

"He is the cheapest man I have," was the reply. "You see that man at the last desk? He gets only \$600 a year, and he is the dearest man I have. He goes next day."

We dairymen may apply this same principle to our business. Here is a cow worth \$250, producing 12,000 pounds of milk, worth \$120. Let us suppose that it costs \$60 to feed her for the season. That would leave us \$60 profit; or twenty-four per cent. on the investment.

Here is another cow, worth \$50 (we can find them everywhere), producing 4,000 pounds of milk, worth \$40. It will take \$40 to feed her. Where is the profit?

The trouble with too many of us is that we have been working with inefficient machinery. We have not been able to persuade ourselves that we can afford to pay prices for cows up in the hundreds of dollars when the stock that we have could not be sold for more than \$50 or \$60 a head. As a matter of fact we cannot afford to put valuable feed into our cheap cows.

We need to take that business man's maxim to heart. We must find out what "cheap" really is.

WHY THEY LEAVE THE FARM

The following letter from a Farm and Dairy subscriber in Eastern Ontario tells a pathetic story that is being acted and reacted in practically every rural community in Ontario, and the other Eastern Provinces of Canada:

"At the end of this year please cancel my subscription to Farm and Dairy. I subscribed to your journal for the benefit of my son whom I had, by preparing for him the home farm and by giving him two years at the Guelph Agricultural College, intended to be a farmer. It has turned out to be a waste of time, money, and great labor expense over years. My son seemingly liked the vocation, but the small returns and prolonged labor led to his leaving the farm and going at other pursuits; a disastrous and bitter experience for me.

"As an English farmer's son and practically in touch with farm work most of my life and a close student of agricultural problems in Canada and elsewhere, I am aware that my experience is no novelty, but is part of that persistent question of how to popularize farm life. I have come to the conclusion that the problem is as easy of solution as rolling a stone down a hill provided that the vocation can be made equally profitable with other pursuits."

Here is stated the true reason why our rural districts are being depopulated. Parents who have worked hard for small returns, find that their sons

are not content to follow in their footsteps, but will drift into those vocations which offer easier work and higher wages. Little by little we farmers have been giving too little attention to the economic laws governing the work, including those governing the distribution of our products.

The middlemen are not alone to blame for the poor returns from farming, as is sometimes claimed. The combining in restraint of trade, the over-capitalizing of companies that deal with farmers, the excessive rates charged by our great transportation systems, and the great increases in land values in our cities and towns, that go to enrich a few men, all have much to do in preventing farmers from obtaining the full reward of their labor.

The cause of the unpopularity of country life is an economic one. It is the lack of comparative profitability in farming. Until there is a readjustment of our system of taxation there will continue to be a constant flow of our young men from country to city.

HIGHWAY EXPENDITURES

The method proposed for the raising of the amount necessary to build a great national highway from one end of Canada to the other is directly opposed to all modern and progressive ideas on taxation. The suggestion is that the federal, provincial, and municipal governments all contribute to the carrying out of the scheme, the first two to be the largest contributors. It virtually means that the whole of the highway that will be taxed to build a comparatively small percentage of the people.

The immediate effect of government expenditure on public improvements on any one locality is an increase in land values. The total increase in value of all the land in the locality will usually amount to several times the amount expended in improvements. This relationship between public expenditures and land values is coming to be recognized in our cities.

Sidewalks, which were once built from the funds of the whole community, are now paid for by a frontage tax on the land adjoining the improvement. Similarly, many of our cities are calling on the landholders to pay for the paving of the streets that adjoin their property. Some of our city officials are coming to recognize that it is these landowners and not the people of the whole community who benefit by expenditures on permanent improvements.

The propagandists for a national highway are even further astray on their ideas of taxation than were city officials when they built sidewalks and pavements out of city funds. They propose to tax citizens for this highway who live hundreds of miles from it, will probably never be on it or derive one cent of benefit from its construction. The men who will benefit by the construction of such a highway will be automobile owners, the farmers whose farms adjoin the highway or are but a short distance from

it, and the cities through which the proposed national highway would pass. If those whose land will be increased in value by the proposed highway and the auto enthusiasts who will use it are willing to pay for its construction, well and good. But we fail to see why all of the people of Canada, farmers and townsmen, should be obliged to participate in the expenditure.

And let us suggest that the automobile owners who after all get the most satisfaction out of such a highway and whose cars would be the biggest factor in keeping it out of repair, should contribute most liberally to its construction and upkeep—if it is ever built. We ourselves believe that the money can be spent to much better advantage elsewhere.

There is something about a nice sounding name to a farm that makes us feel good every time we hear it. Farmer Smith, for instance, holds his head high every time he mentions "Cedar the Farm. Hill Farm," or every time he hears anybody else mention his place by that name.

Such pride is only natural, especially when the farm was probably formerly known as "Old Farmer Smith's place." A name for the farm also brings with it business advantages. It inspires confidence in the man who must do business with us. For instance, to speak of "Manor Farm Holoistens" or of "Burnside Ayrshire's" has a much more business-like sound than had we mentioned the names of the owners of these herds. The old theory that there is nothing in a name was exploded long ago. Let us name our farms. They let us make that name mean something to every man that hears it, whether it stands for good cattle, good horses, or good crops.

The steel interests of Canada by their agitation for continued government assistance, state that they would prefer an increase in tariff on their goods to a renewal of the steel bounties. They recognize that what the country really just what that industry is costing them, and will in time demand that the bounties be discontinued. When the assistance comes in the form of tariff favors, however, the tax is not paid directly, the taxpayer does not realize what the industry is costing him. With the help of a protective tariff an industry may collect directly in excess of the most liberal bounty in the increased price of their goods, and continue to do so for an indefinite period without the taxpayer even knowing that he is being taxed.

Through indirect taxation it is possible to tax the shirt off a man's back, and the last crust of bread from his mouth, without his realizing where lies the cause of his poverty. The preference of the steel interests for tariff favors rather than government bounties should open our eyes to the

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AD. TALK

LV.

HERBERT N. CASSON gives us many of the best ideas on advertising.

Hear him talk:

Advertising came, in the first place, because it was cheaper and better than any other method of selling goods. Even in the days of its youth it made fortunes for the pioneers who dared to use it. Clever merchants found it was a short cut, that it would reach more people in a month than a salesman could reach in his lifetime.

Advertising does not, in the long run, add to the cost of the goods, for the reason that it increases the out-put and cuts down the number of salesmen.

Advertising makes two customers grow where one grew before. It brings the producer and the consumer closer together. It eliminates a host of agents, canvassers, pedlars and middlemen. It creates better national habits, such as the use of automobiles, the installation of open plumbing, and the purchase of clean foods. It puts an end to the clumsy, wasteful ways that grew up in the days of homespun and log cabins. It awakens energy and ambition. It keeps the farms and villages in touch with the great cities, and levels the nation upward. It creates higher standards of living, and then holds them up before all the people.

What advertising has done for commerce and prosperity is a story that would fill volumes. It has created cities as well as trade. It has given us big sales with small profits, instead of small sales with big profits. It has helped the buyer and the seller alike. It has tensed the whole nation upward to a finer sense of comfort and a higher conception of success.

Probably, you, dear reader of this column, would like to know more of what Mr. Casson has written about this great subject of advertising. He has written a book called "Ads. and Sales." We will get it for you through Farm and Dairy at cost price, only \$2.00.

A year ago Mr. Casson talked to a number of advertising men at the Ad. Club in Toronto. He was in Toronto at that time on a special commission at \$100 PER DAY for his advice and criticisms on ads. and selling methods in connection with three firms who employed him.

We would like to have every advertiser who uses space in Farm and Dairy read "Ads. and Sales," since from it they would learn much that would help them in preparing copy to get even better results than they have been getting through Farm and Dairy.—"A Paper Farmers Swear By"

way in which we are permitting many of our industries to collect toll on us through the protective tariff. If we must encourage industry, bounties are to be preferred to tariff favors.

Developing a Great Dairy Cow

R. J. Schaefer, Appleton, Wis.

My object is to tell you my own practical experience in developing a great cow, keeping in mind not to impair any of the breeding qualities built up in the first years. To do this I must start with a heifer, but a calf. As soon as born keep the calf in a good, warm, dry stable; whether it is kept with its dam or not see that it gets some of the first milk, for this is what nature provides, and there is nothing better to start a calf out right.

Then, for the first few days after, do not give the calf too much milk, for the little calf's stomach is not strong, nor do I think that the cow's milk is in its normal state, and an overdose is a detriment. But after about a week the calf will take 12 pounds of milk daily and put on growth rapidly, and at this time offer the calf a little feed, nice clover hay, a little bran and oats. I have had them eat when 10 days old and showed that they relished it; but again do not give an overdose, and always keep the manger clean, whatever is used for feeding, and do not leave old feed from one day to the next, but always try to give the right amount and have it fresh and wholesome. When the calf is six weeks old a gradual change to skimmed milk can be made, and a larger amount can be fed, but not too much. But always be careful to avoid indigestion, as this will set the calf back and keep it from developing into what is expected, oftentimes stunting the calf.

HERE HIMES ACCESS

I cannot emphasize too much the importance of rearing the calf, as it is one of the vital points involved in developing a greater cow. The heifer must be kept in a thrifty condition from a calf until she freshens. I do not mean to say that she should be fat, but at the same time I like to see a heifer when two or three years old due to freshen, having developed a dairy conformation, take a good ration, and lay on some flesh. If I might state it in other words, store up energy which she will use in developing her milking qualities after freshening.

As we are developing the capacity of a cow at this time it is quite an important point to store up energy and the breeder can usually tell at this time what she expects of a heifer, when he considers the amount she feeds her and how fast she lays on flesh. For this reason in my own practice I have my heifers freshen in winter any time between two and three years old, so that there can be no possible excuse for not having them in good flesh on account of lack of time. It is now we have reached another turning point, and we must be willing to give the young cow special attention and have her in good shape to stand all the exertion necessary to put her into the next stage of her career.

We now have developed the young cow showing a good dairy conformation, but unless we take care of these dairy points, develop and exercise them, I believe our efforts may all be for nothing.

HOW TO GET THE MILK

How are we going to do it? She is ready to give milk and there is practically no danger of milk fever, consequently all we have to do is feed and milk her. But how? Figure out a good balanced ration, see that it is plenty high in protein, don't overfeed, but feed enough; milk regularly

and often. I believe that milking three times a day is practical to induce her stored up energy to be used in developing her milking abilities.

Keep this up for two or three months, then drop to milking twice a day, but always feed well. A good, practical rule for feeding is for every pound of butter fat seven pounds of milk feed, or for every four pounds of milk one pound of milk feed. And continue milking, even if you don't get her dry the first year.

THE CONCRETE FLOOR

I have a heifer to-day two years and seven months old, reared in this way. She was fed before freshening as much as 10 pounds of grain a day, equal parts oats, bran, and gluten. She has been milked a month to-day and is giving from 72 to 75 pounds a day. Her last test, made by the county testing association the tenth of this month, was four and two-tenths per cent. Her seven-day official test was 456.6 lbs. milk, 19.34 lbs. fat; average test, 4.23 per cent. She is doing this work on a 17-pound grain ration, 1 1/4 lbs. bran, 1 1/4 lbs. gluten, 1 1/4 lbs. Ajax flakes, four times daily; 28 lbs. ensilage and 6 lbs. alfalfa hay.

She was in fine condition when she freshened and is developing fine in every particular, whereas, if she had been in only ordinary condition she would have been in a worn-down condition after freshening, or, in other words, to get the same results it would have been necessary to put more feed into the weak system, thereby running chances of injuring her health and ruining her future usefulness.

Making the Balky Horse Go

Jas. Armstrong, Wellington Co., Ont.

There may be some horses that are, like men, born stubborn. The majority of horses, however, are just about as reasonable as their owners, and if treated in a reasonable manner a horse does not stop in the road for no cause whatever. Whipping never yet cured a balky horse, though it has been at the bottom of many cases of balking.

I have used and seen recommended many methods for curing balky horses. The best of these methods all aim to divert the horse's mind and get it thinking about something else; if horses think.

One method that I have used successfully many times is to pick up the horse's fore foot and tap the shoe with a stone, then I go around the animal, tighten up a buckle, or make some alteration in the harness, and by the time I am in the rig again the horse is sufficiently interested to go along.

STOP BEFORE HE DOES

Another good plan is to never let the horse know that he is balking. If I have a horse that I know is balky, I watch it carefully when driving, and the minute it shows a tendency to stop I pull up sharply, and call "Whoa." Then I get out, handle the harness a little, jump in again, and say "Get up." They always have.

Our next door neighbor once had a horse famous for balking. He bought him for a song one that account. The first time he barked with my neighbor was right on the public road near his home. John simply cut out, tied him to a nearby tree, and walked off and left him. Next day he came back, but the horse was still stubborn. By noon, however, the horse was willing to go, but my neighbor was not. Next morning, the horse went off as nice as you please. And horses never forget. I prefer, however, the methods I have used myself, as they are quicker.

"I received my pig and am very much pleased with it. It is a fine one.—John Ednie, Northumberland Co., Ont.

DE LAVAL
CREAM
SEPARATORS

The best of all dairy investments
Saves \$10. to \$15.
per cow every year

De Laval Dairy Supply Co. Ltd.
Montreal Winnipeg

Last Call!

Copy to us at once to catch our great Xmas FARM AND DAIRY Special of next week Dec. 5th.

Remember it is our 4th Annual Breeders' Number—bigger and better service than ever.

Extra distribution at Guelph Winter Fair.

Ten o'clock Monday, Dec. 2nd last form closes!



MAIL CONTRACT

SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until Noon, on Friday, the 27th December, 1912, for the conveyance of His Majesty's Mails on a proposed Contract for four years, six times per week, over Rural Mail Route No. 3 from Peterboro (Ontario), to commence at the Postmaster General's pleasure.

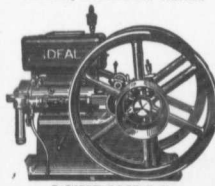
Printed notices, containing further information as to conditions of proposed Contract, may be seen and blank forms of Tender may be obtained at the Post Office of Peterboro and at the Office of the Post Office Inspector at Kingston.

G. C. ANDERSON,
Superintendent.

Post Office Department,
Mail Service Branch,
Ottawa, 9th November, 1912.

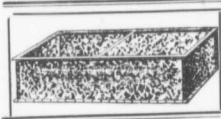
GASOLINE ENGINES

1 1/2 to 50 H.P.
Stationary Mounted and Traction



WINDMILLS

Grain Crushers, Water Hoses, Steel Saw Frames, Pumps, Tanks, Etc.
GOULD, SHAPLEY & MUIR CO., LTD.
Sarnford Winnipeg Calgary



Reliable Steel Tanks

You can absolutely rely upon T.O.B.'s STEEL TANKS. Their design is perfect. They stand good material and good workmanship without proper design will fail. A steel tank must be built to stand the strain when water-filled. It must be thoroughly braced—that is essential. It won't rust. The workmanship without TORONTO STEEL TANKS. They are sufficed up so that they cannot budge an inch when filled. The material is the finest Apollo galvanized steel. It won't rust. The workmanship of the best. You probably need a tank. So get free estimates and full particulars of one nearest you. Address: Ontario Welding & Pump Co., Ltd. Winnipeg TORONTO Calgary

DISTRICT DAIRY MEETINGS

District dairy meetings will be held in Eastern Ontario as follows:
 Lanark, Lanark, Nov. 23; Dundas, N., Williamsburg, Dec. 3; Stormont, Finch Dec. 4; Glengarry, Alexandria, Dec. 5; Prescott, Vankele Hill, Dec. 6; Renfrew, Renfrew, Dec. 10; Carleton, Richmond, Dec. 11; Russell, Vars, Dec. 12; Grenville, Hockton, Dec. 13; Hastings, N., Queensboro, Dec. 17.

WANTED

Cheese Makers and Dairymen to sell our specialties in high-grade Nursery Stock during the Fall and Winter months. High cost commission paid. Exclusive territory reserved. Big demand for fruit trees for spring planting. For particulars, write

STONE & WELLINGTON
 The Fonthill Nurseries, Toronto

CALVES RAISE THEIR TOWN MILK
 Steels, Briggs Seed Co., Ltd., Toronto, Ont.

NEUVERMIFUGE

The best and most effective remedy for bots and other worms in horses. (Guaranteed by the Farmers' Horse Remedy Co., under the Pure Food and Drugs Act, June 30, 1906, Serial No. 31871.) It is guaranteed to kill and bring from the body dead in from six to 24 hours all 21st worm and bots.

It is absolutely harmless and can be given to mares in foal before the eighth month. Practical horse owners have written us Neuvermifuge has removed between 500 and 800 bots and worms from a single horse. An animal whose stomach is full of worms cannot get fat or help being obstinate. Send your order to-day. Beware of cheap imitations. 6 capsules, \$1.25; 12 capsules, \$2.00. Farmers' Horse Remedy Co., Dept. A., 399 - 7th St., Milwaukee, Wisconsin.

Creamery Department

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

Individual Delivery vs. Gathering Cream

Jan. Sorenson, in Dairy Record.
 When the patrons deliver their own cream, there is, first of all, a chance for the buttermaker to get acquainted with them, which alone means a good deal, especially if the buttermaker is of the kind that knows how to impart information to his patrons, and when a buttermaker doesn't know his patrons there is not much chance for improving the quality of the cream, nor is there any opportunity for talking better breeding, feeding and general care of the dairy herd.

When the quality of a patron's cream is not what the buttermaker has at least a chance to talk the matter over with the patron when he comes to the creamery, while if the cream is gathered there is nothing to do but to depend on the hauler, and, as most cream haulers know but very little about buttermaking and often care a great deal less about anything pertaining to the success of the creamery, there is a great deal of nothing done to make the patrons better dairymen or to improve the quality of the cream.

TO AVOID ERRORS

Another advantage is that the weighing and sampling is done at the creamery by the man who is responsible for the overrun, while, if it is done on the route, there are always chances for error, especially in sampling, and often the overrun suffers and the buttermaker is blamed for things over which he has little or no control.

When cream is gathered by haulers it is usually mixed before it gets to the creamery, and if the quality is off

Through Pullman Sleeping Car to Ottawa via Grand Trunk Railway

The Grand Trunk Railway operate a through Pullman Sleeping Car (electric lighted) to Ottawa, leaving Toronto 10.45 p.m., daily.

Berth reservations and full particulars may be secured from the nearest Grand Trunk agent.

SPECIAL TRAIN TO PORTLAND, MAINE, FOR SAILING S. S. "TEUTONIC," DEC. 14th.

For the accommodation of passengers sailing on the White Star-Dominion Line Steamship "Teutonic," from Portland, Maine, December 14th, the Grand Trunk Railway will run a special train consisting of Vestibule Coaches, Tourist and First-Class Standard Pullman Sleeping Cars, leaving Toronto, at 1.15 p.m., Friday, December 13th, running direct to the Dock at Portland, arriving there at 9.00 a.m., December 14th. Berth reservations, tickets, and full particulars can be obtained from the nearest Grand Trunk agent, or write A. E. Duff, D.P.A., Union Station, Toronto, Ontario.

the buttermaker has no idea where the poor cream was produced; hence little or nothing is done toward getting better material, as the hauler must again be depended on, and we could not expect much to be done that way, as he is paid for gathering cream and not for acting as an inspector of the patrons, and, if the man had qualifications along that line the chances are that he would command a better salary doing other work than the position of cream hauler pays him.

The system of gathering cream is all right in some places; in fact, it is the only thing that the people will consider where they have gotten the habit, but we especially want to warn the buttermakers not to advocate this system, as it certainly is a step backward. If you desire to improve dairy conditions in your section, remember that it can only be done by your getting close to the patrons, and how would you get close to the patrons if you did not get a chance to see them once in a while? Don't forget that if you have a chance to meet your patrons at the creamery, and get well acquainted with them you have an opportunity for doing things which they are very remote for the buttermaker who gets his

Appreciation from Alberta

Allow me to congratulate Farm and Dairy on its excellent appearance. It seems to improve with each issue. I would like to see every dairymen in the Province a subscriber.—T. B. Millar, Burnt Lake, Alta.

cream in by haulers, as he never sees his patrons or gets acquainted with them, and he is lucky if he can keep things from going backward, as improvement is entirely beyond his power.

Too Many Creameries

By "Farmer," Norfolk Co., Ont.
 A rumor is going in my neighborhood of another creamery starting up at Simcoe, the county town of Norfolk. As we have two creameries within three miles of Simcoe, and within four miles of each other, if a third starts up what will be the result? The men who conduct the two creameries now in operation, and they are doing a nice little business, are men who have put their money into these creameries, and are working hard to make a living out of it. It does not appear to me to start for this creamery to be right. It would do these men an injustice.

Those interested in the third creamery are starting it just on speculation, as there is no need whatever for another creamery. It appears to me that there should be some way of protecting these men and their money. I have been informed that they have to comply with requirements drawn up for the protection of the business. I think it is a poor rule that will not work both ways.

The men in these two creameries make butter for three cents a pound. Any person will know that it cannot be made for less on a 50 or 60 ton make in 12 months. They are giving as good satisfaction as is the average creamery.

I would like to hear from some creamery men about this matter. Do they think it just that a third creamery should be established? Many of the farmers in this neighborhood are of the opinion that it is an injustice to all concerned.

The best preparation is to buy a set of scales and Babcock tester and then use them.



WINDSOR DAIRY SALT

Sweet The Boards At All The Fairs

1911 was a triumph for Windsor Dairy Salt. Practically every prize for butter-making was won by someone who used Windsor Dairy Salt.

Those, who make their living out of their dairies, say that Windsor Dairy is their old standby. They always rely on it because they know it is pure—because it makes the richest, most delicious butter—because they win the prizes and get "Top prizes" for their butter—when they use WINDSOR DAIRY SALT. 660

FOR SALE

3 DE VALVE TURBINE SEPARATORS 3,500 capacity. Also 2 second-hand Boilers 12 and 15 horse power. All in good repair. Address FARM AND DAIRY, Box 358, Peterboro, Ont.

CREAM WANTED.

We furnish free cans and pay express charges. Our cheques are issued every fifteen days and are cashed at any bank. If you live in Ontario and milk cows market? Write for fuller particulars. TORONTO CREAMERY CO., LIMITED, TORONTO, ONT.

WINTER TERM from JAN. 2nd, 1913

ELLIOTT Business College

Get. For. and Alexander St., TORONTO, Ont. Canada's High-Class Commercial School! Highly recommended by former students. Graduates in great numbers. Write for New Catalogue

CANADIAN PACIFIC UNEXCELLED TRAIN SERVICE

Fast Time to

- WINNIPEG SASKATOON
- EDMONTON REGINA
- BRANDON CALGARY
- NELSON ROSLAND
- SPOKANE VANCOUVER
- VICTORIA SEATTLE
- TACOMA PORTLAND

Standard and Tourist Sleeping, also Compartment Observation, Cars, via Canada's Greatest Railway.

General Change of Time October 27th, 1912

Belleville
 Carrington
 Farryton
 Dalefield
 Featherston
 Greytown
 Kaiparora
 Longbush
 Longsight
 Nairnsh
 Otaiaia
 Parkvale
 Rangitiki
 Rongokako
 Tararua
 Tawaia
 Mataamau
 Mairangi

Cheese

Makers are invited to send questions on cheese making to the Cheese Department.

What New

Editor, Farm and Dairy, sending you that has been made by the factories in New York should be your readers. In the first section to the of the factories not include the country. The next fact percentage of compared with Canada same kind. If the yield of down with the of the high-grade milk is hardly for greater yield with what difference is a shrinkage in the moist climate milk is all paid straight fat. The difference in factoring as is instructive, those patrons' tiplication of hide themselves. They are only ed rate for no so long as this no difference to cost of manufacture hardly blame finds his return to meet the his cheap service, ble equipment. It should be ures given in provide no pro the investment all cooperative. It was part believes that nected in the factories in Canada ment is submitted waste in this equipment, and since in the first place in this he where an keeping is possible made with using similar The Dairy I

COMPAR



TALENTS are best nurtured in solitude; character is best formed in the stormy billow of the world.—Goethe.

The Story of John Kennedy, Farmer

By Pearl White McCook

THEY told me to go and tell her...

It was just that I should go. No stranger should impart such a message...

I heard her again, as I had that morning, when I'd slipped out to borrow an axe...

The back door stood open, the stove had been smoking a bit...

"John Kennedy, my father was none too good to work in the woods when he needed money—nor my brothers—but you—"

I asked as pleasantly as I could for the axe, but he didn't seem rightly to sense what I said...

As I went back past the window, I caught a glimpse of her face. Her lips were closed tight too, and his eyes snapped like some wounded animals.

But somehow, as I strode back past the borrowed axe, I was home with the borrowed axe. I was vaguely troubled by John...

This little shack, and began his clearing.

Small wonder that, good looking and well-dressed as he was, he made a hit with the girls of our section.

A white shirt and a linen collar (our boys mostly wear celluloid), a good suit of clothes, and a spruce horse and buggy, go a good way with that petulant portion of our inhabitants.

But John was clean and straightforward and manly, and I, for one, was glad when he chose the best of the

Learn To Laugh
A GOOD laugh is better than medicine. Learn how to tell a story. A well told story is a welcome sunbeam in a sick room.

lot and settled down to housekeeping. John, his eighty meant more than just speculation, I know, for he told me so, though he didn't talk much...

But I'm running away from my story. John wasn't a lumberman, and I knew it. He had no business working in the woods, unless it might be at sawing or teaming or making coal.

Somewhat, I sensed that Nettie was more than half right when she said that John was afraid. He sure was kind of skittish when it came to fooling with logs.

But I knew by the set look in his eyes as he went toward the woods that morning that he'd do whatever place I'd expect a good fair bonus for his right way of way—so I wasn't a mite surprised when I saw John Kennedy dipping logs.

I stood and watched for a minute—long's I wanted to. His awkward movements made me feel kind of

awkward, though they didn't seem to have any such effect on the other "sawing things," and somehow I felt kind of sorry for John. It's not pleasant to be the butt of another man's sarcasm and anger, just because something you've never richly learned to do.

I'd been talking to the boss, kind of forceful like—he needed convincing for about an hour, when we heard a shout. Now the lumber woods are usually full of shouts and yells, but this was different somehow, and we both took to our heels and ran.

We bound up his head, made him as

comfortable as we could, sent a man post-haste for the doctor, and another for the sleigh. The first thing was to get him home.

Then they turned to me—"You go ahead and tell her." And I went. But all through that walk of a mile and a half, with the pity of it still fresh upon me, I seemed to hear the words of the morning.

Just off the porch I paused a moment and nerved myself for the ordeal. Then I stepped up boldly, though trembling like a grey limb, and knocked, and Nettie came to the door. I was hoping to see someone else.

"Good-afternoon," she said, sort of chipperlike, her own chin set up as primest once more. "Seems to me you're back from town pretty early. Oh, didn't you go to town? I saw you go, you and I thought—"

And then my face must have betrayed me, for suddenly a tremor seemed to pass through her, and she turned a sickly greyish white.

she cooed over him and caressed him, as only a loving, heartbroken woman can do, till he opened his eyes, and knew her, and smiled encouragingly up into her face.

For those black, awful hours we sat there. He silent and staring with eyes that held no suspicion of tears, though the misery in them was always more than I could bear.

If ever I longed for the aid of a woman, 'twas that night. A woman would have known so much better how to comfort her.

It was only when they finally brought her word that he would let the tears stream down her cheeks.

And then she dried her eyes, and they lay her to him, and she laid her head for a moment beside his on the pillow, and held his hand in hers, and some time till the morning, and was comforted.

His mother came next day. Beats all how a mother can chirk one up. And John surprised us all by getting along right like. His mother, he had love and Nettie, and after a few weeks, the baby.

And Nettie has never forgotten her lesson. I can tell by her glances sometimes and the tender way she hangs around and waits on him.

For pot roast, beef a la mode, Boston beans, etc., the fireless stove is ideal because of the necessary slow cooking at a low temperature.

The Ever... Did I ever... chert would lift all along the hills...

Why should I... get a little water... of the dinky kick...

In this I allow... and set-offs for... that you can...

one that follow

And then she dried her eyes, and they lay her to him, and she laid her head for a moment beside his on the pillow, and held his hand in hers, and some time till the morning, and was comforted.

His mother came next day. Beats all how a mother can chirk one up. And John surprised us all by getting along right like.

And Nettie has never forgotten her lesson. I can tell by her glances sometimes and the tender way she hangs around and waits on him.

When frying pork, place the slice in a pan in a hot oven and they will not only fry to a golden brown but the top of the stove escapes the splatters of grease.

For pot roast, beef a la mode, Boston beans, etc., the fireless stove is ideal because of the necessary slow cooking at a low temperature.

The Leaven of Love

Did you ever try love as a mortgage lifter? A bigger crop of good cheer would lift and liven farm life all along the line. The scientific sharps at the agricultural stations assert that cattle fatten faster, and do better, if kind words and gentle treatment are mixed with their feed. Did you ever try that on the loved ones at home? The most useless man in any community—country or city—is the man who loves no one, and hates himself. To increase the crops, to create more enjoyable conditions on the farm, I treat the farmer to love somebody.

Why should any farmer feel more kindly for his stock than he does for his wife? Why have a tank heater for the stock tank and no hot water in the farm house kitchen? Why let your wife freeze her hands, and break her back, thawing out a frozen pump, to get a little water to heat on the back of the dinky kitchen stove, in an old dish pan that she bought with her own butter and egg money three years ago? Don't you think that you could install suitable conveniences for her without making yourself liable to a fatal attack of enlargement of the heart?

In this I allow you all just credits and set-offs for your only excuse. I admit that you can sell the cattle for real money. But none of the professors from the state agricultural college ever gave a truer tip than the one that follows: "Farming will

never be what it ought to be until there is proportionately as much improved labor-saving machinery in the farm house kitchen as there is in the fields." And when the women get it they will not let it lie around exposed to the weather, as we men do.

Cultivate a Sweet Voice

There is no power of love so hard to keep as a kind voice. A kind hand is dead and dumb. It may be rough in flesh and blood, yet do the work of a soft heart, and do it with a soft touch. But there is no one thing it so much needs as a sweet voice to tell what it means and feels, and it is hard to get it and keep it in the right tone. One must start in youth, and be on the watch night and day, at work and while at play, to keep a voice that will speak at all times the thought of a kind heart. You often hear boys and girls say things at play with a quick, sharp voice, as if it were the snap of a whip.

If any of them get vexed you will hear a voice that will sound as if it were made up of a snarl, a whine, and a bark. Such a voice often speaks worse than the heart feels. It shows more ill-will in tone than in words. It is often in mirth that one gets a voice or a tone that is sharp, and it sticks to him through life, and stirs up ill-will and grief, and falls like a drop of gall on the sweet joys of home. Such as these get a sharp home voice for use and keep their best voice for those they meet else-

where, just as they would save their best cakes and pies for their guests and all their sour food for their own board. We would say to all boys and girls, "Use your best voice at home." Watch it by day as a pearl of great price, for it will be worth more to you in the days to come than the best pearl in the sea. A kind voice is a lark's song to heart and home. It is to the heart what light is to the eye.—S.K.

"Girl Wanted"

By Ninety-nine Thousand Young Men.

Wanted—Girl. Just plain girl. Should not be addicted to the harem skirt habit; rats and puffs not required. She need know nothing about bridge whist or social scandal. Inability to decipher a French bill of fare will not count against her. Need not have done and be done by foreign countries. If she can sing and play a bit, sew and cook a trifle, so much the better. It is desirable that she have a little kindness of heart—for people, young, middle-aged, and old, and for animals. Need not be versed in church creed, but should believe in decency. In a word we want just a wholesome, lovable, old-fashioned girl. No need to apply. Come after you.—Judge.

About the best thing to have around the house is a kind, sympathetic husband.

The City Man

The city man said he was stuck
Upon the rural life,
No longer wished to run amuck
In noise and dust and strife.

Said he: "I'd like to husk the eggs
And dig the new mown hay,
And monkey with the husking pegs,
And milk the cows for why."

"I'd like to pick the cream and cheese
And dig the apple crop,
And drive a team of pure white geese,
And feed the chickens slop.

"It would be fun to groom the pigs,
And carry off the cows,
And hitch the roosters into rigs,
And work the thrashing ploughs.

"'Twould be a treat to shell the oats,
And pick the buckwheat flour,
And gather whiskers from the goats
And sort them by the hour.

I'd like to cultivate the bees,
And pump the pale blue milk,
And pick the pumpkins from the trees
And do things of that ilk.

"I'd like to pick the little lambs
And shear the gentle hens,
And gather in the fresh smoked hams
And put the wasps in pens.

"In fact, I think the country life
Would be the thing for me;
I do not care for work and strife,
I need the rest, you see."



"What's flour *gluten*, Bud?"
"It's what makes your dough *rise*, Rose."
"Yes"—she encouraged.
Added Bud very sagely:
"Makes it *rise* in the mixer and *expand*
"in the oven. It's the *elastic* part of
"flour—*absorbs* all the water and milk
"—and things."
Rose grew interested.
"FIVE ROSES, said Bud, is exceedingly *rich*
"in gluten. I s'pose because it's *all* made
"from *Manitoba* wheat. Takes up a lot
"*more* water — makes those *fat* loaves —
**"lasts *longer* too."
"Saves money, doesn't it?" asked Rose.
Bud in a big voice:
"The fat loaf makes the fat pocketbook."
Use FIVE ROSES always.
And Rose said YES.**

Five Roses Flour

Not Bleached  Not Blended

Women's Institute Convention

(Continued from last week) Girls should be brought up to be self-supporting as the boys. Husband and wife should be very plain with each other and not trying to hide or cover up anything. "Say what you think and say it plainly and kindly," advised the speaker. This should not only be the case with husband and wife, but also between brother and sister. Every one should have a business training, not necessarily in a college, but in everyday life, and in the home.

SMALL WOMEN VOTE

Regarding the question of votes for women and whether or not the Women's Institute should take an interest in local option campaigns, Mr. Putnam told the ladies that some day he expects they will have a vote, and that most of the intelligent voters will come from the ranks of the Women's Institutes, who have acquired a wide interest, not only of themselves, but of the people in their community. If individual members are in favor of temperance let them work for all they are worth in conjunction with the temperance society. The Women's Institute appeals to all classes, and largely because controversial subjects have been avoided. The Institute might lose the support of the government were it to take a stand, as a body, for woman suffrage.



SEND US 75c. receive by return mail this beautiful little dress of warm Tartan cloth for winter wear; comes in pretty red and blue designs, the waist is joined to a full skirt with colored strapings at belt, which also trim the front of dress. Come in sizes 8 to 12; is worth double what we ask. 75c. and 10c. for postage. STANDARD GARMENT CO., 12 Standard Building, London, Ont.

Prof. McCready, of the Ontario Agricultural College, Guelph, Ontario, spoke on model schoolhouses and gardens. He said we must get people educated to want the things they should want. He gave his observations of the boy on the farm, showing how he is the one who suffers most on account of shortage of labor. If any boys are to be done his services are required, and he must of necessity leave school for a time. He does not remain home very long at a time, but just long enough to put him at the foot of his class when he returns. In this way the boy loses interest in his school work, and does not want to continue his education any longer than he really has to, and very often does not get any further than the third book. Prof. McCready advised the mothers to stand for the betterment of their schools. They should see that competent teachers are employed, that the trustees appoint a prudent officer to get after the boys truant officer and see that they attend school regularly. The people must be proud of the school and take an interest in its affairs if they are to expect the children to find it attractive. Good wholesome exercise and amusements are also necessities. He pointed out that the school stands in the position of a parent to the children for the time it is there, and the mothers should therefore see that their school is as good as the average home in the district.

On Friday afternoon an address was given on the laws relating to women and children. Mrs. Parsons suggested that a resolution be passed advancing the age of marriageable people from 18 to 21. This suggestion was left with the members to think over till the next annual meeting. She showed where woman stands in the eyes of the law and the extent of her power.

Every Man's Home

Every man's home is the best old home, And every man's wife the sweetest;



Two Products of Leeds Canada. This young lady is Miss Jean Dargavel, a grand-daughter of J. E. Dargavel, M.P.P., well-known to all Ontario dairymen. The other attraction illustrated, weighing 140 pounds, is also a product of Leeds county.

Every man's child is the best little child, The best behaved and the neatest. Every man's baby's better than all The babies that ever were born—

And just so its babies and wives and homes, Why, let 'em all blow their horns! Every man's wife makes the finest preserves, And every man's wife bakes bread; That bread beats all the bread that ever was made. From Hatteras to Stony Head, Every man's home is the place to see The finest house-keeping on earth— And just so its bread and preserves and home, Let 'em keep on with their mouths! When every man thinks his own home's best And his own wife's sweetest, why then We'll swing back unto the golden dream Of a heaven on earth again; And isn't it beautiful, fine and sweet, That faith of a man in his child, And his wife and home and his single child That he boasts of undified!

When every man's home is the sweetest place On earth for a man to be; When every man's wife is the sweetest wife In all the world to see; When every man's child is the dearest child That ever drew breath—ah, then, We shall have better children, and women, and homes, And a blamed sight better men! —Benstown Bard.

A satisfactory way to prevent hand-buttonehol scallions from fraying is carefully to cut away the material from the edge of the finished scallop and overcast, bringing the needle up inside the purled edge, making very small stitches.

Farm and Dairy Christmas Offer

The Announcement Card Well Send

For Xmas Gifts

(Only one may be renewed)

- 3 SUBSCRIPTIONS \$2
5 SUBSCRIPTIONS \$3

Less Than Postage

It is cheaper to subscribe for your friend with this offer than to pay postage for sending your own copies to him. Your postage on the eight special magazine numbers and regular weekly copies would be 60c.

Order Early

At Christmas time entering of orders and all mails are delayed, so order early to make sure that your friends will receive their Xmas numbers and announcement cards on Christmas morning. Promptness on your part will ensure great value to the gift.



A Winter's Sunset

A small reproduction of a beautiful painting. The golden sunset clouds form a magnificent background for the blue tints in the snow and the greens and browns of trees and bushes.

Greetings for Christmas Morning

This attractive Christmas card in full colors is mailed to arrive on Christmas morning to announce that Farm and Dairy is a gift from you. In addition, the beautiful Christmas Magazine Number will be sent free to arrive on the same day.

They will be a splendid addition to the good cheer which "postie" is bringing to your friends on that joyous day.

The Best Xmas Gift

Send Farm and Dairy to your friends and they will thank you for opening their eyes to what progressive methods can accomplish.

For the dairy farmer the most useful gift is a year's subscription to Farm and Dairy. It is the one paper which devotes its entire effort to assisting and interesting the farmer with a dairy.

It convinces them as nothing else can that progressive methods bring success. It proves this by the experience of hundreds of the most successful dairy farmers in Canada. It has taught to thousands the lesson that better cows, better feeding and improved lands are investments necessary to success.

A Weekly Reminder

Every week during the year Farm and Dairy will recall to your friends your thought for them. Your mutual interest in the paper will bring you closer together.

THIS MUST BE IT

MAN tried to see if it was a fine horse with it. I was now anything in a horse much. And I know the man very well. So I told him I was very sorry to hear for me. He said "All right, pay me first, and I'll see back your money the horse isn't all right. Well, I didn't like it. I was afraid the man might have to what my money if I once paid with it. So I didn't buy it. Now, this is the horse, although I was thinking. You see I made a wrong machine. The man said to me about my wish. And I'd never know and sell me. I'm busy by mail. I'm at that way. So, enough to let people for a month, before I wanted to try the horse. Now, I know what you said. I know what you're saying or tearing the time they can be with a machine. I know it will wear clothes in Six Minutes or six minutes do clothes. Our 1000 G work so easy that a man well as strong work clothes, fray the edge of every other machine. If it just drives away some of the clothes like Gravelly Washer when with the horse. Only six. I'll offer first after every one. Let me send you a 1000 G. It's in every pocket, and it cleans after you've used it. It's the best of the kind, enough, isn't it? Don't let it prove. Washer must be all that. And you can pay me too. It will save its weight and tear on the it will save 50 to 75c. a woman's wages, or the month's trial, of what it saves you. Ask me the 50 cents will take cheerfully, an drop me a line, today. Ask about the "1000 G" makes clothes in six minutes. Address me personally to MORRIS, MacFarlane, 20 Yonge St., Toronto.

33 a Day

Grain and sugar in the Look at 'race' Sugar perfect crystals pure, white its even gran. Absolute Best is one of the that few sugar Analytical "Mo ST. LAWRENCE

THIS WASHER MUST PAY FOR ITSELF.

A MAN tried to tell me a horse once. He said it was a fine horse and had nothing the matter with it. I wanted a fine horse, so I didn't know the man very well indeed.

So I told him I wanted to try it for a month. He said "All right," but I gave him my money and he gave me the horse. It didn't last a month. I was afraid the horse was "all right" and I might have to whittle for my money if I once parted with it. So I didn't buy the horse, although I wanted it badly. Now, this set me thinking.



You may make Washing Machines—the "1900 Gravitv" Washer.

And I said to myself, lots of people may think about my Washing Machine as I thought about the horse, and about the man who owned it.

But I'd never know, because they wouldn't tell me. You see, I sell my Washing Machines by mail. I have sold over half a million of them. I don't like to give away enough to let people try my Washing Machines for a month, before they pay for them, just as I wanted to try the horse.

Now, I know what my "1900 Gravitv" Washer will do. It will wash clothes, without tearing or tearing them. In less than half the time they can be washed by hand or by any other machine.

It will wash a tub full of very dirty clothes in Six Minutes. I know no other machine so invented can do that, without wearing the clothes. Our "1900 Gravitv" Washer does the work so easy that a child can run it almost as well as a strong man. It doesn't wear the clothes, fray the edges, nor break buttons, the way all other machines do.

It just drives soap water clear through the fibers of the clothes like a force pump might.

So, said to myself, will it do with my "1900 Gravitv" Washer what I wanted the man to do with the horse. Only I want to pay for people to give me. I'll offer first, and I'll make good the way all other machines do.

Let me send you a "1900 Gravitv" Washer on a month's trial. You don't want the machine any more, and if you don't want the machine after you've used it a month, I'll take it back. Only I want to pay for people to give me. I'll offer first, and I'll make good the way all other machines do.

I don't say it proves that the "1900 Gravitv" Washer must be all that I say it is. I know that it will wash a tub full of very dirty clothes in six minutes. I'll make good the way all other machines do.

It doesn't say it proves that the "1900 Gravitv" Washer must be all that I say it is. I know that it will wash a tub full of very dirty clothes in six minutes. I'll make good the way all other machines do.

Address me personally: J. MORRIS, Manager, 1900 Washer Co., 211 Young St., Toronto, Canada.

33 a Day Sure

Send me your address and we will allow you to try it for 33 days. If you don't like it, we will make you a new one. If you do like it, we will send you a new one. If you do like it, we will send you a new one.

Send me your address and we will allow you to try it for 33 days. If you don't like it, we will make you a new one. If you do like it, we will send you a new one. If you do like it, we will send you a new one.

Take A Scoopful Of Each—Side By Side

"St. Lawrence" Granulated in one scoop—and any other sugar in the other.

Look at "St. Lawrence" Sugar—its perfect crystals—its pure, white sparkle—its even grain. Test it point by point, and you will see that

Absolutely Best Sugar Absolutely Pure

is one of the choicest sugars ever refined—with a standard of purity that few sugars can boast. Try it in your home.

Analysis shows, "St. Lawrence Granulated" to be "99.99/100 to 1000 Pure Case Sugar with no impurities whatever."

"Most every dealer sells St. Lawrence Sugar."

ST. LAWRENCE SUGAR REFINERIES LIMITED, MONTREAL.

A Reply to Mrs. Hopkins

Editor, Farm and Dairy.—In the Nov. 14th issue of Farm and Dairy



The Springs do most of the Work

The New Century Washer is guaranteed. There is no other washer that will do more household labor. The specially tempered steel springs do the greater part of the work and the balance of the effort required is very easy when compared to the old-fashioned methods.

The New Century features exclusive rubber-rod spring machine can have the advantage of the RUBBER ROD SPRING in the OUTSIDE and prevent wear.

See the New Century at your dealer's or write us for full particulars.

Comer-Dowdell Ltd.
Hamilton, - Ontario.

R.K. Lamp

Five to ten times brighter than any other lamp. No mantle trouble. No dirt. No smoke. No odor. A perfect light for every purpose. Colored post card free. Write for circular p. and free card.

RICE-KNIGHT Ltd.
Toronto - or - Regina

Capable Old Country DOMESTICS

English, Scotch and Irish. Party arriving / November 17th and fortnightly after.

The Guild, 71 Drummond St., Montreal and 47 Pembroke St., Toronto

Take A Scoopful Of Each—Side By Side

"St. Lawrence" Granulated in one scoop—and any other sugar in the other.

Look at "St. Lawrence" Sugar—its perfect crystals—its pure, white sparkle—its even grain. Test it point by point, and you will see that

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ST. LAWRENCE SUGAR REFINERIES LIMITED, MONTREAL.

appears a very complimentary article regarding the virtues of men, from the pen of Mrs. W. E. Hopkins. Philosophers tell us "Patience is a virtue." But one would need the patience of Job to bear the mean attacks on men generally that Mrs. Hopkins makes.

If the writer comes in contact with men as she does, she should remember that "one swallow does not make a summer," and that men are not all alike. Or if the men with whom she is acquainted are not good, virtuous, home-loving men, she should remember that there are very fine men to be found. If Mrs. Hopkins cares to come to Oxford county she can find a few.

The writer also insinuates that the young ladies are forward, bold, and are idolaters, whose god is man. This lady must be living in a queer country, for the ladies in our part of this good land are the reverse of those from the pen picture Mrs. Hopkins gives of them.

But the worst part of this article is the fact that all men are classified together. They are all judged by one and put down as bad, hard-hearted, and unfair to their better half. This is the same idea as expressed by some people, "All actors and actresses are immoral"; surely this cannot be substantiated. Others say, "All ironworkers are drinkers"; but there are thousands of moulders, machinists, etc., who never enter a bar-room. Others claim that professional baseball players are all lazy and indolent-fellows and indolent-fellows. But many of these are good players and industrious. Perhaps, too, there may be a few righteous, fair-minded farmers. The writer has found this to be a fact from living in both city and country. A few lines from the pen of Rupert Mar sums up the situation:

"MERELY PLAYERS"
Call they the stage impure? Her teachings false.
Her terms, tenacious squares of evil, her priests abandoned all, her mind indeed is callous, even to cruelty.

That sneeringly condemns the Thespan brethren thus,
And in one common pit of calumny huris its votaries,
With cruel heedlessness,
Our stars is as the world, where good and ill alike abound,
Inseparably mingled, but neither predominating save at God's will and judgment.
Hearts that are good and true are everywhere,
And noble natures, though shrouded by sin's darkness,
Yearn, aye, to break the chain and soar to Purify's fair realm.
"Forbear to judge, for we are sinners all," and throw away That utter disbelief in all good players, "rectitude and truth."
Believe and know with me that spite of paint and powder,
Lights and spangles, through the bright eyes that
Look at you "Across the footlights,"
Shines many a soul, as good and bright as Truth itself,
And underneath the tinkling tinsel, beats
Full many a true and tender heart,
Noble and brave, and pure as finest gold.

—"Suburbanite."

Yellow stains left on white cloth by sewing machine oil may be removed by rubbing the spot with a piece of rag wet with ammonia before washing with soap.

If the tea-pot or coffee-pot is discolored on the inside, boil it for a short time in a strong solution of borax and all its brightness will return.

The Sewing Room

Patterns 10 cents each. Order by number, and size. If for children give age; for adults, give bust measure for waists, and waist circumference. Address all orders to the Pattern Department.

HOUSE JACKET WITH PEPLUM, 7502

The house or breakfast jacket that is made with a separate peplum is always a smart one and much in demand. The sleeves are just moderately full and are sewed to the armholes. The front edges are finished with hem and a belt connects the jacket and peplum. If long sleeves are wanted, deep fitted cuffs can be joined to the one of elbow length.

For the medium size, the jacket will require 5 1/2 yards of material 27, 2 1/4 yards 36 or 2 1/4 yards 44 inches wide with 5/4 yard 27 inches wide for the collar and cuffs.

This pattern is cut in sizes for a 34, 36, 38, 40 and 42 inch bust measure.

CHILD'S RUSSIAN DRESS, 7499

Russian dresses that are made with body portion are among the prettiest and best liked for the little children. This one includes sleeves which are attached to the armholes and these sleeves can be made either short or long and gathered into bands. The tucks over the shoulders provide just pretty fullness.

For a year size, the dress will require 2 7/8 yards material 27, 2 1/4 yards 36 or 2 yards 44 inches wide with 1 1/2 yard 27 for the trimming portion. It will require 2 yards 27 or 3/4 of 1 yard 44 inches wide.

This pattern is cut in sizes for children 2, 4 and 6 years of age.

FANCY BLOUSE, 7476

Unquestionably soft ruffles make a very pretty finish and are exceedingly smart. Here is a blouse that can be treated in this way or can be made plain, and the two treatments are so different in effect that really two models means two. In the illustration, the material is radium silk with yoke and lace and the dress is made over a lining material and the lining is not necessary.

For the medium size, the blouse will require 4 yards of material 27, 2 1/4 yards 36 or 2 yards 44 inches wide with 7/4 yard 27 inches wide for trimming and 5/4 yard of all-over lace 18 inches wide for the yoke and 3 yards of the lace for the trim.

This pattern is cut in sizes from 34 to 40 inches bust measure.

A small Ice store convenience is a wallpaper scraper, which is used for scraping the floor-boards, scraping cake tins, digging into corners, and a variety of other things.

Before laundering undergarments, run with ribbon, catching one end of the ribbon to a piece of narrow tape, then pull out the ribbon and let the tape remain run through the beading until after the garment is washed and ironed. The ribbon is then caught to the tape and pulled through the beading, keeping smooth and straight.

OUR FARMERS' CLUB

Correspondence invited. PHINCE EDWARD ISLAND. QUEEN'S CO., P. E. I.

BAY VIEW, Nov. 15.—There has been no frost yet to stop the plow. Flowers are still blooming in the gardens. Fall work on the land is about finished. Heavy rains just now assure a water supply for winter. Butter factories are now busy with good prospects ahead. The cheese season turned out well. Cheese sales averaged about 15c. Potatoes and roots are not an average. Late grain is a heavy crop. Clover on new seeded meadows the best yet. Stock went into winter quarters in splendid condition. Prices are fair: Oct. 45c; potatoes, 55c to 30c; pork, 9c to 9 1/2c; beef, 7c to 11c; eggs, 25c; lamb, \$4.50 a cwt. Fox farming is booming. Six pairs of select black fox pups sold to a Russian syndicate for spring delivery at \$170,000. A fox company was launched lately capitalized at \$625,000. Many other companies are organizing with lesser capital. Foxes are scarce here just now.—W. S.

NOVA SCOTIA

ANTHONISH, Nov. 12.—Farmers are busy thrashing. Oats are turning out well and wheat fair. There are quite a number of horse buyers around and giving good prices. Beef is also a good price. Many farms are rotting heavily in the cellar. Prices are: Butter, 25c; eggs, 25c; pork, 1c to 1 1/2c; dressed, oct. 5c; potatoes, 40c a bush. We have had no snow yet.—T. B.

QUEBEC

RICHMOND CO., QUE. DANVILLE, Nov. 14.—The weather is cold and we have some snow, although there is not enough for sleighing. All the crops and cattle are in for the winter, and the threshers are busy. Grain is turning out well, but there is quite a lot fall plowing to do. Milk is very scarce, 87c to 89c. Beef and pork remain high. Butter, 30c; eggs, 30c—M. D. B.

ONTARIO

HASTINGS CO., ONT. TERRIFF, Nov. 12.—This has been rather an "off" year. The spring was very promising at first, but the May rains continued so long that grain was stunted. Then following a drought that shortened the hay crop and damaged the grain, after having come rains that saved the grain. Pasture was rather poor in the summer and winter. When the threshers came the results of the summer's work were not so disappointing as many expected. Oats in many cases were quite heavy. Peas were a small crop. Potatoes were a fair crop, on the average. Considerable poultry was shipped this fall, most of which was sent to buyers in Toronto direct from the farmers. Some of the latter declare they would keep their flocks at their value as insect destroyers alone, even if they had no market value.—W. R. W.

WELLINGTON CO., ONT.

METZ, Nov. 20.—Wet weather is making the roads very muddy for the threshers moving. The grain is turning out fairly well. Potatoes are rotting fast, more than 30 per cent are rotten. Turnips were a good crop. Cattle are plentiful and a little easier to buy. Plowing is nearly through here. The wet weather makes the land very tough.—J. A. S.

NORFOLK CO., ONT.

ERIE VIEW, Nov. 19.—The weather is bright and cold after a very heavy rain. Farmers are finishing fall plowing and cutting hay. The roads are all cleared up. Hogs are selling at \$8.50; eggs, 30c; creamery butter, 30c; farmers' butter, 25c. Potatoes not continuing bad. Roots are being gathered in. The cheese factories will soon close. Dairy cows continue to sell very high.—B. B.

STRATHONA DIST., ALTA.

LACOMB, Nov. 20.—Howard Angus Kennedy, author and staff writer for the London Times in England, and eye-witness of the principal engagements during the Boer rebellion in the North-West Territories in 1885, has come to Western Canada to make his home with his family on a small farm near the town of Lacombe, south of Edmonton. It is an interview that H. Kennedy said to the West has successfully passed through the

vicissitudes of the frontier days, and the people are now giving full play to their tastes and inclinations, and, as a result, millions of dollars are being expended in the development of the rapidly settling districts of the coast and prairie provinces. Formerly a member of the London School Board, Mr. Kennedy takes a lively interest in educational matters, saying: "I have been much struck by the evident determination of the greater number of the people here that their children shall have the best education possible. In spite of the requirements of the home and the farm, I understand that the law of compulsory attendance is now being enforced."

BRITISH COLUMBIA

NEW WESTMINSTER DIST., B. C. CHILLIWACK, Nov. 9.—We are having good weather for this time of the year. No frost or wind. It rains during the night as a rule, and in the morning it comes out fine. The price of wheat is steadily increasing. A good milch cow now brings about \$100. Eggs are again scarce, and are now selling at 25c; potatoes, 81c a ton. Potatoes were an exceptionally good crop.—J. C. CHILLIWACK, Nov. 9.—Since Sunday we have had a continual downpour of rain. Last night it blew for a change. We have had no frosty weather yet this fall. All the crops in the fields are now harvested. The last to be taken up were the turnips, which were very good. The price of horses has risen considerably since last summer.—J. C.

FIELD CROPS OF 1912

The following statements give the area and yields of the principal field crops of Ontario for 1912. The areas have been compiled from individual returns of farmers and the yields by a special staff in each township in addition to regular crop correspondents.

Fall Wheat: 729,888 acres yielded 15,039,865 bush, or 19.8 per acre, as compared with 17,265,566 and 21,414,911. The annual average per acre for 21 years was 21.0. Spring Wheat: 125,000 acres yielded 2,501,539 bush, or 19.7 per acre, as compared with 2,298,554 and 17.2 in 1911. Annual average, 16.0.

Barley: 647,302 acres yielded 19,232,275 bush, or 29.7 per acre, as compared with 16,348,129 and 26.3 in 1911. Annual average, 27.8.

Oats: 2,691,735 acres yielded 36,444,807 bush, or 13.5 per acre, as compared with 34,829,232 and 31.4 in 1911. Annual average, 33.6.

Rye: 105,949 acres yielded 1,639,675 bush, or 17.4 per acre, as compared with 1,567,971 and 15.8 in 1911. Annual average, 15.4.

Buckwheat: 205,993 acres yielded 5,404,796 bush, or 26.3 per acre, as compared with 3,822,231 and 20.4 in 1911. Annual average, 20.7.

Peas: 221,524 acres yielded 3,667,085 bush, or 16.6 per acre, as compared with 4,462,122 and 14.7 in 1911. Annual average, 19.2.

Beans: 69,703 acres yielded 1,122,132 bush, or 17.0 per acre, as compared with 1,090,212 and 17.4 in 1911. Annual average, 17.0.

Mixed (grain): 448,402 acres yielded 16,392,193 bush, or 36.6 per acre, as compared with 14,854,595 and 30.9 in 1911. Average (six years), 33.9.

Potatoes: 169,688 acres yielded 31,246,394 bush, or 184.8 bush per acre, as compared with 19,919,619 and 96.6 in 1911. Annual average, 131.6.

Mangels: 61,183 acres yielded 27,671,114 bush, or 460 per acre, as compared with 28,136,313 and 454 in 1911. Annual average, 428.

Carrots: 2,742 acres yielded 747,207 bush, or 273 per acre, as compared with 815,129 and 284 in 1911. Annual average, 343.

Sugar Beets: 2,282 acres yielded 7,219,956 bush, or 3171 per acre, as compared with 8,941,659 and 391 in 1911. Average (6 years), 397.

Turnips: 101,529 acres yielded 49,561,566 bush, or 488 per acre, as compared with 39,664,275 and 394 in 1911. Annual average, 431.

Corn for Husking: 301,251 acres yielded 21,969,468 bush. (in the ear) or 72.9 per acre, as compared with 21,915,390 and 71.7 in 1911.

Corn for Stock: 177,282 acres yielded 3,867,929 tons (green) or 19.5 tons per acre, as compared with 3,764,227 and 11.2 in 1911.

Hay: 1,125,000 acres yielded 5,357,369 acres yielded 5,230,731 tons or 1.55 per acre, as against 4,238,703 tons and 1.28 in 1911. Annual average, 1.46.

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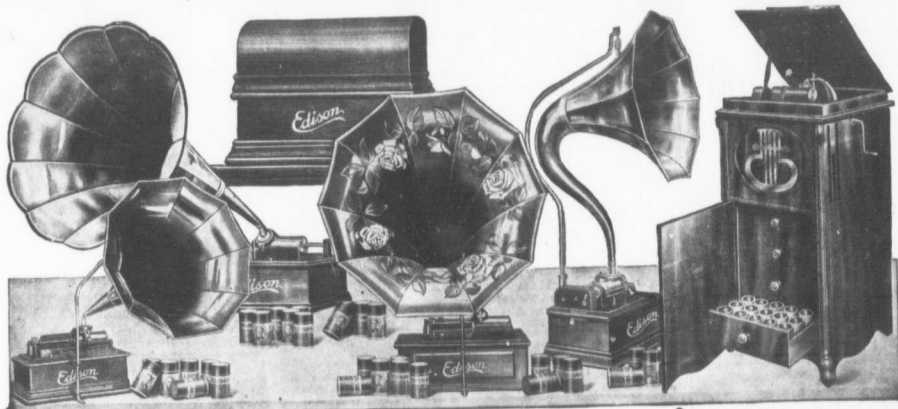
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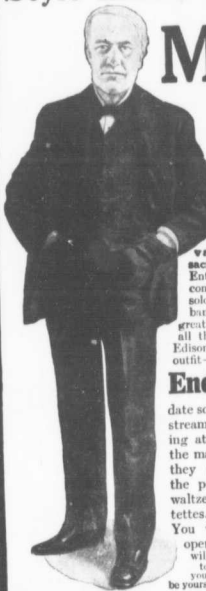
FOR TAWORTH—write John W. Todd, Corlith, Ont. R.F.D. No. 1.

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