

Issued Each Week—Only One Dollar A Year

VOL. XXXI.

NUMBER 7

# FARM AND DAIRY

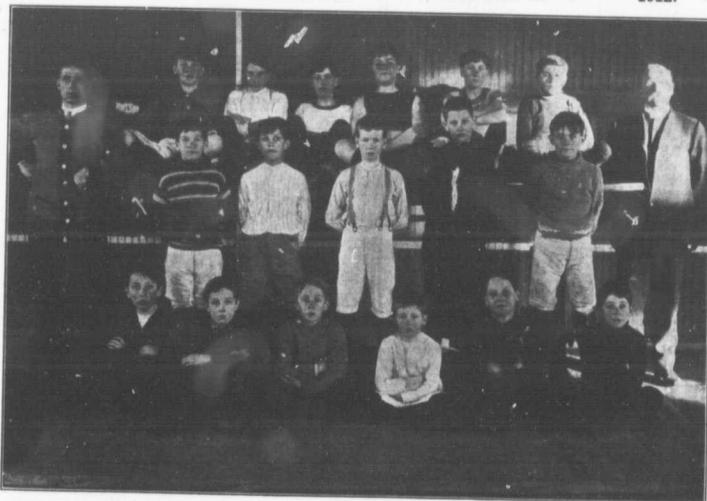
AND

## RURAL HOME

PETERBORO, ONT.

FEBRUARY 15

1912.



THESE COUNTRY BOYS HAVE HAD GREAT FUN AND GOOD TRAINING IN THE GYMNASIUM. Extension work in rural districts is now being successfully attempted by the Young Men's Christian Association. In some counties a travelling secretary has been appointed who takes charge of the work at several points. The boys here illustrated belong to a club organized at Warsaw, in Peterboro Co., Ont. The physical training that these boys are receiving tends to develop the body, eye and mind. In this illustration, taken especially for Farm and Dairy, may be seen on the right Mr. Huffman, the Methodist minister, who was largely instrumental in arranging the Warsaw Club, and on the left Mr. J. J. Thompson, Physical instructor in the Peterboro Y.M.C.A., who had charge of the work.

DEVOTED TO  
BETTER FARMING AND  
CANADIAN COUNTRY LIFE

# A BUMPER CROP

The Western farmer looks to his wheat fields for his harvest. The dairy farmer depends largely on the product of his dairy. A great deal of the farmer's success depends on

the make of Cream Separator he uses. The up-to-date dairy farmer will use none but the best. Are you up-to-date?

The **"SIMPEX" Link-Blade Cream Separator** is built on scientific lines. It is the only cream separator having the **LINK-BLADE Device** and the **Self-Balancing Bowl**. These are

features exclusive that you can get in no other cream separator.

Write for our New Illustrated Booklet, fully describing the "SIMPEX" machine. It is free and it is brim full of Separator Facts.

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WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

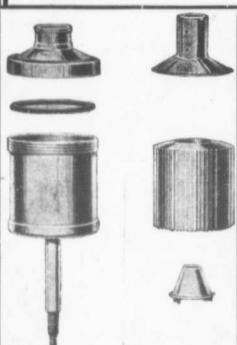
One Ontario firm last year placed an order for 40 power sprayers. These machines were at work last season spraying apple trees where spraying had never been done before. These sprayers were used in rented orchards. High rent was paid. Big prices and big profits were realized for the fruit.

Think you the farmers who saw these results obtained and learned how, and have read how, are not ripe to start out on their own hook for themselves?

Mistake not! They are ready. They are looking forward to our Big Orchard and Garden Annual, to be out March 25th, which will tell them much as to the "how."

Better have your message in this issue. Meet these people of ours—over 15,000 of them March 25th—when their interest is keenest. Write us today about your space reservation.

Adv. Dept. FARM AND DAIRY Peterboro, Ont.



The Link-Blade Bowl complete: This Bowl, 900 lbs. capacity, is only 4 1/2 in. diameter, 3 in. deep, and runs at only 750 R.P.M.



### WHO DOES NOT, OR WILL NOT SEE THE WEIGHTS?

Well intentioned Rescuer, who does not see the Weights:—"Cheer up, Farmer Gray, just grab this life busy and you will soon be out of all your difficulties."

### Ontario Sheep Breeders Meet

The Ontario Sheep Breeders' Association held their annual meeting in Toronto February 9th. Lieut.-Col. McCrae, president. The reports from the nine demonstration stations established two years ago for the purpose of showing the desirability of breeding sheep for commercial purposes, were very satisfactory, and afforded food for thought for every farmer. While the different stations show a wide variation in cost of feed and per cent. of profit, the average profit from the 97 ewes was about \$4 per head, apart from their value as soil builders and weed destroyers.

Ontario's share of profits from members' fees and registrations was \$454.70. The following officers were elected: Lt.-Col. McEwen, Byron, Pres.; D. J. Bruin, Ridgeway, Vice-Pres.; A. P. Westervelt, Toronto, Sec.-Treas.; Directors, Geo. L. Teller, Paris; H. Arkell, Teeswater; J. Lloyd Jones, Burford; Jas. Douglas Caledonia; Jas. Robertson, Milton; Herbert Lee, Highgate, and John Gibson, Denfield.

### Dominion Sheep Breeders

The Dominion Sheep Breeders' Association held their annual meeting in Toronto, Feb. 9th. The recommendation of the directors that the Association unite with the other Live Stock Associations in sending cars of stock to the West at regular intervals, was heartily approved of. The Association appointed a committee to confer with the Dominion Live Stock Branch to further advance the sheep industry in Canada along lines suggested by the Sheep Commission in their report. The following were appointed: R. H. Harding, Thorndale; Lt.-Col. R. McEwen, Byron, and Lt.-Col. McCrae, Guelph.

The general statement showed receipts of \$3,530.58, and cash on hand of \$2,692.30. The officers elected were: Lt.-Col. McCrae, Guelph, Pres.; J. E. Cousins, Harriston, Vice-Pres.; A. P. Westervelt, Sec.-Treas.; directors—Jas. Snell, Clinton; John Rawlinson, Forest; John Kelly, Shakerpeare; H. N. Gibson, Delaware; R. H. Harding, Thorndale; J. A. Orswell, Pondhead; L. Parkinson, Erasmus; John Jackson, Abingdon; John Campbell, Woodville; A. Widdow, Guelph. Membership of the Association is now 355, and registrations upwards of 3,000.

It was urged that everyone inter-

ested in the sheep industry should carefully study the report of the Sheep Commissioners and send suggestions with a view to advancing the industry, to the Secretary of the Association or to any member of the Committee.

### Fairs and Exhibitions Convention

At the 12th annual convention of the Fairs and Exhibitions held in Toronto last week, a gloomy report was given by the superintendent who said that not in 100 years had the societies lost so much by bad weather. The legislative grant of \$100,000 was all used in paying 50 per cent of the loss. One hundred and four societies took part in the Field Crop Competitions in 1911 and 62 judges scored the fields. In 1912, \$16,000 will be available for this work. Arrangements have been made to supply 4,000 bus. of condensed Banner Oats to the Societies. Mr. Jno. Farrell gave many convincing arguments why the legislative grant should be increased to \$100,000, instead of \$75,000 as it now is.

Prof. George E. Day hit the nail on the head when he said that the success of a show depends more on the number of exhibitors they get out than the number of exhibits. Prof. Day urged that there be more classes for amateurs and farmers, so that many special prizes be offered to encourage this class of exhibitor. Mr. T. G. Raynor, Mr. George H. Clark, Dominion Seed Division, Mr. Morley, Geo. O. A. C. Goudard, Mr. Thomas Delworth, Weston, all addressed the convention, and offered suggestions for furthering the usefulness of our fairs and exhibitions.

The election of officers resulted as follows: Pres., Dr. J. U. Simmons, Frankford; 1st Vice-Pres., John Farrell, Forest; 2nd Vice-Pres., Dr. W. A. Crow, Chesley; Secretary and Editor, J. Lockie Wilson, Toronto; Treasurer, Alex. McFarlane, Otterville; Directors—1, G. C. Smith, Cornwall; 2, R. J. Bushell, Kingston; 3, Arthur McFarlane, Otterville; 4, J. H. Garbutt, Peterboro; 5, George Raikes, Barrie; 6, H. F. Snoddard, Welland; 7, Wm. Holmes, Otterville; 8, D. A. Graham, Lobo; 9, John Dewhurst, S. Woodale; 10, George Binnie, Banassan; 11, B. Laycock, Grayhurst; 12, E. F. Stephenson, New Liskeard; Auditors—R. Anew, Mesford; Wm. Collins, Peterboro; Representative to Canadian National, J. Lockie Wilson.

Issued Each Week

Vol. XXXI.

The Need for Successions

That the country cannot continue in the present condition, has been frequently admitted by Pembroke, Ont., Shortlough Breeds

tial address last session of the association. The reason Mr. White gave more attention to milk producing, tended that by and milk product possible for the state to make more than he could by either line alone. time he frankly the time has come Canada when the Shortlough cattle attention to dairy.

The stand taken White was endorsed members of the association recognizing the fact that confronters of beef cattle unanimously passed adopting Mr. White and ordering that and copies sent to bers of the association Live Stock Com. S. Arkell, of Ottawa, stood the taking, and quoted the great deal taken place not only but in the west as production of beef

MR. WHITE'S In leading up to Mr. White said: us to a point where would be profitable. what the future had Shortlough. A constitutionally involves some review of existing conditions. Canada is a rapidly hereditary and geographical continue to be a beef country. interest on land far at all, very slightly. This was the case no the neighboring provinces beef could be

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FOR WEEK ENDING FEBRUARY 15, 1912

No. 7

### SHORTHORN BREEDERS WILL GIVE MORE ATTENTION TO DAIRYING

The Need for Such Action Admitted at the Annual Meeting of the Shorthorn Breeders Association Conditions in the East Have Been Forcing Farmers into Dairying. East Cannot Compete With West in Beef Production

THAT the eastern farmer, on his dear land, cannot compete successfully with the west in the production of beef cattle and, therefore, has been forced more and more into dairying, was admitted by Mr. Peter White, K.C., of Pembroke, Ont., the president of the Dominion Shorthorn Breeders' Association, in his presidential address last week at the 26th annual convention of the association held in Toronto. For that reason Mr. White advised Shorthorn breeders to give more attention hereafter to increasing the milk producing qualities of their cows. He contended that by combining beef and milk production it would be possible for the average farmer to make more from his cows than he could by specializing in either line alone. At the same time he frankly admitted that the time has come in Eastern Canada when the breeders of Shorthorn cattle must give more attention to dairying.

The stand taken by Mr. White was endorsed by the members of the association who, recognizing the critical situation that confronts the breeders of beef cattle in the east, unanimously passed a resolution adopting Mr. White's address, and ordering that it be printed and copies sent to all the members of the association. Assistant Live Stock Commissioner H. S. Arkell, of Ottawa, commended the stand the association was taking, and quoted figures showing the great decline that has taken place not only in the east but in the west as well in the production of beef cattle's.

MR. WHITE'S ADDRESS  
In leading up to this subject Mr. White said: "This brings us to a point where, perhaps, it would be profitable to consider what the future has in store for the Canadian Shorthorn. A consideration of this question naturally involves something in the nature of a review of existing conditions.

"Canada is a rapidly growing country, and by heredity and geographical position is and will continue to be a beef-eating country. A few years ago beef could be produced on our western prairies at practically the cost of feed to herd it. Interest on land investment and feed entered, if at all, very slightly into the cost of production. This was the case not only in Canada but also in the neighboring republic. In both these countries beef could be grown at a fraction of the

real cost of beef grown under normal conditions.

"This has had two very marked tendencies which I fear not too many of us appreciate fully. First—As heavy milking propensities were not required, in fact were not desirable on the open range, and as we were breeding possibly more than we realized with the object of sniting the rancher, most of us, to a certain extent at least, lost sight of the fact that the Shorthorn is a milk cow, and we were rather encouraged to breed with the ideal of perfect beef form constantly in mind. Second—The eastern farmer, on high-priced land,



A Type of Animal that will now find Favor with Shorthorn Breeders

Shorthorn breeders recognize that the special dairy breeds are now the most popular with Ontario farmers. In their annual meeting they determined that henceforth they will endeavor to develop both the milk and beef producing qualities of their breed and produce a dual purpose animal that will be a greater profit maker than the special beef animal. The English Dairy Shorthorn cow here illustrated is of the type breeders will now strive for.

because he could not compete with this cheaply-produced beef, has been forced more and more into dairying.

#### DAIRY BREEDERS ACTIVE

"This has given the breeders of special dairy cattle an opportunity which they have been not slow to grasp. I do not know that this is pleasant to listen to, and I feel that possibly some of you may be disposed to disagree with me, but these seem to be the facts, and if they are we might as well know and acknowledge them now, for on no other foundation than actual truth can we build successfully for the years to come.

"I do not mean and do not wish to be under-

stood as saying that the Shorthorn cattle are not still the most profitable cattle on the farm, for I believe that they are. I do mean and do wish to be understood as saying, that in recent years the Shorthorn breeder of good bulls has not had that share of the patronage of the eastern farmer to which he is entitled, and this to the detriment of both. I am, however, pleased to note that there now appears to be an increasing demand for Shorthorn bulls from good milking dams to head dairy herds.

#### CHANGED CONDITIONS

"To-day the bonanza beef business is a thing of the past. The settlers all over the north American continent (with the exception of Texas, and even there there is a shortage of 200,000 head) has driven the rancher to the wall. Only a few herds of any considerable proportions remain. Liquidation by the western cattle men has till quite recently kept up the market supply and only recently have we realized that beef is scarce and that beef is going up in price. Never again on this continent will it be possible to produce beef at a cost away below the normal cost of production; in a word beef will never again be cheap, in the sense in which it has been.

"In other words, the consumer of beef will have to be content to pay a price hereafter that will suitably reward the producer, the slaughterer and the retailer. I use the word 'suitably' advisedly because I very much fear that having had access to cheap beef the slaughterer and the retailer have been able, largely owing to the conditions and to lack of organization and understanding on the part of the producers, to take more than their fair share of the price that the ultimate consumer has been paying. My view is that with the beef business properly organized the slaughterer and the retailer can each be 'suitably' rewarded, the producer more suitably rewarded than hitherto, and at the same time the consumer pay a somewhat smaller price in proportion to the cost of production.

"An illustration of what may happen occurred on the Toronto market last week. The prices fell. This was attributed to the alleged fact that the shippers had glutted the market with unfinished cattle. Proper organization would have prevented glutting, if such there was, and if it were not a fact that the market was glutted it would have prevented such an excuse being given for hammering down prices.

"The beef growing of the future must be done.  
(Continued on page 4)

## HOW THE WEALTH WE FARMERS CREATE IS TAKEN FROM US

ARTICLE No. 10.

**W**HEN a few men once gain control of those things which the public cannot do without they have the public at their mercy. From that time forward they need not work. Yet they can grow wealthy while the public works hard—in many instances slaves—to make a living. They do this, as we explained last week, by advancing the prices of the necessities or services which the public must buy from them. In this way they are enabled to plunder the public yearly of millions of dollars which rightly belongs to the people at large.

There are a number of ways in which the public is thus robbed. It is accomplished by means of tariff laws, combines, excessive transportation charges, and by the control of natural resources such as timber limits, water powers and coal and iron mines. In due time we hope to have something to say about all of these. There is yet another means, however, which is the most serious of all. Its power is the most absolute. Yet it is the one about which we have hitherto heard the least. We refer especially to the ownership by a few people of land which the public at large must use. This land is the land in our towns and cities which of necessity form the trading centers for the communities which they serve. The following illustration will serve to show the power to squeeze the public which the ownership of such land gives.

### HOW LAND VALUES ARE CREATED

Let us suppose an uninhabited island in the Pacific Ocean. As long as no one wants to live on that island its land has no value. Should one man discover it and settle on it, it would then have a value only to that one man. Should one hundred, or one thousand, or ten thousand men desire to live upon it its value would increase in proportion to the number of people so desiring to use it. Were they all to move away its value would immediately disappear. Thus it will be seen that the value of this land is not created by any one individual; instead, it is created by the community at large. Should 100 men be shipwrecked on it and later discover that it would not produce enough food to supply the requirements of more than 50, its land would immediately have the value of life itself to at least 50 of these men. This is the power which under such conditions the ownership of land conveys.

### A SIMPLE ILLUSTRATION

Let us, however imagine that while this island is still uninhabited 10 men are shipwrecked upon it. They look it over and find that it is large and fertile and capable of supporting many people in comfort. They, therefore, decide to remain on it permanently. As there is plenty of land for all they divide it among themselves and call it theirs. Each man thereafter cultivates his own piece of land, and produces those things which he needs. Thus all are workers and each is able to live in comfort without there being any class distinctions among them.

Let us, further, suppose that 100 more men are shipwrecked and cast up on its shores. The 10 men, fearing what the 100 may want to do should they be permitted to remain, meet them and tell them to begone, as under our laws they have the right to do. The 100 reply that they have no where to go and no means of going. The ten retort that they can't help it, they must get off their own island. The 100 then plead to be allowed to remain, for a little while at least. Suddenly a bright idea strikes one of the 10 and they retire to think it over. Later they return to the 100 with this proposition: They tell them that they will allow them to remain on the island on one condition only: That is that they will agree to cultivate the land and give the 10 one-half of all they produce. The 100 grumble for a while, but finally consent. They do not own the land. The 10 do.

### A GREAT TRANSFORMATION

Now notice what has happened: From that time on the 10 men need work no more. Instead they can live in idleness while the 100 work hard and give half of all they produce to the 10. Should the 100 produce the equivalent of \$100,000 of wealth in a year, \$50,000 of it, or \$5,000 each, on the average, would go to the 10, while the remaining \$50,000 would have to be divided among the 100, leaving them only \$500 each, on the average. Thus the 10ers would receive ten times as much wealth each year as the workers.

Suppose, however, that after a few years the 10 decide that the 100 are earning too much. Therefore they inform the 100 that times are hard, the cost of living has gone up and consequently they are going to be forced to charge them three-quarters, thereafter, of all they produce. If they do not like it they are informed once more that they can get off the earth. Of course the 100 do not like it. Naturally they object. But what can they do? They might strike, but having no means they must work or starve. Ultimately they accept. Thereafter out of each \$100,000 of wealth which is produced the 10 men receive \$75,000, or \$7,500 each, while the 100 retain only \$25,000, or \$250 each, it being barely enough to keep them, although they economize in every way possible. This illustration is a pretty true picture of conditions as they exist to-day in this Canada of ours.

### THE LAND IN OUR CITIES

Every community has its natural centers. Each county has its county town, each province its capital. To these centers we farmers ship for distribution the produce we raise on our farms. From them we buy the manufactured articles that are made in them and which we require for our use. Thus the land in these towns and cities increases in value in proportion to the size of the community which they serve. Were the people in and around them to move away their value would quickly disappear. The more people settle in and near them the more rapidly their value increases.

Keen business men understand these facts. They have gained control of the land in our cities. Thus they appropriate for themselves these values which the community at large creates. Land in Toronto has been known to increase in value at the rate of \$1,000,000 an acre in less than two years. This money went into the hands of but a few people. During the past five years the 29% square miles of land in the city of Toronto has increased in value at the rate of \$20,000,000 a year. Land in other cities, such as Montreal, Ottawa, London, and Winnipeg, has increased in value in the same proportion. During the same period the value of the farm lands of Ontario has remained practically stationary. Thus we farmers during the past few years have helped to create hundreds of millions of dollars of wealth which has flowed into the pockets of a very limited number of people. Thus while we have worked hard on our farms we have been helping to create millionaires, and even multi-millionaires elsewhere. Do you wonder that we are sometimes called easy marks? That every possible effort is made by the financial interests to disorganize us through breaking up our farmers' organizations and dividing us on party lines? Is it not true that we organized, as the farmers in the west have done, in order that we may give these matters consideration, as they

are doing? Next week we hope to explain the means that are used by the land holders in our cities to squeeze from us farmers the wealth we create just as the 10 men on the island have been shown to have the power to squeeze their earnings out of the 100.

### Shorthorn Breeders Will Give More Attention to Dairying

(Continued from page 3)

It seems to me, on the farm where mixed farming is practised, both in the west and in the east, and this is where the good old red white and roan will come into her own. No other breed can do what the Shorthorn can do, namely, pay her way handsomely in the pail, raise a lusty calf that can be fed off at a good price and she herself, when one of her daughters is able to fill her place in the herd better than she ever did, take on flesh rapidly when dry and go to the block a good carcass, while making profit for her fortunate owner. This is the kind of Shorthorn we must produce if we are to take full advantage of the opportunities which the future has in store for the breeders of this grand breed of cattle.

"We must have our minds fixed on the breeding of an average of general all round excellence rather than on the breeding of one phenomenal winner. Of course, we must expect the determined opposition of the breeders of special dairy cattle. We will not fail to heat from them that dairying is more profitable.

### DAIRYING VS. BEEF PRODUCTION

"Is it more profitable than the mixture of dairying and beef production? I doubt it. It has been more profitable than mere beef production because the dairyman has been able to obtain a higher price for his product relatively to the cost of production, due to his better organization, more liberal government assistance, and to the fact that the public, owing to our conditions, have been able to obtain cheap beef produced on cheap land but never cheap dairy products produced on cheap land.

### DAIRYING PROFITABLE

"It is an accepted fact that the dairyman, owing to the system of cooperative manufacture by which his raw material is converted into the finished product at actual cost, and his quasi-cooperative method of selling, which preserves at least the semblance of competition among the buyers, not only has a vast advantage over his beef growing brother on cost of production but obtains a much larger proportion of the price paid by the consumer than does the producer of beef.

"These two advantages have placed the dairy business on a profitable basis, though there appears to be still cause of complaint and room for great improvement in their selling organization. It is a question whether producers of beef or producers of the combination of beef and milk would not benefit correspondingly by an organization on somewhat similar and somewhat improved lines.

### OF GREAT IMPORTANCE

"This question will have to be considered because conditions may arise where the very existence of the leaf growing business as a profitable undertaking at all will depend on its devotees being so organized as to be able to demand a greater share of the consumer's price: in such clear terms and with such force behind the demand that results will be certain.

### BEEF VS. BUTTER

"I doubt very seriously whether a pound of prime beef can be produced at a less cost than can a pound of butter where all the conditions as to land value, cost of labor, interest on investment, and every other element entering into the

(Concluded on page 22)

Mr. Shipl

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I was ve Dairy of J perience wit crops. Ther singularly ences of M he has ex and does from the fir ditions can results obt a solution.

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Another po which I will rstitute the cl the quantity of Belyea Bros. (without any acre. Mr. Cot "mixed good" from 20 to 30 application is inadequately as Bros. and othe out something their crops, go vestment, seem ture that Mr. tively inadequ which it was a

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**Mr. Shipley Replies to Mr. Cottingham**

T. Walter Shipley, York Co., Ont.

I was very interested to read in Farm and Dairy of Jan. 25th Mr. G. E. Cottingham's experience with fertilizers on corn and other food crops. There must be some cause, or causes, for the singularly unfortunate and unprofitable experiences of Mr. Cottingham and his neighbors. As he has experimented three times with "the stuff" and does not mention any beneficial "after-effect" from the first two applications, the weather conditions cannot be solely responsible for the poor results obtained. So we must look elsewhere for a solution.

Does your correspondent realize that the value of a fertilizer is directly based upon the amount of available "plant food" contained in it? The fact that he omitted to give analysis, or even to mention the brand of fertilizer used, inclines us to the belief that he does not. This belief is further substantiated by the fact that Mr. Cottingham used his fertilizer on such a wide range of crops, i. e., corn, roots and potatoes.

**DIFFERENT FERTILIZER FOR EACH CROP**

It is now a well known fact that the plant food requirements of these crops vary very materially, more particularly those of the potato crop, from the others. So that it will be readily seen that one particular brand of fertilizer could not possibly give satisfactory results on all these crops. To take an example: A fertilizer which contained the potash necessary for the growth of a good crop of corn would only contain a little more than half of the quantity of that ingredient utilized by an average crop of potatoes.

No brand of fertilizer was ever made that would give entirely satisfactory results on two crops, varying so widely in their fertilizer requirements as wheat and corn. Wheat has a comparatively long growing season and is able to "forage" for its plant food at a season when there is a lot of moisture in the soil. Corn, on the other hand, is a gross feeder and, as it is planted and grows to maturity when the weather is dry and hot, requires a liberal supply of plant food in a readily available form.

In the experiment which I cited in my former article, the "separate ingredients" were used and were compounded to meet the demands of the corn crop, with due regard to the Messrs. Belyea's system of cropping and the soil on which the crop was grown. While the information given by Mr. Cottingham on this point is very meagre, I think he will agree with me that the above was one of the chief reasons for his failure to get satisfactory results.

**NOT ENOUGH APPLIED**

Another point in Mr. Cottingham's article to which I will refer, and which in my opinion constitutes the chief reason for his non-success, is the quantity of fertilizer applied per acre. Messrs. Belyea Bros. applied a "complete fertilizer" (without any "filler") at the rate of 800 lbs. per acre. Mr. Cottingham applied 250 to 380 lbs. of "mixed goods" per acre, containing anywhere from 20 to 30 per cent. filler. Either the first application is unnecessarily large or the latter is inadequately small. The very fact that Belyea Bros. and other farmers, who had previously found out something of the plant food requirements of their crops, got profitable returns from their investment, seems to us quite conclusive enough proof that Mr. Cottingham's application was entirely inadequate to the demands of the crops to which it was applied.

We would here like to point out to Mr. Cottingham that an average potato crop of 300 bushels utilizes 105 lbs. of pure potash, during its growth and maturity. If Mr. Cottingham's application had been all sulphate of potash it would only have little more than supplied the potash

necessary for his potato crop. What about the phosphoric acid and nitrogen necessary for the crop? It is also interesting to note that Belyea Bros. applied more acid phosphate (400 lbs.) per acre, which only supplied the required phosphoric acid, than Mr. Cottingham's total application, which was intended to supply all the plant food necessary for the growth of the crop.

**MORE EXPERT ADVICE NEEDED**

Space is too limited to discuss the experience of Mr. Cottingham's neighbors, but the same reasoning is applicable to their methods. Had all of these farmers learned the plant food requirements of their crops from a reliable source and applied a fertilizer containing due proportions of the ingredients required, their experience would have been altogether different. The advice of the "agent" in advocating the application of 250 lbs. per acre, on practically any crop, naturally leads us to believe that he was either absolutely ignorant of the composition and uses

**Should Cows Face Each Other?**

A. C. Kuhn, Waterloo Co., Ont.

When building a stable for dairy cows in which there are two rows of cattle should the cows face each other or not? This is a subject that we farmers have been discussing amongst ourselves, and as we have discussed it both types of the arguments pro and con have been pretty well threshed out.

My stable is built with the cows facing each other, and I still prefer this plan on account of its great convenience in doing the work. At least two-thirds of the stable work is done in front of the cows. There is very little work done behind the cows. Our stable is fitted with litter carriers and can be cleaned in just a few minutes each day. As the cows are bedded on the straw that is placed before them the night before, even the bedding is brought in from the front.

The feeding, however, is the biggest job in our



**Too Many Cows Receive This Kind of Treatment During the Winter.**

Turning to the straw stack may be a nice, easy way of carrying cattle through the winter, but in the end it is expensive. During the winter most cows are carrying a calf. They need lots of good food if the young are to be strong and vigorous. Dairy cows in particular should receive good feed in winter in order to be able to make best use of the early pasture grasses.

of commercial fertilizers or that his sole object was to sell these fertilizers to farmers, ignorant of their crop requirements, regardless of results.

I made the assertion in my former article that the "judicious" use of commercial fertilizers, as supplements to barnyard manure, was profitable particularly on this class of crops. This statement is fully justified by the profitable results obtained both in Canada and the United States, under widely different climatic and soil conditions. For the information of other farmers, may I ask Mr. Cottingham to give the analysis of the fertilizer used?

If turkeys are to thrive they must have plenty of room over which they may graze freely.—W. J. Elliott, Huron Co., Ont.

The forest nursery in Norfolk Co. is located at the border of the poor lands. The soil has been badly depleted but is being brought back into fertility. At present the depleted condition of the soil and the prevalence of weeds has made good nursery practice difficult but every year will see an improvement in this respect. In connection with field plants best suited for green manures on this light type of soil, the plants used up to the present have been rye, buckwheat, vetch, cow peas, lupins and spurry. This phase of the work should prove of value aside from our own local problem. There is need for a wider knowledge of the uses and value of certain plants as green manures, where agriculture is being pursued on light sandy soils.—Prof. E. J. Zavitz, O.A.C., Guelph

dairy stable, and the work is cut almost in half by having the cows facing each other. The entrance to the hay barn is at one end of this central feeding alley and the silage and roots are at the other. A large overhead feed carrier runs down the alley. Our work, therefore, can be done at a minimum of labor and therefore of expense.

The biggest argument that has been advanced against my system of stabling is that it is unhealthy—that the cows breathing each others' breath will contract contagious diseases from each other. In advocating the central feeding alley I am taking it for granted that it will be eight or 10 feet wide so that the cows cannot reach each other. This is not space lost, as, were the cows' tails towards each other, a wide space would still be required.

**GOOD VENTILATION TOO**

The only other objection to this plan worth mentioning is that in ventilating the fresh air should be introduced near the animals' heads, and this cannot be conveniently done unless the cows face out. But it is exactly what we do. We use the King system of ventilation, and one-half of the chutes are run into the center and the fresh air filters down to the feeding alley, where the cows will use it to best advantage. In these days of high priced labor we would not consider any other plan for a dairy stable.

When we started to build up our farm we chose butter making because butter contains practically no fertility drawn from the soil; about 48 cents worth to a ton.—E. F. Eston, Colchester Co., N.S.

# Judge Ford Quality Yourself

Visit the nearest Ford dealer and see for yourself the original and exclusive features that have made the Ford the most popular car in Canada

**MARVELOUS SIMPLICITY IN DESIGN** Few parts, but every part in harmony with scientific principle.

**MADE THROUGHOUT OF VANADIUM STEEL**, scientifically heat-treated, the strongest of all known steels under tensile stress, and against vibration and shock.

**FORD MAGNETO**, built into the motor. No weight on moving parts, assuring durability, economy and long service.

**FORD SPRING SUSPENSION**. The axles are attached to the car at the extreme point of the springs, thus giving the utmost flexibility, smoothness in riding and least wear on tires.

**FORD REAR AXLE**—Look at it, no weight but its own to carry; think of the saving in wear this means to the rear tires.

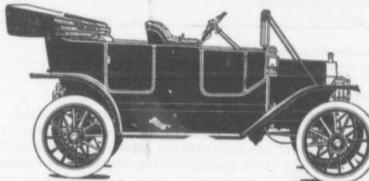
**SIMPLICITY IN OPERATION**. The movement of the car may be controlled by the feet; the hands need never be taken from the steering wheel.

**LIGHT WEIGHT FORD Model T** is the lightest in weight of any four-cylinder car in the world, size, power and capacity considered. It has 90 pounds to the horsepower.

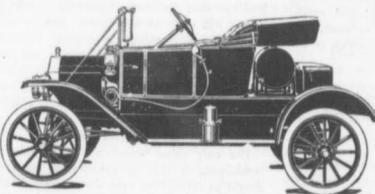
**ACCESSIBILITY** Every part of the mechanism of FORD Model T is easily accessible.

**CHEAPEST TO MAINTAIN** FORD Model T is an exceedingly economical car to keep. It goes from 20 to 23 miles on one gallon of gasoline. It is equally economical with oil, and gives from 5000 to 8000 miles on one set of tires.

No Ford cars are sold unequipped. When you buy a Model T you get a whole car.



**\$850** Ford Model T Touring Car, 4 cylinders, 5 passengers, completely equipped as follows: Extension top, Speedometer, Automatic Brass Windshield, Two 6-inch gas lamps, Generator, Three Oil lamps, Horn and Tools; Ford magneto built into the motor. This splendid Touring Car for \$850, F.O.B. Walkerville.



**\$775** Ford Model T Torpedo, 4 cylinders, 2 passengers, completely equipped as follows: Extension top, Speedometer, Automatic Brass Windshield, Two 6-inch gas lamps, Generator, Three Oil lamps, Horn and Tools; Ford magneto built into the motor. This car thus fully equipped for \$775, F.O.B. Walkerville.

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## FARM MANAGEMENT

### Two Methods of Seeding Alfalfa

Will seed my first field of alfalfa next spring on a clean dry field of unplowed corn ground. I want to sow this with barley. Usually I sow barley about the first planting in the spring, but have been told that the alfalfa should not be sown so early. How would it work to sow about a bushel and a half of barley to the acre and later on sow the alfalfa by hand?—W. N. H., Lambton Co., Ont.

We would not consider it advisable to sow the barley ahead of the alfalfa as in the case the barley would rob the advantage of the soil moisture and rob the alfalfa, which should be given every chance. If the two are to be sown together plow the field early in the spring, work down to a very fine seed bed and sow alfalfa at the rate of 20 pounds to the acre with a nurse crop of three pecks of barley. This seeding should be made rather later than the usual grain seeding. A lush and a half of barley to the acre is altogether too much when it is used as a nurse crop with alfalfa. While you may get more barley you will lose several times the value of the barley in the weakened alfalfa stand.

The method of seeding alfalfa that is finding the greatest favor with our most successful growers leaves the two crops out of consideration altogether. The seed bed is harrowed frequently up to the first of July, all weeds being kept down and the moisture conserved by a fine earth mulch. The alfalfa is then seeded alone at the rate of 20 pounds of good seed to the acre. Following this method a crop of alfalfa will frequently be secured the first year and a much stronger, better stand is assured. We would advocate this plan, particularly for those who are making their first attempt with alfalfa.

### More About B.C. Dairying

Editor, Farm and Dairy.—In Farm and Dairy of January 4th is an article on British Columbia dairying which is misleading, as the writer of it must have been in some favored locality in our province. I have been dairying on Vancouver Island for 28 years, and I have found that four months' pasture, instead of eight months, is about the limit. The cows may stay on the pasture, not till November 10th, but all the year round, but that does not say that the cows are getting their fill. Without irrigation there is no pasture here after July. When we get frost hard enough to turn potato tops black every month of the year, how can you expect any one to grow corn for the silo. I have never seen alfalfa succeed here, though I have often seen it tried.

Your correspondent is right about the price of land, but that is supported by the government. A farm is taxed at the value of the land which is being sold around it, so that the farmer depending on his land for a living has either to work out to pay his taxes or get out to make room for the man with the income who does not seem to mind what price he pays.

Mangels and turnips grow all right if lots of work is put on them, but paying \$3 a day for labor makes them expensive.—E. H. Forrest, Hillbank, B. C.

### Shorthorn Breeders Meet

The most important matter considered at the 26th annual meeting of the Dominion Shorthorn Breeders' Association in Toronto last week was the advisability of increasing the milk producing qualities of the breed

in order that it may compete more successfully with the special purpose dairy breeds. Such action was recommended in a resolution that was carried unanimously. A report of the discussion is given elsewhere in this issue.

#### OFFICERS ELECTED

The following officers were elected: Pres., Peter White, K.C., Pembroke, Ont.; vice-pres., Harry Smith, Hay, Ont.; 2nd vice-pres., P. M. Dredt, Regina, Sask.; sec.-treas., W. G. Pettit, Freeman. Directors appointed for three years: Wm. Smith, Col. J. G. Barron, Carberry, Man.; J. F. Mitchell, Burlington, Ont.; J. A. McClary, Hillhurst, Que.; Robt. Amos, Moffat, Ont. Delegates to Dominion Cattle Breeders' Association: Myrtle Station, Tor.; Toronto Exhibition: Robert Miller, Stouffville; W. G. Pettit, Freeman. To Western Fair, London: J. T. Gibson, Denfield; Capt. T. E. Robson, London, Ont.

#### REPORTS

During the past year there were 7,430 registrations, 2,639 transfers, 230 duplications and new certificates issued, and \$3,082 received for membership fees. The membership last year was 3,032, and the year before 3,470.

The receipts were \$14,121.35, including a balance from the previous year of \$2,255.78; registrations, \$8,011.64 and membership fees \$3,082. The expenditures were \$11,079, including \$2,774.75 salaries at Ottawa; \$1,417.50 for printing volumes 27 and 28 and \$1,758.60 for binding volume 27, with a balance on hand of \$5,042.4.

#### PRESIDENT'S ADDRESS

President White, as reported elsewhere, in his annual address, strongly advocated the development of the milk-producing qualities of Shorthorn cattle, and stated that the time had come when such action was necessary. He expressed regret concerning the resignation of Live Stock Commissioner J. G. Rutherford, and said that the live stock association should take a strong stand to protect their interests in regard to the proposal of the Board of Railway Commissioners for Canada that the railways should file for approval a new special contract covering the shipment of live stock. Sales of breeding cattle by public auction during the year had set a new high-water mark for recent years and there had been an increased demand for what are called "farmers' bulls." The need for taking action to improve the marketing of beef cattle in order to prevent the glut now so common was mentioned.

#### GRANTS TO EXHIBITIONS

Toronto, \$1,000; London, \$250; Guelph, \$225; Ottawa Winter Fair, \$175; Winnipeg, Brandon, Regina, Saskatoon, Calgary, Edmonton, \$200 each; Western winter fairs, Calgary, Brandon and Regina, \$100 each; Sherbrook, Que., \$100; Halifax, \$100; Amherst, \$50; Toronto Jubilee, \$50. It was decided that the association would not pay any grant to any exhibition, excepting winter fairs, unless the exhibition offers as much money to start with for Shorthorns as any other breed, and that they should duplicate in additional prize money to Shorthorns any money given by the Shorthorn Association. Thus if an exhibition is giving \$100 in prize money to each of several breeds and the Shorthorn Association gives the exhibition a grant of \$100 the exhibition must then give \$100 extra, or \$300 in all, for Shorthorns. The money will not be paid unless such animal has been recorded on or before the exhibition, and that he is the bona fide property of the exhibitor on the day of the exhibition.

## AN EN

Never before and interest meeting of 'Friesian Cattle' as marked the Toronto breeders were giving a number of Quebec, the Manitoba, Al. Lumbia. The than at any ter of breeders Toronto during encouraging a sent as well showed that the sation is not in point of as set in point of sation in Ca nces that it v. The officers r 25 per cent. i total members' created regist records for m tion, a cash b (39.04 and 10. The assets in amounting to est on which la such encourag is only natura delighted with made and that ward with conf

The large at was due in part had been reported the executive c recommended a ship and the H. H. Dean of tion at a gre other might ne other matters w discor. insuranc Record of Merit Farm and Dairy and possibly one tant changes. Mr. Clemons o if desired to re while the names were mentioned dates.

The following Pres., J. E. K. Que.; 1st Vice, Norwich, Ont.; 2 Hicks, Newbri Pres., D. C. F. 4th Vice Pres., 1st. Ont.; Secre ons, St. George.



**AN ENTHUSIASTIC ANNUAL MEETING OF THE HOLSTEIN BREEDERS' ASSOCIATION**

Never before was such enthusiasm and interest manifested at an annual meeting of the Canadian Holstein-Friesian Cattle Breeders' Association as marked the meeting held in Toronto last week. Not far short of 200 breeders were in attendance, including a number from the province of Quebec, the Maritime Provinces and Manitoba, Alberta and British Columbia. The attendance was larger than at any other of the large number of breeders' meetings held in Toronto during the last two weeks. The encouraging reports that were presented as well as the large attendance showed that the Holstein-Friesian Association is now not only the largest in point of assets but almost the largest in point of membership of any association in Canada, with bright prospects that it will soon lead them all. The officers reported an increase of 25 per cent. in the membership, or a total membership of 1,250, with increased registrations, new Canadian records for milk and butter production, a cash balance on hand of \$2,039.04 and total assets of \$11,082.08. The assets include municipal bonds amounting to over \$8,300, the interest on which last year was \$420. With such encouraging reports as these, it is only natural that the members felt delighted with the progress being made and that they should look forward with confidence to the future.

**IMPORTANT RECOMMENDATIONS**  
The large attendance of delegates was due in part to the fact that it had been reported for some time that the executive committee proposed to recommend a change in the secretaryship and the appointment of Prof. H. H. Dean of Guelph, to that position at a greatly increased salary, which might necessitate economies in other matters which would involve the discontinuance of paying prizes for Record of Merit tests, the cutting-off of Farm and Dairy as the official organ, and possibly one or two other important changes. It was reported that Mr. Clemons or a member of his family desired to retain the secretaryship while the names of two other parties were mentioned as possible candidates.

**HOLSTEIN OFFICERS ELECTED**  
The following officers were elected: Pres., J. E. K. Herrick, Abbotsford, Que.; 1st Vice Pres., Jas. Rennie, Norwich, Ont.; 2nd Vice Pres., R. F. Hicks, Newtonbrook, Ont.; 3rd Vice Pres., D. C. Platt, Dunrover, Ont.; 4th Vice Pres., M. L. Haley, Springfield, Ont.; Secretary, G. W. Clemons, St. George, Ont.; Directors for

two years—Stanley Logan; Norman Michener, Red Deer, Alberta; For one year—J. W. Richardson, Canada; Neil Sangster, Ormatown, Que.; Auditors—A. C. Hallman, Breaslau; B. Malloy, Belleville. Delegates to National Live Stock Conference, Dr. English, Hamilton; T. A. Spratt, Ottawa; G. W. Clemons, St. George; F. R. Malloy, Frankford, Ont.

**THE TESTS POPULAR**  
The annual report showed that 250 members had been added during the year, making the total 1,252. Interest in Merit tests was shown by the fact that 532 tests were made that were accepted. Of this number 342 were



J. E. K. Herrick  
President of the Canadian Holstein-Friesian Association.

first tests for seven days; 94 were re-entry on seven day tests; 63 were first tests for 30 days; four were re-tests for 30 days; 22 were for 14 days; two were for 34 days; one was for 24 days and five were for tests made eight months after calving.

Volume 14 of the herd book had been printed and a large number mailed to members. Its publication was delayed owing to the fact that 200 more copies were ordered at the last annual meeting. It contains the registrations and transfers for the previous year and volume 10 of the Record of Merit and the records accepted in the Record of Performance. Volume 15 is now being printed.

**RECEIPTS**

Balance from last year	\$ 1,681.92
Registry and transfer fees	10,130.85
Annual dues	806.00
Membership fees	1,190.00
Sale of herd books	68.50
Over payments	7.50
Bank interest (current acct)	89.43
Interest (Kenora Bond)	220.00
Interest (Ferne Bond)	200.00
<b>Total</b>	<b>\$12,652.27</b>

**EXPENDITURES**

Printing	\$ 3,605.47
Special prizes, four grants	2,175.00
Record of Merit prizes	2,365.00
Salary of secretary-treasurer	1,600.00
Farm and Dairy subscriptions	701.40
Postage	556.30
Expenses, executive, auditors, delegates, etc.	487.40
Dominion Cattle Breeders'	150.00
Typewriter	121.50
Silver cups for fairs	93.95
Banquet expenses	100.75
Expenses B. C. Branch (2 years)	85.25
Expenses Quebec branch	33.05
Office supplies	52.10
Rent of room, annual meeting	7.50
Secretary's bond	10.00
Refunds	13.75
Sundries	89.80
<b>Total</b>	<b>\$12,195.15</b>

Balance on hand ..... 2,039.04  
**Total** ..... **\$14,234.19**

**ASSETS**

Balance on hand	\$ 2,039.04
Kenora bond	4,317.25
Ferne bond	3,985.75
Safe and two typewriters	220.00
Cabinet \$65, seal \$5	70.00
300 herd books	450.00
<b>Total</b>	<b>\$11,082.08</b>

**OPENING PROCEEDINGS**  
Shortly after the proceedings opened on Thursday morning a resolution was carried instructing the secretary to read in full all the recommendations of the board of directors in order that the meeting might know from the outset the nature of the recommendations. When these recommendations were read it was found that the directors were recommending a great reduction in the payment of bonuses for Record of Merit tests, that Farm and Dairy should be discontinued as the official organ and that in the event of Prof. Dean being appointed secretary his salary should be \$2,500 a year with stenographic assistance, while if any other secretary was appointed the salary should remain the same as last year, namely, \$1,600.

In explanation of this last recom-

mendation the directors later pointed out that the bylaws made it necessary that the salary of the secretary should be stated in their recommendation and that they felt that if the association desired to obtain the services of a man of Prof. Dean's international reputation it would be necessary to increase the salary being paid. The recommendation, however, did not appear to meet with the approval of the meeting.

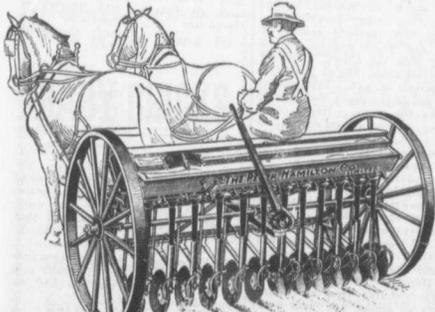
**RECORD OF MERIT PRIZES**  
It was moved by D. C. Platt and seconded by M. L. Haley that the executive committee, after considering the matter of the seven and thirty-day tests in the Record of Merit, report that they think it wise and in the interest of the association to discontinue the grants of five dollars and ten dollars to those that have already drawn to the extent of twenty-five dollars, but that all new breeders and those who have not drawn to the extent mentioned above be entitled to draw to this extent and no more.

In amendment to the foregoing, it was moved by A. C. Hallman, seconded by R. Richardson, that a prize of five dollars a cow be given for the first test for both seven and 30-day records and that any breeder may draw up to \$25 in one year.

In support of the recommendation of the directors that the amounts given in prizes for Record of Merit tests should be reduced, Mr. D. C. Platt pointed out that these payments amounted last year to \$2,965. He contended that as the membership of the association this year will be much larger than last year this expenditure is likely to show a great increase. The United States Association had discontinued giving these prizes years ago or otherwise would have been swamped. Mr. Platt claimed that the payment of these prizes was really paying men to help their own business.

Mr. R. F. Hicks of Newtonbrook, a director, stated that the directors had been unanimous in their recommendation. He favored the amendment and claimed that had it been in (Continued on page 10)

**Farm Help AND Domestic Servants**  
Can be had on application to the Salvation Army Immigration and Colonization Dept.  
Head Office, 22 Albert St., Toronto, Ont.  
Our men have given satisfaction. We bring out the best class of men and take care in the placing of them.



THE LEADER

**Something About Discs**

The first Disc Drill was no doubt made by simply introducing a disc in front of the hoe on an ordinary Hoe Drill to help to open the furrow. Since then many improvements have been made to the Disc part of drills, although some manufacturers continue to use the old thing yet. No one, however, has worked the disc out as perfectly as we have. In the first place, we found that the grey iron disc castings had to be too big and cumbersome to be strong enough so we use **MALLEABLE DISC CASTINGS**, consequently we not only get a narrow furrow opener, but a disc which will go through wet holes and trash that other drills would clog up on. Using malleable disc castings means that no matter what stones you go over, or how many roots your discs may catch on, you will never have broken disc castings. There are other points about our Discs which we will tell you about next week, or our agents can tell you about them now.



The Peter Hamilton Co., Limited, Peterborough Ontario

London Automatic Concrete Mixer  
 Write us for price of this machine. We have the largest line of concrete machinery of any firm in the world. Tell us your requirements. London Concrete Machinery Co., Dept. A., London, Ont.

**GRAND TRUNK RAILWAY SYSTEM**

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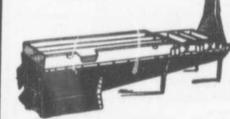
**NORTHBOUND**—First train leaves Toronto at 8.30 p.m. Dec. 2nd, arriving South Porcupine 4.30 p.m. following afternoon.  
**SOUTHBOUND**—First train leaves South Porcupine 12.30 p.m., Dec. 3rd, arriving Toronto 7.30 a.m. following morning.

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**\$1.95**  
 AND UPWARD  
 SENT ON TRIAL FULLY GUARANTEED.

**AMERICAN SEPARATOR**

A brand new, well made, easy running, easily cleaned, perfect skimming separator for \$15.95. Skims one quart of milk a minute, warm or cold. Makes thick or thin cream. Thousands in use giving splendid satisfaction. Different from this picture, which illustrates our large capacity machines. The bowl is a sanitary marvel and embodies all our latest improvements. Our richly illustrated catalog tells all about it. Our wonderfully low prices on all sizes and generous terms of trial will astonish you. Our twenty-year guarantee protects you on every American Separator. Shipments made promptly from **WINNIPEG, MAN., ST. JOHN, N. B. and TORONTO, ONT.** Whether your dairy is large or small get our offer and handsome free catalog. ADDRESS,

**HORTICULTURE**

**Orchard and Garden Notes**

Root-grafting may be done any time now, until about April first. Has next summer's garden been well planned yet? Now is a good time to plan it out, and to order the seeds, plants and trees to be used.

Preparations for spraying the orchard next spring should be made now. Sprays and material may be bought, and a study of methods of application made.

Examine the young apple trees for injuries by mice or rabbits. Tramp the snow well about the trees to protect from mice injuries, and poison or shoot the rabbits.

Protect apple trees with boards, corn fodder or paper, on the south-west side, to prevent sun-scalding. This is caused by freezing and thawing of the bark during the winter.

Rhubarb, which was dug and allowed to freeze last fall, may now be put in a box and covered with two or three inches of soil, watered and set in a warm place in the dark. Edible shoots will soon spring from those roots. By growing it in the dark, the leaves are kept small.

Do not buy cheap seeds or plants, just because they are cheap. Often the cheapest seed is the most expensive. This is especially true of onions and cabbage. Be sure the seed is true to name and will germinate well. It pays to purchase seeds quite a while before they are to be used, and then either give them a good test at home

or send a sample to the Experiment Station, where it will be tested free of charge and a report given.

**About Planting an Orchard**

We are thinking of planting an apple orchard of about 20 acres. Would it be a profitable investment to plant 20 acres Duchess apples or say \$800 40 feet apart, with Northern Spy between, and in the course of 15 or 20 years cut out the Duchess and allow the \$800 to grow? C. B. Wentworth Co. Ont.

The only objection there would be to the planting of 20 acres of Northern Spys with Duchess as a filler is that the Northern Spy requires some other variety blooming at the same time in the immediate vicinity; otherwise it will not be able to set fruit. The Duchess would not be satisfactory for that purpose, for the reason that it blooms at too early a date. I would suggest that you make use of some other standard winter sort, but am not altogether certain whether Baldwin or Greening would be satisfactory in your section. If Baldwin thrives in your locality, I would suggest planting every second or third row of that variety. This would not preclude the use of Duchess, or any other small growing, early blooming variety, as a filler, and would facilitate the setting of fruit on both the Baldwin and the Spy.

I judge that you would have no difficulty in disposing of a crop of Duchess which would be produced on this acreage, but if you care to prolong the season you might use other varieties, such as Wagner, which, I understand, has been decidedly satisfactory in the vicinity of Burlington and Watdown. However, I can scarcely advise you on that point. There seems to be a rather extensive planting of Duchess going on over the province at the present time. It is hardly likely, however, that the production of first-class Duchess will be overdone; but it is well to bear in mind in producing large quantities of early fruit of this class the market facilities and the quality of the fruit must be of the best. There is, of course, no possibility of over-production of first-class fruit of the standard winter varieties.—Prof. J. W. Crow, O. A. C., Guelph, Ont.

**Why Neglect the Orchard?**

S. D. Carter, Peterboro Co., Ont.  
 We hear so much about money from apple orchards these days that a person would be led to believe that some new money-making industry had just been discovered. It is, however, an old industry much neglected.

A very large number of our Ontario farmers passively neglect or actively abuse our orchards, evidently assuming that the area occupied by the apple tree is practically a waste land. A passively neglected orchard is one which receives neither cultivation, pruning, spraying nor fertilizing. An actively abused orchard is one which receives cultivation, not with the object of benefiting the fruit trees, but of growing a crop of cereals or corn. This practice robs the soil of the plant food so much needed by the trees. Hence comes the saying, "I had a good crop in my orchard," but not referring to the apple crop at all.

**JUST A LITTLE CARE**

Many orchards in the bush of youth produced highly profitable yields. But in time the trees became almost barren. Many such orchards, now in a dormant state, only require to be cultivated and fertilized, the trees pruned and sprayed in order to produce immediate and highly profitable returns. Here in Peterboro county we have large orchards, from which large shipments of apples are made every year. But very little spraying, pruning or cultivation is followed or the returns would be doubled. We farm-

ers need instruction and we need to get over the idea that the orchard is a necessary evil on the farm. We have trees at our home, two miles from Peterboro, that were planted by my father, the late S. J. Carver, 65 years ago, that bear an abundant amount of fruit, and are in a good healthy condition. There are lots of these trees over here. All they need is more attention.

There are signs of awakening at hand. There is and always will be a large demand at good prices for the best quality of apples, and here it is that Canadian apples will have an advantage over all comers—we produce such choice fruit. And to get that quality price it is well worth our while to pay more attention to our orchards.

I would not accept a two or three year old apple tree as a gift. I would prefer to invest in a tree that would willingly buy a root graft and set it where I wanted it to grow without hindrance on all sides.—J. W. Hollinshead, New Westminster Dist., B.C.

I received my premium alarm clock for securing one new subscriber to Farm and Dairy, and am greatly pleased with it.—H. B. Peck, Prince Edward Co., Ontario.

**Residual Effects of Fertilizers**

(Extract from "A Farmer's Field Tests" by B. Leslie Fennie, C.D.A., P.A.S.I., P.C.S.)

The residual effects of fertilizers seem to be rarely taken into consideration by experimenters, and yet how important they are, as we shall endeavor to prove. How frequently we find the efficacy of a fertilizer measured only by the results produced in the season of its application, whereas if means were taken to ascertain its after-effects, it would be found effective for at least three subsequent seasons. This is certainly true of the mineral fertilizers, although not in the case of Nitrogen, which gets leached out of the top soil.

Now, the "Agricultural Holdings (Scotland) Act," which provides compensation for unexhausted improvements being paid to an outgoing tenant of a farm, assumes in its scale of compensation that fertilizer materials are exhausted at the following rate:

FERTILIZER APPLIED	RATE OF EXHAUSTION
Nitrate of Soda	On arable land entirely exhausted by first crop.
Sulphate of Ammonia	On arable land, half exhausted by first crop, and quarter of remainder by each succeeding crop.
Acid Phosphate, and all Potash fertilizers	On arable land, one-third exhausted by first crop, and quarter of remainder by each succeeding crop.
Basic Slag	On arable land, one-third exhausted by first crop, and quarter of remainder by each succeeding crop.
Dissolved Bones	On arable land, one-third exhausted by first crop, and quarter of remainder by each succeeding crop.

From this table can be seen the estimated period of efficacy of some of the more popular fertilizer materials in a moister climate than ours, so we would naturally assume that in this country the effects would be even more prolonged.

FREE copies of this and other bulletins treating of the important subject of Fertilizing may be had on application to

THE BERMAN POTASH SYNDICATE, 1102-1106 Temple Bldg., Toronto, Ont.



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**BABY**  
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 T. G. DEW

**POULTRY YARD**

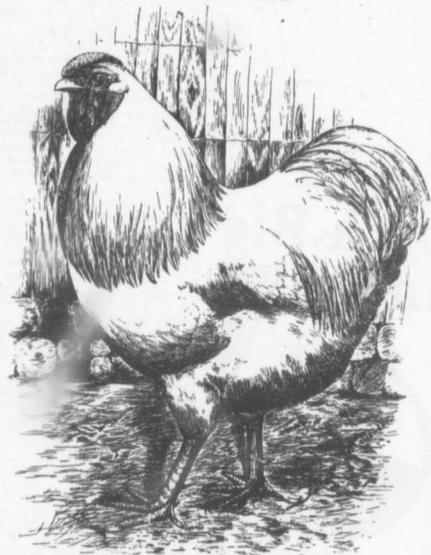
**Abandon the Roosting Closet**

*Prof. Laymond Pearl, Orono, Maine*  
In the curtain front type of house a feature of the original plan on which considerable stress has been laid was the canvas curtain in front of the roosts. This curtain, together with the back wall of the house and the droppings board under the roosts formed a closet in which the birds were shut up at night during cold weather.

When the curtain-front house was

even in such a severe climate as that of Orono. On the contrary, the birds certainly thrive better without the roost curtain than with it.

It has been a general observation among users of the curtain-front type of house that when the roost curtains are used the birds are particularly susceptible to colds. It is not hard to understand why this should be so. The air in a roosting closet when it is opened in the morning is plainly bad. The fact that it is warm in no way offsets physiologically the evils of its lack of oxygen and excess of carbon dioxide, ammoniacal vapors and other exhalations from the bodies of the birds.



**White Wyandotte—A Splendid Utility Type**

This type of Wyandotte Cockerel is of the kind that meets the farmer's requirements to perfection. It is owned by Geo. P. Strirette, Rainy River Dist., Ont.

first devised it was thought essential to provide such a closet to conserve the body heat of the birds during the cold nights when the temperature might go well below zero. Experience has shown, however, that this was a mistake. Actual test shows that the roosting closet is of no advantage.

**Poultry Pointers**

Feed brooding ducks twice a day. Handle ducks by the neck, not by the legs or wings.

When feeding is all done out of doors it is much easier to keep the bedding dry and clean.

Do not feed ducks whole grain of any kind. Always feed them mash that is quite moist, but not sloppy. A good formula for crate feeding milked poultry is, one meal, five parts; wheat middlings, four parts; ground oats, one part; animal meal, one part; mixed with butter milk or sour skim milk. Melted fat may be mingled in the paste, at first one-fourth pound increasing daily until 10 ounces a day is used for 20 fowls.

Any person with average intelligence and ability to read can successfully run an incubator the first season. It is simply a case of following instructions closely. The most frequent cause of the failure of amateurs to get good hatches from the incubator is that they start out on the assumption that they know more about the running of the machine than the manufacturer himself, and either do not read the instructions that they send or if they do read them, make no pretence to follow them. To follow instructions is to ensure success.—W. F. Elford, Peterboro Co.

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**BABY CHICKS**

Get the very best laying strain or Single Comb Buff and Single Comb White LEGHORNS

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"Utility" Poultry Farm STRATFORD, ONT.

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Peerless Wire Fence is built to give absolute fence satisfaction and makes good. Best quality wire galvanized to prevent rust and securely held at each intersection by the Peerless Lock combined with fence experience.

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Laura Ross Price only \$1.35 postpaid. Order through Book Dept., FARM AND DAIRY, Peterboro, Ont.



**CYCLE HATCHER**

A twentieth century wonder. Hatches good, strong, healthy chicks at a very little cost.

Made of all metal; is fire proof; easily run. FIFTY EGG SIZE \$7.00

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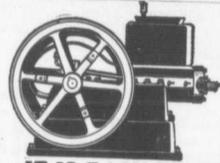
We manufacture both Hot Water and Hot Air Incubators; Brooders; Bone Mill; Poultry Reamers;

Also Poultry Foods, Nursery Chick Food, Egg Mash, Grit, Shells, Gram and Charcoal—in a word everything needed by Poultrymen.

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196 River St., TORONTO, ONT.



This \$15 Down and balance in easy instalments Engine

**IT IS EASY TO BUY**

the wonderful Gilson "Goes Like Sixty" Gasoline Engine on the above plan. Powerful, simple, durable, dependable, cheapest running, easiest to operate of any engine made. A positive guarantee given with every engine. Ten days' trial—free! satisfactory, hold subject to our shipping directions, and we will return every cent of your first payment. Can anything be better? Made in Canada—no duty. The Gilson engine. Ask your banker about our reliability; founded 1850. Tell us just what work you have for an engine to do and we will name you price and terms on the proper horse proposition. All sizes. Send for free catalogue. Big money for Agents—write for our GILSON MFG. CO., Ltd., 101 York Street, Guelph, Ontario, Canada.

**Hamilton Incubator Hatches Every Fertile Egg**

You can succeed with the first hatch in a Hamilton Incubator. Our directions are simple and accurate. You cannot go wrong. And the Hamilton will hatch every fertile egg. It does so because its systems of ventilating, heating and regulating are absolutely perfect.

**Our Free Booklet**

will tell you many surprising things about incubator construction. After reading it you will understand why chicks die in the shell in many incubators—why they stay alive in the Hamilton—why all fertile eggs placed in the Hamilton hatch big, robust, lively, perfectly-formed chicks—the kind that you will be proud to exhibit to your neighbors. You should have a copy of the free booklet and study it carefully. Many experienced poultrymen have told us they were mighty glad they asked for a copy. Send for your copy to-day.



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You can earn a tidy sum in commissions by selling Hamilton Incubators and Brooders. Write and ask for particulars. We've a good proposition to make you.

The Hamilton Incubator Co., Ltd., HAMILTON, ONTARIO.

## An Enthusiastic Annual Meeting

(Continued from page 7)

forces from the beginning of last year it would have saved the association \$1,400. Mr. Hallman pointed out that the membership had increased last year also and yet the association had not been swamped even on the old basis. Mr. Brethorn of Norwood claimed that it was the tests that were helping the breed, especially the large tests. He favored raising the standard of the tests that would entitle a breeder to receive a prize. This would ensure the money being paid to those breeders making high records which were the records that would help the breeds the most.

As the breeders who had received the most money last year of any through the making of tests, viz., about \$175, Mr. George Laidlaw, of Edmund Laidlaw and Sons, supported the recommendation of the directors. He thought that the tests added so much to the value of the animals qualifying the breeders did not need to receive the small bonus given by the Association.

It was suggested by Mr. P. J. Salley of Lachine Rapids, that the cost should be made to reduce the cost of

making the tests. He thought that the Agricultural College might be asked to defray part of the traveling expenses of the testers or secure reduced rates for them. When the matter was brought to a vote the amendment was carried by 77 votes for to 66 against.

The giving, as has been done in the past, of silver cups for champion grade animals at exhibitions, where these animals have been sired by pure bred Holstein bulls, was recommended by the executive. This was voted down by a large majority after it had been suggested that such cups should be offered at county and township fairs as well. Hitherto these cups have been given to the leading provincial fairs such as Ottawa, London and Sherbrooke.

Mr. Kelley of Tillsonburg moved that silver cups be given to every fair, township or county, that holds a two-day dairy test under proper supervision. A considerable number voted for this, but it was voted down. The Dominion Cattle Breeders' Association was voted \$150.

The sum of \$50 was voted to the British Columbia branch of the association to cover the expenses of work done by the branch in that province.

On motion of Mr. J. W. Richardson it was decided to vote the auditors \$25 for their services in addition to their expenses. Hitherto the auditors have been allowed only their expenses. This resolution created considerable discussion, as an amendment was moved favoring the appointment of a chartered accountant on the ground that the fineness of the association had become of sufficient importance to warrant such action.

### AUDITORS' EXPENSES

A recommendation from the executive committee that the expenses of the auditors who were sent to take an inventory of the supplies of the association in the hands of the secretary, should be paid, was voted down by a large majority. It was charged by Sec. Clemons that the auditors had been sent without notification to him and by resolution passed at a meeting of the directors that had not been called in a legal manner. Mr. G. W. Smith of Dundas demanded to know by whose authority the auditors had been sent to the secretary's office for the purpose mentioned. The president would not answer this question. Instead he claimed that the resolution was out of order. This ruling did not suit the meeting, which then

promptly voted down the recommendation of the committee.

### THE OFFICIAL ORGAN

When the recommendation of the directors that Farm and Dairy should be discontinued as the official organ was reached it was moved in amendment by Mr. Matt. Richardson and Mr. W. G. Gills that Farm and Dairy should be continued as the official organ and sent as previously to all the members of the association. When Mr. Richardson's amendment was laid before the meeting the great majority of those present voted in favor of continuation of Farm and Dairy as the official organ, the vote showing clearly the esteem in which Farm and Dairy was held by the rank and file of the members.

### NATIONAL RECORDS

The Canadian Holstein-Friesian Association is the only live stock association that has not united with the National Record Board at Ottawa. The directors recommended that Messrs. Platt, Rettie and the president be appointed a committee to consider the advisability of uniting with the National Record Board and that they be given ruling to bring such a matter which they deem such action advisable.

It was moved in amendment by Messrs. B. Malloy and G. A. Brethorn that the committee be appointed but that it should not be given power to commit the association to any line of action. In support of the directors' recommendation Mr. Platt pointed out that by affiliating with the National Record Board the Association would save \$800 to \$700 a year in postage alone. Mr. W. G. Ellis and one or two others mentioned the objections which had been taken to such action when it was first proposed some years ago and contended that there was no need for haste. They supported the amendment. The meeting finally decided in favor of the amendment.

### APPOINTMENT OF SECRETARY

When the recommendation of the Directors that the salary of the Secretary, should Professor Dean be appointed, should be placed at \$2,500 and that he be given stenographic assistance, was reached, Mr. B. Malloy moved, seconded by Mr. G. W. Clemons, that in view of the increase in the work of the association, that the salary of the secretary, no matter who might be appointed, should be increased only from \$1,600 to \$2,000 without extra assistance being given. Mr. Clemons stated that his daughter, who does the work, had found it necessary to employ two girls to assist her practically all of last year.

Mr. Platt stated that the directors had understood that Mr. Clemons would not be a candidate again for the secretaryship, and that no other name than Professor Dean's name had been mentioned until shortly before the meeting. He claimed that it would mean thousands of dollars to the Holstein breeders of Canada to have a man of Prof. Dean's ability as secretary.

Mr. Clemons admitted Prof. Dean's ability, but claimed that Prof. Dean had not had experience in clerical office work such as was required by the secretary of the association. Mr. Platt charged Mr. Clemons with not doing the work himself but instead leaving it for his family to do.

It was explained by Mr. W. G. Ellis in reply to this charge, that when Mr. Clemons was elected as secretary many years before it was distinctly understood that the work would be done by his family. He pointed out that Mr. Clemons had been appointed secretary with the association was young and struggling

(Concluded on page 15)

# "I want to Tell You a Big Secret of Building"



DEAR FRIEND:

I am sitting here at my desk, thinking how I shall write many people. I am an old man now—70 years old. 50 long years of my life were given over to making a perfect roof for any kind of building (for everybody has to use roofs), and the right roof works day and night to help a man's daily work.

A roof on a building is the weak link in a chain. Good foundations and good timbers need the products stored under a poor roof are spoiled because the roof doesn't protect. I want to stop that big waste. After years of work, I now know how to do it.

I worked for a long time to get a roof that could be easily laid by anybody. It had to be neither too heavy nor too light. It had to be smooth and clean. It had to be a real water shedder, no matter how long it was laid. It had to be proof against ice, snow, lightning, sun and time.

My Oshawa Shingles are the result. I worked for years to find a metal that wouldn't rust. I worked on an iceproof lockjoint. I have a shingle to-day that is the best ever put on the market. People buy it from me all around the world, it is so good. These people see how worth-while a good roof is.

I know my Oshawa Metal Shingles so well,

and anybody

can lay a roof in them so well and easily, that it makes the safest and best roof you can get. But I have a new 100-year metal now. My Oshawa Shingle is Perfect. A 100-year roof is a mighty good article—far better than even old-style, hand-shaved cedar shingles. I know my roof is four times as good—and it won't burn.

Not only that—when you get a roof, get the best you can find. Here is fireproof and lightning-proof protection for you for a century. Yet the roof costs a common, every-day price.

My "Roofing Right" book lets you dig down into my Oshawa Shingle proposition. I want you to send for it. You can get all the facts. Even if you do not use my roof this book is worth money because it gives valuable building hints. My Oshawa Shingles are on the best and most modern buildings. These are pictured in the book. You can get it for a post-card. Send that card to-day. My book will help you in your plans.

Yours truly,

*G. A. Platt*

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## The PEDLAR PEOPLE Limited, of Oshawa

Established 1861

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106 Alexander St. 111-113 Bay St. 1112 First St. W. 42-46 Prince William St. 45 Cumberland St. 321-3 Craig St. 16 Prince St.

SECRETARY  
In his report, Stephen congratulation of an increase in business, better and a larger output. Performance tests show a 43% increase over 1910. The has been in Ontario 785, Q. 309 and Ontario's together 1,700 copies. Annual Report has English and in French. A new high water mark during the year. Mr. Stephen made reference to the great 117 Ayrahire sold average of \$343.50.

**AYRSHIRE MEN HAVE A MOST SUCCESSFUL YEAR**

**A Record Attendance at the Annual Meeting Last Week. Membership and Registration Increasing. Ayrshire Cows are Making New High Records**

NEW records were established all along the line at the annual convention of the Canadian Ayrshire Cattle Breeders' Association held in Toronto last week. The attendance of breeders was said to have been not only the largest at any meeting of the association has ever held in Toronto, but the reports presented showed the largest membership on record, a greatly increased demand for Ayrshire cattle, new records established for the sale of Ayrshires by public auction, & larger financial balance than the Association has ever known before, new records for milk and butter production by Ayrshire cows and greater interest and enthusiasm in all branches of the Association's work.

**PRESIDENT'S ADDRESS**

In his presidential address, Mr. Jno. McKee said that the past year has been the most prosperous and successful in the history of the Ayrshire breed. The president had good cause for his optimism. The number of registrations for 1911 has been the largest in any one year; the cash balance on hand has increased by nearly \$1,500; the membership now stands at 785. So great has been the growth of the Ayrshire interests in Western Canada that Mr. McKee suggested that the breeders of that part of Canada be represented on the Board of Directors.

With Ayrshires selling for record prices, President McKee thought it well to sound a note of warning to his fellow breeders. There was a tendency to the breed and also to breed heifers too young. He believed that no heifer should freshen till two and a half years old. Attention was drawn to the great advances made by Ayrshires in milk and fat production. The new record made by Turner's Briery 2nd of Springfield of 14,113 lbs. milk and 520.49 lbs. of butter fat as a two-year-old indicated the producing capacity of the breed. The president emphasized the importance of breeding for animals of good type as well as producing ability, referring particularly to the "one fault" of the Ayrshire cow—small teats.

A subject which Mr. McKee referred to as of "most vital importance to Ayrshire breeders" was that of payment by test. He advocated payment for quality, not only for the milk sent to these factories, but to cities as well. Payment by quality, he believed, should be compulsory. Other subjects touched on by Mr. McKee were the duplication of names in the herd book, the registration of names of stock farmers and the more careful filling in of registration application blanks. A fuller report of this address will be given in later issues of Farm and Dairy.

**SECRETARY'S REPORT**

In his report, Secretary W. F. Stephen congratulated the association on an increased of registrations, finances, better exhibits at fall fairs and a larger entry in the Record of Performance test than in any previous year. Registrations show an increase of 438 and transfers of 175 over 1910. The most marked increase has been in Ontario. Of the membership of 785, Quebec still leads with 309 and Ontario second with 293. Altogether, 1,700 copies of the Ayrshire Annual Report had been published in English and in French.

A new high water mark was reached during the year in Ayrshire prices. Mr. Steven made particular reference to the great Hunter sale, where 117 Ayrshires sold for \$40,215, an average of \$343.50, and a three-year-

old bull realized \$2,600. The demand for stock from R. of P. cows is growing. Over 60 cows and heifers qualified in the test last year. A particularly good record was that made by a two-year-old heifer, Milkmaid 7th, owned by And. MacRae and Sons, East Royalty, P.E.I., with 273 lbs. of milk and 492.75 lbs. of fat to her credit. The secretary expressed great faith in the Ayrshire breed, "Our favorites."

**FINANCIAL STATEMENT, 1911**

RECEIPTS	
To cash on hand, Jan. 1st, 1911	\$1478.70
To Registrations	3832.30
To Members' fees	1300.00
To Advertising in Annual	34.00
To Cuts for Herd Book, Annual and the press	71.75
To Record Office adjusting account, 1910	67.99
To Interest	30.00
To Receipts from Banquet	36.00
To Herd Book, sold	19.00

EXPENDITURE	
To Secretary's salary	1000.00
To Printing and binding Herd Books	699.54
To Record Office salaries	600.00
To Directors' expenses, Annual Meeting	273.60
To Grant to Dairy Test, Ottawa	50.00
To Grant to Dairy Test, Guelph	100.50
To Grant to Dairy Test, Amherst	100.00
To Printing Annual in English	253.50
To on acct. printing Vol. 21, Herd Book	217.50
To Printing Annual in French	165.30
To Secretary's travelling expense	61.30
To Empire Typewriter	90.00
To President and Secretary, expenses to New York	71.00
To Postage	56.50
To Office supplies	56.55
To R. E. Young, make price, Ottawa Dairy Test	50.00
To Printing circulars, etc.	50.50
To Cuts for Herd Book	50.54
To Queen's Hotel for Banquet	45.75
To Translating	35.00
To Express	22.50
To Stenographer, Annual Meeting	20.00
To Telegrams and Telephone	17.40
To Fair Representatives' expenses	16.00
Huntingdon	10.00
To Rent of Hall for Annual Meeting	5.00
To Insurance	3.00
To Auditor	3.00
To Balance on hand	283.66

ASSETS	
January 1st, 1912:	
By Cash on hand	\$3853.06
By Members' fees due about	240.00
By Herd Books on hand	200.00
By Unliquidated Record of Performance Diplomas	2500.00
By Office furniture, safe	150.00
By 2 typewriters	40.00
By Typewriter's desk	100.00
By Seal and press	6.00
By Stationery, folios, etc.	20.00

LIABILITIES	
By Bal. due Record Office	\$181.66
By Bal. due Regina Exhibition	100.00
	281.66
Total Assets	\$5641.60
Assets, January 1st, 1911	4644.69
Increase, 1911	\$ 996.91

The following officers were elected: Hon. Pres., Dr. J. G. Rutherford, Ottawa; President, Hector Gordon, art, Meenie, Ont.; Vice-pres., Wm. Stewart, Ont.; Sec.-Treas., W. F. Stephen, Howick, Que. Directors elected for two years—A. H. Trimble, Red Deer, Alberta; W. W. Ballantyne, Stratford; W. M. Stewart, Meenie; A. Hume, Meenie; J. McKee, Norwich; A. Kains, Byron; A. S. Turner, Ryckman's Corners. Vice presidents—Ontario, E. Cahoon, Harriestville; Quebec, Robt. Ness, How-



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J. B. HOGATE, Prop.  
Direct Importer of

Percheron Stallions and Fillies, Clydesdales and Shire Stallions. Fifty head to select from, the best that money could buy. Percherons in Blacks and Greys. Weights of Stallions from 1700 to 2200 lbs. Mares from 1600 to 1900 lbs; some safe in foal. No reasonable offer will be refused.

Terms to Suit Purchaser

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**YOU GET ALL THE CREAM**

from your milk only when your separator runs freely and smoothly. This depends as much upon the oil you use to lubricate the separator as upon the separator itself.

**STANDARD HAND SEPARATOR OIL**



is the one oil you can depend upon to keep your separator in the best running condition.

Standard Hand Separator Oil feeds freely into the closest bearings. It also has just the consistency or "body" needed to reduce friction between the delicately balanced parts to the lowest possible point.

Standard Hand Separator Oil never gums, never rusts, never corrodes. Your separator will pay better and last longer if you use it.

Ask your dealer for Standard Hand Separator Oil. One gallon cans.

The Imperial Oil Co. Limited

Are you anxious to save Time and Money on the Work you are doing on your Farm at present and to get Larger Crops from your Farm or Orchard? If so, let us send you Free of Charge our Pamphlets on the use of

**STUMPING POWDERS**

USED FOR

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Figure yourself what Clearing your Farm is costing now or what you are losing in crops through not clearing

Write Us About Arranging Demonstrations

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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 Farmers' Society, the Western Ontario, and Bedford District, Quebec, Huron, and Ontario Counties and of the Canadian Holstein, Ayrshire and Jersey Cattle Breeding Societies.

**2. SUBSCRIPTION PRICE**, \$1.00 a year, strictly in advance. Great Britain, \$1.25 a year. For all countries except Canada and Great Britain, add 50c for postage. A year's subscription free for a club of two new subscribers.

**3. REMITTANCES** should be made by Postal Office or Money Order, or Registered Letter. Postage stamps accepted for amounts less than \$1.00. On all checks add 25 cents for exchange fee required at the banks.

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

**5. ADVERTISING RATES** subject to application. Quoted copy up to the Friday preceding the following issue.

**6. WE INVITE FARMERS** to write us on any agricultural topic. We are always pleased to receive your articles.

## CIRCULATION STATEMENT

The paid subscriptions to Farm and Dairy exceed 12,000. The actual circulation of each issue is 12,500 copies and paper sent subscribers who are but slightly in arrears, making the total circulation from 12,000 to 12,500 copies. No subscriptions are accepted at less than the full subscription rate.

Sworn detailed statements of the circulation of the paper are shown and distributed by counties and provinces, will be mailed free on request.

## OUR PROTECTIVE POLICY

We want the readers of Farm and Dairy to feel that they can deal with our advertisers with our assurance of our advertisers' reliability. We try to admit to our columns only the most reliable advertisements. Should any advertiser attempt to be dissatisfied with the treatment he receives from any of our advertisers, we will investigate the circumstances fully. Should we find reason to believe that any of our advertisers is unscrupulous, even to the slightest degree, we will discontinue immediately the publication of their advertisements. Should we find circumstances warrant, we will expose them through the columns of the paper. Thus we will not only protect our readers, but our reputable advertisers. In order to be entitled to the benefits of our Protective Policy, you need only to include in all letters to advertisers the words, "My advertisement in Farm and Dairy." Complaints must be made to Farm and Dairy within one week from the date of any unsatisfactory transaction and no proof thereof. We will refund one month from the date that the advertisement appears, in order to give the advertiser the guarantee. We do not undertake to adjust trading differences between readers and responsible advertisers.

## FARM AND DAIRY

PETERBORO, ONT.

## THE GRANGE AND RECIPROcity

The action of the Dominion Grange in deciding to carry on their fight for wider markets and to secure reciprocity in some form or other, finds all the justification necessary in the trade and market conditions that now prevail, and that have prevailed for the last few months in the United States and Canada. It is in harmony also with the stand that has been taken by the great farmers' organizations in western Canada. We were told repeatedly by the opponents of freer trade, during the last Dominion campaign, that reciprocity would cause an unloading of cheap United States farm products on our Canadian markets and that for the safety of our nationality it was necessary that we have "no truck nor trade with the Yankees." These arguments led many to cast their votes for a restricted market.

Events since the election have proved the fallacy of both these arguments. Cheap farm produce, indeed!

Potatoes in N. Y. are \$3 a bag; in Toronto they are \$1.70. Butter in New York has climbed to 47 cents for best creamery; in Toronto the same grade is 34 to 35 cents. In spite of a duty of \$4 a ton on hay going into the United States we have been shipping thousands of carloads to United States points and realizing more on our shipments than had we sold our hay in Canada. The same applies to almost all lines of farm produce. Nothing yet to indicate a flood of cheap farm produce.

But while we in Eastern Canada have lost heavily through the tariff wall against our food stuffs going into the United States, the loss has had the most disastrous effect on the grain growers of the west. There millions of bushels of wheat are in danger of being a whole or partial loss. The terminal elevators are full. The railways are unable to begin to handle the grain by the "All Canadian Route," of which we heard so much last September. Surely it must be mortifying to those western men to see their wheat rotting in the fields while just to the south of them is a great market ready and anxious to take their product, and at a good price, but debarred from doing so by a tariff that might have been removed had we farmers stood shoulder to shoulder in our own interests.

That the "United Canada" cry was invented simply to catch the votes of the unwary is proven by a recent action of those who raised that cry. In the House recently Hon. George E. Foster announced with much pride that he had made arrangements with the railways and the United States Government whereby western grain might be shipped out over United States routes; but the policy that the same gentleman is most vigorously denouncing a short time ago. But even this is small compensation to the farmers who still must sell their grain from eight to fourteen cents below United States quotations. And what do those of us who were led to vote against reciprocity because of Mr. Foster's eloquent pleading for the east and west route think of his action?

Honest thinking men must realize that the arguments used to defeat reciprocity had no foundation in fact. We farmers have lost millions of dollars because of our restricted markets, which are the result of our refusal to stand by our farmers' organizations. It is not yet too late, however, to remedy affairs. The fight will continue. We trust that we have learned our lesson. We have sixty-six per cent. of the voting power. Let us stand shoulder to shoulder in future and do all in our power to assist the Dominion Grange and the Canadian Council of Agriculture in their fight for wider markets. The ultimate success of the movement is sure for "Right must prevail."

The demand for strictly first quality produce becomes more insistent every day. The man with quality goods to sell dictates the price.

## ABOUT GOOD ROADS

There is no phase of life in the country, social or economic, that is not affected by good roads. There is a direct relation between improved highways and the value of land. In fact good roads tend to improve every phase of rural life. When the Dominion Grange expressed their disapproval of large expenditures by the Dominion Government, or any government in fact, on expensive trunk highways, their action should not be taken as disapproving of expenditures on country highway improvement. It was the method they condemned, not the principle.

As Farm and Dairy has pointed out before the greatest beneficiaries of trunk highways would be the automobilists. The Dominion Grange believes that the roads that should receive the attention of our governments are those roads that the farmer uses, which lead from the cities or shipping points to the best of the farming districts. If the Ontario Good Roads Association wishes to be of real benefit to the country they will urge upon our governments, not the building and maintenance of great trunk highways, but the improvement of those roads that will make it easier for us farmers to market our produce and thus at the same time reduce the cost of living to the working man in the city.

## THE PERSONAL FACTOR

The biggest factor in determining the success or failure of any enterprise is a personal one—the business capacity and judgment of the manager. We have all seen one man go bankrupt on a farm and his successor make a small fortune. We have seen dairymen get 8,000 lbs. of milk per cow from a herd that gave their former owner but 4,000 lbs. It all comes down to the man himself.

Good judgment and business capacity are not hereditary. They are largely a case of training. If we watch the successful ones and study their methods and endeavor to practice them we will be just as successful as they are. If we observe the habits of our successful brethren in the farming line we will find that the most of them are readers. They are studying up the best methods, making use of the information that others have accumulated, and are putting it into practice.

The time is past when the book farmer is a subject for derision. Close study is one of the basic principles of success in business. It strengthens the personal factor and makes success sure. This applies particularly to farming. We farmers must improve our own selves before we can greatly improve the farms on which we live.

## EASTERN OPPORTUNITIES

What constitutes a good farm? We would say that a good soil, good climate and nearby good markets would be the three main requisites in a good farm. And where will these three requirements be found in

greater degree than here in Eastern Canada. The advantages that are offered to farmers by Ontario and other parts of Eastern Canada should be well considered by those of our young men who are contemplating moving west and starting farming in that new land.

Much of our soil is of the best. Our climate is almost ideal. If we do have a dry summer occasionally, we should remember that they have droughts in the west also. Of the late frosts and hail storms we know nothing. The advantages that Ontario farmers have in regard to markets places them far ahead of the farmers of the west. Western farmers must ship their produce thousands of miles. We may take much of ours directly to the point where it is consumed.

Many of us have not sufficiently realized the grand opportunities that are here awaiting us in Ontario. We will be wise to make the best of our opportunities at home before we journey to fields unknown.

The only farmer that can afford to sow poor seed grain is the one with an independent income.

## Good Words for the Grange

(Toronto Globe)

Few voluntary associations in Canada have endured so long or stood so steadily and so unselfishly for economic and political principles as the Dominion Grange, which has just held in its city its thirty-seventh annual meeting.

The address of the retiring Master and the report of the Legislative Committee covered together a wide field crowded with topics of perennial interest. It was treated with rare skill and commendable moderation. Many of the extempore addresses were models of good sense, public spirit, and terse expression. The proceedings from first to last completely belied the too-prevalent notion that farmers are lacking in grasp and awkward in procedure. If "culture" is really a synonym of "power," then the Grangers have a political future as a class to be reckoned with.

## The Command of the Ideal

(Hoard's Dairyman)

Every farm is the outcome of the ideal of the owner, the same as a painting, a poem, or a piece of statuary. If the owner has none of the finer sensibilities of the artistic nature, the farm shows it. The farmer speaks to the world in his farm. If he has fine ideals concerning the perfection of animal life the animals show it at once. If he is slovenly, uncleanly and coarse in his make-up, the farm proclaims it. As we ride through the country we naturally draw mental pictures of every farmer according to the impression that the farm gives.

It is the outer expression of his inner working of the farmer's mind. And so everywhere and in everything the quality of a man's ideal, stamp itself upon the character of his work. But we must never forget that it is just as true an expression of his art to fashion a picture of a cow as a farm, as it is to paint a picture of a chisel a statue. It is the inner prompting of the artistic sense that tells the story in either. Without the sense we have no ideals, whether or would construct a poem or dig a ditch.

A well postage, advertising which he to a n usal. The judgment take out the advertisement. The advertisement INTEREST people who they may THE BRAIN THROUGH connection Ordinarily paper for his editorials business of rest that arrest that may be, as and interest the advertisement. It is being ADVERTISING NECESSITY THEY MUST BE READERS, lastly to the will have a Sometimes advertisement ing. But that. Space print the expensive try but the best SPACE different publishing CIRCULATION is an important CHARACTER. Dairy with of over 12, page. In nation up over Ladies' Home Magazine and outside back. It will pr through this Dairy, size estimate how ment measur tunity in A T T E N T I O N YOUR INTERESTING, AND ACTION—these tial features. All adverti Dairy are des can be. You able. You face with a questionable and Dairy is because of and Dairy is "A Paper Fa

## XVI

A well-meaning friend, to save postage, once clipped the pages of advertising from a magazine in which he was interested and sent it to a noted author for his personal use. The author in his acknowledgment replied: "Why did you take out the advertisements? I can write articles myself. It is the advertising that interests me."

The advertising pages of any publication have A PECULIAR INTEREST. This extends to all people who read, even though they may be unconscious of it.

THE HIGHEST PRICED BRAINS; THE GREATEST CONCENTRATION OF THOUGHT; these you find in connection with the advertising. Ordinarily a person takes up a paper for the purpose of reading its editorial contents. It is the business of the advertiser to arrest that person's attention and arrest that person's attention, it may be, against that person's will, and interest that person in his— the advertiser's—business.

It is because of this that the ADVERTISEMENTS MUST OF NECESSITY BE ATTRACTIVE. THEY MUST PLEASE. Further, THEY MUST CONVINCe. They must be PROFITABLE TO THE READER, to the advertiser, and lastly to the publisher, else they will have failed of their purpose.

Sometimes we may think of advertisements as merely happening. But most ads. are far from that. Space in publications that print the advertisements is too expensive to permit of anything but the best obtainable.

SPACE VALUES VARY in different publications DEPENDING PRIMARILY UPON the CIRCULATION, and next—this is an important factor—THE CHARACTER OF THE CIRCULATION. Space in Farm and Dairy with a quality circulation of over 12,000 brings \$47.04 a page.

In mediums with circulation up over a million, like the *Ladies' Home Journal*, space realizes AS MUCH AS \$5,000 A PAGE and \$7,000 for a single outside back cover!

It will prove interesting to go through this issue of Farm and Dairy, size up ad. by ad., and estimate how well each advertisement measures up to its opportunity in CATCHING YOUR ATTENTION, AWAKENING YOUR INTEREST, CONVINCING, AND STIRRING YOU TO ACTION—these being the essential features of any good ad.

All advertisements in Farm and Dairy are deserving of your confidence. You will find them all reliable. You will not come face to face with any objectionable or questionable advertising in Farm and Dairy. To a great extent it is because of this fact that Farm and Dairy is

"A Paper Farmers Swear By."

## Anent Forest Conservation

Editor, Farm and Dairy.—I read with interest your editorial on conservation of our forests in your issue of January 25th, and believe what you say is quite to the point. But to my mind the conservation of our forests will mean more to us farmers as a means of controlling soil moisture (directly benefiting the growing crops) than from the standpoint of a timber supply, although I admit it is beyond me to explain what effect growing timber has on rainfall.

It is an undisputed fact that rainfall is more general in timbered districts than it is in prairie districts.

I have great faith in the direct and indirect benefits that are being derived from the local wood lots. I believe if each 100-acre farm had a 10-acre wood lot, or its equivalent in groves, and so forth, that larger returns would be received from the remaining 90 acres than if the whole 100 acres were under cultivation.

It is very important, especially in older Ontario, that the present wood lots should be preserved for the direct and future benefits of this country, from a stock-raising and grain-growing standpoint. This is a matter that our Provincial government should grapple with. They would bestow a lasting blessing on this and future generations by encouraging the planting of standard varieties of trees, thereby keeping a reasonable portion of the land timbered.—R. H. Harding, Middlesex Co., Ont.

## Prize Farms Competition Appreciated

The following resolution, passed at the annual meeting of Colurg Central Exhibition, is an indication of the favor in which the Dairy Farms Competition conducted by Farm and Dairy is held by dairy farmers generally:

Moved by W. J. Westington, seconded by Thos. Hoskin, That this meeting heartily congratulates Mr. Edward Budd, a director of this association, in the matter of his successful competition in the Dairy Farm Contest in the year 1911. We further believe these healthy competitions are capable of inspiring a spirit of rivalry which tends to stimulate greater interest in matters pertaining to the farm. These widening influences will no doubt advance the science of agriculture to a greater extent and awaken such enthusiasm as will promote the general welfare of all classes of our people. Therefore, we take this opportunity of expressing our approval of the action of the promoters in offering prizes in farm contests, and direct that a copy of this resolution be forwarded by the secretary to the Editor of Farm and Dairy, Peterboro.

## Dairy Notes

The dairy cow must be provided with an abundance of feed to enable her to keep up her milk flow.

Have the milk for the calves sweet and of the same temperature as when it comes from the cow.

Keep the heifer intended for the dairy in thrifty, growing condition.

Milk quietly, cleanly, quickly. Cows hate haste.

Winter dairying is all right providing one is fixed for it. It requires warm quarters and more care in feeding than during the summer months.

It requires many years of patient work to build up a profitable dairy herd. It can be done only by knowing precisely what each cow is producing.

Never let the heifer become more than three years old before breeding. Cows which have been bred young are usually good milkers.

DE LAVAL  
CREAM SEPARATOR

## THEIR GREAT SIMPLICITY

De Laval Cream Separators excel other separators not only in thoroughness of separation, sanitary cleanliness, ease of running and durability—but as well in their great simplicity.

There is nothing about the operation, cleaning, adjustment or repair of a modern De Laval Cream Separator which requires expert knowledge or special tools.

Nor are there any parts of which adjustment is frequently necessary to maintain good running or to conform to varying conditions in the every day use of a cream separator.

There is no need to fit and adjust parts to get them together right. They are so made that they cannot help go together right. All bearings and bushings are easy to replace. There are no complicated springs, keys, ball bearings or other fittings, that only an expert can properly adjust.

A person who has never touched a separator before can, if need be, unassemble a modern De Laval machine down to the last part within a few minutes and then re-assemble it again as quickly. This is something which cannot be done outside a shop with any other separator.

The only way to properly understand and appreciate De Laval superiority to other separators, is to look over, and better still to try a 1912 De Laval machine. Every De Laval agent is glad to afford prospective buyers the opportunity to see and try a De Laval Separator.

DE LAVAL DAIRY SUPPLY CO., LIMITED  
173 William St. MONTREAL. 14 Princess St. WINNIPEG

38 REGISTERED 38  
Holstein Cattle

to be sold at Public Auction



The undersigned will offer for sale by Public Auction at

HOMEDALE STOCK FARM

one mile north of Boston, Ont., on

Wednesday, March 6th

1912, at 1 o'clock sharp

21 cows and heifers with records ranging from 40 lbs. milk per day as two-year-olds to 72 lbs. per day as mature cows.

5 yearling bulls, from large producing dams sired by a son of "Tidy Abberkirk's Mercena Posch" whose seven nearest dams average 27.19 lbs. butter in 7 days.

Also a number of male and female calves, sired by "Sir Mercena Abberkirk Posch" whose three nearest dams average 23.46 lbs. butter in 7 days and 83 lbs. milk in one day.

TERMS: \$50 and under cash; over that amount 8 months credit on bankable paper. 3 per cent. off for cash.

Catalogues ready February 17th. Sale, storm or fine.

All trains met at Waterford on forenoon of day of sale. Lunch at noon for those coming from a distance. Sale at 1 o'clock sharp so parties may catch evening trains home.

NELLES & WOODLEY, Proprietors  
BOSTON, ONT.

C. D. NELLES, Clerk

JAS. DUNLOP, Auctioneer.



### Cheese Department

Makers are invited to send contributions to this department, to ask questions and matters relating to cheese making and to suggest subjects for discussion. Address 2070 to The Cheese Maker's Department.

#### Cooperate with the Patrons

R. W. Ward, Peterboro Co., Ont. In the district in which I am dairy instructor the cows last year produced on the average a little over 3,000 lbs. of milk. This should have been 6,000 lbs. or even more. The cheese-makers could do much to encourage producers in the better feeding and brooding of their stock. The farmer can do much to help the cheese-maker by taking better care of the raw product. Co-operation all round would be for the benefit of all.

Our cheese-makers now are almost all competent to turn out first class

cheese must be held in cool curing rooms two weeks. There is no reason why all our factories should not produce cheese like this were the producers educated to hold up their end.

Many makers fearing the competition of their neighbors take in any and all milk. If the milk is of inferior quality they send no word to the patrons. Receiving no complaints, the patrons naturally decide that the milk is satisfactory. Patrons in this case are not responsible for the low quality product. Let us cooperate all round for better milk and better cheese.

#### Override Milk for Cheese

Prof. H. H. Dean, O.A.C., Guelph, Ont.

This is a problem which is presented to the cheese-maker during every hot spell of the cheese-making season. He has learned how to handle such milk so as to make fairly good cheese

keeping everything clean and by cooling the night's milk to a temperature of 65 degrees F. at the farm. It would be advisable to have all milk delivered at the cheese factory not above 70 degrees F. The time will come when mixed night and morning's milk, over 70 degrees F., will not be accepted for cheesemaking.

#### Why We Do Not Pay by Test

B. A. Redlick, Northumberland Co., Ont.

We do not pay for milk by test at the Wooler factory. This is not because we do not believe in the test, but because it is not properly understood by the patrons. Milk received from the same patron may show a difference in test of almost one per cent on two different days. This appears to many patrons to be a humbug. Milk fat is regarded by them as a natural and unvarying growth in the milk, but this idea is dying out.

One source of opposition to the test is rapidly being removed. Owners of Holstein cattle at one time thought that it was not to their interest to be paid by test. Lately, since they have taken up testing their cows, they find that their test is as high, or higher, than the average, and many Holstein men now support pay by test. I expect that we will soon give this system a trial at our factory.

I do not consider the ounce dipper method of taking the samples, however, as accurate. The method of taking the sample that I prefer is to take a tube and plunge it into the milk can, and in this way the composite sample would give a fair indication of the quantity of butter fat delivered.

#### A Factory that has Acquired a Reputation for Good Cheese

The Sidney Factory in Hastings Co., Ont., is thoroughly equipped for the manufacture of good cheese. But the good equipment does not stop here. The cool curing room enables the maker, Mr. J. H. Irvine, to cure his cheese under the very best conditions. The temperature in the curing room does not vary one degree from spring to fall.

cheese. Eighty per cent of all our troubles in cheese making are traceable to the farm, and it is there that both makers and instructors should concentrate their attention if we are to make any great improvement in the quality of our cheese. During the coming season I intend to spend as much time as possible with the producers. I would like to spend three days at each factory and have the maker go around with me.

**MORE FOR GOOD, CLEAN CHEESE**  
Clean milk means money. I know of a firm of buyers who have offered to pay a premium of one cent on cheese made under certain specified conditions. The temperature of the milk when it arrives at the factory must be over 65 degrees. The patrons must have clean stables. The

out of it, by cutting the curd finer and heating the curd to a higher temperature than usual in order to check undue development of lactic acid, but this means a loss of cheese-making material, or rather results in less cheese being made per 1,000 lbs. milk. Tests so far made do not show very much difference in the milk solids lost in the whey, from override milk, as compared with normal milk wheys. As a result of five tests made in 1908, the milk solids in the whey from override milk averaged 6.8 per cent, while the whey from the normal lots averaged 6.71 per cent of milk solids. Similar results were got in 1907. The chief difference is seen in the yield of cheese per 1,000 lbs. of milk, as seen in the averages of four years' experiments:

Lbs. Cheese made per 1000 lbs. Milk	Normal	Override
1908	94	91.90
1909	91.50	90.50
1910	91.44	88.96
1911	89.94	87.54
Average four years	91.72	89.75

Difference in favor of normal milk 2.145 lbs. more cheese per 1,000 lbs. milk.

The practical lesson to be learned from these results is the importance of having milk delivered at the cheese factory in a sweet condition in order to arrest the tendency to a lower yield of cheese per ton of milk. The yield is gradually going down. Stated another way, delivering the milk sweet for cheese-making means a less number of pounds of milk required to make a pound of cheese, and the tendency is for this number to become greater, which means less profit to the farmer and cheese-maker.  
Milk can be delivered sweet by

## SHARPLES

Tubular Cream Separator SAVES CREAM

Other Separator Was Losing

"I separated 450 lbs. of milk through disk cream separator one week, and produced 23 lbs. butter. The next week, separated 450 lbs. of milk through the Tubular and produced 23 1/2 lbs. butter."—Wm. Helmly, Stouville, Ont.

"March 24, 1905, bought a Tubular. Not one cent for repairs. Only forty cents for oil."—Jos. P. Belanger, Ste. Anne, Man.

"Have used Tubular five years. Had to replace nothing. As perfect as when started."—J. R. Hammond, Monkton, Ont.

A regular hand-driven Dairy Tubular has done work equal to 100 years' service in a five to eight-cow dairy on only one dollar and fifteen cents for oil and repairs. We will mail you, free, the illustrated account of this remarkable record, giving all the details and containing pictures showing how the parts of the Tubular resisted wear.



Dairy Tubulars have no disks. Fewer the skimming force of others. Sixteen fasteners and a brass anvil, fastened together by the most separator inventor on this matter. You do not know how to get more reliable, ask us this

Write for Catalog No. 216

THE SHARPLES SEPARATOR CO. TORONTO, CANADA WINNIPEG, CANADA

**FOR SALE** Up-to-date cheese factory the acre land; received \$1.50 per 100 lbs. milk can, and in this way the composite sample would give a fair indication of the quantity of butter fat delivered.

## WINDSOR DAIRY SALT

Every farmer's daughter and every farmer's wife knows

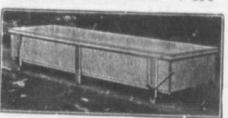


They all use it—for making delicious butter for their own table. They found out years ago that Windsor Butter Salt dissolves quicker, works in easier, and helps butter to keep better.

Windsor Salt is absolutely pure and every grain is a perfect crystal.

If you want to get "top" prices for your butter, use Windsor Butter Salt.

### "PERFECT" Steel Cheese Vat



(Patented August 14th, 1906)  
**DURABLE—All Steel, SANITARY—Not a crack or spot for milk to lodge in and become rancid. HANDY—Levers and gears to raise and lower lugs by hand. IDEAL DRAINER—Built so that the last drop runs out. Get our free catalogue of Steel Vats, Steel Agitators, Steel Curd Sinks, Steel Whey Tanks, etc. Write us.**

**Special Price for Cash**  
**THE STEEL TROUGH & MACHINE CO. LIMITED**  
TWEED, ONTARIO



THE man who never makes any mistakes loses a great many chances to learn something.

## The Second Chance

(Copyrighted)

NELLIE L. McCLUNG

Author of "Sowing Seeds in Danny"

(Continued from last week)

Pearl, the oldest daughter of John Watson, a C. P. R. section man living in Milford, Mass., receives a large sum of money from the relatives of a young Englishman she had nursed when ill. She decides to educate herself and the rest of the family. The Watsons are joined by their Aunt Katie, who proves not an unmixed blessing. Pearl proves an efficient and clever school and has dreams of being a school teacher. She sees that her small brothers are learning bad habits in the town and gives up her intention to be a school teacher and suggests moving the family onto a farm, to which John Watson agrees. We are introduced to the children at a country school. Tom Stedman, a bully, in a game directed to the children at a country school. Tom Stedman, a bully, in a game directed to the children at a country school. Tom Stedman, a bully, in a game directed to the children at a country school. Tom Stedman, a bully, in a game directed to the children at a country school.

HE took one of her little sunburnt hands and held it gently in his, then with his other hand he took a pearl ring from his pocket and was about to slip it on her finger, but suddenly changing his mind, he laid it in her hand instead.

Pearl gave an exclamation of delight.

"It's yours, Pearl," he said. "Put it on."

She put it on her finger, her eyes sparkling with pleasure.

"Oh, Doctor Clay!" she said breathlessly.

He, smiling, watched her as she held her hand up to look at it. "It is just a remembrance, dear," he said, "of some one who thinks that there is no little girl in the world like you."

When Pearl went home, she gave an account of the wedding to her family.

"Gettin' married ain't so much when you get right up to it," she said. "They had a terrible busy time getting ready for it that mornin'."

Mrs. Francis was a long way more excited than Camilla, and broke quite a few dishes, but they were all her own; she didn't get into any of Camilla's. She set fire to her hair when she was curling it, but so early that she did fine. Camilla looked

after everything and wrote down in a notebook all the things Mrs. Francis is to cook while she is away. Camilla's a little bit afraid that she'll burn the house down, but the neighbors are all going to try to see after things for her. Camilla had her hair done the loveliest I ever saw, all wavy, but not frizzy. We went to the church and got that done before we came back to the house to eat. Camilla had a big bunch of roses that Jim gave her, tied with white satin ribbon, and mind you, they didn't cut off the ends, that's how free they were with the ribbon. I held them along with mine while Jim put on the ring—that's mostly what I was for—and Jim kissed her right before every one, and so did Mrs. Francis, and so did I, and that was all until we came to the house, and then Mrs. Francis kissed her again, and did me, too, when she got started, and kissed Jim, too, and he kissed me, and we had a great time. The meal was called a breakfast, but say, kids, there was eating for you! Maybe you think a breakfast is mostly porridge and toast and the like of that. Well, now, there wasn't a sign of porridge—oyster soup came first."

"What 'at?" Danny asked. The wedding details had reached the place where Danny's interest began.

"They're the colour of gray stones, only they're soft, and if you shut your eyes they're fine, and while you're wondering whether or not you'll swallow them, they slip down and you begin to love 'em another and then there was little dabs of fried fish laid on a lettuce leaf, with a sprig of parsley beside it, and a couple of lettuce leaves, they took the lemon in their fingers and squeezed it over their fish. It looked a little mussed to me, but I guess it's manners all right, and then there was olives on a little glass dish, and every one took one—they taste like willow bark in spring. Mrs. Burrell said she just loved them, and et a lot. I think that's carryin' your manners too far. I et the one I took and thought I did well. Mr. Burrell asked the blessin', and gave Jim and Camilla lots of good advice. He said to be sure and get mad one at a time. And then we had lots of other stuff to eat, and we went to the train, and Camilla told me to watch that Mrs. Francis didn't let the kettle boil dry while I was there, and I guess that was all."

But of the incident of the pearl ring, strangely enough, she said not a word.

When Thomas Perkins found out that Bud had really gone he was plunged in deepest grief. He came over to where John Watson was ploughing stubble, the very picture of self-pity. "Pretty hard on a man, John, pretty hard," he began as soon as he came within hearing distance, "to lose his only boy and have to hire help; after losin' the twins, too, the year of the frozen wheat—fine little fellows they was, too, supple as a string of suckers. And now, by the golly, Bud's gone, John, with the good new eighteen-dollar suit—that's what I paid for it in cold cash in Brandon last winter—and I'll have to keep my first man on if he don't come back, and this beggar I have he can eat like a flock of grasshoppers—be just chunks the butter on his bread and makes syrup of his tea. Oh, yes, John, it's tough on a man when he begins to go down the other side of the hill and the bastin' threads are showin' in his hair. It's pretty hard to have to do with hired help. I understand now better 'er ever why Billy Winter was cryin' so hard when his third wife died. Billy was whoopin' it up somethin' awful when Mr. Grantley went out to bury the woman, and Mr. Grantley said somethin' to comfort Billy about her bein' in a better place—that was a dead sure bet anyway—but Billy went right on bawlin' 'er didn't seem to take no notice of this better place idea—and after a while he says right out, says he: 'She could do more work than three hired girls, and she was the savin'est one I've had yet.'"

"Bud'll come back," said John Watson, soothingly. "The poor lad is feelin' hurt about it—he don't like

to have people thinkin' hard of him."

"Wasn't ten dollars a terrible fine, John, and him only eighteen?" Mr. Perkins said.

"It isn't the money I'm thinkin' of, it's the lad's feelin's; poor Bud, and him as honest a lad as ever I drew breath."

John Watson had a shrewd suspicion of who had "plugged" the grain.

"We'd I don't see why he need feel so bad," the other man said.

"Nobody minds stealin' from the railways or the elevator men. They'd steal the coppers off a dead man's eyes—eh, what? But where Bud ever got such notions of honesty, I don't know—search me. It's a fine thing to be honest, but it's well to have it under control. Now, there's somethin' kind of sharp tricks I don't hold with."

They say that Mrs. George Stedman sold a seven-pound stone in the middle of a crock of butter to Mason here some time ago. She thought he'd ship it away to Winnipeg and nobody'd ever know; but as sure as you're born, when she got home she found it in the middle of her box of tea. He paid her twenty-five cents a pound for it, but, by golly! she paid him fifty cents a pound for it back.

Now I don't hold with that—it was too risky a deal for me. This Mason's a sharp one, I tell you—you'll get up early if you ever get ahead of him.

In the early days, when we all had to find it in the town; put him down for at his store—they do say that every time one of us farmers went to town that Mason, as soon as he saw us, would say to his bookkeeper: 'Tom Perkins is in town; put him down for a dollar's worth of sugar and a quarter of chewin' tobacco.'"

Pearl came out with a pail to dig some potatoes in the garden.

"Well, my pretty, dear," Mr. Perkins said amiably, "how are you feelin' this evenin'?"

"I am real, well, thank you," Pearl said, "and I hope you are, too."

"Well, now, my dear, I am not," he said. "You know, of course, that Budgie's gone."

"Yes, Bud knew," said Pearl, "but I know Bud didn't do it. Bud is a good boy and too honest to do any thing like that. Bud wouldn't plug grain. What does Bud care for a few cents more on every bushel if he has to lie to get it?"

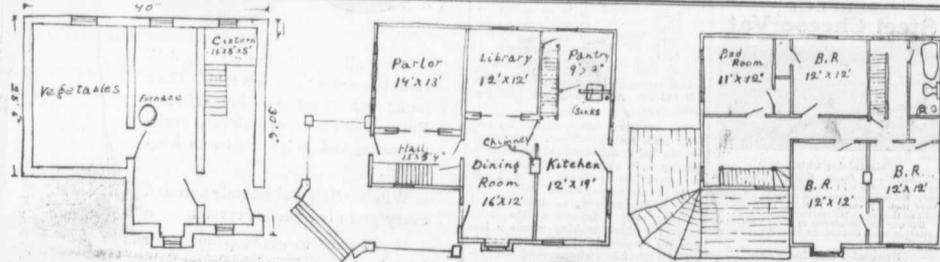
"Look at that now, John!" Mr. Perkins cried, nudging Mr. Watson gaily. "Isn't that a woman for you all over, young and all as she is? They never think how the money comes, the lovely critters."

"Money isn't everything, Mr. Perkins," said Pearl earnestly.

"Well, my little dear, most of us think it is pretty nearly everything."

"God doesn't care very much about money," she answered. "Look at the sort of people he gives it to."

(Concluded next week)



Plans of the Cellar, First Floor and Second Floor of the Farm Home of Mr. Geo. Wood, Wentworth Co., Ont.

An illustration of the farm home of Mr. Wood, which appeared in *Farm and Dairy* Nov. 30, 1911, attracted much attention among our readers. Many of our friends asked for plans of this house, and we herewith reproduce them for the benefit of all. Mr. Wood planned this house himself.

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## The Upward Look

### Wise Comparisons

For we dare not make ourselves of the number, or compare ourselves with some that commend themselves; but they, measuring themselves by themselves, and comparing themselves among themselves, are not wise.—2nd Corinthians x: 12.

In these days of high pressure, when it often seems necessary to act first and think afterwards, we are peculiarly prone to set new standards for ourselves, which may prove our downfall if we are not spiritually awake. The world around us is so accustomed to measure success by dollars and cents, or by the clamorous approval of the public, we are in constant danger of falling into the same error. And how natural it is! Our desire to succeed is a God given impulse. God desires us to make the greatest possible success of our lives. He has warned us not to be slothful but to be diligent in business. He has told us that we must render faithful service. That we must strive to please our earthly masters in those things in which we are subject unto them. When, therefore, we strive to make the most possible out of our opportunities we may well have a natural feeling that we are pleasing God by so doing. Here though is where the tempter deceives us, as everything depends upon our conception of the true meaning of the word success. Our definition may differ greatly from God's. Just in proportion as it does do we wander astray in our pursuit after success.

The scriptures contain many precious assurances that God will bless both spiritually and materially, those who strive to walk uprightly and do His commandments. Thus we have a strong reason for looking upon material success as an evidence of God's favor. But God has never said that the unscrupulous, dishonest man may not also obtain wealth and earthly honors. Instead, He has shown us that he may. Christ saw this mistake we might make about this, and He therefore gave us a great warning when He asked, "For what is a man profited, if he shall gain the whole world and lose his own soul?" Thus we see that a man may gain all those things men are inclined to value highly and yet he may fall short of eternal salvation. Such success proves in the end the worst of all failures.

When we find ourselves setting undue value upon earthly, temporal blessings we may know that we have accepted the world's standards and not God's. Like those people spoken of in our text, we have commended to measure ourselves by ourselves and no longer by His. The world's standards are false and our danger is great when we once commence to accept them.

There is only one safe standard for each and all of us. It is that which is given in the scriptures and which finds its consummation in the life of Christ. We must never depart from it or we will soon be lost in the by-paths of sin. Let us each hold firmly to it in order that we may achieve the only true success, the success which takes into account both our life on earth and its opportunities for preparation for the life that is to come.—I. H. N.

### The Very Cheapest Thing

Mrs. E. C. Smith, Peel Co., Ont. A Chicago physician, I have forgotten his name, went crazy a few years ago about what he called "the cheap-

est but most necessary thing in the world, fresh air." He didn't really go crazy. That was just what some people said about him. He went and preached the doctrine of fresh air all over the city of Chicago. He was instrumental in getting many factories to ventilate their plants. They reported that the increased healthfulness and vigor of their men made the venture very profitable. An open air school for tuberculous children was established. The little tots worked in the open air in the coldest days in winter, and their efficiency as scholars was much higher than that of the healthy children in the closed school

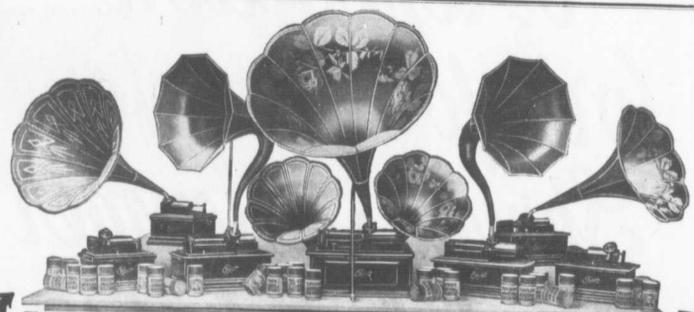
rooms. This physician did much good in Chicago.

I believe that the principles that he taught could be applied equally well in the country. In many of the farm homes even in my own section storm doors and storm windows are got out and a supply of air for use through the winter. It is easy to understand, under conditions such as these, why disease is as prevalent in the country as in the city.

We country women who live almost altogether inside should rebel against this cooping system and insist on good wholesome fresh air in our homes. Of

course some will object right off that fresh air costs more than foul air. Who would not pay more money for fresh eggs than for rotten ones? We can same applies to fresh air. If we cannot establish a complete ventilating system we can at least open the doors or windows a couple of times every day and let in the health-giving fresh air.

When the furnace goes out in the spring give the pipe a coat of black paint. A stove-pipe rusts when not in use. The price of a small can of paint will save you a new stove-pipe in the fall.



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Centenary of Charles Dickens

By M. T. B., Wellington Co., Ont.  
 Charles Dickens, commonly regarded as England's greatest novelist whose centenary we celebrate this month, was born in Landport, Portsmouth, February 7, 1812, where his father at that time was connected with the dockyard. His earliest years were passed in Chatham and in London. He received little education, though he was for two years at a private school in Hampstead Road, London. About 1826 he became an attorney's clerk, and while in this position he studied shorthand and other subjects, and finally was able to exchange his occupation for that of a newspaper reporter and critic. He exhibited eminent ability, both as a reporter and a depicter of scenes in city life, and in 1835 he was engaged by Dr. Black, then one of the leading daily papers of the Metropolis.

**HIS FIRST WORK**  
 On June 9, 1835, appeared the first of the series of "Sketches of Life and Character by Boz," which were published in the evening edition of that paper, under the title of "Thoughts about People by Boz." The "Sketches by Boz, Illustrative of Everyday Life and Everyday People," collected from the "Morning Chronicle" of 1835-1836, were published by Macrone in 1836, in two volumes, with illustrations by George Cruikshank. From this publication may be dated the origin of Dickens' fame. In 1840 Dickens went to Italy, and paid a visit to Home. On his return a new enterprise awaited him. The "Daily News," started on January 1, 1846, was entrusted to his editorial management; but, despite his early training, this was an occupation ungenial to his mind, and in a few months the experiment was abandoned.

He died June 9, 1870, at his residence, Gad's Hill Place, his country house, near Rochester, England, the house he had coveted, when a boy, and bought with his first fortune. In his will, Dickens expressed the wish to be buried in "an inexpensive unostentatious and strictly private manner, without any public announcement of the time or place" of burial. So far as was consistent with the nation's desire to honor its great author, these directions were followed, but his modest request was not allowed to prevent his interment in Westminster Abbey.

**DICKENS' HOME**  
 "Gad's Hill" was an ideal home for Dickens; a small but very comfortable old stone rectory, sweet with flowers and vines, nestling snugly in the seclusion of the Kentish woods and meadows, every door open to the sun and air. "Gad's Hill" was a merry house for Dickens was a wellspring of mirth and his humor lectured all with whom he came in contact.

His library was lined with books from floor to ceiling, even the backs of the doors being bookcases; but the books on the doors and along the shelves were bogus—dummy backs had been lettered with titles and pasted on glass. The titles had been selected by such wits as Dickens, Yates, the Co-

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February 15

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## MAXWELL'S HIGH SPEED CHAMPION

The Winger Round extends from the side, out of the way of the work. This allows practically the whole top of the tub to open up—easy to put in and take out clothes.

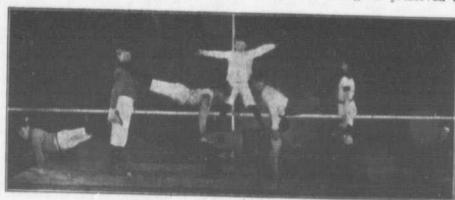
If other wingers can be opened with great hands of silk or wool so fast?

The new one Maxwell's "Friction"—the crown that makes quality better.

Write us for catalogue if your dealer does not handle them.

DAVID MAXWELL & SONS, ST. MARY'S, QUE.

lins brothers, Albert Smith and Mark Lemon, titles such as "The Virtues of our Ancestors," a volume so thin that the title had to be printed lengthwise; then "Five minutes in India," by a British Tourist, was in two large volumes as large as an unabridged dictionary. A catalogue of these obnoxious books should have been preserved, but nobody thought of writing it. Nobody seemed to realize that Dickens wrote always with a quill pen and blue ink, and never used a lead pencil. His handwriting was considered extremely difficult to read



**Members of the Warsaw Boys' Club in Action**

All work and no play is not good for anybody, but particularly for boys. The healthy amusement and exercise that these Peterboro county boys get in their gymnasium, the village hall hired for one night a week will tend to make better men of them. Learning to make formations such as the one here shown Men's Christian Association will meet with favor anywhere there are a lot of active boys.

by many people. His objection to the use of a lead pencil was so great that even his personal memoranda were always written in ink. Most of his manuscripts are exhibited at the South Kensington Museum in "The Forster Collection."

POPULARITY OF PICKWICK PAPERS

The sudden, almost instantaneous popularity of "Pickwick" was known to the world long before it was realized by its anxious young editor. All the business transactions concerning the publication were modest to a degree, and the preparations for such a success as came to it were as nothing.

Dickens gave his last reading in St. James's Hall, London, on the 15th of March. The programme included "The Christmas Carol" and the "Trial" from "Pickwick." The hall was packed by an enormous audience, who greeted him with all the warmth which their personal affection for the reader inspired.

About 1865 the health of Dickens

began to give way, a peculiar affection of the foot, which frequently caused him the greatest agony and he went for a rest to France, and it was on his return home after this trip that he was in a terrible railway accident—an accident which left it impression so deeply on his memory that it was never effaced. This occurred on June 9, 1865. He died five years later on June 9, 1870.

"GAB'S HILL" FOR THE NATION

"GAB'S HILL" should be preserved intact for the admirers of Dickens, as Shakespeare's cottage is preserved at

## The Sewing Room

Patterns 10 cents each. Order by number and size. For a small amount give age, for adults, give bust measure for waists, and waist measure for skirts. Address all orders to the Pattern Department.

### GIRL'S DRESS, 731



The dress that is closed at the front is both a smart and practical one. It is easy for the little girl to slip on and off and it is in the height of style. This one includes an unusually attractive collar and can be made from a variety of materials.

For the 10 year size will be required 4 1/4 yards of material 27, 3 1/2 yards 35, 2 yards 44 inches wide with 1 yard 27 inches wide for the trimming, 1 1/2 yard of all-over lace.

This pattern is cut in sizes for girls of 8, 10 and 12 years of age.

### SEVEN GORED SKIRT FOR MISSES AND SMALL WOMEN, 732



The simple seven gored skirt is one that is always worn and always in demand. This model shows the new straight lines. The front gore is stitched to form a box pleat and the back can be made plain, in a habit style, or with inverted plaits.

For the 16 year size will be required 4 1/2 yards of material 27, 5 1/2 yards 36, 2 1/2 yards 44 inches wide, width of skirt at lower edge 2 1/8 yards.

This pattern is cut in sizes for misses of 14, 15 and 16 years of age.

### GIRL'S NIGHT GOWN, 732Z



Night gowns made in what is known as chemise style, that are drawn on over the blouse, are liked by many girls, but there is a great diversity of tastes in the matter of underwear as in other departments of dress, and this gown has been made with either high or low neck and with or without opening at the front if preferred.

For the 8 year size will be required 3 1/2 yards of material 36, 2 1/2 yards 44 inches wide, width of edging, 1 yard of binding and 1 yard of heading.

This pattern is cut in sizes for girls 6, 8, 10 and 12 years of age.

### RAGLAN BLOUSE OR SHIRT WAIST, 7300



The blouse made with raglan sleeves is the very latest in style. This one includes a pretty pointed collar and is smart in the extreme. In the illustration it is made from Scotch flannel, but it will be found adapted to all waisting materials.

For the medium size will be required 3 1/2 yards of material 27, 2 1/4 yards 36, 2 yards 44 inches wide.

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

Stratford-on-Avon. For Dickens is, also, an Immortal. More copies of his works are sold now than were sold while he lived; more were sold last year than any previous year; more will be sold next year. It is true that his books are cheaper than ever before, now that some of the copyrights have expired, and the processes of printing are improved; but this is also true of other authors. The works of Dickens are not so popular because they are cheap, but so cheap because they are popular. Dickens is to novelists and his memory should be equally honored.

### A Bulletin for Gardeners

No flowers can be used to better advantage for beautifying the farm home than the herbaceous perennials. The perennials also have the advantage that after once established they flower year after year with very little trouble to the busy housewife, to whose part it usually falls to care for the flower garden.

A new bulletin has recently been gotten out by Mr. W. T. Macoun, the Dominion Horticulturist at Ottawa, giving general information on the planting and care of herbaceous perennials, together with a list of all the perennials tested at Ottawa. The general information on flower culture and the list of flowers given in this publication will be of value to those who are interested in beautifying their home surroundings. A copy of this bulletin may be secured on application to the Dominion Horticulturist, Ottawa.

From all localities into which Farm and Dairy goes come expressions of appreciation of our paper and testimonials of the great value and the helpful nature of the information that is published in the columns of Farm and Dairy from week to week. Many more people in your locality would take Farm and Dairy did they know about it, and if some of the fair readers of this Household Department would make the effort in a few spare hours, they would do as well or better than did Annie McLeod, who won an Ayrshire heifer, and also a dinner set at premiums for new subscriptions she got for Farm and Dairy.

**It is Worth the Difference**

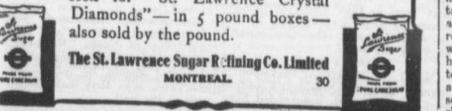
**St. Lawrence Sugar** costs the dealer more than ordinary sugar, but it is worth the difference.

**St. Lawrence "Crystal Diamonds"**

are absolutely the perfection of sugar refining—brilliantly clear and sparkling—and an ornament to every table.

Ask for "St. Lawrence Crystal Diamonds"—in 5 pound boxes—also sold by the pound.

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MONTREAL 30



## Where Opportunities Abound

Bar farm land at \$10 an acre up to 100 acres. Also a large tract of 1000 acres which it double in value in five years. Plenty of ranch at all times. No expensive litigation necessary—no trouble of litigation. Views very satisfactory. Terms enjoyable.

### Rapidly growing cities demand more farm produce.

Beef, pork, poultry, sheep and dairying pay handsomely. Wheat, corn, cotton, molasses, fruits, furs, and apples especially. Particular attention given to the following: M.V. Roberts, L.L. Agt., So. R., Washington, D.C. Subscriptions to the Southern Field.

## SYNOPSIS OF CANADIAN NORTH-WEST LAND REGULATIONS

ANY person who is the sole head 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 appear in person at the Dominion Lands Agency, or Sub-Agency, for the District. Entry by proxy may be made at any Agency, on certain conditions. By the mother, son, daughter, brother or sister of intending homesteaders.

**Duties—**Six months' residence upon and cultivation of the land in each of three years. A homesteader may live within nine miles of his homestead on a farm of at least 20 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 the homestead. Price \$3.00 per acre. Duties—Must reside upon the homestead or pre-emption six months in each of three years. From date of homestead entry (including the time required to carry out the pre-emption) and cultivate fifty acres extra.

A homesteader who has exhausted his homestead rights and cannot obtain a pre-emption, may enter for a purchased homestead in certain districts. Price \$20.00 per acre. Duties—Must reside six months in each of three years, cultivate fifty acres and erect a house worth \$200.00.

W. W. COBY,

Deputy of the Minister of the Interior.

N. B.—Unauthorized publication of this advertisement will not be paid for.

## HOLSTEIN-FRIESIAN NEWS

Farm and Dairy is the official organ of the Canadian Holstein-Friesian Association, all of whose members are readers of the paper. Members of the Association are invited to send items of interest to the breeders for publication in this column.

### THE NORTH TORONTO HOLSTEIN SALE

The sale of some 90 head of pure bred Holstein-Friesian cattle sold on the Rivalley Farm, Eglinton, Ont., last Friday by the North Toronto Holstein-Friesian Breeders' Club, proved only fairly successful. As the sale was held on the day immediately following the annual meeting of the Canadian Holstein-Friesian Association, held in Toronto, a number of the breeders remained over from that meeting to attend the sale. The attendance of buyers, therefore, was unusually representative.

To some extent the sale was conducted at a disadvantage. The train with the auctioneers, B. V. Kelly of Syracuse and B. E. Haeger of Algonquin, U.S.A., was five hours late in reaching Toronto, which prevented the sale starting until the afternoon. This crowded matters. The day was bitterly cold, also, which affected the appearance of the animals. As the sale was held in the same building in which the animals were tethered, the noise they made interfered considerably for a while with the work of the auctioneers. The shortage of food in the country also had an effect.

In addition to these drawbacks, the stock on the whole was of little more than ordinary quality. Only a few of the animals had records that would attract the attention of prominent breeders. For this reason the prices realized did not reach the mark they otherwise would. On the whole the prices paid about represent the quality of the stock offered, with the exception only of bulls which were sold much below their value.

Those who consigned stock to the sale were: Messrs. F. Hicks of Newtonbrook; J. McKenna, of Willowdale; O. D. Bales and J. C. Bales, of Lansing; the Manor Farm, of Woodbine Park; G. H. Mackenzie, of Thornhill; W. F. Elliott, of Coleman C. E. James, of Langstaff, and the River Valley Farm of Eglinton.

### Prices Paid

The highest prices paid were in connection with the following sales: Canary Queen, born Sept. 1907, consigned by the Manor Farm, purchased by F. E. Cams, St. Lambert's, Quebec, for \$300. Countess Mercedes De Kol, a three-year-old, consigned by the Manor Farm, sold for \$255.

Nettie, Pieterje Tensen, born Jan. 1900, consigned by O. D. Bales, purchased by J. Monahan, Bedford Park, for \$186. Giano Faforit Merena, born April, 1909, consigned by R. F. Hicks, purchased by J. H. Frost, of Scarborough, for \$225.

Toticho De Kol, a mature cow, consigned by W. F. Elliott, purchased by Wm. Loveless, Ellesmere, for \$185.

Margreta De Kol, a mature cow, consigned by J. McKenna, bought by M. D. Hutcheon, of Cavan, for \$185.

Dirkje Pel, a mature cow, consigned by the Manor Farm, sold to W. H. Hill, a local breeder, for \$115.

Dairy Faforit, a mature cow with a record of 10,471 lbs. of milk, consigned by O. D. Bales, sold to J. S. Campbell and Son, of Unionville, for \$180.

Aagje Korndyke Queen, a mature cow, consigned by the Manor Farm, purchased by R. F. Cams for \$175.

Kate Faforit Merena, born April, 1910, consigned by R. F. Hicks, sold to Fred A. Buey, for \$175.

Trene Korndyke, born March, 1910, consigned by J. McKenna, bought by Munro and Lawson, Thornhill, \$170.

The six-year-old bull, Sherwood Faforit Poeh, owned by J. D. Bales, that won second place last fall at Toronto in a sale of \$115 was sold for \$125 to Wm. Hingon, Inkerman.

The buyers included A. A. Molesand and E. McKimmon, of Lanesboro; Henry Yates, of Weston; M. Holby, Manchester; E. Dennis, Newmarket; P. L. Fraser, Lancaster; Milton Palmistar, Sharon; F. C. Connor, Orangeville; Wm. H. Rice, Haliburton; W. S. Breakey, Thornhill; W. R. Membery, Pictou; W. D. Prouse, Wilkesburg; G. Gaester, of Toronto; Wm. G. Johnson, of W. H. Wilson, Aurora; Thornton Bates, Newmarket; W. A. Paterson, Agincourt; Wm. MacMillan, Myrtle; S. Henry, Oriskany; Adam C. Listowel, and Wm. Connor, Eggington.

### The Averages

80 animals brought \$130.00, an average of \$1.64 each.

39 cows brought \$5,590, an average of \$143 each.

23 heifers sold for \$3,865, an average of \$168.

6 heifer calves sold for \$500, an average of \$83.

3 aged bulls sold for \$335, an average of \$112.

17 bull calves sold for \$560, an average of \$33.

## Shorthorn Breeders Will Give More Attention to Dairying

(Concluded from page 4.)  
cost of production are equal and considered. Yet no one seems to think it out of the way to pay 25 cents for a pound of butter, but 25 cents for a pound of choice pork is simply preposterous. It is simply a matter of changing conditions. Beef ultimately will be dearer relatively, and if the public wants it they will have to pay a remunerative price to him who supplies it.

"When these conditions settle and the whole beef supply is grown on the farms of the east and of the west, and when the population of Canada increases, as it is bound to do eventually in the immediate future, if we have the right kind of cattle the demands for our cattle will be tremendous.

"It seems to me to be a policy of wisdom to set our house in order, now, by paying a little more attention to the milk production of our cattle and not being satisfied with beef form alone. I mean in the best form, so that when the demand comes, as come it surely will, we will be ready to reap the rich rewards that are our due.

### BREEDERS APPROVE

Mr. J. H. Caswell of Saskatoon, in moving that the president's address should be accepted, commended high-

ly the stand President White had taken. In an adjoining motion Mr. Rolt, Miller of Stouffville, stated that the address was one of the most important that had ever been brought before the association. "We can't afford to sit down and admit," said Mr. Miller, "what you have stated that there is no place for the general purpose cow. We were all proud when we saw recently that two Holstein cows had created new world's records in a public sale at the Ottawa Fair. These records were made by only two Holstein cattle but to Canada.

"We realize," continued Mr. Miller, "that there is a place for the special purpose dairy cow as well as for the special purpose beef animal. There is a place also for the general purpose cow. In England, where land values are higher than anywhere else, the general purpose cow has proved her value as a money maker. There is no animal that produces both milk and beef as the Shorthorn cow." Mr. Miller suggested that a vote of thanks be tendered the president and that in adopting his report the association should state that it would be printed for distribution.

### DEFINITE ACTION SUGGESTED

"I notice," said Mr. A. W. Smith of Maple Lodge, "that other Short-horn associations have taken a definite action to protect the interest of those animals that have proved their value as producers of large quantities of milk. In their publications they publish a list of the names of such animals, and obtain a certain quantity of milk in the course of a year in order that other breeders of Shorthorns may know where such stock may be obtained." Mr. Smith suggested that the Canadian Association should take a similar action to encourage its members to enter their cows in the Record of Performance.

President White read a resolution that had been passed at a meeting of the Association some years ago at which it was suggested that the Short-horn Association should take action to encourage its members to enter their cows in the Record of Performance.

### BEEF PRODUCTION DECREASING

Prof. H. R. Arkell, Assistant Live Stock Commissioner, of Ottawa, drew attention to the great decrease that has taken place during the past couple of years in the production of beef cattle not only for export purposes but for home consumption as well. This decline was not confined to Eastern Canada but was noticeable in the west also. On the other hand, he showed that the dairy industry in Canada was increasing rapidly. The situation thus created required to be considered seriously.

"It is a fact to me," said Prof. Arkell, "that our Eastern farmers are being forced into dairying and that if beef production is to be continued we have got to give more attention to the milk producing qualities of our Shorthorn cows. We think that our breeders may be able to make a success of beef production alone, the average farmer must depend to a considerable extent on the milking qualities of his beef cattle for a profit. I do not believe that it is necessary for us to produce another dairy breed. Instead we can increase the milk production of the Shorthorn cow without affecting her standing as a beef animal. We have many examples that make the best dams are invariably the animals which produce the most milk. This is a very serious matter and one that concerns the farmer as well as the breeder, who desires to continue in the production of beef."

The meeting unanimously adopted the president's address and tendered him a vote of thanks. No action was taken in regard to the suggestion that a record should be kept of the milk of Shorthorn cows that make large records at the fall.

## OUR FAR

Correspondence

### PRINCE ED

LOWER MONTANA

having very cool

but not much snow

very well. Milk

has been very good

lot of hay is moving

to the west. Prince

is due to butter, 35

to 40.

CARDIGON BRID

thaw on the 19th

having them back

over backward with

galling snowed a

turned cold again,

making on the river

is making

Georgetown and

demand; large

hauled from from \$1

Bross are 25c; 100

\$20; milk cows, 6c

to pork, 6c to 7c;

and 10c for 100

is scarce and dear

price; straw, 8c to

one wintering well

ONT

PETERBORO

KEENE, Feb. 5.—

ew Institutes would

representing this winter

for Mrs. Malloy, P.

Mrs. W. W. Farley,

is interesting talks

concerning Mr. Mal

just what we far

about—C. O.

WATERLOO

WATERLOO, Feb.

has been very cold,

which makes the

few pitch holes. The

comes the silage to

the end of the

summer is the order

as the ice harvest.

seed meetings in Fe

ture. I think of

spring, except hog

6c; hay, 81c; potato

and eggs, 35c.

NEW HAMBURG

NEW HAMBURG,

ing of the Executive

Waterloo County Ho

rary in the Halper

to the county, it was

to be a delegation

all to vote for a gra

U.S.A., district rep

Wm. Elliott, Galt;

Smith, New Hamburg

the claims of the

efforts were rewarded

the executive have

to the township co

13 assembly men

farmer in the count

you most trouble? H

What is your favori

homes? The 30-page

meeting held in Galt

ready for distribution

to the County of

members will supply

showing the name of

ATLANTA, Feb. 5.—

more weather, but

slighing is fairly good

are hauling logs a

and making mason

is going fast, and

man and shorts have

the Farmers' Club

is a large shortor

the month—G. C. S.

HURON CO

BLUTH, Feb. 2.—

militated much of

the past month

and stormy. Many

grain and getting

much of the

quantity of

the prices for

much. Butter, 25c;

price are fairly

may be B.E.S.

## For the Land's Sake use Bowker's Fertilizers

**They enrich the earth and those who till it.** By the use of a good fertilizer, any farmer can add greatly to his profit through raising bigger crops. He can make each of his acres produce more, or he can cultivate fewer acres, and still produce as much as he is getting now, but with less labor and expense. This is a big item, if hired help is scarce.

We have a fertilizer to fit every crop and every pocketbook. Each one is ready to use, and easy to apply. Our catalogue gives full information and directions. Many years of experience in both Canada and the United States. The best facilities, and prompt service are behind every bag we ship.

If we have no agent near your farm, we want one. It pays to sell as well as use our fertilizers.

**Write today** for our catalogue and calendar. Both will be sent promptly and without cost. If interested, ask for agency proposition, but write anyway for the catalogue.

**BOWKER Fertilizer Company,**  
77 Lyman St., Buffalo, N.Y.

Original and largest manufacturers of special fertilizers.







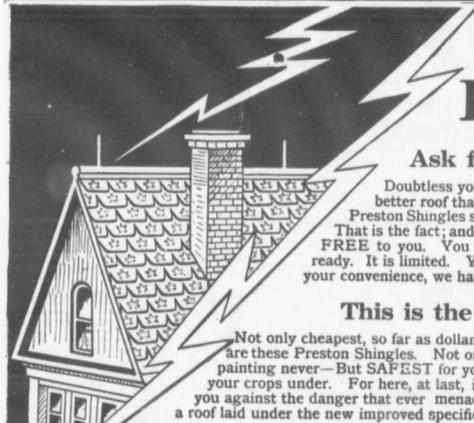
**HOLSTEINS ACCEPTED IN RECORD OF MERIT FOR DECEMBER**  
 Olive Schilling Poesh (6960), at 5y. 6m. 25d. of age; 22 lbs. fat, equivalent to 27.50 lbs. butter; 535.5 lbs. milk. Owned by Jas. Rettle, Norwich, Ont.  
 Belle Dewdrop 3rd (5639), at 7y. of age; 17.67 lbs. fat, equivalent to 22.94 lbs. butter; 472.3 lbs. milk.  
 Thirty-day record, at 7y. of age; 69.84 lbs. fat, equivalent to 87.30 lbs. butter; 1917.4 lbs. milk. Owned by Edmund Laidlaw and Sons, Aylmer, Ont.  
 Rachel Lee (6961), at 7y. 8m. 1d. of age; 17.42 lbs. fat, equivalent to 21.85 lbs. butter; 477.5 lbs. milk. Owned by C. Bollers, Tavistock, Ont.  
 Houette Calamity Poesh (7407), at 5y. 9m. 5d. of age; 17.46 lbs. fat, equivalent to 21.82 lbs. butter; 531.0 lbs. milk. Owned by Edmund Laidlaw and Sons, Aylmer, Ont.

Myra (5551), at 5y. 1m. 1d. of age; 15.43 lbs. fat, equivalent to 20.54 lbs. butter; 381.1 lbs. milk. Owned by A. E. Hulet, Norwich, Ont.  
 Miss Greta Korndyke (7837), at 5y. 8m. 8d. of age; 16.42 lbs. fat, equivalent to 20.53 lbs. butter; 467 lbs. milk.  
 Thirty-day record, at 5y. 8m. 8d. of age; 69.90 lbs. fat, equivalent to 83.63 lbs. butter; 902.2 lbs. milk. Owned by Lakeview Farm, Bromley, Ont.  
 Queen DeKol Poesh (5584), at 5y. 11m. 23d. of age; 16.04 lbs. fat, equivalent to 20.45 lbs. butter; 387.6 lbs. milk. Owned by M. H. Halsey, Springfield, Ont.  
 Nancy Wayne of Riverdale 3rd (6494), at 7y. 7m. 5d. of age; 15.54 lbs. fat, equivalent to 19.43 lbs. butter; 456.3 lbs. milk. Owned by S. Hollingsworth, Athens, Ont.  
 Mollie Keyew Countess (6852), at 5y. 7m. 27d. of age; 14.69 lbs. fat, equivalent to

15.35 lbs. butter; 422.69 lbs. milk. Owned by Geo. W. Anderson, Rossmore, Ont.  
 Bright Beauty (5671), at 5y. 8m. 2d. of age; 14.4 lbs. fat, equivalent to 18 lbs. butter; 500.91 lbs. milk. Owned by George Oliver, Bright, Ont.  
 Rorie of Elmwood (8019), at 5y. 6m. 15d. of age; 15.6 lbs. fat, equivalent to 17 lbs. butter; 443.82 lbs. milk. Owned by R. J. Kelly, Tillsonburg, Ont.  
 Ruby of Elmwood (5779), at 5y. 6m. 29d. of age; 13.15 lbs. fat, equivalent to 16.41 lbs. butter; 394.8 lbs. milk. Owned by R. J. Kelly, Tillsonburg, Ont.  
 Ledy Abbebrook DeKol (6835), at 4y. 2m. 5d. of age; 17.74 lbs. fat, equivalent to 22.17 lbs. butter; 453.6 lbs. milk. Owned by Edmund Laidlaw and Sons, Aylmer, Ont.  
 Mercena Artalissa (5987), at 4y. 10m. 14d. of age; 16.76 lbs. fat, equivalent to 20.95 lbs. butter; 419.5 lbs. milk. Owned by M. H. Halsey, Springfield, Ont.

Dot of Elmwood (10046), at 4y. 6m. 16d. of age; 15.55 lbs. fat, equivalent to 20.45 lbs. butter; 451.8 lbs. milk. Owned by R. J. Kelly, Tillsonburg, Ont.  
 Vale Concordia des Cheneaux (10790), at 4y. 8m. 23d. of age; 15.63 lbs. fat, equivalent to 20.64 lbs. butter; 529.8 lbs. milk. Owned by Dr. L. de L. Harwood, Vaudreuil, Que.  
 Nelson Jess Poesh (12919), at 4y. 8m. 19d. of age; 13.27 lbs. fat, equivalent to 16.59 lbs. butter; 405.6 lbs. milk. Owned by Wm. Slaght, Beaton, Ont.  
 Madam Poesh Pauline (10291), at 4y. 9m. 29d. of age; 15.94 lbs. fat, equivalent to 21.15 lbs. butter; 460.2 lbs. milk. Owned by A. E. Hulet, Norwich, Ont.  
 Content Houstje DeKol (17963), at 3y. 11m. 23d. of age; 16.43 lbs. fat, equivalent to 20.51 lbs. butter; 396.5 lbs. milk. Owned by Bollert and Leender, Tavistock, Ont.

February 15, 1912  
**PUBLISHING**  
 One of our people writes: "I am interested, and do not know any other ways of doing it, and depend upon your kind and careful attention. Our expert will place at the disposal of the people. We make most effective and the smallest cost—and smaller cost than business being conducted in a fair and appreciative quality in dealing with."



# Make Your Buildings Lightning-Proof!

Ask for facts about the COMPLETE Roof!

Doubtless you concede already that the modern metal shingles make a cheaper better roof than any other material. But do you know that the newly improved Preston Shingles surpass ordinary metal shingles as far as they excel wood shingles? That is the fact; and there is a book full of other money-saving, roof-bettering facts that's FREE to you. You should send for that book without delay. The new edition is just ready. It is limited. You will be sure of getting a copy of it only by writing at once. For your convenience, we have printed a coupon in this ad. Please use it at once.

## This is the roof that is cheapest in the end!

Not only cheapest, so far as dollars-and-cents go, but the best roofing investment your money can find are these Preston Shingles. Not only cheapest because they will last longest, need repairs least, need painting never—But SAFEST for you to live under, safest for you to house your valuable live-stock and your crops under. For here, at last, is offered you the only roof specification that will absolutely protect you against the danger that ever menaces every other roofing—LIGHTNING. Lightning cannot damage a roof laid under the new improved specification for

# PRESTON SAFE LOCK SHINGLES

For one-fourth the final cost of cedar shingles, you can overlay your buildings with an enduring surface of heavy-gauge, thickly galvanized metal, impervious to moisture, proof against heaviest rains or deepest snows, sure to keep out the cold in winter and resist the heat of summer. Once in place a Preston Shingle roof is sure to give the kind of roof service you can best afford to buy—and to give it longer than any other material. And it will be absolutely a protection against LIGHTNING for your buildings, your life and that of your family.

## Let our FREE BOOK inform you fully

Delay not a minute in using the coupon that secures you a FREE copy of the book which describes the new Preston Specification for lightning-protection. Learn from it of the Preston Lightning Guaranty Bond which goes with every Preston roof. Let the book tell you fully about the increased safety from fire, the immunity you can enjoy during thunderstorms, the security you can feel in any weather, when you roof with these Preston Safe Lock Shingles. Use the coupon NOW.

The new Preston Specification, which improves metal roofs to a degree never before attained, is fully explained in this book we offer you if you write at once. So is every fact about every kind of roofing - -

**Clip Out This Coupon Right Now And Send It**

Send me a copy of the new edition of PRESTON SAFE LOCK SHINGLES and tell me how to protect my buildings against lightning.

My name is \_\_\_\_\_

Posta address \_\_\_\_\_

Province \_\_\_\_\_

You may quote me as saying that I have no objection to your using my name in connection with your advertisement for Preston Safe Lock Shingles without obligating me to buy anything.

101

**Edolpho**  
 MANAGER  
**Metal Shingle & Siding Co., LIMITED**  
 Preston, Ontario Branch Office and Factory: Montreal, Que.

In connection with this advertisement, we saw in type on the page is forementioned. Above all, in writing show resentment or give lone after the price is forementioned. It is a fraud call that is paid for ever.

On all of our service and service and big other people's money is our first aim to give at all times, and only possible. Our thousands of the best service not.

It is announced probably more will the Dominion Government estimate and gain to the farmer's side.

**PUBLISHERS' DESK**

One of our people in Western Ontario writes: "I never did any advertising, and do not know your rates, nor ways of doing it, and I will depend upon your kind help."

We are always ready to give the most careful attention to calls of this kind. Our expert knowledge we freely place at the disposal of all our people. We make the advertising the most effective and satisfactory and at the smallest cost—very better service and smaller cost than were in our business being considered, for we realize and appreciate our great responsibility in dealing with orders of this kind.

Some of our people hesitate to write us in regard to questions they may want answered or orders they wish us to fill. Often we learn of friends who have not written us upon subjects they wished to discuss in print through our columns because they feared their writing was too poor.

To all such we would simply say: Write us in your own way, we will appreciate your letter. Don't worry if you think your writing is poor. We will be able to read it and will give it our careful attention.

Last week we received a letter, which caused us to feel sorry for the writer. It read as follows:

"In your issue of Jan. 26, appeared an advertisement for a small churn and vat, no name being given, but referring to Box 10, Farm and Dairy. I wrote a reply to this and signed it plainly Box 10, yet for some reason probably known to your offices, this letter was not delivered to Box 10, and the advertiser never saw it, and instead you wish me to pay \$1.00 for the privilege of advertising my article. I am not known to your office, and I have no money to pay. I am very sorry, so this delay has probably lost me the sale. I would be pleased if you would place my letter in the hands of the man for whom it was intended, failing this send me his name and address; if you will not do this please let me know. Every time it has been necessary for me to write Farm and Dairy I have been subjected to some such annoyance as this."

"As my subscription expired with January, please discontinue it."

On the face of it the absurdity of this accusation brought against us is self-evident. What for and why should we carry on our business if not to render our service with dispatch? We carry on this letter only to show the very unreasonableness of claiming our conclusions wholly unfounded in fact.

In connection with the foregoing we are reminded of an advertisement we saw in type one time. It read: "Above all, in writing letters, never show resentment or anger. The letter lives long after the cause of the offense is forgotten." To write a distant friend a grand call down is an error that is paid for every day in tears."

Only can we succeed as we carry out all of our obligations and render the service and big value in return for other people's money. Be assured that our first aim is to render such service at all times, and so far as we are able, we will. Every one of our thousands of subscribers is given the best service possible.

It is announced that \$100,000 and probably more will be provided by the Dominion Government in the near future estimates to furnish seed to the farmers of western Canada.

**Why Man of To-day is Only 50 Per Cent. Efficient**

By Walter Walpole

If one were to form an opinion from the number of helpful, inspiring and informing articles one sees in the public press and magazines, the purpose of which is to increase our efficiency, he must believe that the entire American Nation is striving for such an end—

And this is so. The American Man because the race is swifter every day: competition is keener and the stronger the man the greater his capacity to win. The stronger the man the stronger his will and brain and the greater his ability to match wits and win. The greater his confidence in himself, the greater the confidence of other people in him: the keener his wit and the clearer his brain.

The American Woman because she must be competent to rear and manage the family and to direct all the thought and responsibility from the shoulders of the man, whose present-day business burdens are all that he can carry.

Now what are we doing to secure that efficiency? Much mentally, some of us much physically, but what is the trouble?

We are not really efficient more than half the time. Half the time blue and worried—all the time nervous—some of the time really incapacitated by illness.

There is a reason for this—a practical reason, one that has been known to physicians for quite a period and will be known to the entire World ere long.

The reason is that the human system does not, and will not, rid itself of all the waste which it accumulates under our present mode of living. No matter how regular we are, the food we eat and the sedentary lives we live (even though we do get some exercise) make it impossible; just as impossible as it is for the grate of a stove to rid itself of clinkers.

And the waste does to us exactly what the clinkers do to the stove; it makes the fire burn low and inefficiently until enough clinkers have accumulated and then prevent its burning at all.

It has been our habit after this waste has reduced our efficiency about 75 per cent., to drug ourselves; or after we have become 100 per cent. inefficient through illness, to still further attempt to rid ourselves of it in the same way—by drugging.

If a clog is not cleaned, once in a while it clogs up and stops; the same way with an engine because of the residue which it, itself, accumulates. To clean the clog, you would not put acid on the clog, you would probably find one that would do the work, nor to clean the engine would you force a cleaner through it that would injure its parts; yet that is the process you employ when you drug the system to rid it of waste.

You would clean your clock and engine with a harmless cleanser that Nature has provided, and you can do exactly the same for yourself as I will demonstrate before I conclude.

The reason that a physician's first step in illness is to purge the system, is that no medicine can take effect, nor can the system work properly, while the colon (large intestine) is clogged up. If the colon is not clogged up the chances are 10 to 1 that you would not have been ill at all.

It may take some time for the clog-

ging process to reach the stage where it produces real illness, but, no matter how long it takes, while it is going on the functions are not working so as to keep us up to "concert pitch." Our livers are sluggish, we are dull and heavy—slight or severe headaches come on—our sleep does not rest us—in short, we are about 50 per cent. efficient.

And if this condition progresses to where real illness develops, it is impossible to tell what form that illness will take, because—

The blood is constantly circulating through the colon and, taking up by absorption the poisons in the waste which it contains, it distributes them throughout the system and weakens it so that we are subject to whatever disease is most prevalent.

The nature of the illness depends on our own little weaknesses and what we are the least able to resist.

These facts are all scientifically correct in every particular, and it has often surprised me that they are not more generally known and appreciated. All we have to do is to consider the treatment that we have received in illness to realize fully how it developed and the methods used to remove it.

So you see that not only is accumulated waste directly and constantly pulling down our efficiency by making our blood poor and our intellect dull—our spirits low and our ambitions weak—it is responsible through its weakening and infecting processes for a list of illnesses that if catalogued here would seem almost unbelievable.

It is the direct and immediate cause of that very nervous and dangerous complaint—appendicitis.

If we can successfully eliminate the waste all our functions work properly and in accord—there are no poisons being taken up by the blood, so it is pure and imparts strength to every part of the body instead of weakness—there is nothing to clog up the system and make us bilious, dull and nervously fearful.

With everything working in perfect accord and without obstruction, our brains are clear, our entire physical being is competent to respond quickly to every requirement, and we are 100 per cent. efficient.

Now this waste that I speak of cannot be thoroughly removed by drugs, but even if it could the effect of these drugs on the functions is very unnatural, and if continued becomes a periodical necessity.

Note the opinions on drugging of two of our most eminent physicians:

Prof. Almon Clark, M.D., of the New York College of Physicians and Surgeons says: "All of our curative agents are poisons, and, as a consequence, every dose diminishes the patient's vitality."

Prof. Joseph M. Smith, M.D., of the same school says: "All medicines which enter the circulation, poison the blood in the same manner as do the poisons that produce disease."

Now, the internal organism can be kept as sweet and pure and clean as the external and by the same natural, sane method—bathing. By the proper system warm water can be introduced so that the colon is perfectly cleansed and kept pure.

There is no violence in this process—it seems to be just as normal and natural as washing one's hands.

Physicians are taking it up more widely and generally every day, and it seems as though everyone should be informed thoroughly on a practice which, though so rational and simple, is revolutionary in its accomplishments.

This is rather a delicate subject to write of exhaustively in the public

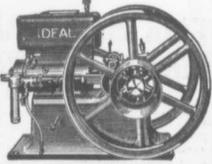
press, but Chas. A. Tyrrell, M.D., has prepared an interesting treatise on "The What, The Why, the Way" of the Internal Bath, which he will send without cost to anyone addressing him at 276 College St., Toronto, and mentioning that you have read this article in Farm and Dairy.

Personally, I am enthusiastic on Internal Bathing, because I have seen what it has done in illness as well as in health, and I believe that every person who wishes to keep in as near a perfect condition as is humanly possible should at least be informed on this subject; he will also probably learn something about himself which he has never known through reading the little book to which I refer.

**125 Egg Incubator and Brooder** **\$10**  
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Fresh laid out of  
copper tanks, superior  
chickens, 1000  
Free from  
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Grain Grinders, Water Hoists, Steel Saw Frames, Pumps, Tanks, Etc.  
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**WANTED** A Good General FARM miller and feeder. Single man preferred. Must be capable of taking full charge if necessary. Write  
**P. J. SALLEY, LACHINE RAPIDS, P. O.**

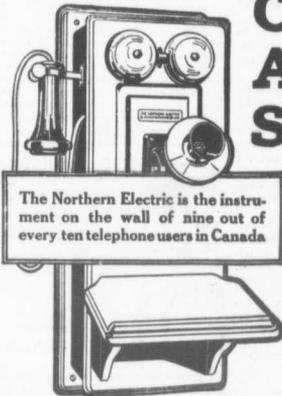
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ALL HOME GROWN  
Alfalfa \$12.00, Red Clover \$10.00, Anike \$11.00, Timothy \$9.00, O.A.G. \$10.00, \$11.00, Peas \$4.00, Oats several kinds 60¢; Bags extra; Cotton Seed 10¢ per lb. Seed guaranteed to suit you on arrival. Write for catalogue.  
**THE CALEDONIA MILLING CO., LTD., CALEDONIA, ONT.**

**SEED, OATS AND BARLEY**  
Siberian oats (test 35 lbs. or over). No one test. No. 2 barley, \$1.35 per bushel. Clean, Pure stock from selected seed. Also Empire State and Early Puritan Potatoes. Ask for samples.  
**A. HUTCHINSON, MOUNT PEARL, ONT.**  
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**WANTED**  
A Competent Man to take charge of garden and small farm about 10 acres, situated three miles from MacDonald College, St. Anne De Bellevue, Que. Free house, with water and heating. Apply with references, stating wage expected, to Box 999, Farm and Dairy, Peterboro.

**O. A. C. No. 21**  
**Choice Seed Barley**  
\$1.10 PER BUSHEL  
Bags 25c each extra.  
Money must accompany order.  
**J. J. PARSONS, Jarvis, Ont.**

# WE WANT TO TELL YOU HOW YOUR COMMUNITY CAN OPERATE A SUCCESSFUL TELEPHONE SYSTEM OF ITS OWN



The Northern Electric is the instrument on the wall of nine out of every ten telephone users in Canada.

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**N**EVER, since farmers first started installing their own telephone instruments, has there been produced so comprehensive a volume of instructions as our book "How to Build Rural Telephone Lines." This book, printed on good paper, illustrated with photographs and diagrams and bound in stiff, cloth covers, is an invaluable text-book on the subject of constructing telephone lines in the rural districts. Written in plain language by expert telephone engineers, it has been a very costly book to produce. It is really almost too valuable to give away free; we could not afford to distribute it haphazard. However, we have one copy for you.

## BUT We Send It Only When You Ask For It

"How to Build Rural Telephone Lines" tells about what other rural telephone companies have done, about company organization, about constructing the line, about installing the instruments, about the materials required, about the instruments themselves, and also even gives the law in regard to wires crossing railways, etc. Chapter after chapter, it goes into each item in detail. Nowhere else are the facts so concisely set forth as they are in this book.

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**T**HE number of rural telephone lines started during the last year has been greater than ever before in the history of Canada. If, indeed, it has not been started already, your own community is bound to have a telephone system, sooner or later. You would have such a system at once, if you and your neighbors only realized how quickly, easily and inexpensively it could be put into operation. You, yourself, can start this system going right away; with the help we offer, you can interest your friends and neighbors and, among you, can organize your own company, erect your own line, install your own instruments, and operate your own self-maintaining telephone system, just as successfully as the largest telephone exchange is operated in the largest city on the continent.

### You Can Organize Your Own Company

**Y**OU don't need to know anything about company organization to start a company among your own friends and neighbors. Our book tells all about both mutual and stock companies and shows you, step by step, just exactly how to go about the matter. It shows you how the procedure differs in the various provinces, what the different governments demand of you and what they will do to help you.

### You Can Build Every Foot of Your Own Line

**N**O expert lineman or superintendent of telephone construction is necessary to build the efficient line that you can put up yourself by merely following the detailed instructions given in this book. Any man who can read and who will follow directions with ordinary sense can build his own telephone line. With the instructions that you can give your neighbors after you have read this book, they can erect every pole, place every cross-arm, string every foot of wire and install every instrument. You can easily realize how this means economical construction.

### We Will Guide You In Every Step of Organization and Construction

**W**E are the largest manufacturers of telephones in the Dominion of Canada. Nine out of every ten telephones in use in the country to-day

have been made in our plant. You can readily understand, therefore, that our experts are the master-minds of telephone construction in the Dominion. It's the knowledge of these men that we place at your disposal—it's their expert advice that will guide you in every step.

### Let Us Show You How To Get The Movement Started

**F**ARMERS throughout the country are just beginning to realize that our experts are the master-minds of telephone construction in the Dominion. It's the knowledge of these men that we place at your disposal—it's their expert advice that will guide you in every step.

### Now Is The Time For You To Act—Before Someone Else Does It

**W**RITE in to us and get this book at once. A self-maintaining telephone system will eventually be started in your community. If the moment is not ripe, the time is fast approaching when it will be, and you owe it to yourself to be informed on the subject. If you want the book send us the coupon.

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