

# FARM AND DAIRY & RURAL HOME

Peterboro, Ont., Jan. 14, 1915



The Noon-day Repast

## The E. O. D. A. Convention

A Report of Addresses and Discussions

## Present Day Agriculture

By Prof. J. B. Reynolds, O.A.C., Guelph

## Mangel Harvest, the Easy Way

As Practised by Alfred Hutchinson

## Horse Industry, Present and Future

The Opinion of a Leading Horseman

## Why Alfalfa Yields Are Low

Have You Got the Right Variety

## A Letter from Salisbury Plains

By an ex-Editor of Farm and Dairy

# What Is Worth Doing At All Is Worth Doing Well

Have you taken time to look back over the past year, to note the things you have done and upon which you can improve for 1915?

Perhaps you are a dairy cattle breeder retailing milk, perhaps you are a cheesemaker, or a creamery man, and then again perhaps you are a mixed farmer with just a few cows.

But that part matters not. If you have been using inferior grades of dairy utensils, cream separator, milking machine, or cheese factory or creamery equipment, we have a proposition that means.

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# Factory Production Still Declines in Eastern Ontario

But Record Prices More Than Compensate for Decreasing Make. A Report of the 38th Annual Convention of the Dairyman's Association of Eastern Ontario.

**O**PTIMISM prevailed at the 38th annual convention of the Dairyman's Association of Eastern Ontario, held in Peterboro on Wednesday and Thursday of last week. The season of 1914 has been marked by the highest prices paid for cheese in the history of the industry; and Eastern Ontario is essentially a dairy and cheese district. The record prices of this year, it is believed, will tend to stimulate production next year; but for the past season a decline in production was reported. President Sanderson, in his opening address, estimated the decrease in cheese exports at 5.5 per cent. from 1913 to 1914, as compared with 9 per cent. from 1913 to 1913. "We must not lose sight of the fact," he added, "that the average selling price of cheese during 1914 was about one cent per pound greater than that of 1913. When this increase in selling price is taken into consideration, our cash receipts for exports will be very little under that of 1913."

Mr. Publow dealt with the statistical situation in more detail. "One of the most prominent facts to which I wish to call your attention," said he, "is the great shortage or decrease in the total milk supply. This has been due to one or more of three things, first, a very much lessened number of cows, there being 38,000 less than last year; second, the season which in many districts spoiled the supply of grass, green fodder and water; and third, to the continuance of cheese factory patrons to yield to the temptation offered by creamery men and ship their cream to the cities. The latter reason may perhaps seem more real if note is made of the fact that there were 2,338 less patrons in 1914 than there were in 1913. The actual number of pounds of milk delivered to the factories between May 1st and November 1st was 943,620,536. From this milk 77,082,657 pounds of cheese were manufactured. Those who follow the figures of cheese production will recognize at once that there has been a big falling off in this respect. The actual shortage is 2,042,096 pounds, or amounts to an average of 85 pounds a box, these figures represent a shortage of over 107,000 boxes. Several factories, however, had a large output after November 1st, and the shortage for the entire season will not be so great."

### Individual Production Increasing

"This is certainly a big shortage," added Mr. Publow "and the only redeeming feature in connection with it is the fact that the production of milk per cow has continued to increase. This year the increase has been 170 pounds per cow, which, in spite of dry weather, is certainly encouraging, and shows beyond doubt that the work of the cow testing associations and similar organizations is bringing forth good results."

The creamery business has been gaining steadily in Eastern Ontario in recent years. Mr. Publow reported three new creameries built since 1913, and in addition 33 combination factories made better during the spring and fall, and 120 cheese factories manufactured very regular. Altogether there were 35 regular creameries in operations with a total output during the six months (May 1st to November 1st) of 3,002,300 pounds of butter, which sold for 24 1/2 cts. a pound. This price is one cent a

pound less than in 1913, the lower price being attributed to increasing production and the growing competition of home production and foreign imports on the markets of Western Canada.

### Improved Quality the Keynote

The keynote of the appeal made by Mr. Publow was for improved quality, particularly of the raw product delivered at the factory and his appeal was echoed by practically every speaker of the convention. This need for better quality of raw material applies equally to cheese factories and creameries, and there was a distinct note of pessimism in Mr. Publow's voice when he said: "We had dairy instruction for a great many years, and yet we find after earnest work we have the same defects to report about, the same defects in our cheese and butter. How long are we to continue talk and preaching until a remedy is brought about?"

Mr. Publow did not lay the customary large share of blame on the producer. He did not say any great indictment to any patron to take extra good care of his milk and cream when he received no more for his product than the careless patron did for his. At the same time he did blame the creamery men for neglecting patrons for not asserting their rights and insisting that at their factory milk or cream be paid for on its merits. In his contention that during the three months of the Western Ontario, Mr. Publow was strongly supported by L. A. Zc'felt, of Kingston, and Geo. H. Barr, of Ottawa, who dealt principally with the defects of cream grading in western provinces. Perhaps the most telling contribution to the discussion was the testimony of Wm. E. Egan, a practical creamery man of Victoria county, that during the three months of last year when his patrons had expected him to grade cream he had received the best cream in all his experience, and had made better butter. As soon as the patrons were sure that cream was being graded, the quality rapidly fell away to the old standard. The opinion of the meeting took form in a resolution calling for a joint conference of the creamery men of Eastern and Western Ontario to meet in Toronto and discuss a cream grading and quality payment system for the province.

The same sentiment prevailed in the discussing of improving the quality of cheese factory milk; that the good patron must be given a financial reward for his superior product. A resolution that met with the approval of the convention urged that the Ontario Dairy Commission's recommendations governing the compulsory cooling of all milk coming to their factory. Mr. Publow suggested 75 degrees as a maximum temperature for mixed milk. Perhaps of still more importance was the resolution calling on the association to urge the immediate adoption of a uniform system for the grading of milk by farms and solids.

Pat by test has always been hindered in its progress by the high rating of experts as to the relative merits of this system and that system of compensation. During the past year Mr. Barr has been conducting experimental work which has led him

(Continued on page page 7)



Trade Incre

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# Present An Addr

## NOTWITH

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# FARM AND DAIRY

## & RURAL HOME



We Welcome Practical Progress— Ideas

The Recognized Journal of Dairying in Canada

Trade increases the wealth and glory of a country; but its real strength and stamina are to be looked for among the cultivators of the land.—Lord Chatham.

Vol. XXXIV

FOR WEEK ENDING JANUARY 14, 1915

No. 2

## Present Day Agriculture and Its Problems

An Address at the E.O.D.A. Convention, by J. B. Reynolds, O.A.C.,  
Guelph, Farmer and College Professor

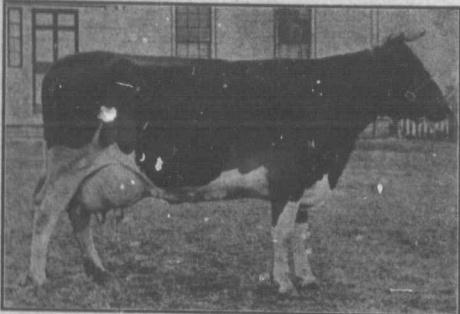
**N**OTWITHSTANDING all that is being said to-day about increasing opportunities in farming, about farming as "a profession," and the farmer's "noble occupation," it remains true that very few farmers are prominent citizens, very few enter public life, and most of them are forced to be content with small returns for their labor. A farmer near Guelph told me in answer to a direct question, that his total sales from a farm of 75 acres amounted, taking one year with another, to \$600, or \$8 an acre. He said moreover that he was doing better than many of his neighbors. He probably underestimated his income. As a matter of fact a farmer is not to be trusted in a statement of this kind. Not that he wishes to deceive, not that he won't tell, but that he can't tell—he doesn't know.

When I was teaching school I tried to screw out of my trustee board a raise of \$10 on my salary—I was then receiving \$375 a year. I pleaded that I could hardly save anything on that salary. One of the trustees retorted that \$375 was more than he ever got in any one year. And yet that same farmer to-day owns or has given to his sons, between 300 and 400 acres of the best land in that district. I boarded in his house for a year. His family lived well; that I can vouch for. He gave his three sons and one daughter a musical training good for all local purposes. He gave them all the schooling they wanted, which however did not go beyond the public school. And he did all this in 30 years, according to his own story, on an income of less than \$375 a year. It is a remarkable instance of thrift.

### Students' Opinions

Quite recently a number of printed questions have been submitted to the students in attendance at the Ontario Agricultural College,—questions relating chiefly to this: Did they intend to follow actual farming after leaving the college, and if so, why? If not, why not? Of over 150 who have replied thus far, 100 were born on farms, 80 of them in Ontario. The question then was, for the majority of them, did they intend following the life into which they were born, or abandoning it. I would have you observe that, while an agricultural education may be supposed to prepare men for farming, it does not follow that all who enjoy the benefits of that education become far-

mers. This is a free country, and it is one of the consequences of our freedom that we are disposed to choose our own occupation, and not to have our occupation thrust upon us. Many of these young men, born on the farm, and now acquiring an education that should help to make successful farmers of them, have somehow learned that there are disabilities in farming that make the prospect of it distasteful to them. And



Miss La Honda, Canada's Best (Public Dairy Test Performer

At the Maritime Winter Fair, Amherst, Nova Scotia, Miss La Honda produced 274 lbs. of milk, 34.1 lbs. fat, 22.4 lbs. solids and a total score of 332.57. This is the Canadian record for a three-day public test. Two months after calving this cow averaged over 100 lbs. of milk a day in three milkings. She is owned by S. Dickie & Sons, Central Onslow, N. B.

I am going to give you some of the reasons for that distaste, reasons stated by themselves.

I would have you pay earnest heed to the opinions of these boys, some of them your own sons or sons of your neighbors. The answers were given seriously, and are an honest and candid expression of feeling on a matter no less important than the choice of an occupation. Of those who find farm life distasteful, 33 mention long hours as a reason; 24,—too much grind, no opportunity for amusement and recreation; 17,—poor returns; 13,—lack of capital; 10,—lack of labor; 7,—lack of conveniences; 4,—Sunday work. These reasons you will observe are chiefly economic, questions of labor, capital, hours of employment, and expenditure for conveniences in house and barn. There are social reasons given likewise, but we have not time to deal with them now.

I think you will agree with me in admitting that, as farming goes in Ontario at least, most of these objections are well taken. The conditions referred to are all too common. Working from daylight to dark is the traditional practice. It seems a kind of superstition in the minds of many farmers that the farm would go to ruin if they and their sons and their hired men were not hustling around somewhere on the farm while there is daylight. Perhaps I may be permitted to testify from a limited, though I believe, a sufficient experience of three summers in managing a farm, that these long hours are quite unnecessary. Chores should be reduced to a minimum in the summer. For instance, cows

should freshen in the fall instead of in the spring, and thus the work of milking is made light as possible in the summer months. Nor can the subterfuge of quitting outside work at 6 o'clock, and leaving the milking and other little items to be done afterwards, be commended.

The work on the farm can be kept up to date, by quitting in time to do the chores before six o'clock. I am sometimes asked what I should do if I were alone, without help, or with insufficient help, on a 75 acre or a 100 acre farm, where it would be physically impossible to do the work in 10 or 12 hours a day. My reply has been that I would either manage the farm so that I could afford to employ sufficient help or quit the job and look for some other in which I could find some comfort in life. No man ought to be a slave to his work, or expect others to be slaves. Long hours are more often a habit than a necessity. As to boys on the farm, sports and recreation are a need of their nature and a right that ought not to be denied.

### Lighten Chores by Conveniences

The incessant drudgery of chores in the barn and of housework in the home, may be greatly lightened by conveniences. The monotony of the never ending task is felt by the women and the girls on the farm, even more than by the men and the boys. And the discontent with farm life is proportionate. In scarcely any realm of human activity has the inventive faculty of man done more to lighten and to expedite work than in farming. We have instead of the reaping hook and the laborious method of binding the grain by hand, the marvellous ingenuity of the self-binder. We have machines for loading, and forks and slings for unloading. We have the potato planter and the potato digger. We have, instead of the poverty-stick of long ago, the ca-

(Concluded on page 9)

### Mangel Harvest the Easy Way

Alfred Hutkinson, Wellington Co., Ont.

IT may seem a little out of place to discuss methods of storing roots just now when the root harvest is over and our thoughts are turning to preparations for the next crop. But I find that if I leave a subject for a "seasonable time" that it will either be forgotten or I shall be too busy or tired, or the weather will be too hot, or something else will prevent, and it will be postponed for a more convenient time.

It has long been a mystery to me why farmers are advised to be so careful in the pitting of mangels, while we are supposed to take up turnips the easiest way possible. Now, as a matter of fact, given the same treatment, mangels will keep longer than turnips by weeks, yes months, every time, excepting only exposure to frost, which mangels will not endure. I am quite free to confess that if I had to pull mangels by hand and twist the tops off, that my cows would have to cut them out of their bill of fare, and I believe that it is the idea that this treatment is necessary that deters so many from growing what is certainly the ideal root for dairy cows.

#### A Conversion to "Rough" Methods

When I came to Ontario from the west, 13 years ago, my predecessor advised me to take a sharp hoe to cut off the mangel tops and use the harrows to pull them. I listened respectfully enough, but I, in my thoughts, and one was that this was most certainly a barbarous method of treating mangels. There were three acres of "long reds" to harvest, and all the help I had was a stout lad, so one fine morning I started out with a big butcher knife to take up and pile my mangel crop. By noon I had learned several things. The most important was that if I intended to get those mangels into the cellar much before Christmas, I should have to adopt some more rapid method than pulling by hand and topping with a knife. Another thing was that I had a back which strongly objected to being bent all day. There were others of minor importance, but these two live in my memory still. I surrendered unconditionally, and that afternoon we sharpened up the hoes and sallied in.

I must admit that I had misgivings, especially when the harrows broke lots of those long reds off instead of pulling them; but that was nothing to what occurred when we put the first load into the root cellar. Like most other cellars, mine is filled through a hole in the ceiling, and after the roots have slid down a slatted chute, there is a straight drop of 10 feet to the floor below. Anyone who has handled a rather small sample of long red mangels can imagine what happened to that first load; lots of those roots were in five or six pieces. I certainly thought they were done for, but having started, I determined to see the job through, and we filled that cellar right up to the ceiling. There were 40 to 45 tons in all, and they kept splendidly, the pieces just as well as the whole ones.

#### A Practical Conclusion

Now, I am not going to attempt to prove that mangels keep better for being broken up; probably if they were carefully hand-picked, wrapped in tissue paper and placed in cold storage they might keep for two or three years. That is not the point at all. What I want to show is that mangels may be topped and otherwise handled just the same as turnips, and will keep as

long as most of us need them. If one wished to keep a few loads extra late, they might be pulled and handled in the orthodox way and stored at the back for late use, but it is the height of folly to go to a lot of expense and trouble in caring for that part of the crop that is to be fed before, say, April 1st. After that date they will decay to some extent, but we throw the bad ones to one side and feed them to the cows. They may not do them much good, but they don't do them any harm; they seem fond of them.

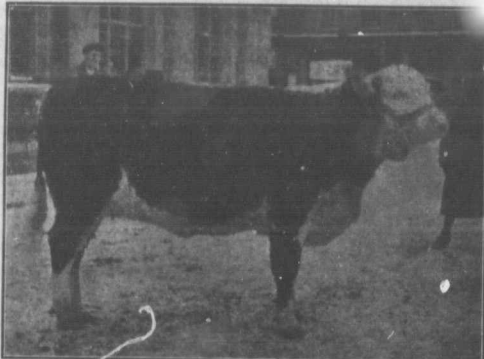
We have handled 13 crops now, running from 30 to 45 tons each, and this year we stored between 60 and 65 tons. Every mangel was topped with a hoe and they were harrowed out with the ordinary iron harrows. One turn each way is enough for mangels; turnips are better to have three or four.

### A Cheap Horse Ration

F. R. Mallory, Hastings Co., Ont.

WHEN the fall work is finished our horses are put on winter rations. They are fed a shovelful of silage twice a day. A little grain is thrown on top of the silage, and they eat it with relish.

Oat straw takes the place of hay when the horses are idle. About a month before spring work begins we start feeding hay. By the time we are ready to commence seeding their flesh has hardened up.



This blocky, straight-lined, smoothly covered heifer is Miss Brae 50th, champion of the Hereford classes at the recent fair at Guelph. She was exhibited by Jas. Page, Wallstown, Ont.—Photo by an editor of Farm and Dairy.

### Good Enough to be Champion of Her Breed

Our horses come through the winter in good condition, and stand the spring work well. We find this method just as satisfactory and a great deal cheaper than feeding hay all winter.

On the common earth roads and in the field horses can on an average pull 50 per cent. more load on a wide-tired wagon than on one with narrow tyres. In other words, two horses can pull as much load on the wide-tyres as three can on a narrow-tyred wagon. The wide tyres help to pack the road, the narrow tyres make ruts.

Our Nova Scotia system of keeping manure in cellars under the barn may have its objections, but from the standpoint of fertility conserved it is O.K. I believe it is a better plan to have a covered manure pit nearby, rather than have the cattle stable over manure, but our system is better than dumping the manure in the barnyard, as I understand is commonly done in some of the other provinces.—E. F. Eaton, Colchester Co., N.S.

### Cooperation through Farmers' Clubs

ONE of the striking things about the development of manufacturing, merchandising and commerce is the large scale on which they are carried on. This means that a great many people work together. It will be found that the work is divided up in such a way that certain groups of people work at one thing and so develop special skill and speed in doing this particular work. Other groups do other lines of work. This means that every one employed in the industry develops special skill for doing his or her particular line of work, and each line of work is under the direction of an expert. This results in making the factory, railroad, or whatever it is, more efficient.

In farming, it is not so easy to bring this about, as each one must necessarily do practically all the different kinds of work that needs to be done on a farm. However, one farmer will develop particular skill in feeding hogs, another has great success in raising horses. Another had a special knack for making roads; still another farmer can make trees and fruit to do exceptionally well. Such farmers are experts in these lines of work. They ought to be made the experts for the community so that their skill can be brought on to all the farms in the community. If this could be carried out, the production of the farms in any community would be greatly increased.

#### An Information Clearing House.

One way for bringing this about is the farmers' club. The farmer who has had success in growing hogs can tell his neighbors how he did it. As his farm is located right in the locality, any one who is interested can visit the farm and get more information in this way. The different lines can be done over in the same way. This would result in bringing the best methods worked out on each individual farm on to many of the other farms in the locality.

This would not only spread the skill of the individual farmer on to many farms, but it would have a great stimulus on the most successful farmers. They would have the eyes of their neighbors watching their methods. They would want to do even better, which would lead them to study their particular line more than ever.

A great deal could be done to encourage the breeding of pure-bred stock, and to confine it to one breed. It is a misfortune for a community to have several breeds of cattle. It is best to have just one. Then the community will develop that breed better and that much quicker because noted for that one breed.

The subject of marketing and buying can be taken up in the club. If the club members will buy together they can often secure better prices from the grocer, the hardware dealer, and the machine dealer, etc.

The farmers' club can be made the starting point for these cooperative enterprises. It can be used to secure the farmers the benefits that big business secure from doing things on a big scale. Many have the idea that nothing can be done unless there is a big organization. This is a mistake. The successful cooperative enterprises have come from small beginnings.

We will soon be taking our farm inventory. We find that the best time to sum up the year's operations on the farm is along in the latter part of the winter.—L. K. Shaw, Welland Co., Ont.

### The Horse

Business character is there in this usual year's operations



Ice harvest at the old house on the farm.

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One of past has been no great ex last 15 months big farms have Experience onstrated the place of the time, however been spent tractor com fore more v sary horses.

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We cannot the future.

Synopsis of Guelph.



**The Horse Industry, Present and Future\***

Robert Miller, Ontario Co., Ont.

**B**USINESS conditions in the horse industry in Ontario for some months past may be characterized as stagnant. It is usual that there is little business at this time of the year, but this year there is rather more stringency than usual. I attribute this to the fact that building operations have almost ceased. With this season

what Canadian farmers like to make it. We will have a greater western demand this next year as there is much grain to be grown and crops cannot be put in and harvested without horses. Then again next winter horses will be needed in the woods. Following on the war we will have more immigrants. Building operations will be accelerated, and thus will the home demand be increased.

Then consider the tremendous wastage of horses in Europe. The life of a horse in action is estimated to be four months. There are now 140,000 horses in use for military purposes in England and 250,000 in France. It would take half the horses in England to keep the allied armies supplied in horse flesh for one year. When the war is over there will be a demand for horses to re-stock the farms of England. This demand will come to Canada. The market they will offer will be a critical one. The British are good horse judges. If we produce good types we will have them at our doors. We will do well to breed nothing but the best.

I have been discussing with draft horse breeders the horse situation. All testify that all letters received by them state that nothing but the best quality of breeding stock is wanted. If we stick to this there is no question as to what the future of the industry may be.

**Growing the Colts**

Jos. Armstrong, Wellington Co., Ont.

**A** STUNTED colt never develops into a first-class horse. I expect my colts to be grown at one year old. If a yearling colt were to weigh only 500 or 600 lbs., there would not be much chance of it making a good drafter. Many horses are stunted in their growth when colts,

**Why Alfalfa Yields are Low**

By Tom Alfalfa

**F**OR several years I have been boosting alfalfa in season and out of season. I have made its good qualities known wherever I have gone. Occasionally, however, I am brought up with a cold, hard bump. Usually these bumps are encountered right out on the farms. I may be painting the merits of my favorite forage crop to some farmer friend when he will bring me up with "Yes, I have heard all that and gave alfalfa a good trial, but it did not pan out with me." Usually I am able to trace the source of such alfalfa failures. Occasionally bad cultural methods explain the failure. Sometimes the alfalfa is seeded on cold, low-lying land. More often, however, the failure can be attributed to using seed of unknown origin and not adapted to this country. I am becoming firmly convinced that we will never make the best success with alfalfa until we get some hardy variety of seed disseminated throughout the length and breadth of Canada.

Seed grown in southern countries is perhaps the greatest evil of the inexperienced alfalfa grower. Seed that is produced in Peru, Bolivia, or other warm countries is not suitable for Canada, and yet a large part of the seed that is sold by our seed merchants comes from these countries. Even if the catch does get through one favorable winter, it is almost certain to be destroyed in the following winter. So far as I know, only two varieties are adapted to Canada: The Grimm and the Canadian Variegated. Of these I prefer the former. In every case where true Grimm seed has been used in my own district, the results have been eminently satisfactory.

**When Alfalfa Doesn't Yield.**

Frequently I run against another difficulty. People have tried alfalfa and found it hardy, but with yields so bad that they could not afford to continue the crop. I have seen fields that would not yield two tons to the acre in three cuttings, and many that would go much short of that. If that were the best I could do with alfalfa I wouldn't grow it myself. The seed least adapted to this country, I believe, is the Turkestan, and the following from a recent Breeders' Gazette will explain why the Turkestan is not suitable to this country:

"Turkestan is a land of drought and heat, with cold winters. Alfalfa is one of the principal crops of that country, and there has been developed there a small-growing, semi-dwarf variety of alfalfa adapted to light rainfall and other climatic conditions of that land. In that region alfalfa seeds notably well, and within recent years the Turkestan farmers have been growing large and increasing amounts of alfalfa seed, which the extension of Russian railway systems has given an outlet to market. Unhappily the alfalfa of Turkestan is a light-yielding sort. In Italy it was found to yield about one-third as much as alfalfa from seed derived from Hungary, Provence, or Argentina, and one-fourth as much as alfalfa from (Concluded on page 11)



The Ice Harvest as Conducted by One of Our Flocks

Ice harvest season is not here yet. It is not too early, though, to start getting the old house in shape for the crop or to build an ice house if one is not already on the farm. Mr. Jno. W. Alexander, L'Assomption Co., Que., may be here seen gathering his ice harvest in 1915.

tion of construction, the demand of contractors for horses has also ceased. Railway building, too, is at a halt, and the horses that would ordinarily be sold to railway contractors have been turned on the general market.

One of our outlets for surplus horses in the past has been Western Canada. There has been no great expansion in our western country in the last 12 months. The use of the tractor on the big farms has also interfered with horse demand. Experience with the tractor, however, has demonstrated that the machine can never take the place of the horse on the farm. In the meantime, however, much money that might have been spent for horses has been diverted to the tractor companies and it may be some time before more will be available to purchase the necessary horses.

**War and Horses**

What effect will the war have on the horse trade? This is a question that we are all asking. A few months ago we thought there would be a great demand for horses for military purposes. When our first contingent was supplied there were still plenty of horses left. Then the British authorities started to buy on this continent. They, however, go largely to the United States where they get a uniformity of condition and type that they cannot get in Canada, and at \$15 to \$40 a head less. Hence I do not know that we in Canada will get much benefit from British buying. There are 24,000,000 horses in the United States. The kind that are being bought are good to look at, but are not trained to hard work as ours are. I understand that one firm got an order for 40,000 horses for France.

The second Canadian contingent will create a demand for horses that will take 1,000 a week. This will help the trade. Its greatest value is that the horses in demand are of a class we can well do without.

Another factor that has reduced the demand for horses during the fall was the cessation of lumbering operations. The hundreds of teams that usually go into the woods are this year staying at home. This I believe will be only temporary, however, as the demand for lumber will again spring up.

We cannot speak with certainty of prospects for the future. The future as I see it is just exactly the synopsis of an address at the last Winter Fair, Quebec.



Just Ready to Start Earning Their Own Living

Here we may see the two-year-old farm team of Jos. Bateman, York Co., Ont. Mr. Bateman believes a yearling colt should weigh one-half of what it will at maturity and a two-year-old should have the frame of the mature horse. Such a growth of course, calls for good feeding from the start.

and the check is usually given during the first winter. I have seen fine growthy colts go into the barn in the fall and come out in the spring not larger than when they went in. Market top (Concluded on page 16)

light-yielding sort. In Italy it was found to yield about one-third as much as alfalfa from seed derived from Hungary, Provence, or Argentina, and one-fourth as much as alfalfa from (Concluded on page 11)

## Good Addresses at E.O.D.A. Convention

But the Audiences That Heard Them Were Small



## Getting Better Work

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Pratts Healing Ointment (For Man or Beast), 50c. Pratts Worm Powder, 50c. Pratts Veterinary Colic Remedy, 50c. Pratts Lintiment, 50c.-\$1.00. Pratts Dietscoper and Pink Eye Remedy, 50c. Pratts Animal Regulator, 50c. to \$1.50. Pratts Dip and Disinfectant, \$1.50. Pratts Healing Powder, 50c. Pratts Hoars, Cough and Cold Remedy, 50c.-\$1.00. Pratts Fly Chaser, 50c. Pratts Hog Ointment (For Cows), 50c.-50c. Pratts Swain Remedy, 50c.-\$1.00. Pratts Spavin Remedy, 50c. Pratts Cow Tonic, 50c. to \$1.50. Pratts Calf Tonic, 50c. to \$1.50.

Out of the horse, simply means, after all, a little commonsense care in regard to diet. The right kind of food with a table-spoonful of

## Pratts Animal Regulator

once or twice a day, mixed with the feed, will sharpen the animal's appetite, keep its coat smooth and glossy, keep the blood cool, bowels regular and digestive organs in prime condition, enabling the animal to obtain the full benefit of every ounce of food eaten. Teamsters and men who run their horses hard, feed Pratts Animal Regulator daily and get more work out of them. One owner tells us that he

saved one bushel of oats out of every five by using Pratts Animal Regulator. 25-lb. pail, \$3.50; also in packages at 50c. and \$1.00.

Pratts Warm Powder is purely vegetable, has a strong tonic effect, and is unquestionably the quickest, surest and most thorough worm destroyer. Sold in 50c. boxes.

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THE annual convention of the Eastern Ontario Dairyman's Association is in a sense a dairyman's parliament. Opportunity is afforded to representatives of the dairy industry to voice their grievances, suggest legislation which they consider would be in the best interests of their industry, and criticize methods of dairy supervision and instruction, but it is designed also to be an educational institution of the first order. To it is gathered the best talent the country affords to impart information to the visiting delegates. These

meetings offer a rare opportunity for gleaming agricultural wisdom, but they have never been attended as they should be, and this year the slackness of attendance was particularly noticeable. The addresses and discussions, however, lacked nothing of their old-time value.

The keynote of many of the addresses was struck by C. C. James

Commissioner of Snowdro, the female champion of the Agriculture for Can.-Western Fair, London, 394. Fred by a home Ryckman's Bred by, Ont.

for "patriotism and production." "We are at the present time facing responsibilities and duties such as we never faced in this country before," said Dr. James. Then he added significantly, "It is easier to be patriotic when the hand is playing and the people cheering, than to be patriotic out alone on a 100 acre farm." The patriotism of production, however, is just as essential to the welfare of the Empire in this crisis as the patriotism that leads one to the firing line. The speaker made a strong appeal for increased

production, and outlined the efforts that will be made by the Dominion Government to assist, first by agricultural conferences throughout Canada, and secondly, by an agricultural handbook to be called "The Agricultural War Book," which will be issued in a couple of weeks and available to all who drop a card to Ottawa for it.

20 to 25 Per Cent. More Wheat The increase of fall wheat area in Ontario this year was placed by Hon. James Duff, Minister of Agriculture, at 20 to 25 per cent. He reiterated

## Good Why You Take Her

Good champion of the Agribrite contest at the home of the Ryckman's Bred by, Ont.

the importance of greater production and asked the Ontario farmers to do their share. The demonstration farm idea, too, came in for his consideration and met with disapprobation, he contending that the work carried on by agricultural colleges and the district representatives would do more good than any number of demonstration farms.

The first day of the convention was designated farmers' day, and the majority of the addresses were intended for the producers. Cow testing, as usual, was handled by C. F. Whitley. "Where do you not the abundant forage crop, the improved stables, the windmills, the new silos?" he asked. "On the very farms whose owners use milk records." Among the illuminating comparisons made by Mr. Whitley was one in which the best cow in each of 650 herds in five provinces was compared with the cow having the lowest yield but one. Valuing fat at 30 cents a pound and allowing 53¢ as the average cost of feed, each one of the best cows gave as much profit above that fed cow as was made by 15 cows of the poorer type.

F. R. Mallory brought to the convention the knowledge gained by a college training and experience in breeding high-class pure-bred dairy cattle. His subject, "Building Up the Dairy Herd," was made particularly interesting and instructive by the illustrations that he drew from his own herd of Holsteins. He told of how his grandfather had gone out and spent \$750 for a pure-bred Holstein bull and female. On that foundation the whole herd has been built and in Ontario to-day there are 300 Holsteins tracing back to that one cow, and she so poor that in the cheese factory season she produced only 1,500 pounds of milk. The many high-record cows among her descendants owe their good qualities to the consistent use of high-class sires. To the breeders of to-day, Mr. Mallory advised that a pure-bred herd header, but one with a pedigree that would give promise of producing producers. He advised against run-

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8	42	16 1/2	6, 6, 6, 6, 6, 6, 6	.29
8	47	16 1/2	4, 5, 5 1/2, 7, 8 1/2, 9, 9	.28
9	48	16 1/2	4, 5, 5 1/2, 7, 8 1/2, 9, 9	.30
9	48	16 1/2	6, 6, 6, 6, 6, 6, 6, 6	.31
9	48	16 1/2	6, 6, 6, 6, 6, 6, 6, 6	.33
9	52	22	4, 4, 5, 5 1/2, 7, 8 1/2, 9, 9	.31
9	52	16 1/2	4, 4, 5, 5 1/2, 7, 8 1/2, 9, 9	.33
10	48	16 1/2	3, 3, 3, 4, 4 1/2, 7, 7 1/2, 8	.35
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(Concluded on page 8)

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Gilson Manufacturing Co. Limited, 2310 York St., Campbell, Ontario



Factory Production Still Declines in Eastern Ontario

(Continued from page 3.)
to the place where he "wouldn't give a snap of my finger which system is adopted" so far as just financial distribution is concerned. His results showed that straight fat, fat plus two, the fat-casein test and fat plus calculated casein, all gave fairly uniform results, and all were immeasurably superior to the pooling system. He thought that dairy experts ceased their bickering and agreed on some one uniform system of paying for milk and then advocated that one method as the standard.

A further resolution approved by the convention: "That we, the members of this association, are opposed to the passing of legislation as recommended by the Canadian Freight Association regarding the specification of cheese boxes, but rather recommend that more attention be paid by box manufacturers in the selecting of timber used and the seasoning of the same." Appreciation was also expressed of the kindness of the Canadian S.A. Co. in supplying the delegates with membership badges.

Officers Elected
Directors for the following year were accepted as follows: Henry Glendinning, Manilla; G. A. Gillespie, Peterboro; W. H. Olmstead, Bearbrooke; Joseph McGrath, Mount Chesney; Nelson Stone, Norham; R. G. Leggett, Newboro; Neil Fraser, Vankleek Hill; Wm. Brown, Dickenson's Landing; Fred Dillworth, North Gower; John Gittens, Alexandria; J. A. Campbell, Ormond; T. W. Wright, Picton; T. H. Thompson, Madoc; Willett Farley, Charlton; J. B. Ferguson, Renfrew; John Stee, Almonte; and John Forrester, Bath.

At a special meeting of the directors, all the officers were re-elected: Honorary presidents, Hon. Senator Durberville, Brockville, and John R. Dargavel, M.L.A., Elgin; pres., J. A. Sanderson, Oxford Station; 1st vice-pres., J. N. Stone, Norham; 2nd vice-pres., R. G. Leggett, Newboro; 3rd vice-pres., Jos. McGrath, Mount Chesney; treasurer, James R. Anderson, Mountain View; secretary, T. A. Thompson, Almonte; auditors, Mj. Eird, Stirling, and John Hyatt, Picton; public prosecutors, T. H. Thompson, Madoc, and Ivan Fublow, Ottawa.

The auditors' report showed a balance on hand of \$593.54.
The convention this year was both a success and a failure. It was a success in that it imparted a great deal of information, and that the discussion pointed the way for marked progress in methods of paying for dairy products. It was a failure in that it failed to attract a reasonable attendance from the surrounding country and the small representation from distant points was composed mainly of the old stand-bys who have attended every convention for years back. It was particularly regrettable that so few farmers were in attendance. It would seem that one of the big tasks of the executive before another season is to find some method of attracting more dairymen to their conventions.

It is sometimes a good plan to leave some of the corn stalks standing. Every fourth row left standing will hold a lot of snow on the land. At the North Dakota Experiment Station it was found that one-fourth of the corn stalks left standing stopped about as much snow as when all were left. This will in many cases mean a good deal to the next crop. The added moisture will make the soil less liable to blow, and the standing stalks will check the wind a good deal, near the surface, and this also reduces the drifting.

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I HAVE been asked to say a few words to my former friends concerning the shortage of potash. Now, friends, although the European war has put a stop to the shipment of Potash Salts from Germany, there is really no immediate cause for worry.

Government experts in United States and Canada, and the experts in the fertilizer companies, have been busy finding ways and means of overcoming conditions arising from this potash shortage. They have entirely succeeded. And the new booklet on

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have won a big reputation, and you may prefer to use them. If so, The Ontario Fertilizers Limited will gladly supply you.

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Don't mistake me, friend, and think that Harab Fertilizers contain no potash this year. You can obtain Harab Fertilizers containing up to 3% potash. Where fertilizers containing above that amount are required, other fertilizing agents are necessary and are obtainable from The Ontario Fertilizers Limited.

If you will fertilize your crops according to the directions given in this new Harab Fertilizer Booklet, you will get excellent results. If you will take my advice you'll write for a copy right now.

Books for lumber crops, Progressive Jones



The Ontario Fertilizers Limited WEST TORONTO, CANADA

# Good Addresses at E.O.D.A. Convention

(Continued from page 8)

ning after high-record stock unless the records had been consistently high through several generations. 50 Per. Cent Greater Production Possible

J. H. Griedale, Director of Experimental Farms, in his call for increased production, estimated that 50 per cent. might be added to the output of the average farm. This, he said, could be done and the cost of production actually lowered by following a regular crop rotation, preferably a short rotation, and using wider working machinery. He made good his claim that the production

of dairy cows might be doubled by good feeding, by referring to work at the experimental farms. Some five or six years ago a bunch of heifer calves were selected from cows giving 2,000 to 3,000 pounds of milk. These heifers were fed properly, and the second year they were in milk they went almost 6,000 pounds a cow. A similar experiment was conducted at Quebec, only in this case the heifers were purchased after breeding. They were taken from herds that averaged only \$12 or \$13 in the factory season, but the heifers properly fed averaged \$45 last year.

Many other things he said which will have to be left for future issues. One comment is particularly worthy of note. He stated that so far no traction plow has been manufactured that will turn over the land as economically as horses. J. A. Ruddle, Dominion Dairy Commissioner, completed this session by giving an illustrated talk on "Dairying in Switzerland."

The second day of the convention was largely devoted to the interests of the cheese and butter makers. A visitor from Western Ontario, Mr. Frank Hays, Chief Dairy Instructor, followed up Mr. G. G. Puhlow, a summary of whose report is given elsewhere, in a discussion of the milk sediment test as a means of

improving the cheese factory milk supply. He endorsed the test as one that was simple to take, and the results of which could be seen and appreciated by every patron. In this he thought superior to the old standard which does not appeal equally to the average producer. Mr. Geo. H. Barz and Mr. L. A. Zulef, who followed Mr. Hays, devoted themselves to the art of making and finishing for milk and cream, and the finished products also, according to their quality. Mr. Zulef summed up the present situation nicely when he said that the present condition in the dairy industry more resembles socialism than cooperation. "The patrons all want the same price per hundredweight for their milk. The factories all want the same price for their cheese. We must get away from this system or further improvement will be very slow." This discussion led up to the resolutions regarding quality, given on page two.

**Is Well Water Clean?**  
The afternoon session was opened by Prof. H. H. Dean, who gave a summary of the experimental work at the college during the past year. Dr. J. F. Connell, bacteriologist of Queen's College, made a plea for more attention to the water supply, and the figures that he gave to justify his contention that such attention is necessary, was almost startling. Samples taken where the mouth of the well was elevated and properly protected showed 77 per cent. of safe water. Where the mouth of the well was closed, but poorly protected, only 11 per cent. of the water could be considered safe, and where the mouth of the well was not protected, only nine per cent. was safe. Twenty-nine of the 245 samples examined at Kingston were shown to be grossly contaminated, and of the whole, only 39 were classified as good." Geo. A. Putnam spoke of agriculture in its many aspects—the home, the consumer and the city, a pleasant break from a strictly dairy program.

Hon. J. R. Dargava, M.L.A., presided at the final evening session. Prof. H. H. Dean, who presented the G. C. Creelman, who was unable to be present. Speaking from the somewhat commonplace subject of "First Principles of Dairying," Prof. Dean dealt with the history of dairying and cows, and the kind of man that makes the ideal dairyman, in a way that proved always entertaining to his evening audience. As this and the following address, that of Prof. Reynolds, will be given fully in this and future issues of Farm and Dairy, we will not make extensive mention of them here. Both speakers contended that if greater attention is to justify itself, the farm must be profitable, viewed in the same light as we would view any other business, and both speakers made mention of some of the disadvantages which the industry of agriculture labors under.

The concluding address was delivered by Prof. Harcourt, his theme being "The Nutritive Value of Milk and its Products." The address should have been particularly interesting to the citizens of Peterboro who were present, in that Prof. Harcourt proved conclusively that dairy products may be made a cheap and constant substitute for meat and its products, a consideration worth considering in these hard times, and one that will ensure the continued prosperity of the industry.

Shade trees do more than any other thing to make the country home beautiful. Their planting and care are dealt with fully in bulletin No. 19 of the second series published by the Department of Agriculture, at Ottawa. Copies may be had on application to the Publications Branch.

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H. Bronson Coates, Managing Director, The Rural Publishing Co., Ltd.

**F**ARM AND DAIRY'S offer to procure children from Belgium if possible, and if not then from England or from Canada, for those of Our Folks who will offer them homes, is making steady, and on the whole gratifying, progress. We are still receiving applications for children. Several have been received this week from points in New Ontario. For the present we feel that we have received all the applications that we are likely to be able to take care of for some time, and, therefore, would not advise any more of our readers to write us until we announce our ability to more than fill the applications that we already have on hand.

Last week a deputation from the Children's Aid Society of Ontario waited on the Ontario Government to enlist its cooperation in bringing some of the children of Belgium to Canada. It was realized that great difficulties are to be encountered in this work but if it is at all practicable it is proposed to carry the movement through to a successful conclusion. The Children's Aid Societies have already agreed to cooperate with Farm and Dairy in finding homes for any of these children that may be brought under its auspices.

### No Word From Belgium

As yet we have not heard from the Belgian Government. The probabilities are that conditions are so disturbed in Belgium that the Belgian Government itself is unable to deal with the matter. As is well known, King Albert is fighting in the little strip of Belgium still free from German control. Many thousands of Belgian refugees and orphan children are scattered through France, Holland and in private houses throughout England. Under these conditions it is not to be wondered at that the Belgian Government is slow in replying to the request of the Belgian Consul in Ottawa, for information as to whether or not it will favor the bringing of Belgian children to Canada.

The fact that the great majority of the people of Belgium are Roman Catholics, thereby being very few Protestants, will make it difficult for Farm and Dairy to find homes for as many of these children as was at first thought might be possible. We have applications from a number of our readers who are Roman Catholics offering to give homes to some of these Belgian children, but the number is limited.

Within the next few days we expect to have an interview with Mr. Alfred B. Owen, representing Dr. Barnardo's homes. Quite a number of orphan children of British soldiers have already been placed in the Barnardo homes in England, and the number is likely to be increased. Mr. Owen states that they have far more applications for children than they are able to find children to fill these applications, which means that it may not be possible for us to obtain many children through his assistance, but we hope to obtain some at least.

### Thirty Children Spoken For

Within the past week we have received word from three branches of the Children's Aid Society of Ontario that they have a total of thirty bright, healthy children on hand whose ages vary from a few months to fourteen years. These include both boys and girls. We have secured photographs of a number of these children and expect to publish them in an early issue of Farm and Dairy. Those of our readers who have already applied for children will be given first opportunity to adopt these children. We have notified the superintendents of

each of these homes to hold the thirty children, as we expect to find homes for all of them among the many applications we already have on hand from Our Folks. Some of them are real darlings. One boy, in particular in a Toronto home is a bright, wide-awake, active, manly little fellow, whose appearance strikes your heart, immediately you see his photograph, especially when you realize that he needs a home.

### Great Care Must be Taken

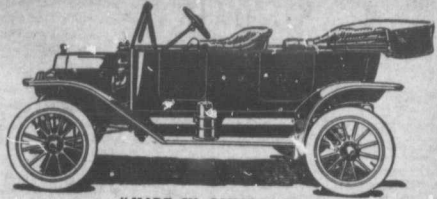
Already we have evidence that the greatest possible care will have to be taken in examining all the applications we receive with which we are not personally familiar. Recently we received an application from a woman in eastern Ontario, who offered to take two children, and to give them the best possible education and training. Word reached us that we should investigate this application, and on doing so we found that the woman in question was a woman of irreputable character. Why such a woman should want to adopt two young children, it is hard for us to imagine. Needless to say, neither she nor any other person whose character is not above reproach will have a chance to adopt any of these children. It is our intention that not a child shall be sent to any home until we know by careful investigation that the homes are such as will insure the children sent to them receiving good treatment. In addition to this we intend to see that after the children are placed they shall be visited often enough to assure us that they are being well treated and that they are happy and also that the people who receive them are dealing with the children. In next week's issue we will publish the photographs of some of these children for whom applications have already been received, and whom we expect to place in the new homes that are waiting to receive them.

## Present Day Agriculture and its Problems

(Continued from page 2)

pacious maw of the steam-thresher, with its wonderful digestive apparatus. We have the milking machine and the power-driven cream separator, and yet, in spite of all these and other devices, on many farms chores are still done under the old-fashioned inconveniences. The water supply is still rods away from both house and barn, and stabling and feeding still done with the maximum of labor.

It seems to argue on the part of the farmer a want of faith in his calling, a want of reliance in its resources, to worry along year after year with out-of-date arrangements and a water-system which brings the water to the barn and to the house. A farmer who is a disciple of the new agriculture will reason like this: "A water-system, for example, will increase the opportunities for leisure, and add to the permanent satisfaction of farm life. The work both indoors and out is arduous enough at the best and if I can lighten it I will save the process will enable me to make money or not. My business ought to be good enough to enable me to afford these conveniences. My family and I will not have to strive to live them, and I am going to have them. A man who has the courage and faith to act upon this thought, will likely have resourcefulness enough to make his farm pay for it.



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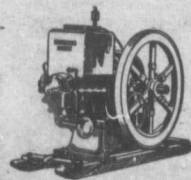
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AND RURAL HOME  
PUBLISHED EVERY THURSDAY



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The paid subscriptions to Farm and Dairy exceed 19,000. The actual circulation of each issue, including copies of the paper sent subscribers who are but slightly in arrears, and sample copies, varies from 23,000 to 19,000 copies. No subscriptions are accepted at less than the full subscription rate. Sworn detailed statements of circulation of the paper, showing the distinction by county and province, will be mailed free on request.

### OUR GUARANTEE

We guarantee that every advertiser in this issue is reliable. We are able to do this because the advertising columns of Farm and Dairy are as carefully edited as the reading columns, and because to protect our readers, we put every ad in unscrupulous advertiser. Should any advertiser herein deal dishonestly with you as one of our paid-in-advance subscribers, we will make good the amount of your loss, provided such transaction occurs within one month from date of this issue, that it is reported to us within a week of its occurrence, and that we find the facts to be as stated. It is a condition of this contract that in writing to advertisers you state: "I saw your advertisement in Farm and Dairy."

Refunds shall not pay their trade at the expense of our subscribers; we are our friends, through the medium of these columns; but we shall not attempt to adjust trading disputes between subscribers and honest, able business men who advertise; nor pay the debts of honest bankrupts.

### The Rural Publishing Company, Limited PETERBORO, ONT.

"Read not to contradict and to confute, nor to believe and take for granted, but to weigh and consider."—Bacon.

## A Students' Conference

WITH each recurring year the press and public ask in all seriousness why is it that such a large percentage of the students of our agricultural colleges fail to go back to the farm? Why is it that so many of them seem to prefer professional work? Criticism of this kind has been levelled particularly at the Ontario Agricultural College, probably because it is the oldest institution of its kind in Canada and its graduating classes the largest.

Much of this criticism is too hard. It was never intended that all of the graduates of our colleges should go back to the land. Many graduates are necessary for professional work in connection with agriculture and perhaps can do more for agricultural uplift in a professional capacity than if they were back on the land. O. A. C. graduates acting as district representatives, or manning the editorial departments of our agricultural papers, surely cannot be considered as lost to the industry of agriculture. At the same time, the percentage of graduates who are going into professional life is growing at such a rate that critics may well be pardoned for asking if the farm has lost its attractiveness.

No one is in a better position to explain why college graduates seem to be forsaking the farm than the students and ex-students themselves. It is now proposed that a conference of the students and graduates of the Ontario Agricultural College be held at Guelph the latter part of this month. The pros and cons of farming as an occupation will be discussed and all sides of the rural problem—social, educational, religious and economic—will come up for consideration. The conclusions reached at this students' conference should be full of interest, and Farm and Dairy will have a special representa-

tive on hand to give Our Folks the benefit of the discussions. In answering the one query, Why do graduates forsake the farm? some light should be thrown on the whole problem of rural depopulation.

## Color Fads Past and Present

WHY should the color of an animal's hide be considered of such importance by many breeders? In the December 31st issue of Farm and Dairy, a contributor signing himself "Herdman" takes strong ground against breeding for color. He points out that practically every breed of cattle has suffered at some time or other through the preference of its breeders for this color or that. A few years ago, for instance, white Shorthorns could not be sold advantageously for breeding, no matter how good they might be as individuals, nor how desirable their pedigree. In recent years, white Shorthorns have been winning in the show ring, and they are now in demand by fanciers of the breed. But in the meantime, how many splendid animals have been sacrificed because of their color? At another time in the development of this great breed, it was the red Shorthorn that was disapproved of, and at still another period the roan was in disfavor.

Dairyman are in no position to point the finger of scorn at the beef fancier. We have made our mistakes as well. American Jersey men have always had a decided preference for the solid colored cow, and some of the best animals of the breed were rejected because of their white markings. Recent importations, however, have included a great many Jerseys with white markings, and the explanation is that if we would get the best that is sold on the island of Jersey, we must take cows with white markings or none at all. Both Ayrshire and Holstein fanciers are attempting to breed for light colors. They may deny it in public, but the man with light-colored cattle never fails to mention it in a sales letter, and it is often a factor in completing a sale. At the same time, is it not true that many of the very best animals of both breeds are of the unpopular color? Among the Ayrshires that tend strongly to the red color we would mention Auchencrain Brown Kate 4th, Annie Laurie, Primrose of Tanglewyle, and Auchencrain Fanny 9th. Among Holsteins, that are more black than white we find K. P. Pontiac Lass, De Kol Mutual Countess, Banoskin Belle De Kol, and many others. "Herdman" will have the approval of every true breeder when he contends that dual purpose breeding for color and milk has less to recommend it than dual purpose breeding for best milk and best beef.

## Plugging the Leaks

FIVE years ago a young farmer in Eastern Ontario began to keep accounts. The first year he had only a cash book. Gradually he broadened his system of bookkeeping to include accounts with each department of the farm. Then he began to apply the knowledge that he gained from his accounts to his farm management. When we visited him a short time ago we found that he had rearranged his entire system of farming. Dairying, once a rather unimportant side line, now occupies the place of first importance. Hogs, once kept very extensively, have been found to be more profitable as a side line. Grain growing for market has been dropped altogether. As a result of these changes in management, the net income of the farm has been increased by more than fifty per cent. Hit and miss methods have been replaced by business exactitude. Above all, our young friend is better pleased with the farm and

farm work than he ever was before. He finds the keenest delight in making small changes here and there in the system and then watching for the results as reflected on his annual balance sheet.

Why not more enterprise in this line? Every farm has its own individual characteristics, and the system that is most profitable on one farm may not be desirable on another. A simple system of farm accounting enables the farmer to determine definitely just what crop rotation or what line of stock are most profitable for his conditions. A simple system of cost accounting need not take more than ten minutes a day once the method is established. And such cost accounting is of much more importance than the simple cash account which, we believe, is kept by most of Our Folks. Cost accounting enables us to make more cash. Cash accounting is merely keeping track 'of' the cash we have already made.

## Efficiency Experts

THE efficiency expert is the latest product of this age of industrial development. He makes it his work to study the business of his client, sift out the finest details of management, and then make suggestions for the more efficient conducting of the business. Occasionally an efficiency expert is paid as high as one hundred dollars a day; and the recommendations that he carries from his clients prove that he earns it.

Why not a farm efficiency expert? A couple of illustrations will show the character of the suggestions he might offer. A farmer in Halton Co., Ont., started in to work a small dairy farm with two teams of horses. An efficiency expert came in the guise of a shrewd neighbor who proved to the satisfaction of his friend, that three horses, properly hitched, would do all the work of the farm. The suggestion was adopted, the extra horse dispensed with and a saving that, in a series of years, will aggregate many hundreds of dollars was effected.

Farm buildings may often be re-arranged at little expense in such a manner as to cut the cost of doing chores very considerably. We have used this illustration before: A young man in Durham Co., Ont., came into the management of his father's farm. For thirty years or more it had been necessary to walk around the end of a large barn in order to get into the stables. The new manager cut a door in the basement through the side of the barn near to the house, and estimated that he and his men saved 93 miles of walking each year. In the same county another farmer, by substituting a tile for an open ditch that angled across his farm, saved himself hundreds of dollars in the greater ease with which the fields could then be worked.

There are few farms on which a well posted farm efficiency expert could not make suggestions that would increase the facility with which work is accomplished. Until we have these specialists, why not be our own efficiency expert? Let us take a half day off and study our farm as impartially as if it belonged to some one else.

## Rural Saloons in Canada

"Rural Life" congratulates the farmers of the United States that "The saloons have been banished from the rural towns by practical, home-loving farmers." One-half of all the saloons of the United States are in fourteen cities. There are more saloons in Chicago than are to be found in the entire Southland. Farm and Dairy takes pleasure in assuring its U. S. contemporary that Canadian farmers, too, have been foremost in the fight against intemperance. Residents of Canadian rural districts have now almost driven the saloon from their midst.

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## A Letter from Salisbury Plains

Something of British Agriculture in the Military Camp Zone

DEAR FRANK: Rain this afternoon, so we are allowed a half-holiday. We shifted camp last Saturday and are now eight miles south from Pond Farm Camp, where we had been. The night before we left Pond Farm I walked into Lavington, hired a bike and rode into Devizes, about six miles. The roads are simply splendid for wheeling. The road was asphalt the whole distance. It was just like riding on George Street. The roads are narrower than at home, but the walls and neatly trimmed hedges bordering them are certainly a revelation to a Canadian. Devizes is a town of about 9,000 inhabitants. When riding back my lantern went out for want of oil, which made it rather exciting feeling my way in the dark. At one place the road was cut from 10 to 25 feet deep in the limestone rock for a distance of several hundred yards.

Devizes and Laverton are in Wiltshire and are famous for their shire, a splendid farming section recently received from which constant admirers the name "Wiltshire sides," we have heard so much about. I have not had an opportunity to study farming conditions as much as I would like to. While on a route march one day we noticed a threshing outfit by the roadside, threshing from a stack. Instead of having a blower the straw was carried away by an endless chain elevator. It had one good feature in that it threshed clean without tearing the straw to pieces.

Observations by the Way  
Roots are piled in the open, a few feet are run up to the top of the pile for ventilation, and the whole covered with straw and clay. I expected to see hogs everywhere, but have seen very few so far. The farmers here store very little hay and straw, but build stacks. It would do your heart good to see them build a straw stack. When they wish to use the hay from a stack they remove the hay in sections by cutting straight down with a hay knife.

The country is rolling, and if it were not for the hedges and tile-roofed buildings, reminds one very much of Ontario. The drill grounds on the Plains (which lie to the south of Devizes and south of a line between London and Bristol) are cleared of all fences. The Westerners say the Plains are quite like the prairies. As near as I can judge, the Plains drill grounds are 25 by 15 miles in extent. It gives one an idea of the awful wastefulness of this war game.

The subsoil is almost pure chalk. I couldn't fail to notice the thickness and richness of the soil. I believe the chief reason for such verdure is the continuous rainfall. - Since we have arrived it has rained at least three or four days out of each week. It is the only drawback we have to grumble over. Yesterday we were issued with overboots to keep our feet dry. The mud is frightful at times.

Just across from our lines (the Nova Scotians), the Newfoundlanders are

stationed. They are a splendid lot of men. The 500 were selected from 900 volunteers. About half a mile away is the 2nd Battalion, in which the Peterborough boys are serving. I visited their lines for a short time last night, but was able to visit only a few tents.

There is a great variety to the types of fellows that one meets with. In our ranks we have college graduates, theological students, railway employees, sailors, farmers, lumbermen in fact almost every walk of life is represented in our company. At night the variety of yarns that we spin makes the time pass quickly. We got the English newspapers every day and keep right up with events. But you should hear the boys yell when the call goes "Canadian mail."

Our Boys in Favor  
The English girls are greatly taken with our boys. Two of our best chaps in our tent keep up a regular correspondence with two girls they have met in the Nova Scotia regiment never seen. Cakes, cookies and tobacco are ordered from them from a letter sent every other day. Our smokers (and most soldiers smoke) are pining for Canadian tobacco. To-day a chap in our tent received 10 plugs of Canadian from home. The news soon spread, and in no time it was gone. He was offered 15 (24c) a plug for it.

I am no lover of war as a business. The waste of human life is appalling. But the maneuvers are interesting, and one can't help getting wrapped up in the work. Our boys are remarkably healthy, and the English people frequently remark on their splendid physique. I wish you would give me the names of any of the Peterborough boys who are with the contingent and whom I might know and I will look them up. Facilities for writing are not of the best (I am writing this on my knee), and to write a lot of letters is tiring. Please remember me to all the boys.  
Yours as ever,  
Ben Blanchard.

### Why Alfalfa Yields are Low

(Continued from page 5)

Italian seed. In Sweden it was the poorest variety tested. Many European experimenters have tested Turkish alfalfa and not one but pronounced it markedly inferior. After 15 years of testing in the United States it is here also universally found inferior in productivity, except in some limited areas in the semi-arid west.

Little more need be said. Turkestan alfalfa should be avoided. I believe it would be a good work for our provincial governments to take some steps to introduce Grimm alfalfa into the seed-growing sections of Canada. Why not some Grimm alfalfa seed centres?

Farm animals like a variety of food, but the variety that pleases them best is a mixture of feeding stuffs in the one ration, not a frequent change of the ration.



# DE LAVAL BUTTER

## Best as usual

at the great 1914 National Dairy Show

BUTTER made from cream separated by De Laval Separators made the usual clean sweep of all highest awards at the great National Dairy Show held in Chicago in October, 1914, as it has always done at every convention of the National Buttermakers' Association or a Dairy Show since the beginning of these important annual contests in 1892.

The Sweepstakes and Gold Medal awards in the various classes were as follows:  
**Whole Milk Creamery Butter**  
The highest award in the Whole Milk Creamery Butter Class was made to Thomas Sadler, of Oelwein, Iowa, upon butter made with a De Laval Power or Factory Separator—score, 96%.

**Gathered Cream Creamery Butter**  
The highest award in the important Gathered Cream Creamery Butter Class was made to the

United Dairy Co., of Chicago, which uses both De Laval Separators and Milk Clarifiers, the prize winning butter being made from cream gathered mainly from farm users of De Laval Hand Separators—score, 96%.

**Farm Dairy Butter**  
The highest award in the Farm Dairy or Home-Made Butter Class was made to Austin G. Higgins, of Andover, Mass., who happily is not only a De Laval user but a De Laval Local Agent—score, 95.

**De Laval Superiority Indisputable**  
Aside from the Sweepstakes and Gold Medal awards in all classes, the great majority of all other awards and higher scores were likewise given to De Laval users, again overwhelmingly demonstrating the superiority of De Laval dairy products, as at every important quality contest the world over for more than thirty years.

The reasons for the superiority of the De Laval on the farm and in the creamery, will be made plain by a De Laval catalog which will be mailed upon request.

**DE LAVAL DAIRY SUPPLY CO., LIMITED**  
MONTREAL PETERBORO WINNIPEG VANCOUVER  
50,000 Branches and Local Agencies the World Over

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### IF YOU ARE A USER OF FERTILIZERS

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SYDNEY, NOVA SCOTIA

Applications invited for Agencies in unrepresented Districts.

## OUR FARM HOMES



He that seeks even the highest good for himself alone will be disappointed.—G. S. Merriam.

### Mr. Watson's Little Vacation

By HILDA RICHMOND  
(The Indiana Farmer.)

"ANNA, I see no way out of the difficulty but for you to drive over to Sheldon and look after that tax business," said John Watson turning from a prolonged scrutiny of his swollen face in the kitchen mirror. "I can't go out with this confounded rag on my face and I can't go without it in this keen wind."

"But I had planned to peel the apples for the last apple butter," objected Mrs. Watson, "and to do the mending and wash out the baby's flannels. I was going to have a pick up dinner and get a lot of work turned off because the day is bright and sunny."

"As far as that's concerned," said Mr. Watson loftily, "you don't need to worry. If I can't wash out a few flannel petticoats and peel a peck of apples I'll give up entirely. You only want to make four or five gallons of apple butter, I heard you say. Women magnify their little tasks until they look like mountains. I'll do the apples and call this my vacation, and that worries me is that you can't adjust the taxes and this is the day for the Commission to hold its last session. Now do be careful, Anna."

Mrs. Watson dressed and kissed the children good-bye during a perfect stream of what to do and what not to do from her husband's lips. The two older children she took with her to deposit at the school house and the baby, a little girl of two and a half, was to keep Mr. Watson company. The day before Mr. Watson had had a painful, but not serious, accident with some farm machinery, and while he was well and able to do a day's work the doctor warned him not to go out in the wind without the bandage on his bruised and swollen face.

"First, the flannels," said Mr. Watson briskly as the buggy rolled away. "There goes the telephone the first thing. I think Anna and the neighbor ladies have the habit of visiting a little too long over the telephone, and that is what makes them complain of always being behind. 'Hello!' is called. 'O, you, Smith? Yes, this is Watson. What's that? Say, excuse me a minute! The baby is pulling the cat's tail and I can't hear. I'm chief cook and bottle washer to-day. The Mrs. has gone over to the country seat to 'loo' after some business. Yes, I'll be home all day. Run in and we'll talk about the deal."

Mr. Watson put the receiver in place and shut the crying baby into the little pen Mrs. Watson used for her when she had to leave the room. He hastily tossed the child a few play things and then hurried to the kitchen to begin on the flannels. "If Smith is coming over I'll have to hurry," he said. "See! The fire's

dead out. And such wood! If I get over this trouble I'll attend to the wood." He hastily cast a glance at the weeping child and hurried to the wood house. There gnarled and rotten wooden limbs confronted him in a most uncompromising array. "I declare, I forgot 'em about bringing home that coal," he said aloud. "Anna spoke of it several times, but I've been so busy."

Back again into the house with enough wood to last about half an hour he filled the reservoir to the brim with rain water before remembering

### Beauty According to Nature—One of the Blessings of the Country

A scene such as this might well be that of the approach to a millionaire's country estate. Instead, it is the view that presented itself to an editor of Farm and Dairy from one of the front windows of the home of J. N. Sandifer, Huron, Co. Out with whom we spent a night last June.

What can the city offer to equal it? would offer to clear the table and wash the many utensils but in a few minutes after they left the messy table the guests announced that they must be moving on.

"Consarn it all!" said John Watson in irritation as he discovered that both the sitting room and the kitchen fires were out. "With that light flimsy wood no man could keep up a fire." He strode to the telephone and called up the village coal dealer.

"Is that you, Archer?" he called savagely. "Send out a ton of soft coal, to my place, and have it here before two o'clock. Two o'clock, can't you hear? This is that Charge extra for hauling? Well, what of that? I've got the money to pay for hauling one ton of coal, I guess."

"Papa! Papa!" wailed the baby. "Mrs. is told!"

"Four poor little chickens!" he said, kissing the blue cheeks. "I'll wrap you in a blanket till I get the fire started again. I'll bet a dollar that this baby will have the crop this very night. Get Willikin's! I never saw a baby that we dress when she spilled the milk at dinner! What an earth shall I do first? It's enough to drive a man to the insane asylum."

The telephone jingled wildly se-

veral times, while he dashed around getting the baby into dry garments, and wrapping her in a blanket, but he paid no attention at all. Next he went at the fires as a very soon the house was as light, comfortable, but the sleeping child was breathing heavily, and he was greatly worried. He watched the clock anxiously but knew Mrs. Watson could not have got home before dark. The apples he had forgotten entirely, but he was still striving to get to the flannels. With one eye on the baby and the other on the disarray in the kitchen, the living room he began to wash the dishes without previously scraping and piling them up. Three times he dipped into the leaky reservoir for hot water and each time he remembered that his wife had told him many times that it needed attention but he had put her off. All this time the telephone kept on ringing, but he did not feel toward the receiver, but he was too busy to answer.

"What in Kingdom Come is the matter with your telephone, Mrs. Watson?" said a voice at the back of his mind. Mrs. Simms entered without the ceremony of knocking. "Oh, hi's you, Mr. Watson! I've been ringing and ringing the last hour and can't get a soul. I declare some days I get a soul, but I don't get it today entirely. I've wasted more time trying to get you folks than it took me to put on my things and walk down here."

"The baby's asleep and I took the receiver down," said Mr. Watson lamely. "I'm sorry, Mrs. Simms. Won't you sit down?"

"No, I haven't the time," said the lady still provoked and disturbed. "I've only a few minutes. We're getting ready to go to Susie's to-morrow and I wanted to tell Mrs. Watson that I would not be at home. She was planning to bake her fruit cake in our oven, but we got this chance to go to see Susie so I knew that she wouldn't mind."

"Bake her cake in your oven," said Mr. Watson. "I don't understand."

"There's something wrong with your stove, and she's been doing her baking in our oven," explained the guest. "I don't mind it at all," said Mrs. Simms hurried as she noted the look on her host's face. "Mrs. Watson has done lots for me and—John Watson! That baby had the crop as sure as anything. Don't you know any better than to scrub the kitchen floor on a raw windy day like this. Get me a tub at once. Hurry!"

The good woman quickly and skillfully relieved the suffering child and then turned her capable hands toward the disorderly kitchen. Mr. Watson meekly did as he was told, but he was so tired that he could not leave the house. Thanks to her vigorous work and directions the floor was dry, the fires in good order and the house clean and tidy, and all in a few short hours the kitchen door closed behind her. Mr. Watson flew to the telephone and gave some vigorous directions to several firms in town, with directions to carry them out before dark.

"Mamma! Mamma! Mamma!" cried Rose and Fred the instant their mother entered the house and they felt her cold cheek on their. "Mamma such—"

"Why, John! A new range!" cried the busy body blinking her eyes in the sudden light. "When did that come?"

"About an hour ago," said the gentleman rather sheepishly. "And there's going to be linoleum on this floor and a washing machine and a decent churn and some other fixings. And there's coal in the coal house, and I'm going to have some kindling this to-morrow."

"Why, John, what is the matter?" (Concluded on page 15)

new roaring its best. Mr. Watson had forgotten to close the damper and the wood was rapidly being devoured. "I didn't want to come without sending you word but Joe said that you insisted on our dropping in whenever we could. Since we have the automobile we never know till the last minute that we really are going on account of the weather."

"Women always have the idea that you have to send word ahead," said Joe Watson, "I say, give visitors what you have and don't make any fuss. Molly here, she makes a fuss. If I bring in a stranger or two at the eleventh hour, but what's the difference? What's good enough for the home folks is good enough for company."

John Watson was too busy watching the eggs he was frying to say much though he had often said the same to his own wife, and finally the little group gathered about the fearful and wonderful dinner the man of the house had raked and scraped together. He had some cold fried meat from the day before, the scrambled eggs, lukewarm coffee, a dish of apple butter, bread cut in chunks, two pieces of cold pie, a few ginger cookies, a can of salmon served right in the can, several kinds of pickles and preserves hastily gathered from the store closet shelves and some mashed potatoes, made into cakes, and warmed through in the oven. The children ate with one eye on the clock, and raced off unreprieved with bread and butter in their hands, while the grown people ate very little. John Watson hoped that his sister-in-law

"He that

all things." One who trail, through forest will uncertainty quest. The trunk to bidding to cliff, to deep into heart, one lost. Their thankfulness blamed marks.

To be lon- trable, im- proud, exult- culties over- out of the sunshin.

Often aim- wonderful life with its conquests perience. New Year's our family, a that now we upon a fresh and determin- til, with Ch-





## The Upward Look

### Self-Mastery

"He that overcometh shall inherit all things."—Rev. xxi, 7.

One who has ever followed a blessed trail, through the heart, of a great forest will never forget the sense of uncertainty, excitement, danger, conquest. There are huge, prostrate trunks to clamber over, great, forbidding boulders to scale, high, steep cliffs to climb. Sometimes one sinks deep into unsuspected marshy places. Often, with a great sinking of the heart, one discovers that the trail is lost. Then with a great throbbing of thankfulness, one sees again the blessed marks.

To be lost in those almost impenetrable, impassable thicket would be a terrible, if not fatal, matter. But at last one emerges, bruised, scratched, dishevelled and weary, but with a proud, exulting feeling of great difficulties overcome and object attained, out of the dark shade into the bright sunshine.

Often since in thinking of those wonderful trails, one is reminded of life with its endeavor, its struggles, its conquests in one's Christian experiences. It may be a help in our New Year's resolutions of conquering our faults and our failings, to think that now we are, each of us, entering upon a fresh trail, with fresh courage and determination to follow it up, until, with Christ's help, we know that

we are honestly trying to attain self-mastery. The blessed marks are many and plain,—God's word, our consciences, good influences, other's examples.

There are innumerable difficulties to overcome, great obstacles to surmount, terrible temptations to conquer. There are so many discouragements that many a time we will feel that we must give up and not try any more. Many a time also we will get so far away from the trail of brave endeavor that, with sad soul-depression, we will feel as if we can never get back to it again. But some rich promise, a helpful word, a friend's encouragement, will enable us to reach it once more, and though bruised, strained and exhausted, on we struggle again, and continue steadfastly, until out of the gloom and shade, we reach the bright, sunny stretches, where we find peace, happiness, exultation, in the great joy of self-conquest.

Never to find those again is the very saddest thing that can happen in life, because it means the failure to try to realize our own highest ideals. "Self-reverence, self-knowledge, self-control, These three alone lead life to sovereign power."

Success is not measured by what a man accomplishes, but by the opposition he has encountered and the courage with which he maintained the struggle against overwhelming odds.

To keep stout, chop roughly and sprinkle with a little granulated sugar.

### A Letter Writing Education

With the *Household Editor*.

How many people consider letter writing as an education in itself? So often we hear some such expression as, "I do dislike writing letters. I never know what to say nor how to express my thoughts in an interesting way." As a rule, too, these same people are the ones who can sit down and tell some interesting bit of neighboring news, or tell about some social gathering that has taken place in which they have taken part and have no difficulty in finding something to say.

One of the great secrets in writing interesting letters is to make an effort to write as we talk. We know how to enjoy the letter that comes from a friend who can relate some incident in such an interesting and bright manner that we can almost imagine we can hear them talking.

Just how much can be gained by cultivating the writing letter habit is shown by the following illustration: A young lady away from home for the first time in her life for more than a night or two, was cheered in her loneliness by the bright, gay, wholesome letters of a chum at home and she always said that these letters changed her whole life. "I can write that kind of a letter myself!" she said with energy one day, when she said with the depressed feeling of the depressed feeler, "and I intend to do it from henceforth." After that she resolutely refused to allow her feelings to color her letters or to make

her shirk her duty. She began looking about for amusing and pleasant happenings to send home and to her friends, and a new vision of life opened before her interested eyes. After that her friends begged her to go away from home often—that they might receive her cheery letters, and so much happiness came into the life of the girl who had learned her lesson that she was glad to share it everywhere. Her "Correspondence School," as she called it, with herself for a pupil, spread the gospel of good cheer far and wide and encouraged multitudes of other young people to try letter writing as a means of enjoyment and profit during the long winter months.

Someone has said as a means of education, letter writing is equal to a postgraduate course in the best college in the land. Let us endeavor then not to neglect our letter writing.

### Poison Preferred

An Irishman was sitting in a station smoking when a woman came, and, sitting down beside him, remarked:

"Sir, if you were a gentleman you would not smoke here."

"Mum," he said, "if you was a lady yo'd sit farther away."

Prosty soon the woman burst out again:

"If you were my husband I'd give you poison."

"Well, mum," returned the Irishman as he puffed away at his pipe, "if you was me wife I'd take it."



### "Listen, Rose"

Bud reads:

"Madam, your own white hands are the first to touch FIVE ROSES.

"For nearly one mile it travels through "hygienic automatic processes—more and more spotless.

"Till in a clear creamy stream it flows into "clean new packages, filled full-weight by "infallible machinery—sewed automatically."

"Goodness!" said round-eyed Rose.

Bud reads eagerly:

"Hand-proof, germ-proof. Every littlest "bit of machinery is bright—polished like "those piano keys of yours. FIVE ROSES is "healthy flour, wholesome, none like it. "Unbleached, too."

"Nobody touches my flour—but me," said Rose.

Imagine each party—get FIVE ROSES.

# Five Roses Flour

Not Bleached Not Blended



**New COAL OIL Light**  
 Heat/Electric or Gasoline  
**10 Days Free Trial**  
 Send No Money



**Costs you Nothing**

To try this wonderful new Aladdin kerosene coal oil mantle lamp 10 days right in your own home. You don't need to send us a cent in advance, and if you are not perfectly satisfied, you may return it at our expense.

**Twice the Light on Half the Oil**

Recent tests by noted scientists at leading Universities, prove the Aladdin gives about three times the light and burns less than half as much oil as the best pound wick open flame lamps on the market. Thus the Aladdin will pay for itself many times over in oil saved, to say nothing of the increased quantity and quality of pure white light it produces. A style for every need.

**Over Three Million**

people now enjoy the light of the Aladdin and every mail brings me a flood of enthusiastic letters from satisfied users endorsing it as the most wonderful light they have ever seen. Such comments as, "You have solved the problem of rural home lighting," "I could not think of parting with my Aladdin," "The grandest thing on earth," "You could not buy it back at any price," "Just as my light I have never seen," "A blessing to any household," "It is the acme of perfection," "Better than I ever dreamed possible," "Makes my light look like a tailor's tip," etc., etc., pour into our office every day. Good testimonials testify that a New York, tested and approved the Aladdin.

**We Will Give \$1000**

to the person who shows us an oil lamp equal to the Aladdin (details of this reward offer given in our circular which will be sent you). Would we dare invite such comparison with all other lights if there were any doubt about the superiority of the Aladdin?

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We want you to use in each and every household the Aladdin. To that extent we have a special introductory offer. We will send you one free lamp free. Just drop us a postal and we will send you full particulars about our Great 10 Day Free Trial Offer, and tell you how you can get one free.

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**AMUSEMENTS**  
 Conducted by MAJION DALLAS

**Musical Parties**

Welland has said, "That music, although the youngest of the Arts, expresses life in fuller glory than does any other Art."

Perhaps it is because it is created out of discipline that it reflects life so perfectly.

Pleasures that follow discipline are always of the keenest; why then, should music be used to help us take the brightest and

happiest out of our pleasures. Musical parties can be arranged so as to win laurels for the timid hostess. "And the night shall be filled with music,

And the cares that infest the day Shall shut their tents like the Arabs, And as silently steal away."

—Longfellow. This verse was the passport to a musical mystery which the writer participated in recently. As the guests were ushered into the parlor each one was presented with a dainty booklet decorated with notes for the music of "Auld Lang Syne." Inside we found three sets of numbers, with banks opposite the numbers. The hostess explained that the room was full of articles numbered. These had a musical significance familiar to all present. We were to discover the articles and write down the musical name opposite the corresponding number. The hunt afforded a great deal of amusement. I will give the list as we found it.

**Musical Hunt**

1. Bar of soap (bar).
2. Cardboard letter "C" hung from the light (high C).
3. Heavy string (shord).
4. Quire of paper (choir).
5. Pair of scales (scales).
6. Peck measure with two beets (two beats in a measure).
7. Some one's name (signature).
8. Razor (sharp).
9. Watch (time).
10. Three dolls of the same size (triplets).
11. Door key (key).
12. Lump of tar (pitch).
13. Bank note (note).
14. Twenty-five cents with black dots on it (dotted quarter).
15. Cano (staff).
16. A real flower and a lock of hair (natural).
17. Half tone picture (half tone).
18. Neck tie (tie).
19. Carpenter's brace (brace).
20. Card with figure XI (forte).

**Musical Trip**

When our hostess called "Time's up" for the hunt were instructed to turn to the next set of numbers. They represented a hurried visit to the foreign lands. The music had all been arranged, and a young woman began to play snatches of familiar airs, in the order of the trip. When the selection was being played the guests wrote down the country suggested by the air and the name of the music opposite the country. The trip started at Montreal.

Montreal suggested "O Canada"; the Atlantic Ocean, "Recked in the Cradle of the Deep"; Ireland, "Killarney"; England, "Rule Britannia"; Scotland, "Annie Laurie"; Germany, "The Watch on the Rhine"; Italy, "Il Trovatore"; Spain, "Spanish Cavalier"; France, "Marseillaise"; Palestine, "The Holy City"; Africa, in Jungle Town"; India, "On the Road to Mandalay"; China, "Under the Bamboo Tree"; United States, "America"; Montreal again, "Home

Sweet Home." This list could be continued at great length.

**Picture Gallery**

Our third contest proved to be a musical picture gallery and was a progressive game. On little tables (which were afterwards used for refreshments) were placed pictures of the leading musicians and the popular artists. Five minutes was allowed for guessing the names at each table. At the ringing of a bell all moved to another table. When the lists were filed the hostess read the correct answers to the three contests. Pretty little awards were made of pictures of the musicians to the most successful contestants, and copies of that old song, "Why Don't You Try," to the unfortunate ones. Refreshments and the singing of "They're All Jolly Good Fellows," closed a most delightful evening.

**Musical Story**

For a luncheon or a small party the following little story is very interesting. Each person is given a copy of the story, with the blanks unfilled. Each blank represents a musical term. —The son of my dear friend, — Cole, and I were climbing the Hamilton Mountain. I found my — a great help — the music is beautiful and every — I took a — we were more than delighted with the beauty of the city. It was our sole — of the hill was so steep, I soon felt the — of such hard work. At one place I took an involuntary — the ascent was so steep and so —. It gave me joy to — that my companion kept pace with me. At one point the trees hung — that we heard the birds — almost in our ears, and we had to — the branches with our hands. Soon after this we passed through a — in the rock, and came out upon a — surface, where we rested, listening to the merry — of a robin. Then we came home on the electric car. Key to the story: Minor, major, staff, time, rest, theme, pitch, strain, slide, sharp, note, scale, trill, beat, clef, flat, tune. Because being interesting this is a pleasant way of impressing the names of the musical terms.

**The Midnight Ride of Little Brother**

By Minnie C. D. Smith in Farm Journal

I think an awful lot of sister's beau. And have since just about three weeks ago. Before that time we did not quite agree; That is, I hated him; he ignored me. He has an automobile, but it and he. And they would take long rides—just he and Sue; I thought they sometimes might take me along. One night I did that which I knew was wrong. I climbed into the back and hugged it tight; It was a lovely, clear, bright, moonlight night. When he and Sue appeared I heard them say They'd call on friends quite twenty miles away. It seemed we rode across any time at all. Before we reached the place they'd planned to call. A long, long time I heard them laughing there— Sue and her beau and that other young pair. The next I knew I saw a sharp, bright light And felt that I should die of shame and fright;

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 European Plan — \$3.00 per day

That bright new car safe in its garage stood;  
Sue's beau found me while covering it good.  
I was just fifteen miles from my own bed.  
He took me home; not very much was said;  
He held a ladder while I reached my room.  
You think he told it later, I presume?  
No, sir; we are the only ones that know,  
That's why I think so much of sister's beau.

**Mr. Watson's Little Veal.**  
(Continued from page 15)  
cried the lady in alarm. "Has anything happened?"  
"A large variety of things happened since this morning, Anna, but I guess no more than happen to country housewives every day of their lives. To tell the truth I've made some discoveries to-day about what women have to stand and that's the reason I sent for the new things. It was a lucky day for me when that corn shredder struck me on the side of the head."  
"I guess it was," said Mrs. Watson, fingering the new range as if to assure herself that it was real. "The

house looks so nice and comfortable and I suppose the work is all—"  
"The work is all waiting for you, Anna, but to-morrow I'll help you. And never again will I say that women pester and waste time over their housework. My little vacation has done me a world of good and I'm not ashamed to own it. But, Anna, I don't want you to leave me in charge again for at least a hundred years."

**An Attractive Guest Room**  
In the very nature of things a guest room ought to be different from any other room in the house. You often hear a man say to a friend who is coming to visit his home, "We will treat you just like a member of the family," but you rarely ever hear a woman say that. A woman knows that to treat a guest like a member of the family would not be a square deal, because a guest cannot go and look for the things that are not at hand and a member of the family can. So first of all, a guest-room must have in it all the small conveniences which it is a joy to find when visiting and which it is embarrassing to ask for.  
Just the kind of furniture you use matters very little. You can even

use the things that no one in the family wants, and with the proper use of color you can make your guest-room a delight. What furniture dealers call golden oak, with a shiny finish, is about the only furniture that will make any room impossible from a decorative standpoint, no matter how cleverly or with what care you use your colors. So the best thing to do if you have golden oak furniture is to get rid of it. If you can't afford to do that, then sandpaper it down to the wood itself, and either stain it or paint it white. If you point it white, you may be, you can have a charming room.  
Keep the walls in some pale shade of plain paper or tint them if you have a good eye for color. The tints come in rather crude shades, and sometimes have to be mixed with white or some other shade to get the desired result. If you use a tint called alabastro, there is a shade of straw color that comes ready for use. This makes a beautiful room and has the great advantage, that you can fix it on yourself. No room that is fixed entirely by a decorator ever

gives you as much pleasure as when you do some of the actual work yourself. If you have your walls in this straw colored alabastro, charming results are got by using a creton that has a white background flaked with yellow and here and there an isolated rose shading from pink to deepest red.

Have a well-equipped work basket on the table with a pink bow on top of it; a good reading-lamp, with a shade of the pink rose creton shirred on a wire frame; and just a few good books, this muslin or dotted Swiss bureau covers over pink; one or two pieces of old china; and a softly ticking clock on the mantel; a water pitcher, glass, candle and matches on a small table near the bed; and pins, plenty of pins of every sort and description, and your guest room will be a success.

Rag rugs are always pretty in a bedroom. They can be used on painted or polished floors or on a solid colored denim filling.  
The fewer pictures in a guest-room the better. Pictures should always represent the individual taste of the person who occupies a room, therefore they seem inappropriate in a room occupied from time to time by different people with varying tastes.

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**How to Enter This Great Contest.**  
One of our clever cartoonists has compiled a series of twelve Proverb Pictures, each one representing a well-known standard English proverb, and they are the only ones of the series which will be published in this paper. In order which will be published in this paper. In order to start you correctly we will tell you that picture number represents each well-known proverb.

**The \$5000.00 List of Prizes to be Awarded Includes:**  
The \$500.00 CASH, First Prize  
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Genuine Waltham Men's Watches  
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Solid Gold Pearl Lavallier and Chain  
\$7.50 Dinner Sets, Clocks, Leather Goods, Solid Gold Birthday Rings, China Tea Sets, Solid Gold Jewellery, Cut Glass, and a host of other Prizes for Men and Women too numerous to mention here.



**FREE—A Fine Book of Standard English Proverbs and the Series of Twelve (12) Proverb Pictures, Completing Contest**  
The publishers of Canada's most popular monthly magazine are conducting this great contest. There are contestants are invited to enter. In order to give an equal chance to every competitor we have published a fine book of standard English Proverbs and all the proverb pictures represented by the contest that can win your share of these wonderful prizes.  
**THIS CONTEST IS ABSOLUTELY FREE**  
You do not have to buy anything or spend a cent of your money in order to compete

**WE WILL SEND YOU THE BIG 4—see ILLUSTRATED PRIZE LIST**



**Read Carefully the Simple Rules Governing Entry to the Contest.**  
1.—Write on one side of the paper only your solution to proverb pictures No. 1 and 2 (give your full name (calling Mr., Mrs., or Miss) and complete address. Anything else but your answer to picture No. 1 and your name and address should be written on a separate sheet of paper and should be confined to fifty (50) words.  
2.—Members and employees of this firm, or relations of members or employees are absolutely excluded from competing.  
3.—The complete set of pictures, Book of English Proverbs, illustrated prize list and copy of Everywoman's World, containing sending a correct answer to every picture No. 4. If in doubt about the proper wording, submit an extra answer.  
4.—Different members of a family may compete, but only one prize will be awarded to any one family.  
5.—All letters must be fully prepaid in postage.  
6.—The judging Committee will consist of five (5) prominent Toronto business men whose names will be published in due course. Prizes will be awarded to correct or nearest correct answers in accordance with handwriting and general neatness and construction of the letters.  
7.—Contestants will be asked to show

the copy of Everywoman's World, which will send to three or four friends or neighbors who will stand on record.  
8.—As soon as your answer is received and found correct we will write advising you and send you the complete series of proverb pictures and the Book of Famous English Proverbs, together with a copy of the current number of Everywoman's World. Address your letters plainly to Contest Manager.

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a big knee like this, but your horse may have a bunch or bruise on the Ankle, Knee, Stifle, Knee or Throat.

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will clean it off without laying the horse up. No blister, no hair gone. Concentrated—only a few drops required at an application. \$2 per bottle delivered. Describe your case for special instructions and Book B free. ABSORBINE, J.K., antiseptic Balm for animals. Returns Postal Invoices. Montreal, Quebec, Canada, West. Brantford, Ontario, Victoria, British Columbia, and all the best of druggists or delivered. Manufactured solely by W. F. YOUNG, P. O. B. 1212, Montreal, Que.

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EASTERN ONTARIO'S GREAT WINTER FAIR  
Most Modern and Completely Equipped Winter Fair Building in the Dominion

**\$12,000.00 Offered in Prizes**

Entries Close January 8th, 1915

JOHN BRIGHT, President  
OTTAWA, ONT.

W. D. JACKSON, Secretary  
OTTAWA, ONT.

**EGGS, BUTTER LIVE POULTRY**

Bill your shipments to us by freight. Advise us by postal and we will attend to the rest promptly.

Egg Cases and Poultry Coops supplied free.

The **DAVIES** Co., Ltd.  
Wm. DAVIES Co., Ltd.  
Established 1854 TORONTO, ONT.

**WANTED**

We have again advanced our prices for Good Quality Cream. We could use yours. It will be worth your while to write us.

**Toronto Creamery Co., Ltd.**  
TORONTO, ONT.

WHITE AND COLUMBIA WYANDOTTES,  
LIGHT BRAHMAS, S. WHITE LEGHORNS

Over 25 years a breeder.  
Stock and Eggs for Sale.

Michael K. Boyer, Box 21, Hammonds, N.J.

**CREAM**

We say least and pay most.  
Money talks.  
Let us talk to you.  
Write NOW.

**Belleville Creamery Ltd.**  
References: Molson's Bank, Belleville

**CREAM WANTED**

Patrons of Sumner Creameries and Cheese Factories. We want your Cream during the winter months. Highest prices paid for good cream.

Drop us a card for particulars  
**Guelph Creamery Co., Guelph, Ont.**

**See this Bow Lever**

THIS is a special feature of the Maxwell "Favorite" Churn. No other churn has it. You can adjust the handle to centre, right or left, whichever is easiest for driving.

**Maxwell**

"FAVORITE" CHURN (with Bow Lever)

—makes churning a pleasure. It's so simple to drive—requires so little effort to produce the butter. Agricultural Colleges, and Government Inspectors recommended. Used in Denmark, Australia, New Zealand, S. Africa, and all over Canada.

Call at your dealer's and let him show you the splendid unique features of the Maxwell "FAVORITE." Sold in eight sizes.

**MAXWELL'S LTD.** St. Mary's, Ont.

**Why They Leave the Farm**  
C. N. Powers, Durham Co., Ont.

So many of the writers who try to explain why the boys leave the farm have been born on a farm, left it, gone to the city to work, and after a short period returned to the farm again as a prodigal son? Unless we have done so, we cannot fully understand the young men's reasons for leaving.

The first and most important reason why so many leave is because of a lack of interest in the farm and its work. And why this lack of interest? Because the father does not consult the son about the work. He is simply told what to do, without the advice or the opinion of the boy being at first considered. This soon brings about a distant feeling of the son for the father, and soon the son dreads a chat with dad.

Another point which is often influential in the boy leaving the farm is lack of proper reading matter. There should be a small library of good books, dealing with history, biographies, inventions, and a few well-selected books on fiction, as well as a good daily paper. An agri-

both of whom took an active part in the proceedings. Another prominent farmer who took an active part was John Edridge.

Park Hill Farmers' Club is also a fine institution, and promises to contest honors with the organization at Hepworth. The president, Thomas White, and the secretary, L. Schurr, are both energetic men and possess the true cooperative spirit. A number of additional meetings have been arranged for in Brucos.

**Growing the Colts**  
(Continued from page 5)

pers aren't developed that way. In winter colt management I would place exercise first. My colts run out four or five hours every day. Their quarters are not too warm, but tight enough to be free from draughts. In fact, my colt barn is an old shed made over. If too warmly housed, allowing them to run out might be dangerous. The remedy is to change the barn, not to keep the colts in.

I regard it as very important that no manure be allowed to accumulate in the cold stalls. It is sure to heat



**A Case where Good Stabling Preceded a Good Herd**  
A couple of years ago Mr. G. W. Mann, of Peleeboro Co., Ont., proceeded to build the splendid barn with modern stabling, seen in the illustration. Recently he has been attending Holstein sales and buying up some foundation stock for a pure bred herd. With good stabling and good stock, Mr. Mann is off to a good start.—Photo by an editor of Farm and Dairy.

cultural paper dealing with the main farm topics is also essential. Let us consider the returns the young man receives for his labor. He should be given a certain percentage, or else a sum of money for each year's work. Then the last item, but by no means the least, is the young man's room and den. His room should be properly furnished and heated. Also he should have a den, where he could keep his books and entertain his chums.

These are a few of the main reasons, in my opinion, why our young leave the farm.

and offensive odors are the result. I use an abundance of clean straw. Cheerfulness, Sunlight, Development. A colt's spirits have a lot to do with its development. Lots of sunlight has the most to do with the cheerfulness. I have an uncle who is a good feeder, but never has good colts in the spring of their first year. The explanation is easy. He keeps them in the dark and the colts get dull and stupid. A good large window in each stall would turn his poor colts into good ones.

Good oats and bran with mixed hay are my favorite feeds for growing foals. I would never feed straw to a colt. A colt has not an iron-clad stomach, and that is what it takes to digest any kind of straw, particularly wheat straw. A feed of carrots pulped very fine is given occasionally. I keep my eyes open for parasites all the time. Colts never develop properly when troubled with lice or intestinal parasites. If everything is kept clean and not too warm, one will seldom be troubled with either.

**Ontario Farmers Organizing**

The work of organizing the farmers of Ontario along the lines of the great farmers' organizations in Western Canada is making most satisfactory progress. Mr. J. J. Morrison, the secretary of The United Farmers of Ontario, spent a week or more recently in the eastern portion of Bruce county where nine meetings were held. At every meeting motions were passed approving of the movement, and in each case the local farmers purchased stock in The United Farmers' Cooperative Company, Limited, thus solidifying themselves directly with the movement. Mr. Morrison held his first meeting at Bruce at Walkerton on December 8 and continued to hold meetings in different parts of the county until December 19.

At Hepworth's a branch of The United Farmers of Ontario was formed. Among those present were the reeve and treasurer of the township,

I was pleased to notice in Farm and Dairy of last week that a new seed association had been organized for Western Ontario, and from what I know of the officers named, I feel that its success is assured. If the growers of pure, clean seed of all kinds will cooperate it may be made a medium that will greatly benefit, not only the growers, but all those who wish to improve their crops by getting good clean seed. I wish it success and shall do what I can to make it useful and profitable to all.—A. Forster, Markham, Ont.

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**GREATER RETURNS**

**"MAPLE LEAF" OIL CAKE MEAL**  
 Contains over 35% PROTEIN and 35% CARBOHYDRATE. It purifies the blood, cleans the skin, opens the bowels and keeps all livestock healthy.  
*Write today for our free booklet "Flour to Feeders."*



**CANADA LINSEED OIL MILLS LTD.**  
 TORONTO AND MONTREAL

**HOLSTEIN-FRIESIAN NEWS**

Farm and Dairy is the official organ of The Canadian Holstein-Friesian Association of Canada. Its members are readers of the paper. Members of the Association are invited to send items of interest to Holstein breeders or publication in this column.

**THE H.F. ANNUAL MEETING**

The 32nd annual meeting of the Holstein-Friesian Association of Canada will be held in the Canadian Foresters' Hall, 22 College Street (near corner of Yonge), Toronto, Ont. on Thursday, February 4th, 1915, at 9:30 a.m.

The Executive Committee will meet on Wednesday, February 3rd, 1915 at 8:30 a.m. in the Garie-Rite Hotel, opposite the Union Station.

**Annual Dues**

Members of the Association are reminded that the annual dues is payable February 1st. All remittances should be made to Secretary's Office, so that they may be properly recorded and receipt sent to the member. Payment of dues, etc., at the annual meeting takes up valuable time.

**Notices of Motion**

Mr. M. L. Haley gives notice that he will move to amend the Record of Merit rules by the addition of the following classes: Supervisors and retailers, who have authority at all times to take the temperature of the matter as they find it.

In case of a retset, the person sent to make the retset shall take the temperature at least four times at intervals of at least four hours, and shall report to the secretary.

If the reports of the supervisor and retset indicate that a case is in an abnormal condition from the record, the record made shall be referred to the Executive Committee, who shall deal with and dispose of the matter as they see fit.

Mr. David Campbell gives notice that he will move to amend the Record of Merit rules.

**The Alike Situation**

Ontario alike seed is usually sold in large quantities to the European markets. This source is now greatly reduced because of war conditions. Ontario growers should be glad that the present stability in prices is due to the smaller production in the province this season. A big crop next year with continued war conditions might cause a heavy drop in the market. Ontario alike growers would be well advised to save seed only from specially chosen fields.

—Send Branch, Ottawa

rules by substituting for the present scale of standards rendering a retset obligatory the following:

- Junior two-year-olds, 15 lbs. of fat; senior three-year-olds, 17 lbs. of fat; junior three-year-olds, 18 lbs. of fat; senior three-year-olds, 19 lbs. of fat; junior four-year-olds, 21 lbs. of fat; senior four-year-olds, 22 lbs. of fat; mature cows, 24 lbs. of fat.

**The Annual Banquet**

The seventh annual banquet of the Holstein-Friesian Association of Canada will be held on Wednesday, February 3rd, 1915, at 8:30 p.m. at the Garie-Rite Hotel.

Mr. Edward Michener, M.P.P., Deo. Recr. Alta.; Mr. H. Rowell, M.C., M.P.P., Toronto, Ont.; Prof. H. Deane, Ontario Agricultural College, Guelph, Ont.; Prof. Cunningham, Prince Rupert, B.C.; and others cultural College, Truro, N.S., and others have been invited to be present and deliver addresses.

Ladies are invited as well as gentlemen. If you wish plates reserved, drop a card to M. J. W. Richardson, secretary, Banquet Committee, Caledonia, Ont. Tickets, 10c per person.

**Railway Rates**

Breeders attending the annual meeting will be able to obtain a single fare on the regular standard certificate plan. Ask the ticket agent for a standard certificate to stand the entire journey. The certificate must be properly filled in. No refund will be made if the certificate is less than first class. The certificate must be validated by a railway officer at Toronto, which a fee of twenty-five cents will be charged. The above will apply to Eastern Canada and Manitoba, Saskatchewan and Alberta. Efforts are being made to obtain the same rates for British Columbia breeders. Going dates from Fort William and points east will be from January 25th to February 15th, and properly validated certificates will be received for the return journey up to and including February 15th. From Toronto, the date from Fort William in Ontario, Manitoba, Saskatchewan and Alberta the going dates will be from January 26th to February 15th inclusive and certificates will be good leaving Toronto up to and including February 15th.

H. F. Hilde, Pres. W. A. Clemons, Secty.

**Brant District Holstein Breeders**

**1st Annual 50 Head Registered Sale** SELECTED ANIMALS

**BRANTFORD, JAN. 27, 1915**

"OLD COMMERCIAL STABLES"

As this is our FIRST ANNUAL SALE, many of our best producing animals are being offered, together with their offspring. We have our reputation to make—you can profit thereby on the good stuff offered. Here are a few of the good ones you can buy: Descendants of Maggie Clark, 35,370 lbs. in R. O. P. test; a granddaughter of Sir Admiral Ormsby; Countess De Boer; a daughter of S. Lemon's Countess Carrie Mercedes, 20,120 lbs. in a year; and Countess De Boer is bred to a sire whose dam has 22,000 lbs. to her credit.

This is the class of breeding, backed by proven Records, that is being offered our fellow-breeders on Jan. 27.

Every animal pledged to absolute sale. Positively no by-bidding.

TERMS—Cash or Credit up to 8 mths. at 6% on Bankable Paper.

Our Catalogues are ready—Send a card for yours.

**G. W. CLEMONS** St. George, Ont. **N. P. SAGER** Secretary

OOL. WELBY ALMAS, Auctioneer

**Brant District Holstein Breeders' Club**  
 See Gossip Columns for Notes, Etc.

**BULLS FIT FOR SERVICE**

Offered by King Fontaine Aris Canada, another by Phipps' Housington Place, the greatest Canada sire; 7 of his daughters are Junior 2-year-olds have records of over 21 lbs. butter each in 7 days. We are also offering 1 Young B. M. Cows, due in Oct.

**BROWN BROS. LYN, ONT.**

**A SPECIAL OFFER**

Of Cows, due to freshen from Sept. 7 to December and come early in the spring. Also 30 Heifers and an entire crop of Bull and Heifer Calves of this year's raising. Write for particulars.

**W.M. HIGGINSON**

**INDEKMAN - - - - - ONT.**



Purebred Registered **HOLSTEIN CATTLE**

A striking example of the constitutional vitality of purebred registered Holstein-Friesian cattle is given by a 11-year old Holstein cow that produced 8,000 pounds of milk last year and 25 quarts a day by her last calving. She has one heifer now giving about a quart a day, another who is yielding 26 quarts daily on 6 months' milkings.

Her owner is enthusiastic about Holsteins. Wouldn't it be if you were having a similar experience?

Send for FREE Illustrated Descriptive Booklets  
 The Holstein-Friesian Association of America  
 Box 193, Brantford, Ont.

**ADVERTISE** in these popular columns which others find so profitable. It costs you only \$1.68 an inch

**AQUACULTURE FARM**

Has FIVE Young Bulls, eight to twelve months old, all with 24 to 28 lb. dams. Also TWO others, with 29 and 30 lb. dams, a month old. All offered at low price to make room.

**A. C. HARDY**

**AVONDALE FARM, BROCKVILLE, ONT.**

**Registered Holsteins**

Headed by "Pontiac Rex Inka Korndyke" a grandson of "Pontiac Korndyke" and "Imperialis De Veau." Our special offering, 2 and 4 yr old heifers, young cows, yearling heifer, and heifer and bull calves. Write for prices.  
**W. W. GEORGE, MOSSLEY, R.R. 2, ONT.**

**Villa View High-testing Holsteins**

Headed by King Origin 4-year-olds Calamity—10 dams, 4 years old averaging 13.8% fat.  
 Several Young Bulls for sale—average one from a B.O.M. dam. Prices from \$50 to \$100. Write us.  
**ARBOGAST BROS., SEBRINGVILLE, ONT.**

**Lakeview Holsteins**

Senior herd bull **COUNT HERBORN VELD FAYNE DE KOL**, a son of **FERRIERE HERBORNVELD**, **DOUYE DE KOL** and **GRACE FAYNE DE KOL**.  
 Junior bull **DUTCHLAND COLANTELLE**, a son of **COLANTELLE JORANNA** and **MONA PAULINE DE KOL**.  
 Write for further information to **MARGARET LAKEVIEW FARM - - - BRONTE, ONT.**

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High Engines develop more power at less than 1000 rpm. They run on high-price gasoline. Will also operate successfully on distillate, kerosene, alcohol or gas. They are simple, compact, powerful engines made only three working parts. No cranking, no pressure, no weight, no crutching, low vibration, easy to operate.



Have patent thrives, giving three engines in one for feed, other automobile, motor, ball-bearing governor adjustable with running and other exclusive features. Every engine sent on 30 days approval with freight and duty paid. Inquire for literature. Write for list catalog, "Engine Facts," showing New Models with special prices. Suggestions made from **Windsor, Ont. ELLIS ENGINE CO., 2517 E. Green St., Detroit, Mich. Vertical Engines**

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# 10,000 FARMERS WANTED

## To Stand Behind The Sarnia Metal Products Co., Limited and The Organized Farmers in a Great Co-Operative Proposition

We want every farmer in Canada that contemplates using Corrugated Iron, Metal Shingles or any other Sheet Metal Building Materials, to write us at once for information of our new cooperative plan, by which we are supplying the farmers of Canada with Sheet Metal Building Materials at the lowest possible cost.

### \$25.00 to \$50.00 Saved Every Farmer

#### QUALITY

We guarantee the galvanized iron used in the manufacture of Sarnia Metal Products to be equal to that of any iron used by any manufacturer in Canada in the manufacture of similar lines of roofing products which they are selling to the farmer, at the time of advertising, at an advance of 25 to 50 per cent. above the price we are quoting. And please remember that all Sarnia Metal Products are made from galvanized iron of a quality specified by the organized farmers themselves.

#### PRICE

By an agreement with the farm organizations we have agreed to supply all farmers with sheet metal building materials at a small percentage in advance of the cost of our raw materials, leaving the control of the selling price in the farmers' hands. We have estimated our profits on a very large volume of business and every order you send us will help in making our price still lower.

#### SERVICE

Our factory at Sarnia, just completed, is the most modern factory in Canada for the manufacture of the lines we offer, and we carry such large stocks and are situated in such an advantageous location that it is possible for us to make the quickest possible delivery of orders.

### A VITAL QUESTION

If approached by another company or its agent in an endeavour to sell you Corrugated Iron, etc., simply ask them what they would supply you the same material for, if it were not for the Sarnia Metal Products Co., Limited, and its cooperative plan. We have some information in regard to the plan used in the endeavor of others to head off our business, which proves very interesting reading.

If you contemplate the erection of any new buildings or the re-roofing of any already built, please send us a rough sketch, and we will do the rest.

WRITE AT ONCE TO HEAD OFFICE

## The Sarnia Metal Products Co., Limited

### SARNIA, CANADA

Our lines are sold and distributed through the United Farmers Co-Operative Company, of Ontario