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COINING DOLLARS FROM MILK

Below will be found a very interesting article on the dairy business and the amount of money to be made by farmers in keeping good herds and attending to business in a businesslike way. The article also shows the possibilities to be attained by having within our midst such an institution as the Canadian Lactal Company. Farmers throughout the entire countryside should read the following article, which is taken from the Countryman, just to see what other farmers are doing.

(By J. C. Inman.)

One drizzly morning, in the spring of 1909, a well dressed stranger entered the office of the Mayor of Tillsonburg, Oxford County, Ontario. He represented the Borden Condensed Milk Company, who were anxious to build a factory in Tillsonburg, or some other good milk-producing centre. The company asked for a small cash bonus from the town, and contracts from the farmers around for not less than 18,000 pounds of milk a day. On these conditions the company was prepared to erect a \$1,250,000 factory on the best available site on the outskirts of the town, to run a demonstration farm to improve agricultural methods and to employ an inspector to tell the patrons the best methods of producing clean, sanitary milk. It was to be understood that the company would pay from \$1 to \$1.25 per cwt. for milk as soon as the farmers had cleaned up their stables and built milk houses. This proposition was no sooner made public than Tillsonburg saw the greatest excitement it had ever known. It meant that, in addition to other produce, the farmers would bring in from \$5,000 to \$6,000 worth of milk every month. Merchants saw that with all this extra money the farmers would be making more purchases on their way home. It was an unheard of opportunity, and one to be grasped!

Advice flowed like water. Fat grocers leaned affectionately across sugar besprinkled counters and gave confidential information and statistical reports about farming in general, and dairying in particular. Suave departmental store managers pointed out that the increase in the price of milk would buy at least two more hats a year per farmer, in addition to many other equally necessary things. Butchers and implement agents pointed out the advantage of a daily trip to town "to get things." Cement and hardware dealers thought appreciatively of the quantities of cement, lime, plaster, milk pails, strainers, coolers, separators, required for those new milk houses.

At the end of two weeks, contracts had been signed for 20,000 lbs. of milk, and business began to boom. On the first day of October the factory opened its doors, and a trifle over 21,000 lbs. of milk flowed into the big brass condensers.

But that winter the production dropped to less than 12,000 lbs. a day. Milk houses had been built, but not finished or equipped. Many of the stables had not been cleaned, and few had been whitewashed. Milk had to be returned, and continued complaints were made that the stables and dairies were not kept in a reasonably clean condition. The dairymen became down-hearted.

When spring came, things looked up for a while. The milk houses were completed. The stables cleaned up and whitewashed, and things put upon a business basis. Some made attempts at herd culling, and many began to purchase pure-bred stock.

With the hot weather of July and August came another slump. People had been used to dumping the milk in their cans and letting it go at that. It was different now. It had to be cooled to 60 degrees within forty minutes of milking, and to be kept at that temperature until it

reached the factory. That meant that the milk must be cooled to 45 or 50 degrees in order that it should arrive cool at the factory, after a long, jolting drive in the hot sun.

Sometimes whole loads were returned, warm and tainted. Many declared that they "wouldn't send another can of milk." But when they found the difficulties that a broken contract would land them in, they thought better of it, and set to work on a crusade of care and cleaning.

When winter came round again, the patrons were better equipped, and the production rose to 22,000 lbs. a day. Dairymen began to make feeding experiments and to give their herds better care. Watering systems were put in, feed and litter carriers were installed, and some milking machines purchased. Those who had grade cows, made tests of individual cows to find whether they were making or losing money.

The price of milk in the winter of 1909, and through 1910, averaged \$1.48 1/3 per cwt.

Before that, farmers had been getting 80c to \$1. In view of the extra profits the farmers began to invest in improvements, labor saving machinery and better grade stock. Every possible method was used to make the herds produce more milk. Special feeds were purchased. The cows were turned out to exercise twice a day, and curried and brushed each time after coming in.

In the fall of the next year a number of farmers who had a good stock of pure-breds thought they saw a chance to make easy money. They remembered that one of their number, in the winter of 1909, had sold his pure-bred stock at auction, and had cleaned up so much money that he did not have to farm any more. Several tried the same scheme and it worked so well that everybody with any good stock at all had an auction sale, and some who did not had one anyway, just to get some ready money, and to get rid of their scrub cows.

Of course getting about one-third more for milk had increased the value of cows, and heavy feeding had increased the milk flow until the cows were really worth more than before. Ordinary grade Holsteins, which formerly sold at \$40 and \$50 now brought \$80 and \$100. An ordinary milker was worth about \$60, a good cow \$75 or \$80, and an extra good one at \$100 up. Pure-breds sold entirely upon their records—averaging from \$125 to \$400 or \$500 each, and many went over that figure.

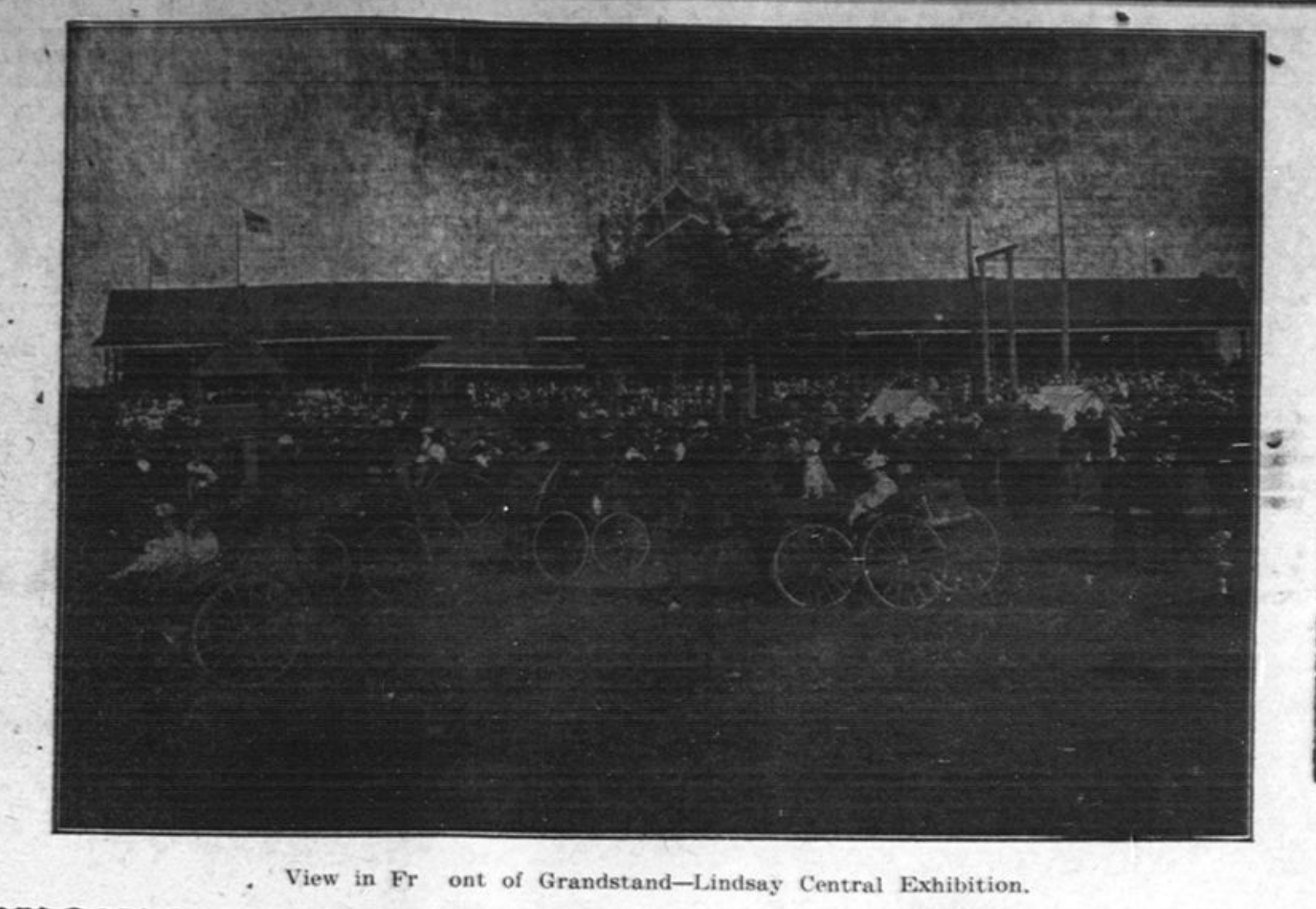
Such reckless spending of money could not go on forever. This was obvious, and many started to look ahead and see how they were to pay the debts they had contracted during the winter. A little figuring showed many of them that they could not meet their obligations, and a little further figuring showed that they were not making, or rather saving, as much money as at the old cheese factory prices.

They asked the company for a raise in milk prices, but it was explained that only about one-third of the patrons had brought their milk up to requirements and built sanitary stables and milk houses. For the present, no increase could be given. During the summer months many of the patrons dropped out and went back to the old methods.

All summer long men tried to figure out a profit from milk, and at last had to give it up. They had been feeding high-priced concentrates in reckless quantities, bushels and bushels of ensilage with not an ear of corn taken out, tons of clover hay and acres of alfalfa, to say nothing of stock foods and condition powders. Further, the dairy proposition had looked so promising that many had devoted their attention exclusively to this, and had no other source of revenue. Few calves were raised, because it was thought there was no money in them. No pigs were raised because the cows ate every pound of the grain. For the same reason no more horses were kept than were absolutely necessary.

When fall came round again, things were in a pretty serious state. The dairymen formed themselves into an association, and said they would not sell their milk for less than \$1.75 per cwt., and appointed men to find a market for the milk at that price. After three weeks' hunting, 9,000 lbs. of the 40,000 lbs. subscribed was placed at \$1.55 per cwt., delivered at the railway station. On contract day the condensing company signed up for some 11,000 lbs. at a price of \$1.55 2/3 per cwt. The association held out as long as it could, but at no other place in Canada could they get any more money for their milk than right at home, so one by one they started to again. This time their eyes were wide open—they began to use more judgment in feeding. The reason they had not made money was because they had not learned to balance income and outgo, or feeding cows with revenues from milk. They found that they needed to be business men and scientific feeders.

As a result, at the present moment Tillsonburg district Holsteins are about the best and most favorably known in the whole of Canada. Right in the suburbs of the town is to be found R. J. Kelly's farm with its "Campbelltown Holsteins," where many high milk records have been made. Mr. Kelly said he has about 40 milking cows and some of the best young stock to be found in the local-



View in Front of Grandstand—Lindsay Central Exhibition.

Boys' Youths and Men's Sweater Coats Price 75c to \$6
Exhibition Week
Childrens, ladies, misses' Sweater Coats Price 75c to \$5

Prices at McGaffey's

Everything points to the brightest and best Fair ever held. Lindsay Central is acknowledged to be one of the best held in Ontario

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|--|--|
| Ladies' Fall Mantles
In Tweed diagonal Nob Cloth and Blanketing. Prices are very moderate. \$8, \$9, \$12, and \$15 are our leaders. | Ladies' Panama Skirts
Black and navy, 15 only, were \$4. Just the thing for housework. Now \$2.
Ladies' Underskirts, black and colors, in Taffeteen. Reg. \$1.50, sale \$1.25, \$2, sale \$1.75
Ladies' black sateen underskirts 90c for 75c, \$1.25 for \$1, \$1.75 for \$1.50
Black and colored sateen skirts at \$2.25 |
| MISSSES' AND CHILDREN'S COATS AT REASONABLE PRICES | Flannelettes and Wrapperettes
Flannelettes, 34 inch, 10c, 12c and 15c
Flannelette Shirtings 10c, 13c, 15c and 28c
Wrapperettes 10c, 12c and 15c
Kimona Cloth 15c, 20c and 25c
Grey and white Flannelette Sheeting, double fold, at 75c |
| Ladies' Knitted Underwear
Vests and Drawers in medium and large sizes, 25c, 35c and 50c
Heavy wool Vests and Drawers 75c, \$1 and \$1.25
Children's Vests and Drawers—Vests 16c, 20c, 25c, 35c and 50c
Drawers 25c, 35c, 50c, 75c and \$1 | |

SPECIAL PRICES on FUR NECK PIECES and MUFFS
SPECIAL PRICES on LADIES' FUR TRIMMED COATS
SPECIAL PRICES on LADIES' FUR LINED COATS

Carpets, Oilcloths, Curtains and Blinds

Canadian Oilcloths, per sq. yd. 27c and 28c	Tapestry Rugs, 3 yds. x 4 yds. reg. \$12, sale \$9.90	Lace Curtains per pair 50c, 75c, \$1, \$1.25 and \$1.50
Medium colored flor-table qual- 40c	Tapestry Rugs, 3 1/2 yds. x 3 1/2 yds. reg. \$11, sale \$9	Scrims, Curtain Nets and Muslins from per yard 10c to 36c
at per sq. yd. 50c	Tapestry Rugs, 3 yds. x 4 yds. reg. \$10, sale \$8.90	

MEN'S UNDERWEAR

Men's Flannel-lined Underwear, per garment 50c and 77c
Men's Wool Underwear per garment 50c, 75c, \$1.00, \$1.25 and \$1.50
Boys' Union Underwear, ages 6 to 12 years, per garment 25c
Boys' Flannel-lined Underwear, all sizes, per garment 35c
Men's Heavy Work Shirts 50c and 75c. Print and Dimity Shirts 69c

Ladies' Wool, Cashmere and Lisle Hose

Wool Hose in ribbed and plain makes, 25c, 35c and 50c
Cashmere Hose 25c, 35c, 50c, 75c and \$1.00. Silk Hose 25c
Children's Little Darling Hosiery in red, pink, blue, black, tan and cream, at per pair 25c
Men's Heavy Wool Sox, 15c, 20c, 25c, 30c and 35c per pair
Cashmere Sox, "Llama," in ribbed and plain, 25c, 35c and 50c

DRESS GOODS
Ladies' Wool Dress Goods in Colors and Black.

Colored Wool Panama, navy, black, brown and green, selling at per yard 50c
Colored Wool Poplins, navy, black, brown and green. Selling at per yard 50c
Plaids, Serges, Checks, and Meltons selling at per yard 25c

A SPLENDID ASSORTMENT of LADIES' NECK WEAR, BELTS, GLOVES and HANDKERCHIEFS

Flannelette Blankets, \$1.25, \$1.50 and \$1.75	Children's Felt Hats and Baby Bonnets.
White Wool Blankets \$3.50, \$4.50 and \$5	Children's Coats in Serge and Bear Skin.
Men's and Boys' Caps and Felt Hats	

Visit Our Store When You're in Town
E. E. W. MCGAFFEY

ity. Extensive improvements are contemplated for Campbelltown Farm, and the dairy is to be greatly enlarged.

Visitors to the farm of M. L. and M. H. Haley, of Springford, are always taken all over the farm in the automobile, the stock are shown to them, and more facts about high prices and high yields of Holsteins will be given than would fill all the space here available. They are making money now, at any rate.

L. W. Lipsit's Forest Ridge herd is a credit to the locality. Mr. Lipsit is said to be the only breeder of Holsteins who is able to ship one or a carload on a moment's notice.

Other breeders are: T. W. McQueen, R. Stansell, Alex. Lapier, B. D. Smith, George Prouse, Fred Brown, I. Holland, George Tupper, Matt. Armstrong, G. S. Elliot, Wm. Crandall, Wm. Fenn, W. C. Prouse, and many others. These men have all made a name for themselves, and keep anywhere from fifteen to fifty-five head of dairy cows in their herds, as well as many young animals.

The breeders have formed themselves into a club and hold a combined annual sale each year at Woodstock, Ont. Over three hundred carloads of pure-bred and grade Holsteins have been shipped from Oxford County during the past ten months—and there are still some left! The reason for this is that Oxford district Holsteins have now over 90 per cent. of the prizes in the dairy tests at Guelph, while at the National Exhibition at Toronto, Holsteins, of the progeny of Holsteins, bred in Oxford district, have carried off 50 per cent. more prizes than all the other countries combined. Another thing which gives a proof of the splendid results of community concentration on dairying is that the County of Oxford and surrounding townships have almost one-sixth of all the members of the Holstein Association of Canada.

There are now three hundred and twelve patrons to the "Condenser," and they have supplied as much as 181,000 lbs. of milk in one day. Can you imagine that much milk being taken in one door during one forenoon? The milk begins to arrive at six o'clock in the morning during the summer months, and some of the loads have as many as seventy of the standard eight-five pound cans. During the coming season the patrons are to get \$1.65 per cwt., nearly ten cents of an increase. Compare with the usual creamery prices.

The largest milk producer is Mr. Thomas Lavrie, whose average is from 1,200 to 1,600 lbs. per day. This is more than some cheese factories get from a dozen patrons. Mr. J. W. Allan is next, with from 1,200 to 1,500 lbs., and Mr. James Goodland and J. E. Elliott with about 1,000 pounds each are "next bests." Then there are dozens of men with five and six hundred pounds each. The patrons send, on an average, 581 pounds each. It is doubtful if any other locality produces as much milk per capita as the Tillsonburg district.

Nearly everyone knows something of the records of Tillsonburg's pure-bred stock, but very few know anything about the records of some of the grades. The man who sends the largest amount of milk per cow is Mr. G. B. Ryan. From eight cows, during eight months' time, Mr. Ryan received \$1,057.16 in cheques from the Borden factory. One grade cow during this time gave 12,440 lbs. Another, a two-year-old, gave 10,297 pounds in six months. This is enough to show that it does not always need the pedigree certificate to produce milk, and that the pure-bred breeders are not the only ones who are making the money.

Of late years the district has been pretty much devoted to dairying alone, but from now on other things will be developed requiring less attention, and adding side-lines to the farmers' business. A pickle factory was erected this spring, and one hundred and forty acres of pickles are being grown this season. A canning factory is to be erected next year, and if things are favorable the pickling factory will take up onions, cauliflower, beets, etc., and the land will get a chance to change occasionally from continued grain, corn and grass growing.

There are more silos in Oxford County than in any other county in

the Dominion. People started out with wee things about seven or eight feet wide and fifteen feet high, made of plank. Now there are hundreds of big concrete structures, sometimes forty feet high and twenty wide. Corn stored in these huge tubs comes out in the best of shape, and lasts from one year's end to the other. Rooters are also fed in connection with ensilage ration, which is from one bushel to a bushel and a half per cow.

Large profits from farming have naturally produced some fine farm homes, of which that of T. R. Langrell is a good example. Mr. Langrell has only 100 acres, but he has grown wealthy from its production. He keeps fifteen cows, seven horses, some pigs and a big bunch of poultry, and has the best yearling cull in Oxford County, which at fourteen months weighed 1,012 pounds.

Here are some pointers culled from the experience of some of the most successful breeders and feeders of the Oxford district, which help to explain the financial successes these dairymen have gained:

"All cows are milking machines—but you have to be careful or you'll have a bunch of poor machines in your herd. Testing each cow for daily, monthly and yearly milk yield means big profits, instead of average, inside four or five years."

"Blood tells. A heifer of a big milking family will be a big milker—but the sire must be of big milking blood or she will disappoint you."

"A cow which gives more milk—worth say \$20 a year more than the 'average' cow, is giving practically that in increased net profits. She is easily worth \$150 more purchase money."

"It doesn't pay a factory to run machines at half capacity. Neither does it pay to feed your cows less than all they will eat. If they are the right sort they will turn all the extra feed into milk and money."

"A man in the business of manufacturing milk, simply must understand his raw materials—the feeds. A cow won't produce on straw, as anyone knows. Well—if you feed her only grass, or only hay, she will produce better than on straw—but not enough to pay the profits we want here."

"The right balance of grains and roughage, dry and juicy, protein and carbohydrate feeds, is necessary to carry off milk yield. Feeding tables should be studied. Variety and condition of feeds is very important, especially in winter."

"Grow as much of your feed as you can—and then buy, when you can buy right. It pays. Don't sell any grains, hay or other crops. It doesn't pay."

"Heavy winter milking keeps the hired help the year round, cuts out the ordinary rush at one or two seasons, and increases the cow's total yearly output—if bred to 'come in' in the fall."

"It pays to get together like we did to see what we could do to get better prices for milk. We found just what we could get out of others and what we had to do for ourselves."

DEATHS RECORDED
By Omeme Corr.

Omeme, Sept. 10.—The funeral occurred last week of the late Thomas Mitchell, whose death occurred at his son's home in Fenelon Township. Interment took place at the Emily cemetery. The deceased was well known in Omeme, having lived here for some time. Besides his widow, there is left to mourn his death a son and a daughter, to whom sincere condolences are extended.

There died at Saskatoon, Sask., on September 3rd, Anna Peplow, beloved wife of the late David Balfour, whose home was established about 2 miles south-east of Omeme. The deceased was 66 years of age, and had gone to the West during the past summer. The body was brought in by the 11 a.m. train on Monday to the Sturgeon-st. station, from which the funeral was held, the Rev. W. F. Chapman, pastor of the Methodist Church, officiating. There was a large concourse of friends and relatives attended the obsequies as a last token of respect to one that was universally admired. The bereaved have the heartfelt sympathy of the village and surrounding districts.

As we go to press the announcement comes of the death of Mr. John Boyd, of Cavan, whose demise took place on Saturday evening, at the old homestead, which is now occupied by his son, Joseph. The funeral will take place on Monday to St. John's cemetery, Cavan.

Toronto Had a Million-Now for Lindsay

"Make it a million!" That slogan won out at the Toronto exhibition. Before the gates closed on Saturday night, bringing the Fair of 1913 to an end, the turnstiles registered 105,000 paid admissions, bringing the aggregate attendance for this year to 1,009,000. Now let everybody pull to swell the attendance of the Lindsay Central Fair next week. Toronto may justly be proud of her great annual show. And Lindsay citizens, and the residents of Victoria county have every reason to feel proud of the big Lindsay Central Fair. This year it promises to eclipse all records, with added special attraction including the Canadian Royal Dragooms of Toronto, the speeding-in-the-ring, the vaudeville acts, ladies' driving, grand parade of prize stock, the midway, the magnificent exhibits, the judging, the illumination, fireworks, etc.

Sept. 18, 19 and 20. Keep the dates in mind.

.....
SIXTY PER CENT. OF CROP IS SAFE.
.....

"About 60 per cent. of the crop in the West is cut, and a very favorable report upon the condition of the crop at harvesting is given," said Sir L. Melvin Jones, a leading financier of Toronto.

"Thrashing is getting a bit under way here and there, but there are no reports yet as to the quality and amount of the yield."

"A telegram from Alberta on Saturday morning, and letters from Saskatchewan at the same time, report harvesting conditions, on the whole, very favorable. In some places there have been small storms of hail and of rain, but the damage does not materially affect the amount of the whole crop. At several points where the seed was sown in rows on stubble, the crop is no good."

"All in all," said Sir Melvin, "the Western crops have held their own, if not more."

PICTURE POST CARDS
And local views. Biggest assortment in town at Hginetham's Drug Store.

.....
No may be a spring Thaw yet. Walter Washburn, a plasterer, is in the General Hospital, Toronto, with his palate fractured and wind-pipe cut, 100 yards of a fall.

FAIRS THIS WEEK

FENELON FALLS AND WOODVILLE TO CELEBRATE.
Citizens of Lindsay who are in the habit of attending the fall fair attractions at Fenelon Falls and Woodville should bear in mind that the cataract village fair is billed for Wednesday and Thursday of this week, and the Eldon fair for Thursday and Friday.

REABORO.
Reaboro, Sept. 8.—Mrs. W. Sloan entertained a number of her neighbors last Wednesday at quilting, after which a dainty tea was served which everyone enjoyed very much. Mrs. Bingham and little son, of Millbrook, were visiting Hill Head on Labor Day.

Mr. and Mrs. Young and Mr. F. R. J. MacPherson and family, of Peterboro, were the guests of Mr. and Mrs. Wm. Best over Labor Day.

Mrs. T. Hawkins spent the past week in Toronto visiting friends.

Miss May Walters and Miss Marion Dickinson, of Toronto, are visiting Mrs. Wm. Best.

Miss Lillie Sloan visited Miss Ruby Mahood, Reaboro, this week.