

NE

ST
UNTAIN
LEY
DS

0.10

ACRE.

TERMS

an.

ALL
WOOL
MICA
ROOFINGALLY TO WITH-
OF THE FROST.
booklet.ock, corner
covered five
ica Roofing
emy testif-
f the felt-
proof.
RITCHIE.SON,
NADA,
WINNIPEG

RE.

cure it with
advice FREE
onto, Ont.
3 Yonge St.ography
Book-keep-
course for
Insures a
free. NA-
LTD. E. J.
nipeg, Can.BY THE FREIGHT
CATALOG
FREE
ACROSSE WIS

TED.

flax.
ing.

MAN.

FARMER'S ADVOCATE

AND HOME MAGAZINE

* AGRICULTURE, STOCK, DAIRY, POULTRY, HORTICULTURE, VETERINARY, HOME CIRCLE.*

PERSEVERE
SUCCEED
FOUNDED 1866

REGISTERED IN ACCORDANCE WITH THE COPYRIGHT ACT OF 1876.

Vol. XXXIX.

WINNIPEG, MAN., AND LONDON, ONT., NOVEMBER 2, 1904.

No. 632

Editorial.

A Farmers' Exchange.

The marketing of farm produce so as to obtain the highest available price is always a subject deserving of careful consideration. It is a good thing to be able to grow the very best that the soil can bring forth, but it is also very essential to sell it well. Numerous instances are on record in which producers have banded themselves together for the marketing of their goods, but almost as numerous are the records of their failures. In the Okanagan Valley, B. C., the farmers have been able, through an organization called the Farmers' Exchange, to master most of the difficulties incident to securing the highest market price for the principal products of the farm. This organization began in August, 1903, with headquarters in the town of Armstrong, and to-day it includes in its membership all the leading and intelligent farmers of that district. The object of the Exchange, as set forth in their constitution and by-laws, is the marketing of all kinds of produce grown by its members. Up to the present time, attention has been confined to vegetables, fruit and dairy products—three commodities for which the Valley is rapidly becoming famous. Most of the grain offered for sale is handled by a milling company in the town, which is also owned and controlled by the farmers of the district.

To become a member of the Exchange, each farmer was required to pay ten dollars, and also give his note for forty, payable at the call of the management. The purpose of the latter was to enable the manager to obtain sufficient money from the bank to pay cash according as goods were delivered. So far, the notes have not been required to be paid, and the Exchange has considerable money to its credit in the bank.

In receiving goods for shipment, considerable care is exercised in not allowing anything to enter a car that is not in good condition. In this respect, the manager is no respecter of persons, being quite as ready to refuse the goods of a member of the executive committee, of which there are five, as of any other person claiming membership. In setting the price of an article, the highest figure is given that it is considered will leave sufficient margin to cover expenses. No effort is made to accumulate a large reserve fund, but when anything has been shipped at a loss, owing to deterioration in quality, not the fault of the management, the member who sold it is held responsible.

When a member of the editorial staff of the "Farmer's Advocate" visited Armstrong and district a short time ago, he found the farmers exceedingly well satisfied with the Exchange and its management. Before its institution, much of the goods now sold for cash were traded out at the stores at a comparatively small price. This was due to the fact that the storekeepers in the town had not the facilities for handling the produce of the district equal to those which the Exchange now enjoys. At present, the storekeepers receive mostly cash for their goods, and, having no trouble with such perishable produce as fruit, vegetables and dairy products, their lot is a happier one than before, and they are friends of the Exchange. The Exchange, too, since it makes a specialty of the sale of certain lines, is able to secure a better market and higher prices than would be obtained by any local trader with less comprehensive operations. In fruit, it pays particular attention to packing, and in vegetables and dairy produce a special effort is made to pre-

sent everything in a way that will appear most attractive to the customer.

While it may seem easy on paper to run an institution such as the one just described, it must not be forgotten that a great deal, in fact, nearly all, depends upon the manager. With a large membership in an exchange, there is sure to be a great deal of local contention. One man with goods a little inferior in quality will not be able to see why his neighbor should receive a cent or two more per pound than he. All kinds of difficulties of this kind are sure to arise where there are many men of many minds and dispositions, so that a great deal of the success realized depends upon the ability of the manager to handle men in a tactful way, as well as his knowledge of business in general.

The Armstrong Farmers' Exchange, should it continue under management as capable as at present, will be a very material factor in assisting to develop one of Canada's most fertile agricultural districts. The amount of produce handled this year will amount to fifty thousand dollars, and of that sum the most intelligent farmers will have a large profit.

How a Grain Survey is Made.

A week ago we gave the names of the new Grain Survey Board, and it will be noticed that the names are those of city men. The question might be asked: How is it there are no farmers on this Board, when there are such on the Grain Standards Board. The reason is that it would be impracticable to attempt to use men out of the city. A survey, when called for, has to be made in the time elapsing between the grading by the inspector's staff at Winnipeg and the arrival of the car of wheat on which a survey is demanded at the lake ports. As it takes one or two days to notify a farmer by mail the grading of his car, it will at once be evident that the time for calling a survey board together is very short. The complaint being made, the Survey Board (any three form a quorum) is called, and are given the samples, regarding the grading of which they know absolutely nothing, and after inspecting the samples their decision is given.

We might say that our opinion is that the inspection is as fair and as accurate as it is possible to get, and our experience with samples from a car of wheat was that the grading of the samples taken by us correspond with the grading given on the car itself, given by the inspector, he not knowing whence our sample was obtained. In such a trying position, it is not possible to please everybody, and we are satisfied that the farmers of this country do not need to worry over the system of government inspection, but can well afford to ferret out the reasons for the marked difference in prices between similar grades on the Winnipeg and leading U. S. markets. The same state of things exists in cattle prices, only to a lesser degree, and with greater reasons for such being the case. The disparity in price needs inquiring into if the farmers are to get all there is in their wheat.

The Dominion Agriculturist on Clover-growing in the West.

I notice you are doing something to encourage the growing of clover in the West. I hope you may have a lively competition, as you should have. To my mind, there is not the slightest doubt that clover will grow, and grow luxuriantly, in almost all parts of Manitoba and the adjoining Territories. Everything I could see that had any bearing on the subject seemed to point to that.

J. H. GRISDALE.

The Rebellion of Mr. Jones.

"The hired man will 'Americanize' Canada. He has already started to do so. In 1896, practically all the available wheat lands in this country (the U. S.) had been claimed. In that year, less than half a hundred homeseekers ventured over the border into the free lands of Manitoba. There they settled to raise wheat—and they raised good wheat. The next year, more hired men sought independence of landmasters, and they, too, took up wheat land over the line. People began to look at maps. Russia is the wheat-field of Europe, yet Manitoba, Assiniboia, Alberta, and even Saskatchewan, are south of her wheat belt, and faith in the new land grew. It has been eight years since that first invasion of hardy half a hundred, and in that time a quarter-million men trained on American farms have settled in these Territories. They have Yankeeized the western half of the Dominion. They have already openly talked of severance from the throne of England, and their representatives in the Parliament halls of Ottawa have pleaded for a Continental Federation of States. It is only a matter of time till the tail will wag the dog."—[Richard Lloyd-Jones, in Collier's Weekly.]

The above is a fair sample of the unadulterated rubbish which some guileless Canadians admit to their homes under the wrappers of U. S. papers and magazines, and which should be effectively quarantined. Ignorance and audacity could scarcely go to greater lengths than has this Mr. Jones, but any combination of that sort will suit to a nicety a large tribe of bumptious U. S. periodicals. It is all very fine to classify the "American exodus" to the Canadian West as simply a movement of "hired men," instead of full-fledged, well-equipped farmers and heads of families, seeking better agricultural conditions, escaping from the tyranny of the trusts, the oligarchy of wealth, municipal misgovernment and mob law, for the true freedom of British institutions, as developed under responsible government in Canada. According to Cy Warman, the American writer who finds it most wholesome to live in this great Dominion, this 250,000 army are just men who are "Coming back to Canada to-day," having seen the halo of the U. S. West dissolve. "Severance from the throne of England!" There are just two ways in which that can be brought about—one by the franchise in the hands of subjects of this fair realm, and the other by rebellion. It's "only a matter of time," but Mr. Jones has not yet decided which way it is to be brought about. This gives us opportunity to breathe, and get Thanksgiving Day over before the "wagging" process begins. Will the Western representatives who, according to Mr. Jones' story, have been pleading in the Parliament halls of Ottawa for a "Continental Federation of States" please rise in their places. We are not aware of any such orations. Mr. Jones will find the voting process a terribly slow method of overturning British institutions, which are inwrought in the very fibre and constitution of this loyal land, and he will find it still harder to work up a rebellion among a prosperous, happy and enlightened people. He should tackle an easier proposition first. The "Farmer's Advocate" invites him to come over and grow up with this "Greater Britain," where there is land and opportunities for millions yet unborn.