

Co-operation by English Farmers

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In this work the association has the assistance of Dr. Finlayson, of London, the leading seed analyst of Great Britain. Clover seed especially is very liable to adulteration and formerly a great deal of impure seed was sold and prohibitive prices were charged. Through its system of tests and records, the association is now able to supply its members with seeds on which they can depend absolutely, while prices have been considerably reduced. This work is greatly appreciated by the members, and from January to June of this year they bought from the association, in small parcels, over 100 tons of clover seed, 100 tons of root seed and 5,000 bushels of grass seed. A considerable business is also done in cake and other feeding stuffs. Linseed cake, cotton seed cake, decorticated cotton cake and meal are brought from America, Russia and Egypt by the shipload and broken and mixed to suit the individual requirements of the members. The same plan is followed with artificial manures. By purchasing in large quantities the association is able to secure its supplies at very close prices, and by analysing everything that passes through its hands it is also able to protect its members from the fraud formerly practiced. Coal, both for steam and domestic purposes is also contracted for in large quantities and is delivered direct from the mine to the farmer's station at from sixpence to a shilling a ton below the prices charged by dealers.

Cheap Agricultural Implements

The sale of agricultural implements and machinery is an important department of the association's work, the sales amounting about to £30,000 a year. It is the policy of the association to sell to its members at the lowest possible price rather than to have large profits to distribute at the end of the year, and the basis on which it trades is margin of only from 2 to 2½ per cent. This enables the members of the association to buy their farm implements at from 10 to 15 per cent. less than they could obtain them elsewhere. The manufacturers, desiring to protect their other agents, naturally do not altogether approve of this price cutting, and in the early days of the association most of them refused to sell to the association. The association, however, is able to place such large orders that the manufacturers could not afford to keep up the fight, and with few exceptions they now supply the co-operators through their association. The Massey-Harris Company, by the way, is one of the few concerns which still decline to deal with the association direct, its system being to have one agent in each territory. The association, however, purchases from the local Massey-Harris agent at a favorable rate, and is able to supply its members with Canadian made binders and mowers at prices considerably lower than those paid for the same implements in Western Canada. The idea that English farmers are behind the times, so far as the use of machinery is concerned, would be at once dispelled by a visit to the premises of some of the members of this association. One job recently done by the association was the installation of a cold storage plant capable of storing 42 churns of milk, a complete electric lighting plant for houses and buildings, a small grist mill, chaff cutter, dust extractor for treating hay, a root cutter, cake breaker, hoists, artesian well and pumps, all operated by a gas suction engine, which generates 25 horse-power and costs about \$3,000 a week. This co-operative farmer keeps from 150 to 160 cows and sells the milk in London, 80 miles away, where he has his own distributing system, and thus sells direct to the consumer. Over 200 gasoline and other engines have been sold to members of this association in the last four years and a few have purchased milking machines which are said to be successful under skilled and intelligent management. The managers of this department are John Sherwood, an agricultural engineer of many years experience, and W. H. Crates, who had been selling agricultural implements for sixteen years before he joined the staff of the association, four years ago.

The Pig Department

The livestock department is chiefly concerned in the sale of hogs. In fact, Percy Manning, who has charge of this

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