# "Baker" Wind Engines

Are built for hard, steady work and keep at it year in and year out



IT is the reputation which "BAKER" Wind Its glass have fairly wen and steadily beld ever since their first appearance on the market, po years ago, that should be considered. They are sand east running, "BAKER Wind Begines are so designed that the gears cannot wear out of mesh. The wheel is built on a hust revolved on a long that a large number of small sails which develop the fall power of the wind and enable them to pump in the lightest breezes. Has built-bearing turn-table are covered with cast a built-bearing turn-table are covered with cast shield, but the sail of the sai

The Heller-Aller Company

## Further Ideas on Marketing Fruit

(Continued from page 2)

say that it is only two weeks ago since I was visited by one of my former agent friends of Berlin, Ont., former agent friends of Berlin, Ont., who informed me that he bought apples last fall and, if my memosy serves me right, he said he paid \$2 a barrel for No. 1 Spy, which, with the barrel and expense of packing, would have a net cost of probably \$2.75 to \$2.90 a barrel. The same apples could not have been bought for less than \$7.50 to \$9.50 a barrel here, and in shockingly badly in shockingly here, and bruised condition at that. Owing to your climatic conditions last year, the apples from Ontario bruised and decayed worse than usual, therefore when the first lots arrived the merchants lost so heavily they refused further shipments. WHY CUT OUT THE MIDDLEMAN

WHY CUT OUT THE MIDDLEMAN
From the above comparison of
facts you can readily see whether Mr.
Louch would be into pocket to cut
out the "Farmer's Bugaboo," "The
terrible fellow" that eats up all their hard-earned money, namely, "The Middleman"—the man who has some business ability, and uses it, too, by learning where there is an over-production for local consumption, buys duction for local consumption, buys it for shipment to a point where the people are willing to pay him a profit on his investment and is thereby ac-tually a benefactor of both parties— or as he is advised by you, to endea-your to sell it locally, competing with

thousands of his neighbours for a prices, few hundred customers. If Mr. Louch and if would educate his fellow farmers to adopt business methods in farming they would all realize the same difference in price and demand for Ontario fruit that they have experienced for their butter. I helped con-siderably in their education with the latter. I am very willing to assist them all in my power with creating as good a demand for the former. But there are two things that Ontario fruit growers have to learn at the there are two things that Ontario fruit growers have to learn at the earliest possible date for their own advantage: First, pack your apples in boxes of not more than 75 pounds weight, each apple wrapped in paper corners caught and twisted, each box bearing the name of kind of apple, true to name, and lastly the number of annles in each box. of apples in each box.

HONESTY IS LACKING Second, and most important—the am ashamed (being from Ontario myself) to say that the most dishonest grading and naming of apples known in the west is by Ontario far-mers. This statement will be vouched for by corresponding with almost any dealer in apples in this western

Country.

I have purposely said Ontario farmers. I know from experience that the majority of those who are purchasing apples for shipping are farmers, while nine out of 10 of those who sort and barrel the apples are farmers. This makes it, practically speaking, Ontario farmers who are kicking at the small crist that speaking, Ontario farmers who are kicking at the small price they re-ceive for their apples, and it is the same Ontario farmers who are de-priving themselves of one of the best markets in the world for apples, and fruits in general, by refusing to be educated to their own interest, to pack the fruit properly and to be nonest in making the goods true to

As regards Mr. Louch being ad-vised to call upon the persons mentioned at Preston, would say that I could safely advise Mr. Louch that could safely advise Mr. Louch that if he had his apples in this city he could quote \$2 a barrel above Preston price, with freight charges added, and if they were No. 1 apples he could sell them all in a day and have his money in his pocket; but, believe me, he would not be wise to have them bruised and bumped about in barrels, for others like myself have paid for our experience and are sane enough to learn by one experience.-N. B. Ireland, Saskatoon, Sask . . .

# OUR EXPERT'S REPLY.

What Mr. Ireland says is true in many cases, but I don't think that he is looking at my advice to Mr. Louch in the spirit in which it was Louch in the spirit in which it was meant. If he will refer to my last article he will see just what I meant in my advice to Mr. Louch. Why can't Mr. Louch do as this man at Grimsby is doing to market his fruit? The two young men here in Preston are not the only ones this man has marketing his produce. He has men in many towns all over the country. and he is making big money selling his fruit in this house to house can-

I would like to ask Mr. Ireland who gets the big end of the profit on that fruit which is shipped out west? that fruit which is snipped out week.

Is it the producer or is it the commission man? I say it is the commission man, he who has the business ability to see where there is an overproduction and buys up the prooverproduction and buys up the pro-duce and ships it to a place where the produce is helping all concerned. Primarily that man is padding his own bank account. He goes out to the producers and buys up all their fruit at a certain price and then be goes out to a place where people want fruit so badly that they will almost fight for it, and he will get big O. M., Halton Co., Ont.

That is a business and if I were in the commission busi-ness I would probably do that very ness I would probably do that very same thing. But how in the deuce does the producer get any good out of this kind of selling?

BY GETTING TOGETHER

I say the producer should get out It say the producer should get out and make his own market. If he gets together with his brother fruit raisers he can get his price. He can market his fruit in these out of war places just as well as the commission man can and he can get the prices.

About the fruit question here Preston. When I came here last year I tried every store in town and couldn't buy a barrel or box of apple at any price. I did manage to get 20c worth one day. Others here have told me the same thing. If there were any Spies for sale at \$2 we weren't very good detectives, for we couldn't find any.

Couldn't find any.

Until the farmers get busy and get in intimate touch with the consumers they will never get the prices they are fighting for. The commission are fighting for. The commission man does not get in touch with the consumer. He contracts for so many apples and he has to sell them. He gets the best price possible for them
-makes his profit and turns to other makes his profit and turns to other things. When the farmer gets on and talks with the consumer and finds out his wants, then we will get the things we most seek after. We will get better produce and prices of match.

#### Painting Pointers

Any man can do an average job of painting, and can thereby not only improve the appearance of his place, but can add greatly to the durability of the buildings

Of course paint does improve the appearance of property, but it is far appearance or property, but it is armore useful as a protector rather than an ornament. The expenditure of a small amount of money and time in painting a valuable piece of farm machinery or a building will greatly to the length of its life.

Do not use any paint containing ompounds of lead about stables or outbuildings where the fumes from decaying organic matter occur, since gases are likely to darken the lead paints.

Do not use with lead compounds any pigment that may liberate com-pounds of sulphur. For example, ultamarine blue white contains sulphur in a form in which it may be set free, is a beautiful and very per-manent blue and may be used with zine white, but should not be used with white lead or any other lead pigments. Prussian blue, on the cotrary, does not contain sulphur, and may be used with lead pigments.

Remember that turpentine and beszine are very inflammable and especial precautions should be taken not to bring paint containing these substances near any light or open fire.

Many pigments are poisonous, and the workman should be particularly careful to remove all paint stains from the skin, and not under any circum stances allow any of it to get into his mouth. A man should not eat in the same clothes in which he has been painting, and before eating should not only change his clothes but wash paint stains from his skin.

It is not advisable to use turpentine or benzine in removing paint stains from the hands, but by oiling the roughly with linseed oil, or, in fact, with any fatty oil, and then thorough ly washing with soap, the paint may be removed, provided it has not been allowed to dry too thoroughly on the hands

After the last Poultry Number of Farm and Dairy arrived our head started to lay like "Sam Hill."-W.

# \*\*\*\*\*\* FARM ......

July 25, 1

Seeding would like field after d fall pas tend to plow a spring, and not eatch thought by sow thought by sow ture enough to I would be able tall Will the ending it to the other kind of ame purpo Oxford Co To ensure a and which it i better re

pated from sov

a moderate dep



Ontario first prize

owned by Michen Caledonia, Ont. I left to right they antha of Riverside The greatest car

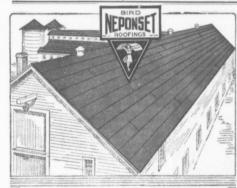
sure the thorou the land to pre-escape of moist sufficient moistu tion of the seed the sod turned bably be found disc harrow serviced is fit as a field is fit as a any erop. If n secured, then ry to give moderate of forage. It she after the middle possible if much i for in the autum

The method of is not likely to property. To get goo absolutely necessa crop come between and the seeding

The rye might slightly if fed in la is, if the cattle w hungry and allow desire. The pro available in the cattle are turned confined there for H. Grisdale.

### Late Corn The farmer who

ed to "laying his a date finds himsel cumstance this sea ndicarions late cu the keynote of this The growth the pla surely necessitate 1 previous seasons Corn is a cultive profitable crop is no the cultivator is use



# Not a Leak in 13 Years

From a section where the climate is hard on roofing comes this letter:

# NEPONSET PARDID ROOF

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Remember the name, NEPSNEET Paroid, the roofing with the record. Make sur-that you get it. Sold only by regularly authorized NEPSNEET dealers—leading hard-ware and jumber merchants.

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St. John, N. B.