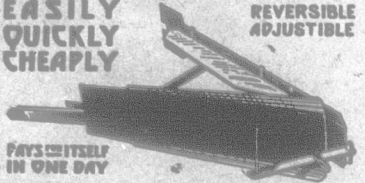


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The Subscription Fakir Again.

Under the heading "Smooth-Tongued Swindle Exposed" and followed up with the following sub-heads: This Glad-Hand Type of Nimble-Fingered Gentry Inexcusable; "Dishonest Intentions;" and "Means Should be Taken to Prevent Further Similar Activities," The Toronto World of Monday, October 29, published the following account of subscription fakirs' operations at the Provincial Plowing Match.

"Glad to see you," said a slick-looking individual to a farmer as he walked inside the gate at the provincial plowing match. "We have a very interesting proposition to the proprietors of farms. You are a proprietor, are you not?" This was sufficiently evident without the courteous reply of the farmer to the man, whom he had never seen before (and hopes never to see again) to the effect that he had a son who was already old enough to help him on the farm. "Well, sir, we have a very attractive proposition to make to you. We will give you a special course at the Ontario Agricultural College, and will also mail you regularly the bulletins of the government experimental farms. You, of course, are interested in live stock and will find these government pamphlets most valuable. What is your name?" While the canvasser is talking he is getting out a pad of blank forms and pencil and quickly writes the name and address of the honest farmer whom he has accosted and tears off one of the blanks.

"Now, sir," with a leering smile, "you of course don't mind paying the postage on these government bulletins which we are going to send you."

"How much does it cost?" asks the farmer, already putting his hand in his pocket, thinking to get rid of the stranger by paying him 10 cents for his postage.

"That will be a dollar," says he of the smooth tongue handing the receipt already to the farmer and feeling so sure of his dollar.

But this farmer fortunately was wary and did not hand over the dollar. Instead he read the receipt form which was now in his hands. "Canadian Countryman," read the farmer aloud. "What has this to do with the Canadian Countryman?" asked the farmer, now fully convinced that the stranger was trying to put over a skin game on him.

"Oh! you're entitled to that as well," he answers. But the farmer in this case handed back the receipt to the stranger and told him he had more magazines already than he could read, and the slick individual could only grin and walk away after another intended victim.

Now, in fairness to the publication already named, it should be stated that representatives of "Farm and Dairy" were also using the same detestable and underhand methods of securing a dollar or more from any and every farmer whom they could get to listen. This, however, does not excuse either the "Canadian Countryman," or "Farm and Dairy" from the fact that they hired these men to secure subscriptions to their magazines and provided the tricksters with the printed forms.

The great offence in this particular case was that the canvasser did not even mention that he desired to sell a subscription to a magazine, but tried to make the listener believe that he was a government representative who would send experimental farm bulletins for the cost of postage.

Now it so happens that, as The World has stated many times, any farmer can secure government bulletins and books absolutely without cost by merely making a request for same to the proper department.

When will the government take action against this sort of thing, or when will farmers learn not to do business in any manner with smooth-tongued tricksters of this stamp?

[NOTE.—We are pleased to see "The World" taking this stand against questionable subscription operations. The Farmer's Advocate has many times exposed such fake methods and stands steadfastly to the practice of selling on merit and merit alone. The strong-arm methods employed by newspaper canvassers who work on the worthless premium basis should be put out of business by government action. Papers worth the money do not require misrepresentation and premiums to sell them.—Editor.]

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