

THE OBSERVER

Vol. 4.

HARTLAND, N. B., Oct. 17, 1912.

No. 18.

Fall Goods

have commenced to arrive

Our Dress Goods

are the newest in the Market

Sweater Coats for **Men Women Boys Girls**

Ladies' and Misses' Fall and Winter Coats

SHOES

For Ladies we have the High Tan in Button and Lace; also Box Calf in Black.

For Men we have working Shoes that we can Recommend.

Also a large stock of Fine Shoes in Patent, Tan and Box Calf.

Try our 35c. TEA. You can't beat it.

THE DAYLIGHT

A. L. Baird, Hartland, N. B.

Opposite the Bridge

Massey-Harris and McCormick Repairs for Sale

Every Day a Bargain Day At Our Store

Few Men's and boys' suits—will be sold 20 per cent discount. We continue carrying National Light Kerosene—best grade of kerosene sold on the market.

Mens' and Boys' Gum Rubbers.

Jack Frost is urging heavier weight in Underwear, and sweaters, call and see our stock.

Try our special. 35 cent tea.

Full line of School Books.

BELYEA BROS.

Successors to A. S. Estabrooks,

Coldstream, N. B.

In future this space will tell you the Store News of

C. M. Sherwood, Ltd.

Centreville, N. B.

Watch for it next week

THE CANADA WEST INDIA COMPANY.

How It Can Pay the Farmers More Than Other Shippers.

At several points in Carleton and Victoria counties agents of the Canada West-India Co. are receiving potatoes from farmers and shipping to Montreal where it is said they are offered at five cents a bag less than the shippers who have been longer in business can afford to sell them.

Selling thus of course has a tendency to keep the price down. Montreal agents of local shippers, holding out for the best possible price, are met at every hand by jobbers who say the Canada West India Co. is selling cheaper.

If the Company can pay the farmers 10 cents a barrel MORE and sell in Montreal for ten cents a barrel LESS and make money in the transaction, it is evident that the other shippers are making too much money.

Is this so? Let us figure it out.

When the prevailing market price in Montreal was 65 cents per 90 pound bag last week, local shippers—those outside of the Company—were paying 75 cents per 160 pound barrel, or 35 cents per 80 pound bag, which is equivalent to about 40 cents per 90 pound bag. To 75 cents paid in cash to the farmers the shipper has to pay 30 cents per barrel freight, allow 5 cents per barrel for shrinkage, and, at the least, 5 cents per barrel for the cost of handling in Montreal. So his potatoes delivered to the city jobbers cost him \$1.15 cents per 100 pounds. The selling price, as stated, was 65 cents per 90 pounds, which if figured out, will show a profit of one-half cent a barrel to the shipper.

No one is engaged in the potato business for fun, and the shippers must make more than half a cent on a barrel; but the foregoing figures are the actual quotations of the middle of last week.

Since it is plain that when potatoes are bought AND PAID FOR in cash at 75 cents a barrel and sold in Montreal at 65 cents a bag there is only a half-a-cent profit, how can the Canada West India Co. pay 90 cents a barrel and sell in Montreal for 60 cents a bag which is equal to less than \$1.07 a barrel? The Company maintains in Montreal elegant offices and pays high salaries. It cannot make a saving in the cost of handling there. The freight is presumably the same as others have to pay—unless the C.P.R. grants them a rebate; the shrinkage of their stock is not less.

How, then, can the Company pay 90 cents a barrel for potatoes, pay 30 cents freight, lose 5 cents from shrinkage and 5 cents a barrel in cost of handling, making the potatoes cost them in Montreal \$1.30, sell them at 10 cents a barrel less than they cost, and make money?

If this Company was a strictly private enterprise that chose to lose money this way, it would be nobody's business. But the farmers are asked to invest, and they should have the actual conditions shown to them.

When we go a little further into the matter we find that the Company, while paying 30 cents a barrel freight, cost of handling, etc., gets from each one of its farmer-members 100 barrels of potatoes without paying one cent cash!

This is an easy solution of what would otherwise be a mystery.

The farmers supply the potatoes, the Company sells them for what they can get—and who gets the money?

Fairness to the Company impels the assertion that not only were they paying last week 90 cents in stock, but they also paid 90 cents in cash. The average farmer has 400 barrels of potatoes to sell—perhaps less. Of these he hands 100 barrels to the company without a cash payment, and gets \$270 cash for the other 300, which is the total cash he realizes from his crop and which is equal to 67½ cents a barrel.

Had he sold to the shippers who are not in this company, combining or whatever it is, at only 80 cents he would have got \$320 for his 400 barrels.

We venture the opinion that if a farmer will go to any shipper of potatoes and offer him \$100 payable in potatoes, the shipper will willingly agree to pay him 10 cents a barrel more than the market price, and guarantee a handsome dividend on the first year's business beside. It would be a sure cinch for the shipper.

It is stated that the operating expenses of the Canada West India Co.—the high salaries and elegant offices—is not much less than \$50 a day. Who pays? Do the farmers of Carleton and Victoria counties?

J. B. DAGGETT NEW SECRETARY FOR AGRICULTURE.

Has Been Appointed to Succeed W. W. Hubbard.

J. B. Daggett, of Centreville, has been appointed secretary for agriculture, succeeding W. W. Hubbard, who has severed his connection with the provincial services and now superintendent of the Dominion Experimental Farm established here.

Mr. Daggett will probably enter upon his duties at once and with his family will move to Fredericton in the very near future. His appointment will give general satisfaction inasmuch as he is known to be well qualified to carry on the important work which will be entrusted to him in his new position.

Mr. Daggett, who is about 40 years of age, is a native of Charlotte County. He was formerly in the Baptist church ministry, but ill health caused him to abandon that work several years ago, after he had successfully held pastorates in Westmorland, Sunbury and Carleton counties. He is well known throughout the province and in the past several years has done valuable work for the Provincial Agricultural Department as a speaker at farmers' meetings, particularly along poultry lines on which he is a specialist.

Mr. Daggett is a good organizer, he is possessed of splendid executive ability. The salary of the position is now \$1,800 per annum.—Gleaner.

James William McGee.

The death of James William McGee occurred at the home of his niece, Mrs. Frank T. Kimball, Fort Fairfield, on Friday. He had been confined to his room for months and to bed for many weeks, suffering intensely, although all that could be was done to ease his distress.

James McGee was a brother of the late Joseph McGee and was born at Somerville 68 years ago. "He had his peculiarities" that made him well known over a large section, and which won him friends and respect among his wide acquaintance.

The remains were brought to Hartland on Saturday and laid beside those of his brother.

Miss Cassie McQuarrie, teacher at Mount Pleasant, was called home to Lambert Lake today.

New Fall Coats

for Ladies, Misses, and Children

We have just received a very choice selection, hardly two alike. The styles are the very latest and both the cloths and the coloring is strictly up-to-date. These are all extra well made for people of good taste and prices have been marked low in consideration of an off year among the farmers.

A new and exclusive range of many styles of

SWEATERS

for Men and Women is open for your inspection. They are of many colors, bright or subdued, of pure wool and worth more than we are asking for them.

Men's Overcoats and Heavy Winter Underwear

in a wide range of extra-special values. We have considered the crop condition of the year and don't expect to make as much money as we might in a good year. But in spite of the price of spuds you can afford to go warmly clad this winter by trading here.

Two Big Specials:

To close out at once we offer

40 Ladies' Waists, All-over Lace Ecrú Tint, worth \$3.50 For 2.50 each

20 Ladies' Underskirts, Colored Silk, on two alike for \$2.50 to \$3.75

Mrs. C. A. PHILLIPS
BRISTOL

Ladies' Misses' Children's

COATS

in a large variety of heavy cloths of latest style and moderate price.

Fall and Winter Goods for Every Member of the Family.

Game Licenses and all Hunters' Supplies. Marriage licenses and Wedding Rings. Seasonable Fall Goods including Men's Heavy Shoes, Pants, Overalls, Gloves, Gum Rubbers, etc.

Come Here for Pure, Fresh Groceries, of which we keep a full line.

Remember that having two stores to buy for I am able to carry a larger range of goods at less cost, therefore can serve you better and save you money. Highest prices paid for produce in exchange for goods.

S. W. SMITH

General Merchant--Two Stores

Mount Pleasant

East Florenceville.

Western Assurance Co.

(INCORPORATED 1851)

ASSETS - - - - \$3,213,438.25

DIBBLEE & AUGHERTON, Agents

Woodstock, N. B.

Telephone: Office, 18-41.

Residence, 17-1.

YOUNG MEN

YOUNG WOMEN

We prepare young men for positions with the Railways, and young women for positions with the Commercial Telegraph Companies. We guarantee to secure positions for all our graduates. The C.P.R. pays from \$55. to \$150. a month for its operators. We are turning out young men and women who are getting these salaries. Let us tell you about it. Only \$50. for a course. Fall term begins September 3rd. Call or write, C.P.R. SCHOOL OF TELEGRAPHY, 13 Mill Street, St. John, N. B. M. B. Innis, Manager.