

Harvest Returns.

A visit to the farm of A. Creamer, a mile east of Baldur, Man., was sufficient to amply demonstrate what can be done around here in the way of phenomenal growth. What greeted the eye was a ten acre field of corn, which presented more the appearance of a forest so great has been the growth. A rough average of the height of the corn would be well over eight feet, the samples pulled here and there showing about the height of the Gazette office measured from 9 ft. to 10 1/2 ft. We have seen large stretches of feed corn in the east, but none equal to the crop spoken of. Mr. Creamer is cutting the field with his binder and finds it a very difficult undertaking going to the great height of the corn—Baldur Gazette.

Mr. Jas. Strang, Baldur, shipped out three cars of wheat, of a total weight of 250 acres the output will be over 6,000 bushels. The 3,000 to 4,000 bushels threshed averaged better than two to five.

Mr. Van Meter, of Millet, Alta., had seventy-five acres of ripe oats cut before frost. He does not consider that his crop is damaged at all. He also has two acres of ripe barley cut for seed about Aug. 15. The grass was an excellent crop. The Millet farm is attracting attention of immigrants. Five families arrived from Nebraska within the past two days, bringing several car loads of effects.

On Friday of last week B. Krieger brought to this office half dozen potatoes that are a little above the average size. The six will weigh at least ten pounds and are well formed. One could make a good meal for a laboring man. Mr. Krieger says he has over an acre of tubers nearly ripe. Altogether he can grow potatoes—Watskwini Times.

C. Wilmot Strathy and Sheriff Robertson drove out yesterday to the Riviere Qui Barre. Mr. Strathy brought back a splendid sample of wheat from the farm of Mr. Donald of Riviere Qui Barre. The wheat was in stock. The grain was hard and perfect. One of the best in progress in all parts of the settlement visited. About a third of the crop appeared to be cut. A third of the mission has been a magnificent field of oats, now being harvested. Mr. Strathy, who represents the Canadian branch of the much improved wheat of the Riviere Qui Barre district, a magnificent stretch of beautifully lying land with the richest soil—Edmonton Bulletin.

Harvesting is about completed around here now and all sides can be heard the hum of the thrasher, pouring forth the golden grain. The wheat is averaging well, but the oat crop is exceptionally large, the wheat averaging about 20 bushels per acre, and the oats about 70 bushels per acre, the latter being of a volunteer crop and a fine sample—Elkhorn Advocate.

It will be good news for our readers to learn that a large amount of the wheat that was cut out on July 12th last gives promise of yielding a fair return. In the case of Mr. Thord's, the old straw rotted and a new vigorous growth commenced from the old root and the grain is high and not injured at all, the only difference being that they were rather late. As an instance of this, Mr. Thord's Webbs' oats which were sown on July 12 are now five feet high and a splendid sample. Mr. J. J. Beesley, of Marlborough, has 40 acres ready to cut. The wheat did not do so well and was cut later. In Mr. Beesley's case, his wheat is two and a half or three feet high and has commenced cutting this week. Of course, it is a little on the green side, and it is impossible to tell the yield per acre until it is threshed. Mr. Beesley's garden also recovered, and now a stranger would never know it had been cut to pieces—Halifax-Moose Jaw Times.

Brome grass promises to be a great success in the Moose Jaw district and magnificent results are being reported daily. Mr. Jos. A. McKillop, of Moose, has a field that yielded him three tons of hay per acre, using four pounds of binder twine.

Thos. Kingston struck a record clip in a very heavy field of wheat last week, having cut 150 acres in 5 1/2 days, using 700 lbs. of 60 lb. Manilla twine. The work was done with two 6 ft.

McCormick binders—Mantou Western Canadian.

Morden, Man., Sept. 14.—We had a very heavy fall of rain yesterday afternoon which lasted for several hours, and put an effective stop to the threshing. As a great deal of the grain in this district is in stack, the delay will not be as great as it otherwise might be. Several farmers in this district have had exceedingly fortunate, and the yield has exceeded their highest expectation. One farmer near here threshed last week, and secured 30 bushels of wheat, and the farmer north of town secured 32 1/2; but the best record so far in this district is from a farm adjoining the river, and from land that has been cropped for over 15 years. The return was 55 bushels per acre.

Portage la Prairie, Man.: The rain which fell Saturday and Sunday will do some injury to the fields of wheat yet in stock. The stacks, where stacking has been done, will of course suffer very little, but speaking generally of what is in stock the shovers will mean the loss of a grade. Even with favorable weather the shovers will commence again until Wednesday or Thursday. It is estimated that at the most scarcely one-third of the plains has been threshed. There are complaints that some separators are not doing their work, and in sections of this district the grain being turned out is very uneven, with the result that the mill is being choked at the elevators. Oats began to be marketed the latter part of the week. There was a good demand in the samples and the price ranged all the way from 22 to 25 cents per bushel. Winnipeg Times.

33.—The threshing returns so far are exceeding satisfactory. Mr. T. Armitage has a field on his farm adjacent to the town which yielded slightly more than fifty bushels of wheat to the acre. John Atkinson is reported to have 30 bushels on the average of his whole wheat crop with fields whose yields approached fifty bushels per acre. Mr. Elias Johnson, near here, has a yield of forty-two bushels for his wheat crop. It is considered that 30 bushels is a low estimate, and the average yield for this district.

Gladsstone, Man., Aug.: Threshing returns in this district are very satisfactory. The yield is not as large as was expected early in the season but better than when the threshing machine generally runs from 18 to 25 bushels per acre. The early starting of the straw pluck machine can be heard in every direction and here and there the straw piles are taking the place of the fields of a few weeks ago. There seems to be a general complaint this year that threshing machines are not running so well as in former years. The general result so far as farmers are concerned are very satisfactory. While there are no phenomenal yields the general average is thirty bushels per acre or better. Without doubt there will be twenty-five bushels per acre in this multiplicity and if favorable weather continues the better than when about the same. Mr. J. C. Barrett, proprietor of a town, threshed from one field of twenty eight hundred bushels of wheat, an average of 40 bushels per acre.

The Potato Crop.

The opinion is being fostered by recent daily paper reports that the Manitoba potato crop is a large one this year, and that the market is tight, and country sellers should be careful not to accept low prices on the strength of such reports. But the people in the trade here believe that potatoes are good value at present prices and do not anticipate a rise in price. It is believed that receipts will be light at most shipping points.

The Cheese Market.

The course of the cheese markets has been disappointing this season. There has been less inquiry for cheese for export than in the old country markets, and the prices have remained at a low quotation. The prices of this important staple product of the farm are now below what they were a year ago. A good deal of money has been lost, both by farmers and by those in some factories, having become disappointed in the results of the season so far. They have had to reduce the price by their making, and are in that way increasing the supply of that article, to

the detriment of those who were looking for a good crop. A good crop depends on the size of the British make of cheese, but it is reported that there will be a short make in England, and that, if it is hoped, will soon stimulate the demand for the Canadian article. The writer in the Montreal Trade Bulletin says: "I do not see any reason for holders to get frightened. If the Canadian August-September make is exceptionally large, and follows a big August output, it will be a short make in England, and that is not impossible to get nervous about, but it is impossible we should have a big make here, and business writers in the west may recover and show a good autumn record if it is out of the question for September cheese to be turned out in England in any quantities while the dairying industry at the moment is in a very bad way.—Globe.

Give the Clerks a Chance.

James Hustle was a Man whom Fate had placed in a retail shoe store. He was an active, well meaning fellow, but there were some things he could not learn.

He was a good Merchant and knew how to buy and sell Shoes. The Capital was Ample, the Corner was a good one, the business proposition was good. Hustle had a serious Falling—he could not delegate Authority. There were several employees in and about the Establishment. For the most part they stood about while Hustle did all the work. He had an idea that no one could tie up a Bundle or wash the Windows. If he didn't do these things himself he would get nervous while they were being done.

The Atmosphere was always full of fret. Hustle was kept busy. He complained that Hustle kept them in a Tempest all the Time. If they attempted to work the Proprietor practically stopped them and then tried to do the job himself. He worked like a steam Engine all Day and could not Sleep at Night.

One day Hustle felt so Weak that he consulted a Physician who said "You are wearing out. Go away and take a long Rest." But the shoe Man answered, "I cannot leave the Store." A few months later there was a Crave on the Door and six of Hustle's best Friends walked slow on either side of the Coffin.

Moral: Don't do it all yourself.—Hale and Leather.

A Word to Salesmen.

F. A. Southwick in Hardware: Tact is a talent that should be continually cultivated, as it is the tactful man that is successful. A second writer insists that tact is superior to genius. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. Ability and brains have been relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, I do not mean to say that it is superior to brains, but with those for the permanent, but with those for the charge and tact for the match, bulls' eyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition in price. If his wares are equal to those of other makers they are of equal value, and in these days of combin-

ations and gentlemen's agreements it brings your customer to look at the question of price as left out of any argument. It is often observed that the man who is able to obtain the highest rank by such means is a high quality and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

Don't dispense with your own line. It will take all your skill and ability to produce or present your own line. Deceiving the eye of the customer is a high art and whenever the salesmen of other people are found jumping on a company's name, the latter should immediately cut down its advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inferences of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you are not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination a picture of fact.

Do not ever attempt to discuss a subject on which you are ignorant with a customer. It is better to admit a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiarities of the craft. Absence of such knowledge will inevitably lead to some incorrect use of technical words which will immediately convey the impression that you are not master of your business. Then confidence is gone and you will never meet you. The correct and easy use of the terms of trade relating to goods you handle will convey largely to convey the idea that you know your business and your advice can be safely followed.

Railway and Traffic Matters.

It is reported that the Canadian Northern railway company has been purchasing land at West Fort William. D. McNeill, vice-president and general manager of the C. P. R., was in Port William last week in company with General Supt. Leonard, of the western division. General Supt. Williams, of the Pacific coast division, and Superintendents Ross and Chapple. They were looking over the ground there and at Port Arthur to see if some definite plan for future extension. The company recognizes that it must extend at that point and that more room must be had for coal, for freight and for wheat.

The Canadian government has received a request from the government of Tasmania for a supply of the eggs of Pacific coast salmon for stocking the waters of that far off land.

The Manitoba department of agriculture is still receiving requests for men for threshing and farm work. Yesterday a letter was received from Piecion asking for six men, pitchers and teamsters for threshing. The wages and at Port Arthur to see if some definite plan for future extension. The company recognizes that it must extend at that point and that more room must be had for coal, for freight and for wheat.

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Freestone Peaches,
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season.

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