

## NEW 1914 PRICES

Effective August 1, 1913

Model T Runabout - - \$600 Model T Touring Car -650 Model T Town Car - -900

With Full Equipment, f. o. b. Walkerville

## Ford Motor Company

of Canada, Limited Ford, Ontario



Like

Home"

Denver, five rooms, \$083,

A pretty little home always seems more home-like than an ordinary house—and it need not cost more.

than an ordinary noises—and a total not be shown that we can show you how to build a cosy, attractive home (not a sectional, portable house), designed by clever architects, without a cent of expense to you for designs. And at a price fully 30% less than building in the ordinary way.

The plan is so simple that it is no wonder hundreds of homes are now being erected the Sovereign way. We apply the modern sky-scraper construction idea to home-building.

All expensive finishing is done at our mills by time-saving machinery. The material is cut in exact lengths to fit into place.

Everything needed to complete the house is supplied by us, even to the nails and paint. Everything except the masonry. With a little inexpensive assistance anyone can erect a beautiful home, warm and substantial, on the modern plan.



Portable . . . HOMES



VOU should have a copy of our Catalogue showing photographs of a great variety of homes built on the Sovereign plan. Floor plans and full information, prices—everything to help you in choosing a home you will be proud of.

Sovereign Construction Co. 1314 C.P.R. Building, TORONTO

## NOVA SCOTIA FRUIT GROWERS ARE SUCCESSFUL COOPERATORS

B. Blanchard, Hants Co., N. S.

THAT Nova Scotia can produce applies second to none was proved applies second to none was proved more recent years for her to blaze the was to advanced marketing methods. To her has fallen the honor of having the first Central Selling Agency in Canada for the purpose and the production of the control of the purpose which we associations.

While the advancement of coopera-While the advancement of cooperative selling has been rapid, the movement was at first slow to take hold. By far the larger portion of Nova Scotia fruit is marketed in the Old Country. Fruit houses and commission men on the other side then had their agents all through the Annapolis Valley and had a well-organized buying force. The benefits of organization, however, accrued largely to the buyers.

In the face of the organized opposi-tion that agents and buyers were able to put up, it was no easy proposition to successfully launch a cooperative association. The system of consignto successfully launch a cooperative association. The system of consign-ing shipments to commission men was most unsatisfactory to the grow-ers. No definite idea of the returns that would be realized could be form-ed. The ways in which the shipper ed. The ways in which the shipper was relieved of his money were legion. After freight, dockage, insurance, town dues, cartage, commission and "our charges" had been deducted, the actual returns were often exceed-

BEGINNING OF COOPERATION

BBGINNING OF COOPERATION
"Necessity is the mother of opportunity." Chafing under existing conditions, attempts to organize for cooperative purposes were made as early as 1902. It was not until fire years later, however, that organization was successfully accomplished. In 1907 the Berwick Fruit Company was successfully accomplished. organized with an authorized capital organized with an authorized capital of \$10,000. Success accompanied it from the start. A warehouse was built, to which the members brought their fruit and had it packed. The first season, 2,000 barrels were season, 2,000 barrels were lled. In three years this number handled. was trebled.

The decided advantages to be derived from such organization were soon recognized by the fruit growers in the Valley. A concern having 6,000 barrels or more of uniformly packed fruit to offer, can certainly influence the market to a greater exinfluence the market to a greater ex-tent than a number of unorganized growers who produce the same quan-tity of fruit. Once the ball had been started a-rolling the advancement of the movement was rapid. To day the number of cooperative associations ex-ceeds 30.

It was apparent, however, that the maximum benefits of cooperation were not being realized. In a sense, the change was only one of degree. the change was only one of degree. Formerly, each grower was a separate and independent unit; now, the cooperative associations were the units. The expense incident to the selling of The expense incident to the seiling of the fruit was still comparatively high. Each association required a separate solling force to handle its output. Naturally, the question arose: Why not one unit?

This last idea took concrete form in 1911. Representatives of over 20 associations got together and decided associations got together and decided to try the central selling plan for one year. No cast iron rules were for-mulated. The affiliated associations could sell independently of the Cen-tral if they so wished. The only ob-ligation was a charge of 85 from each association and a small percentage for John Bonaldon and J. N. Chute were appointed as an executive, and S. B. Chute, general manage. A LARGE GROP TO HANDLE

The large crop of 1911 was enough to tax the selling ingenuity of any

THAT Nova Scotia can roduce body of men. That year the central apples second to none was proved sold 100,000 barrels for the central long ago. It has been left to ies. The disposal of the campa tes. The disposal of the Gran steins was an exceptionally differ matter. An agent was sent through the Canadian West and orders it 18.000 barrels were obtained Later in the season the congesti difficult

became so great that the steed companies were unable to contain the situation. The Central the rescue and saved the day tional steamers were chartered the situation was relieved

AN ENTIRE SUCCESS

The success that attended this fast trial was so marked that all concerned were in favor of permanent organization. In the meantime its ganization. In the meanting Provincial Government has pa Provincial Government has passed and designed to make more feasily the formation of cooperative societies. In 1912, 22 companies because affiliated in the Central organization the company being incorporated at the United Fruit Companies. Like with an authorized capital of \$30.00.

Each company subscribed cent of its capital stock. Tral retains complete control

Trai retains complete control of fruit and all returns are pooled. To-day, 32 companies do hus through the Central, which has two-thirds of the apple crop of province. It controls over 30 v houses capable of holding over 400,000 barrels. Evaporators have been bulk for the disposing of culls. Nor hu attention been given to selling only Fertilizers, spraying materials and supplies are purchased for the 1.50 members. Last year thousands of dollars were saved to the members of the purchase of fertilizers alone.

LOW OPERATING COSTS

In the actual cost of placing the fruit on the market a record mequalled in the history of copertion has been attained. An expense account of \$12,000 for the handling of the country of t 400,000 barrels of apples is out of a comparison with the record of a similar organization on this conti

ent.
Nova Scotians may well feel prof Nova Scotians may well feel pres of this achievement. As Mr. Joh Donaldson, the President, said at the annual meeting, "What other extries and other organizations has taken years of work and thought a accomplish, has been done in one year by the fruit growers of the Annapas Valley."

The Farm Tool Chest

H. B. White, Agricultural Engineer. H. B. White, Agricultural Engine.
Pleasure and profit meet in the farm tool chest. The good working takes a just pride in pright, sell bed tools. They cut down repuir his They avoid the delay and cost of sending for a carpenter. They are especially needed at this time of the year in repairing buildings for the winter.

winter.

The exact tools to be provided any with the nature of the work to be done, the size of the farm and the means and personal tastes of the farmer. Every farmer should have at less he following tools: Chisels, Mandly Hammer.

Rip saw. Hand saw. Jack plane. Mallet. Drawkni Screw driver. Ratchet brace. Rule Expansive bit. Marking ga Bits. ¼, ¾, ¼, ¼ Wood rasp. and ¼ in. Oil stone Marking gauge

Buy good tools, Cheap Buy good tools. Cheap nateral even at a little lower first cost, & not mean economy here. Have place for every tool and every tools its place. It does not take long & lose quite a bit of money if tools & cartelessly thrown about by children or hired help.

## \*\*\*\*\*\*\*\*\* FARM MANA

Storing See

The main consider. seed corn, for the firs that the corn may be soon as pos ears by the single or method in a well ven a very satisfactory me seed corn. Likewise ears on a seed corn

A seed corn tree is m a plank on one end of so it will stand erect, into the post eight-finishing nails just far so that the ears of cor each other. ach other. This all irculation of air. By through a common tin



An Evidence

new barn on the burned out in arn, here illustra proved windows,

ng it over the post so bottom side up about on the floor, will protect the ery nicely from mice. One of the best places om is an attic over a lecially if the attic is procouple of windows so circulation may be secretar from the stove helps air and helps dry out further helps to keep Corn that is thoroughly jured by freezing, but inficult to get corn thorough it is better to protect it f ig if possible. The base nich a furnace is used od place for storing ter the weather gets a for storing nd a fire is started; but e season, when there is shed or other open building e basement is unusually

Silo Filling Queri

is the best way to put by clevator or blower? It is the corn or blower? It is the corn for comain in time after being cut be and put being cut be and put being cut be and put in greety as be let it stand before cu how long should rear corn be touched with fre at or does it hurt it?—

satisfactory resul secured whether corn is r silo by means of the elev blower provided always ut into very short length for usually makes a bett b inasmuch as it rips the corn from the ears and