



THE FARMER'S OPPORTUNITY

Nearly every Farmer in Canada knows of the McLaughlin people, who have been making high grade buggies and sleighs since 1869, and automobiles since 1905.

They are now devoting their entire energies to motor cars.

They recommend Model D60 as specially suited to the Canadian farmer.

It looks what it is—a good car.

It is not too small—nor yet too large—just the right size for a lady to drive.

It is a solidly built car that will stand the hard wear.

It has a powerful "Valve-in-Head" Engine of 30-35 Horse Power.

It has 32-inch tires and 110-inch wheel base.

It has genuine leather upholstery, hair filling and deep spring cushions.

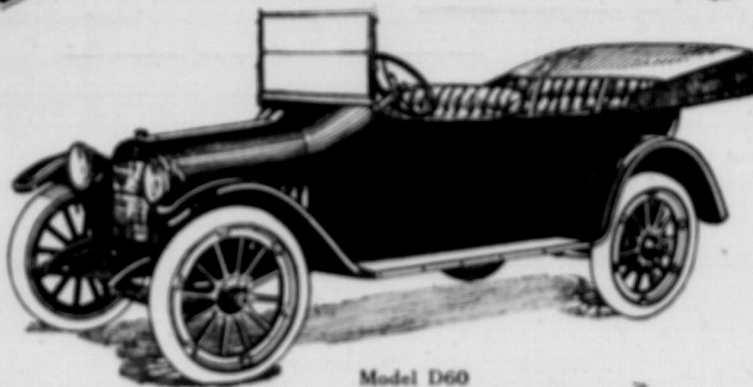
It will seat five people comfortably.

It has electric self-starting and lighting system, and is furnished complete to the smallest detail.

Be up-to-date and buy a McLaughlin Six.

Price \$1700—F.O.B. Oshawa. 1916

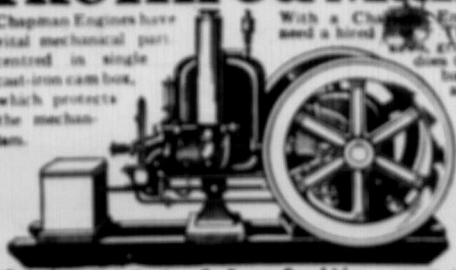
Write to-day for our free booklet
"Farm Life and Freedom."



Model D60
THE McLAUGHLIN MOTOR CAR CO. LIMITED OSHAWA
12 Branches Throughout Canada

The Hired Man with No Pay Day

Chapman Engines have vital mechanical parts centered in single cast-iron cam box, which protects the mechanism.



With a Chapman Engine, you don't need a hired man. This engine pumps, cuts, grinds, cuts slugs—does the hard laborious back-breaking labor around the house and barn. We sell the grinders, saws, pump jacks, etc., as well as the Engine.

Send to-day for our Engine Book—showing how to solve power problems on the farm.

Ontario Wind Engine & Pump Co., Ltd., Atlantic Ave., Toronto
Branches: Montreal, Winnipeg, Calgary, Regina

The Farmer and the Merchant

Continued from Page 9.

The mail order houses were delivering it to the farmers, but if the local dealers on this account had refused to handle it, what kind of a position would a lot of the farmers have been in. During the middle of harvest last season many farmers who had turned down the local merchants and ordered their twine from mail order houses were compelled to fall back on their local men when their orders were returned unfilled.

Opposes Mail Order Tax

Reverting to the question of the taxation of mail order houses, in spite of the sentiments expressed I am not at all in favor of such a course. I believe there should be no artificial restrictions on trade and I do not want my business hoisted up by any such provincial tariffs. I contend that the real crafter in this game is the wholesaler, altho the farmer does not seem to realize it and I prophesy that eventually the local merchants will buy co-operatively and practically if not entirely eliminate this parasite on business. This year's crop has done a lot to force business to a sounder and better basis and I believe that trade evolution will eradicate the wholesaler and leave the retailer still able to conduct business.

RETAILER.

North-eastern Saskatchewan.

MERCHANTS SHOULD BUY CO-OPERATIVELY

Good Mixed Farming District—Foreign and English Trade—Farm Produce Service Bad—Local Credit Necessary—Merchants should Buy Co-operatively From Manufacturers For Cash.

Our community is fairly well settled up. There are no vacant homestead lands and a considerable number of the homesteaders have added to their holdings by the purchase of company lands.

The general condition has improved considerably, owing to the fact of a good harvest, and present prevailing prices of grain, enabling many to liquidate their liabilities, thus placing them on a better footing for future operations.

This is essentially a mixed farming country. Most of the settlers are going in more extensively for stock raising and large quantities of cream were shipped from this point last year. This locality has been settled up about 10 years. The present population of village is about 150. The area from which trade is drawn extends about 15 miles north, 15 miles south, 5 miles east and 5 miles west.

The number of farmers in our municipality of nine townships is above 350. The general financial condition might be described as being fair.

Services Rendered

The service rendered by the storekeepers is fairly good. Those operating at the present time have been successful. The stores are kept clean and tidy. The proprietors are courteous and obliging and good stocks are kept by each. There are two general stores and one hardware store. The postmaster handles stationery, fancy goods, patent medicines, etc. There is also a butcher shop.

As there are two general stores I will call them No. 1 and No. 2. Store No. 1 does the larger business, catering more especially for the foreign element, viz., Galicians. Store No. 2 caters for the English-speaking population.

As there is only one hardware store there is no alternative but to patronize it if you want anything in the hardware line.

The prices charged by stores No. 1 and 2 are generally the same, but at times vary, as a whole I do not consider the prices charged satisfactory. For some articles the price charged is reasonable, while on others it is far in excess of their value. There is no difference between cash and credit prices, the hardware store alone giving 10 per cent. discount for cash. There is no rest room at present in any of them.

There is room here for an enterprising merchant to render a greater

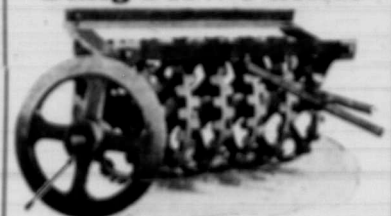
CATER'S WOOD PUMPS



Will stand more "root, pump easier, last longer, cost less, in wells not more than 40 feet deep, than any pump made. For deep wells get Cater's fig. 730. "So easy to put in and so easy to repair." A full line of Gasoline Engines, Windmills, Water Tanks, etc., kept in stock. Write for Catalogue F. Address:

H. CATER Dept. O.
BRANDON, MAN.

The Winnipeg Gang Plow Packer



Note grease chamber in cut above. This is packed with grease at our factory and will not need any further attention for at least twelve months. Keeps the dirt and rust out. Makes the packer always run easy. Simplest and best packer on the market. Made in Winnipeg. Weighs 200 lbs. Supplied with either surface or sub-surface wheels.

Price
F.O.B. Winnipeg **\$17.00**
WINNIPEG IMPLEMENT CO.
547 BOWMAN AVE., WINNIPEG

The Stratford Automatic Pickler



1000 Seed Grain Pickler absolutely kills smut. It is a one-man machine and handles grain up to 123 bushels per hour. Every kernel treated. Progressive farmers everywhere are asking for them. Thousands in use.

For Sale Exclusively by
Cushman Motor Works of Canada Limited

Builders of Light Weight High Power Gasoline Engines
284 PRINCESS ST. - WINNIPEG

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