

"The New Fairbanks-Morse Type Z Engine"

YOU simply cannot get more engine value per dollar than you get when you buy either of these engines. They are oil engines built to use kerosene and other cheaper fuel as well as gasoline.

Here's where you get your economy—these engines use kerosene so successfully that you get the same power from a gallon of kerosene as from a gallon of gasoline—and you save the difference in cost.

The Canadian Fairbanks-Morse Co. Limited

Toronto, Hamilton, Windsor, Montreal,
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POWER? All you want and more.
These Type "Z" engines are built to serve.

Every distinctive feature of these wonderful engines does its part to develop maximum power from least fuel. Results are the test we ask. They are the most practical, money-saving and all-round satisfactory engines that your money can buy. Adopted for General farm work, such as: Grinding, Crushing, Cutting, Wood Sawing, pumping electric lighting etc.

11.2 H.P. \$ 71.00

3 H.P. \$126.00

6 H.P. \$225.00

with magnets attached

little over \$4 was sustained. A few months later 48 cars, or about 3,300 hogs, had been handled and still at a small loss. This was due in part to the system of buying that was first adopted not proving satisfactory. As soon as the method of buying was changed greater progress was made, and by June 30th, 1914, a total of 141 cars, or about 11,600 hogs had been handled, and the loss on the early shipments transformed into a profit of \$1,034, or \$7.32 a car.

In presenting his first annual report to the shareholders of the company, Mr. Carwell stated that as a result of the United Farmers having entered the field, he believed that the farmers of Alberta, irrespective of membership in the company, had benefited to the extent of at least one-half cent per pound in the prices received for their hogs, and never in the history of the province had they been paid so close to market prices. It was common talk in the stock yards that there was not the money in handling hogs there had been previously. Before the United commenced shipping the profits of the dealer brought from \$10 to \$25 a car.

In order to make it difficult for the farmers to ship their hogs to advantage the old rule of paying higher prices than the hogs were worth, for the purpose of breaking up membership in the company, was attempted by some buyers, but not with much success. Other difficulties encountered grew out of drought conditions, which for a while discouraged the production of hogs, and through shortage of feed led many farmers to rush their hogs to market in an unfilled condition. This forced down prices. On another occasion United States buyers, who previously by their operations had helped to maintain prices, withdrew from the market and thus made it necessary for shipments to be made to Toronto and Montreal. On one occasion a considerable number of animals had to be slaughtered and marketed locally.

How Business is Conducted.

"We prefer to handle live stock on a commission basis," said Mr. McRory to me, "and we use all the influence we can to lead our farmers to ship in that way. We do, however, buy live stock through our local elevator men when this action becomes necessary. We keep in close touch with market conditions at all times and receive our own telegraphic reports from the east. In this way we are enabled to advise our local elevator men what prices they are warranted in paying. So far this year about half the stock we have handled has been consigned to us on a commission basis. Last year out of 545 cars handled, only 175 were consigned to us on a commission basis, the stock in the remaining 370 cars having been bought by us through our local agents. It is not always easy, especially in such times as these, to secure men to handle our elevators who are also capable of buying live stock to advantage. This is one reason why we do not like to buy outright if we can help it.

Returns on Sales.

"A considerable proportion of the stock consigned to us is shipped through local associations of farmers. They generally appoint a manager and arrange with him the day on which shipments will be made. He keeps track of the number of animals received from each farmer, how they grade and their weights and reports these to us. He also sees that the stock is properly loaded. One per cent. of the gross returns from a carload is considered a fair remuneration to a local manager for handling a shipment, with say \$5 for each additional car after the first. The remuneration, however, varies according to local conditions, and is regulated

somewhat by the time and labor involved.

"Our salesmen at Calgary and Edmonton ask after the crops on their receipt and attend to the sale. After the stock has been sold prompt returns are made to the local manager and individual shippers of the results of the consignment. The following is a sample statement of the returns as reported to a shipper:

J. Smith,	May 8th, 1916.
CP 271263—Crossfield.	
Crossfield Weights.	
10 selects	2,000 lbs.
1 sow	360 lbs.
11	2,369 lbs.
Calgary Weights.	
10 selects ... 1,970 lbs.	\$11 \$197.00
1 sow ... 350 lbs.	9 31.50
11	2,320 lbs.
Less insurance	\$28.50
.....	1.14
.....	\$27.36
Less proportion of:—	
Commission	\$1.16
Freight	1.73
Yard fees28
Weighting33
Mgrs. commission	2.28
.....	5.78
Add rebate of freight ...	1.16
.....	\$22.74

Sales Generally Satisfactory.

When asked if there were many differences to settle between the locals and the central over consignments of stock, Mr. McRory replied that there were not. "A great deal depends," he said, "upon the manager of the local Association having confidence in the salesmen in the stock yards. When this confidence exists there is little cause for misunderstandings, and whatever misunderstandings may arise are easily adjusted. We charge \$5 for handling a car of hogs on consignment, and \$10 for a car of cattle.

So far the Farmers' Company has not sent buyers out in the field to purchase cattle. This phase of the business was given careful consideration, with the result that it was decided that such action would be unwise. Some idea of the capital involved in handling the stock sold by the company may be gained when it is stated that last year the total thus used was \$601,990, the net proceeds were \$605,806, leaving a net profit of \$3,819, or a little more than one-half of one per cent. of the cost used or \$5 a car. In addition to the foregoing \$10,442 was earned in commissions, making a total profit on live stock handled during the year of \$4,861.

Chief Benefits Derived.

When asked what he considered the chief benefits the farmers had derived by cooperative selling, Mr. McRory replied that these were numerous. Formerly it frequently happened that a number of buyers drove through a district after stock at the same time. This entailed heavy expense and consequently reduced the returns to the farmers. By the farmers shipping direct this expense has largely been abolished as well as the profits of the drovers. The new conditions have had the effect also of leading drovers to pay better prices for the stock they do handle.

The best evidence that Alberta farmers appreciate the new conditions is found in the steady increase in the percentage of live stock passing through the stock yards that is handled by the farmers' company. Since the establishment of the Edmonton Stock Yards, where the farmers' company now has a salesman, the price paid for live stock in the northern part of the province has shown a marked increase.

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