

for the time of the employees devoted to supervising and inspecting this work. Only a small percentage is collected to cover actual cash outlay on the part of the Company. All work is undertaken by responsible parties, and it goes without saying that the Company, by reason of its being in a position to contract for thousands of acres of breaking, harrowing, discing and seeding annually, is in a position to demand from the contractors the very best class of work at the lowest prices going. This is another advanced feature of the colonization undertaking the Canadian Pacific Railway has in hand, east of Calgary.

Selling Prices and Terms.

As has been pointed out in the preceding pages, the main aim and object of the Canadian Pacific Railway in colonizing its three million acre tract is the creation of the greatest amount of traffic. Under the circumstances, the Company has decided to place this land upon the market at prices and upon terms that will enable the practical farmer with small capital to create a prosperous home within the Irrigation Block. The Company wants the settler to put the greatest possible portion of his capital into productive improvements. The Company is more interested in his success than it is in collecting from him the largest possible cash payment. Only a nominal first payment is asked.

Non-irrigable lands are sold at prices ranging up to \$15.00 per acre and irrigable lands up to \$25.00 per acre. The terms of payment are such that the settler will have made more out of his land, long before his final payment becomes due, than the land has cost him. The uniform terms upon which the Company disposes of its lands are: One-tenth of the purchase price in cash and the balance in nine equal annual instalments with interest at 6 per cent. on the unpaid balance.

Cheaper Than Homesteads.

A great many farmers visiting Western Canada in search of new homes, come with the idea of taking up Government lands under the Homestead Regulations. It can readily be shown, however, that with the liberal terms offered in the Irrigation Block, the average farmer will, in the end, be better off in settling there. In the first place, he does not have to acquire land thirty to forty miles from transportation facilities in the hope of railways being ultimately extended. He can obtain land in the Block within a few miles of the main line of the Canadian Pacific Railway, and in close proximity to a shipping point.

Every practical farmer, and particularly every wheat grower, realizes the enormous importance of the cost of transportation on agricultural products from the farm to the shipping point. The statement has frequently been made, that a farmer can better afford to pay \$25.00 per acre for land within a few miles of a shipping point, than to accept a similar area of land, of the same quality as a free gift, 20 to 30 miles from transportation facilities. The explanation is obvious. The cost of hauling produce over the greatest distance would, in a very few years, more than cover the price asked for the land lying

close to the railway station. The perpetual charge against every bushel of grain raised by the farmer far removed from transportation facilities is so considerable that it would, in itself, represent a good profit on a year's transactions.

Co-operative Home Making.

The railway company has grasped "time by the forelock" and has prepared its propaganda for the colonization of the Irrigation Block on a broad and comprehensive basis. In addition to the regular terms outlined in the foregoing, the company is prepared to offer an alternative proposition to those who do not care to assume the financial obligation involved in an outright purchase. The Company's offer is nothing less than a general invitation to farmers in over-crowded districts to come to Southern Alberta and go into partnership with the Canadian Pacific Railway. This is no mere catch phrase. It means what it says. The Company will offer new settlers a land contract under which the land pays for itself. No crop, no payment.

Perhaps the most striking feature of this novel departure from past policy is the apparent confidence the Company has in the ability of the land to pay for itself. The record of the past few years, particularly the present season, has, no doubt, something to do with the determination of the railway company to extend to farmers this unique proposal. To the average well-informed observer, it looks a safe proposition, when it is taken into consideration that a vast number of farmers in Southern Alberta have for years been getting sufficient out of the land to pay for it in full almost every year. Be that as it may, the proposition is undoubtedly one that will appeal to the average farmer.

Secure a Home Now.

While the average farmer will secure land with a view to home-making, he need not eliminate entirely the speculative feature from his proposed investment. As much clear profit has been made out of the farms in Western Canada from enhanced land values, as from the products of the soil itself. This is the general experience in all new countries. The fact should not be lost sight of that the only elements that give value to land are population and transportation. Without these, the best land is worthless. In the Irrigation Block transportation facilities of the very best already exist, and, with the system of branch lines contemplated, the area will be as well served as any in Western Canada. The inauguration of the crop payment plan ensures actual settlement within the Irrigation Block at the earliest moment, and consequently substantial development and increased land values within a short period. The capitalist speculator is not wanted, but the farmer speculator is welcomed with open arms.

The pendulum of prices on most commodities swings backwards and forwards. Not so, however, with reference to the value of lands. They are going higher every year, and because each year sees the number of people to be fed increasing, nothing can check the upward movement of land. The time to secure land is now, while it is cheap, so that ad-