

there for it and he should be given the opportunity to buy or handle any grain or livestock, or if any kind of supplies are wanted, enquiry should be made of him to ascertain if the Company handles them, if the customer has mislaid his catalogue. The Company will stand fair competition in all business submitted to it.

The Local Board's opinion regarding an agent is always given careful consideration. The Management would not favor an agent objected to by the Board, while they might have good reasons for not appointing the man recommended by the Board. The Management expect the Board, however, to take a close interest in this question and to be advised by the Board if any objection to any agent is formulated. There have been cases of objections on the part of a few farmers at a point against the agent. The Local Board is usually in the most favorable position to assess the importance of such objections and to advise the Management of their true value.

The Board can also assist materially in getting the new agent properly acquainted with the farmers of the district, and can advise him as to the general requirements of that district, thereby saving considerable time and trouble in getting the agent into close touch and working harmony with his customers. The agent is instructed to make himself known to and get acquainted with the members of the Local Board, to invite their assistance and to work in co-operation with them. The agent will not find it easy to do this **unless the Board meets him half way.** The