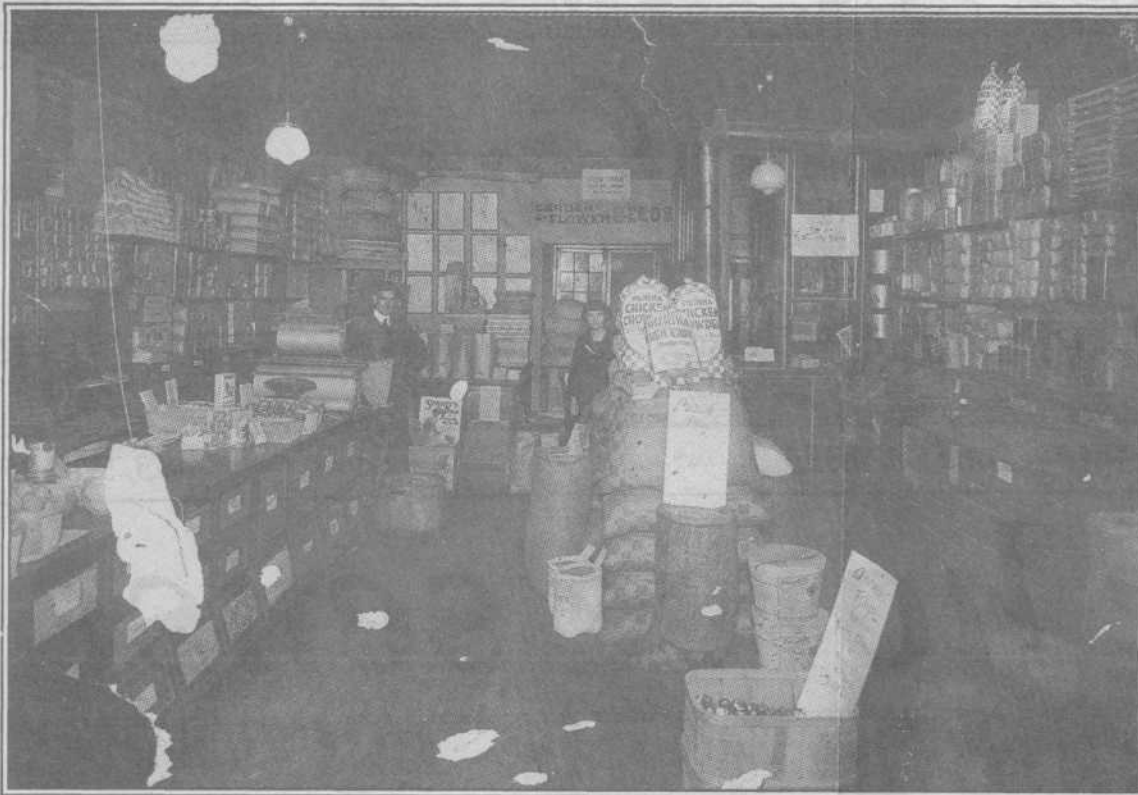


Int'l.

Remember when

Sunday June 20, 1993



Charles F. Bishop and Isobel Winter in Front Street store between 1910 and 1920.

Schooners, rails, trucks...

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Charles E. Bishop shipped goods by schooner, and loading was sometimes combined with imbibing. Bruce's father told him about wagons filled with barley lined up on Front Street with farmers waiting to load it onto ships. Charles F. was then a young boy and he tended the farmers' horses while they wet their whistles at nearby establishments. With at least 20 hotels and bars on Front Street (his father recalled 29), many of the farmers had their fill of barley products by the time they arrived at the government dock.

Somewhere along the line, Bishop must have been convinced that rail shipments made more sense (cents?) than schooners, and he switched.

Business was good and Charles F. developed a thriving trade through mail-order

purchases. With advertisements in publications such as *The Farmers Advocate* and *Maritime Farmer*, the railway spread seed as far west as Sault St. Marie and east to the

Maritimes. This sales method ended in the 1970s when the cost of shipping by rail became too expensive and rail service to small communities diminished.

Today, Bishop Seeds employs salesmen who sell direct to farmers while trucks deliver the product.

More than 100 years after the company's inception, Mark represents the fourth generation of Bishops. When Bruce goes on trips with salesmen to the Maritimes, he often meets farmers who have been buying from Bishop Seeds for 40 or more years. And although the number of farmers in society has dwindled, Bishop Seeds' share of the market has increased, ensuring they will be around for many more years.



Bruce Bishop