CO-OPERATIVE SELLING

What Ontario May Learn From

California Cruit Growers

In Immease Range of Business—The

Market Still Growing - Organized

Effort Pays the Producer-Legimo

Inoculation-The News O. A. C.

(Contributed by Unturio Department of Agriculture, Toronto.)

change Shipped 17,857,417 boxes of

oranges, lemons and grapefruit in

45,258 cars to points outside Call-

forma; increased its proportion of all citrus fruit grown in the state from

68.7 to 75.8 per cent.; returned \$55,-

223,450 to its members; lost through

failure of customers only \$6,526.70;

did all this business at a cost of, 1 .. 1

per cent, of the delivered value and,

including advertising, 2,48 per cent.

ough is the fecord for its last illumcial year of the California Fruit

throwers' Exchange, whose products

The California Fruit Growers' Ex-

change is the oldest and largest of

the California Co-operatives. In the

east twenty years it has returned to

is members \$546,000,000 from the

sale of their products. It is a feder-

ation of 208 local associations with

are fully responsible, iloancially and

otherwise, for their gwn local activi-

ties. They are grouped into 21 distriet exchanges. Each district exchange has one director on the board

of the California Fruit Growers' Ex-

hange, which owns the brand "Sun-

tist" and acts as the Central Solling egency tor ail a trub. It has bust

ees connection, with 3,500 whole

sumers in Canada and the United

The market demand for its pro-

ducts is being constantly increased by

the Exchange. Twenty-live years ago

the orange growers of the State wero

The Market Is Still Growing.

1,000 members. The locals each have their own packing houses and

are best known to Canadian consum-

rs by the brand "Sunkiet."

An Immense Range of Business.

The California Fruit Growers' Ex

No. 144 Oat.

Here and There

A remarkable report comes from Brockville, Ont. Harry, Church, a farmer residing five miles north of that town, is the owner of a Holstein cow which has just given birth to three calves. All are alive and thriving.

On July 11, Her Majesty the Queen of Spain and her two daughtors visited the Canadian Pacific Railway's pavilion at the British Empire Exhibition. Her Majesty evinced deep interest in all she saw and declared the exhibit to be "perfectly lovely."

Although the present season of ocean travel has reached the period usually associated with a fulling off in the number of passengers, steamship companies report that little decrease is apparent this year and that the total volume of passenger. traffic in 1924 will probably be the largest of any year since the war.

World production of silver for the first half of 1924 is 117,650,000 ounces, as . against "118,250,000 ounces in the first six months of 1923. Canada accounted for a production of 10,800,000 ounces in 1924, as against 10,500,000 ounces in the first half of 1823, being the third producer afte. Mexico and the United States 5. th of which showed a decline.

Saskatchewan's output of creamry butter in June amounted to 1. 797 056 pounds, as compared with 7,746,000 pounds as Car Georgianian increase of 41,056 pounds or 2.4 per cent. From January to June, 1924, the province has produced 5,109,090 pounds of butter, as against 4,423,016 pounds in the same period in 1923, an increase of 686,074 pounds c. 15.5 per cent.

Among the tributes to the late Sir Edmund Oster, of the Canadian Pacific Rallway's directorate, was one from C. R. Hosmer, for many years a fellow-director. It was addressed to Vice-President Grant Hall and read as followr. 'He was the last living of the great men who organ-

fixed our great :nilway." The late Sir Edmund became a director of the Canadian Pacific Railway in 1885, the year of the completion of the transcontinental

A most interesting and attractive volume entitled "Here and There in Montreal" has just been published by the Musson Book Co. of Toronto. The book is well illustrated with maps and pictures in color and brings out many noteworthy facts, such as that the city's total population is 900,000, that two-thirds of this number are French-Canadians and that Montreal is the second port of Importance in North America. The author is Charles W. Stokes, Asst. Gen. Publicity Agent of the Canadian Pacific Railway. .

The first annual Pow Wow of the Trail Riders of the Canadian Rockies, held at Yoho Camp, was a great auccess. Over 200 internationally known writers, artists, etc., rode in to gather round the sacred fire in the Sun Dance Lodge, . Charles D. Walcott, secretary of the Smithsonian Institute' of Washington, D.C., honorary president of the Trail Riders, addressed the gathering. a poem written specially for the occasion by Bliss Carmen was read and Chiefs Walk-in-the-Road and Buffalo Child Long Lance performed an Indian dance.

Successful strawberry culture 300 miles north of the international boundary has been proven possible by B. A. Gordon, of Edmonton, Alta. One hundred plants brought from Ontario wintered well, blossomed heavily and produced a prolific crop of well-formed, fine-flavored fruit with rich color and flavor. Mr. Gordon has likewise had much success with cherries, wild plums and crab apples.

Steady progress has been made by the macaroni industry in Canada during the past decade. The Bureau of Statistics reports that, whereas the Dominion imported nearly 7,000,000 pounds in pre-war days, it imported only 1,096,000 pounds and exported 2,229,000 with a capitalization of \$873,000, now operate in Canada, with an aggregate output approximating 11,500,000 pounds.

Whaling operations off the coast of British Columbia this season have been very successful. Four stations and six or seven whalers are working. Some of the vessels have secured 30 head so far this year. Whate oil is selling well in England, while whale meat, canned, is an established commodity in West Africa, the entire British Columbia whale meat pack of last year having been sold there.

· Arrangements for the re-building of the old wing of the Chateau Lake Louise, the Canadian Pacific's charming botel in the heart of the Canadian Rockies, are already under way. The contract has been awarded to Carter-Halls Aldinger, of Winnipeg, and Barrot and Blackader are the architects. The building will have a greater number of guest and public rooms than existed in the one which preceded it, as the hotel is now too small for the crowds which visit it. The work is to be completed in time for next season. It will be recalled that the old wing of the Chateau was destroyed by fire some months ago.

-"And how is your wife ?" "Oh, her head is troub ing her a

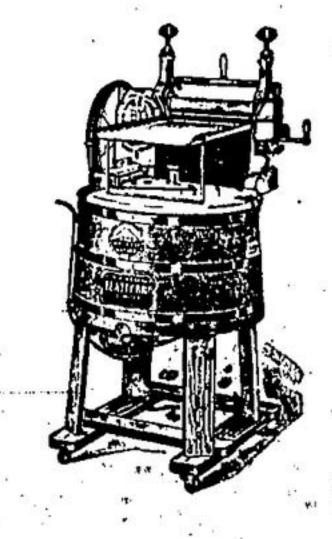
"That's bad, Chronic headsche

"No, she wants a new bat."

JUBILEE SALE Beatty Bros, Limited, Owners

Celebrating Our 50th Anniversary a limited number of 1900 Washers will be offered on exceptional terms with premiums free. Never such an offer as this in GEORGETOWN before. Read this ad. — select the Washer and the Premiums you want and order early.

Washer, Bench and Four Premiums



1909 WHITE CAP Electric Washer

∀		
Competitive price	\$160.00	
Out price with bench		
Saving to you	\$26.00	

Payable \$5.00 down, \$1.85 per week.

No Interest—No Extras

The prices above include a washer, bench and any four premiums you choose.

Bench, worth 7.50 Four Premiums, worth \$12.50 Total value of extras givenwith above washers.....\$20.00

Valuable Premiums FREE

Select any four premiums from this list. They are yours for nothing. Washing Machine ner and Tota

2. Galvanized Tub, No. 2 size 3. Large Clothes Basket Clothes Rack 5. 5ft. Household Step Ladder

CLOTHES HAMPER

and three other premiums

STEPLADDER FREE

and three other premiums

In addition to machine and premiums this fine

faced with what they thought was over-production. Since then production has quadrupled and the crup is still consumed. Judicious advertising and merchandizing methods have kept demand equal to or ahead of supply. A levy of four cents a box on oranges and 6 1/2 cents a box on lemons pays for it all. Advertising and dealers' service work is directed In any cross-road village in Ontario,

where you could not buy an Ontarlo apple, you will find oranges constanty displayed according to directions worked out by those wide-awake growers in Southern California.

Lower Freight Rates Secureu. Last year an arrungement was made with the railways by which, through the use of larger cars and quantity shipments, a lower freight rate was secured on oranges. The reduction will effect a saving of \$3,000,000 a year to the orange growers of the State. This works out to 14 cents a box. The total cost of the organization's services, exclusive of advertising, is 6.86 cents per box or less than half the amount of the

Organized Effort Pays the Producer. Theoldest and best Co-operative Marketing Association of California. ufter a quarter of a century of successful experience, is still demonstrating that the farmers' marketing problems can only be solved through organized marketing effort by the tarmers themselves .- R. D. Colquette, Professor of Marketing, O. A. College, Guelph.

Legume Inoculation.

The popularity of the Bacteriology Department of the Ontario Agricultural College is attested by the foilowing statements: During 1923 a total of 4,327 cultures of legume bacteria for seed inoculation were prepared and sent out. Of this number alfalfa was most frequently asked for, with 1,892: Red clover, 886; sweet clover, 652; peas, 524; alsike, 143; soy beans, 88; beans, 71; sweet peas, 39; vetch, 31; white clover, 1. The creamerymen and the cheesemakers asked for and were supplied with 147 factic starters, and 63 Bul-

garicum cultures. . The multiplying influence of the various bacteria sent from the Bacteriological Department during the year had a very noticeable influence on legumes of the belds and the fluy products of the factories

The New O. A. C. No. 144 Oat. The O. A. C. No. 144 ont was ob tained from the Siberian variety through nursery plant selection. This oat, which matures about the same time as the lianner, has a spreading head, white grain and less than tho average per cent, of hull found in oats. The straw is strong and it has proven to be an excellent yielder of

When tested on thirty-two farms situated in twenty-one different countlus in Ontario in 1923, it outylelded the O. A. C. No. 72 by 5.7 bushels. the O. A. C. No. 3 by 10:3, and the Liberty Hulless out by 17.3 bushels of grain per acre. In triplicate plot tests at the College in the average of the last five-years, it surpassed the O. A. C. No. 72 by 4.3 and the Bapper by 5.6 bushels of grain per acre. During this five year period the straw of this variety ludged less than either the O. A. C. No. 72 or Banner Oats. -Dept. of Extension, O. A. Collego

Salt serves as a ppice or condiment which whets the appetite and increases the palatability of feed for live stock.

Apples Wanted I am prepared to pay \$1,00 per bundled

lbs, for colverts and other fall varieties to be hand picked and for less than 2 1-2 uch size, all apples to be handled care fully. Apples to be delivered when required. Geo. Herrington, Apple buyer icorgetown, Phone 160;

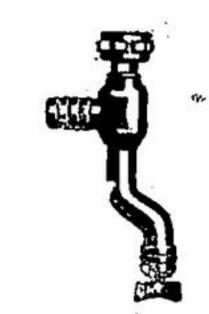
To the Public

I will call on the people of Glenwithams and Georgetown with my Auto-Stop Door Deatt. These I put on the bottom of the door, a shuts the cold air off your floors; I have reduced the price to \$1.25 each. This is an opportunity to save fuel and in the com house warmer. Don't Miss It H. Morrison, Magulacturer, George

Upholstering & Repairing

W. Merklinger, an experienced lumitur upholsterer will be in Georgetown for two wreks only. Fall is here, this is your last opportunity to have your grand old walunt turniture to apholstered. Prepare your cosy home for winter. Imported tapes tries, si'ke mid molants. Your work can

\$5.00 Puts Complete Washing Outfit in Your Home



1900 CATARACT

Electric Washer

Saving to you..... \$26,00

Our price with bench...... 174.00

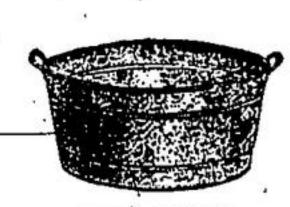
Payable \$5.00 down, \$2.50 per week.

DRAINER FREE

to empty washer and tube and three other premiums.



BASKET FREE with three more premiums



TUB FREE with three more premiums Pay \$5.00 and get the complete outfit—the washer, bench, and any four of the premiums listed above.

COMPLETE OUTFIT IS MUCH HANDIER

The complete outfit makes the washing so much easier and handier. The complete outfit includes the tub bench, for instance, to hold the rinse and bluing tubs. The tub bench is so much more, convenient than an old box or stool. It holds two tubs side by side, moves on large wheels and can be folded up and put away. The complete outfit includes a tub, or, if you wish two tubs. The two tubs are very necessary for the rinse and bluing water. Then there is the washing machine drainer, to fill up the washer and tubs and empty them out again-and the clothes basket. Everyone should have a clothes basket.

Guaranteed Washers by a Reliable Concern

The 1900 Washers are made and sold by Beatty Bros. Limited, the largest and oldest washer concern in the British Empire, celebrating their 50th anniversary this year. There are more 1900 Washers in use in this town than all other makes combined. Machines are sold direct to con-

sumer by our own factory branch and expert factory service given. WHILE THEY LAST

Only a limited number of washers are to be given on these prices and terms. The premiums are given as an advertising idea to celebrate our 50th anniversary, and are given only while the sale lasts. If you ever intend to have an electric washer get it now when you can get the complete

SALE STARTS THURSDAY AT

J. N. O'NEILL & SON'S

Georgetown **OPEN EVENINGS**

Phone 14

OPEN EVENINGS

1900 WATER MOTOR WASHER

Machine. Washer and any ONE of the four promiums above Free while this sale lasts.

If you have no electricity, get our 1900 Water Motor Washer, or our 1900 Gravity Hand Washing

ALSO GRAVITY WASHERS

THE RESIDENCE OF THE PROPERTY OF THE PROPERTY



price. The lowest-priced efficient heating system on the market. Pay less for the furnace-no expense for pipes installed in any home in less than one day without muss or fuss.

COSTS LESS TO USE You can heat every room in your house with the Gilson Pipeless on less fuel than it takes to run your stoves. And this all

GUARANTEED To Heat Your Whole House All you need is enough cellar-excavation to accommodate the furnace. Every room in the house will be cosy and warm. Cel-

cast-iron furnace uses surprisingly little

fuel. It pays for itself!

lar will be fine and cool for fruit and Write Today for Full Facts. enquiry. Catalogue and sketch plan forms on request. Write today-this is the time to make plans for heating your home properly next winter. GILSON MFG. CO. 9557 York Street, BUELPH



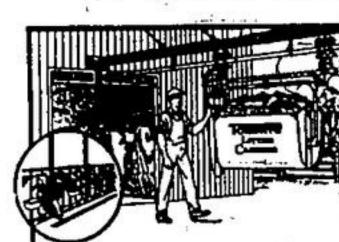
Will You?

Georgetown Fair

October 3-4

The Quicker, Better Method of Stable Cleaning

bench for rines and bluing tube.



clean your stable as fast as three in the old way. Do it, too. without the unpleasantness and muss of the wheelbarrow method. Dump the manure into a pile

where you want it or direct into the manure-spreader when desired. The Toronto Litter Carrier has several special features I know will appeal to you. Let me explain the advantages of its chain pull, why it turns on the smallest radius, its unleakable bucket and others. -I have other Toronto Stable Equipment which will make for cleaner and healthler cattle, bigger profits. Ask me about it as well. I have some interesting literature free for the asking.

W. J. ALEXANDER,