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**JUST A REAL GOOD CNR**

Four Cylinder Sedan, \$1000  
F.O.B. Leaside (Toronto) Ont.  
Sales Tax and Transportation  
charges extra.

**Particularly in a Closed Car**

The Durant unit chassis construction shows its advantages, particularly in an enclosed car.

The rigid frame, reinforced by the Durant Tubular Backbone relieves the body of those strains which cause loosening and squeaking in closed cars.

The Durant Sedan has attractive appearance and appointments without high upkeep cost. It is built essentially for the convenience of the owner who drives and who prefers to take care of his own car.

The independent mounting of its mechanical units, accessibility of vital parts, and Alemite lubrication make maintenance a simple matter.

**TODD BROS.**  
Hagersville, Ont. **DURANT**

**BENEFITS OF GRADING**

**Standardizing of Farm Products Necessary for Best Market.**

Instances of the Folly of Not Grading—Selling by Description vs. Inspection—Butter Exportation in New Zealand.

(Contributed by Ontario Department of Agriculture, Toronto.)

Grading of farm products is necessary for the enlargement of markets. It is based upon knowledge of what the consumer wants. It gives the consumer of farm products the kind, shape, size and quality of products desired. It brings increased returns to farmers and effects savings to the middlemen.

In the production of farm products, unavoidably widely varying shapes, sizes and qualities of products are brought into existence. These must be sorted out so that the product sent to a certain market will meet with the approval of the purchaser. Standardizing means that a grade of product will be the same year in and year out, in this way confidence in grades may be built up.

The Folly of Not Grading Instanced.

It must be remembered that consumers, like farmers, are engaged in business. They are not able to sort products. Therefore, when they purchase ungraded products they have to buy things they don't want, and this results in waste. Grading of farm products would mean a reduction in the cost of marketing. For example, out of 2,600 cars of apples appearing on a Chicago market within a period of three months in the fall of 1914, it was found that 410 cars were unfit for sale and not only was this true, but they also depressed the price of apples. The freight, cartage and labor of handling had been paid for the purpose of starting 410 cars of apples on the way to market, which nobody would accept, did not want, and could not use.

Or to take butter: Investigations have demonstrated that lack of grading has resulted in serious loss to middlemen. In the case of bananas for instance, one-fifth of the butter received was paid for at the rate of 27.1 cents per pound—the ruling price for butter—though this 20 per cent had to be reworked before it could be used by consumers. For this butter renovators paid 20 cents per pound, so that there was a loss of 7 cents per pound. No middleman can long stand this.

The problem of financing the sale of farm products is important. By grading farm products finance is facilitated. Suppose a farmer has a carload of a certain grade of product. He may go to the bank and say: "I have a carload of No. 1 apples. I want to borrow some money." The bank manager understands what this means and is prepared to advance money. But if the farmer goes to the bank with ungraded products the banker immediately asks, "What kind? Who grew them? Are they good or bad?" He may even require that they be inspected, and in the end the farmer will not get as satisfactory advances as though the products were graded.

**Description vs. Inspection.**

Grading reduces the selling cost by enabling sale by description rather than sale by inspection or by sample. Sale by inspection requires that products be sent to some central point and that people go to see these products. It is easily seen that this is an expensive way of selling. And not only is this true, but it is easy to over-estimate the requirements of buyers on a certain day, which results in flooding of the market, with consequent lowering of price. Sale by description is made possible through advertising, but before advertising can be successful products must be graded. Not all advertising is economical, but it has its place in effecting more efficient methods of selling.

Graded products always bring better prices to farmers. Agriculture is still the main industry in Ontario, and this means that we must export the surplus of farm products. In finding markets for this surplus we come into competition with New Zealand, Denmark, Holland, Australia and United States. Most of these countries, certainly the first four named, enforce rigid inspection of products for export. Why? Because grading is the basis of enlargements of markets. Consumers demand the very best of all products, their likes and dislikes are varied, and we must meet these demands. For many years we have tried to make the Englishman eat the sort of bacon he thought he should eat; but he won't. He prefers Danish bacon because the Dane sells him the sort he wants.

properly graded, to meet all his requirements. Or take apples: A short time ago a certain gentleman from Ontario endeavored to establish a market for Ontario apples through the consumer owned co-operative stores in Great Britain. What was the answer? "Just as soon as you get an order from which we can order 10,000 boxes of No. 1 or No. 2's, graded and packed in such a manner that we can depend upon the quality year in and year out, we will talk business, but until then we cannot risk it."

**STAGE CLOTHES.**

**Views of Famous English Actors on Stage Dress.**

"The finest artist we have, or ever shall have—Ellen Terry—once told me when she played *Hermione* for the first time, and I was rehearsing. Perdita with her—that she knew exactly what she was going to wear, had, in fact, found her dress for every one of Shakespeare's parts that she conceivably might play," says Miss Viola Tree in the *Ladies Field*.

"It came out exactly right—primrose color in the first act, because it was delicate and true and tender, and *Hermione* could not have a very vital or definite color; the dearest, white, tableaux netting, almost like a wreath, for the *Trial Scene*, and thick cream crepe for the *Statue*.

"Of course, in Shakespeare or 'costume' productions of to-day one has to be in the hands of the designer, whoever he may be, except the very great, who only are influenced by him, or more of an influence the designer.

"Shakespeare is so definite in his characterization that one almost feels the clothes—*Desdemona's* un-lucky greens and silver, *Juliet's* gold, *Portia's* extravagant ebullience of color, *Ophelia's* rather detailed, nervous embroideries and irritating pink, or, as *Millicent* put her in a stuffy embroidered damask to drown in. I could go on for ever dreaming dreams about dressing the parts I would never dare to play.

"The stage hand working girl's dress that they produce for your dazzled eyes is generally very wrong. I have seen perfectly cut tailor-made with patent leather belts, or even blue crepe de Chine and real lace collars! Very little material, would be better and a straight frock with an Edgeware Road collar or an old tailor-made out of the theatre wardrobe with a very lovely blouse, the best you can get, because, luckily, a brimless hat for the stage is hard, and no scene can be played in a present-day brimmed hat."

**DANDELION CONTROL.**

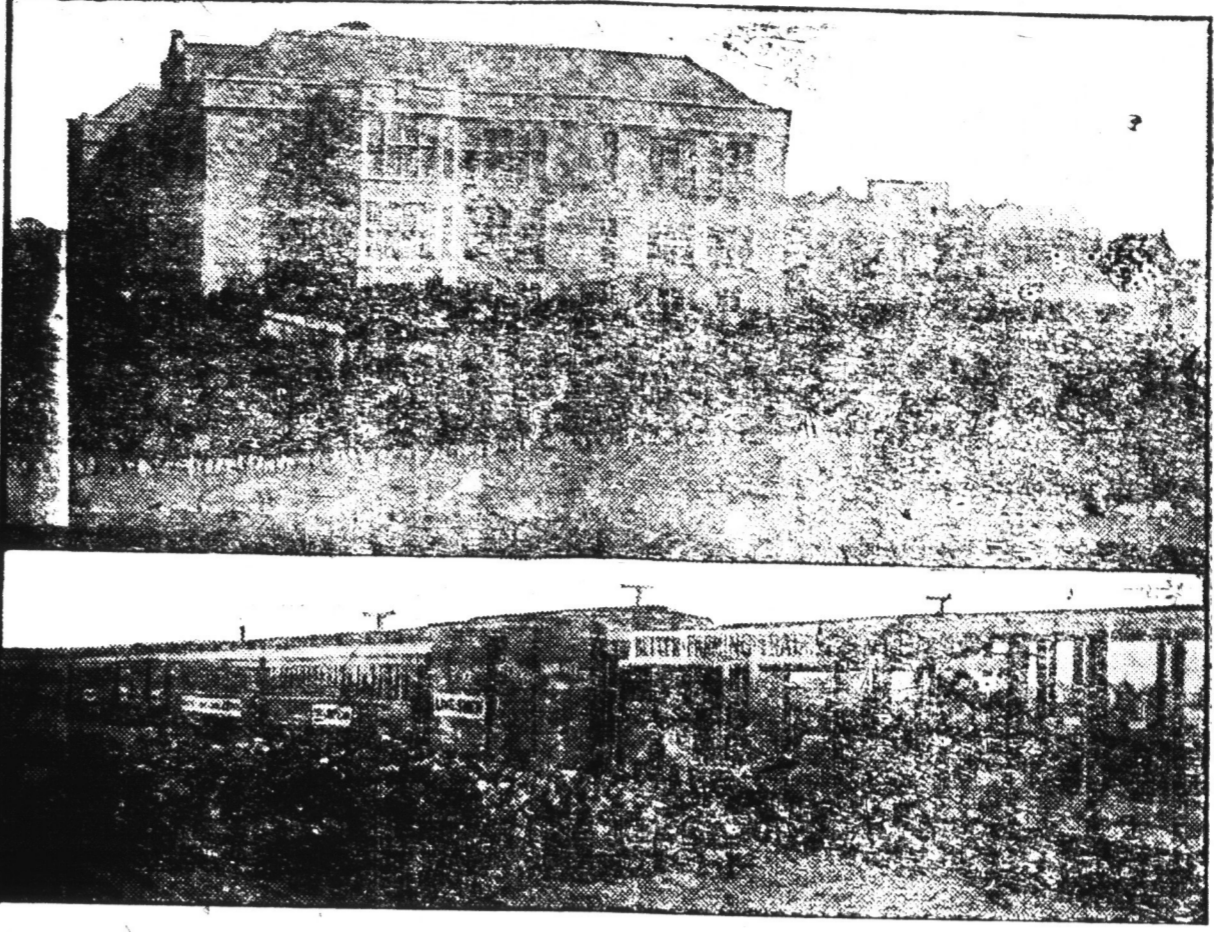
**Four or Five Sprayings With Iron Sulphate Will Do the Trick.**

Little attention was paid to the dandelion as a weed thirty years ago, but with the clearing up of lands and removal of obstacles to the spread of the weed great increase of the nuisance is seen in grass land everywhere. The dandelion cannot succeed where the land is well cultivated, but areas of grass, whether pasture fields, roadways or lawns, are usually heavily infested. Large areas cannot well be treated unless the use of the land is such as to permit heavy expenditures. Small areas, such as lawns and portions of golf courses, may under proper management be kept free of dandelions.

Spraying with iron sulphate, four or five applications during one season, will generally free a grass area from the pest. But the treatment must be repeated every third year. The first spraying should be applied just before the first blooming period of the dandelion and followed by two others at intervals of three weeks. Two further applications should also be given during September or October. Spraying should not be done during the hot, dry period unless water can be applied to keep the grass growing vigorously. Grass areas that are sprayed usually blacken considerably after each application, but this burned appearance disappears after a few days. Areas that are being sprayed for the eradication of dandelion should be well fertilized, and grass seed should be applied to keep up the required number of grass plants to form a good turf. White clover is killed by iron sulphate spray, so cannot succeed under this method of dandelion control. The strength of solution to use is 1 1/2 pounds to one gallon of water.

—L. Stevenson, Secretary Dept. of Agriculture, Toronto.

**SASKATOON'S UNIVERSITY FOR THE PRAIRIES**



Upper Picture.—One end of the Administration Building, University of Saskatchewan, with the Engineering Building in the background.  
Lower Picture.—A Travelling University, showing how instruction is carried to the farmers of Saskatchewan.

Long after the ivy peered in at the upper windows of such splendid universities as Oxford, Cambridge or Harvard, such an institution as the University of Saskatchewan had not even been imagined. When Sir Wilfrid Laurier, who laid the cornerstone of this new university July 29th, 1910, was a student poring over his books few but Indians had stood on the height of land which is the site of the buildings shown in the accompanying photographs, and watched the waters of the South Saskatchewan River gliding swiftly and silently northward.

Although the prairie soil was as rich and the river as broad and full then as now, the City of Saskatoon was unincorporated. Even as late as twenty years ago, where now stands a city of 30,000 people on three lines of railway, there were not one hundred men, women and children and these were housed in a few tents and shacks. The wildest enthusiast would hardly have dared to prophesy that one day a university would grow there—yet there it stands!

The buildings of the University of Saskatchewan crown the height of land north east of Saskatoon and the site could hardly have been more fortunately chosen. It includes half a mile of well-wooded river front and altogether embraces 1,333 acres of rich land, 293 acres of which are set aside for a campus, 100 acres for purposes of agricultural experimentation and \$80 for the Agricultural College farm. The plan provides for the eventual accommodation of 5,000 students.

The present buildings consist of an administration building, containing a hall and offices for the different departments as well as class

rooms, two students' residences, one containing a spacious dining hall and the other a gymnasium and swimming pool; an engineering building; livestock pavilion and up-to-date model farm buildings. All the buildings conform to the preconceived plan and will, like those already erected, be of stone in the Gothic style. Work has just recently begun on a new science building. There are also several private residences on the campus, the two principal stone ones provided for in the architect's plan being those of the President of the University and the Dean of Agriculture. The buildings of Emmanuel College, a church of England Divinity School, the first of its kind in Saskatchewan also occupy a part of the campus. The University grants sites of from three to five acres to such affiliated colleges at a nominal rental. Eight thousand dollars has already been subscribed towards a beautiful structure which will be the home of the Presbyterian College.

The university provides degrees in Arts, Science, Law, Agriculture, Civil Engineering and a Diploma in Pharmacy.

The present enrollment is between 1,400 and 1,500, including returned soldiers who are retraining in various branches of skilled work, particularly engineering. Scores of promising returned soldiers have been turned out as capable motor mechanics. Steam engineering and the handling and repairing of farm tractors are also taught. Agricultural students, principally the sons of farmers, are training in livestock handling and judging, and even in the care and management of poultry.

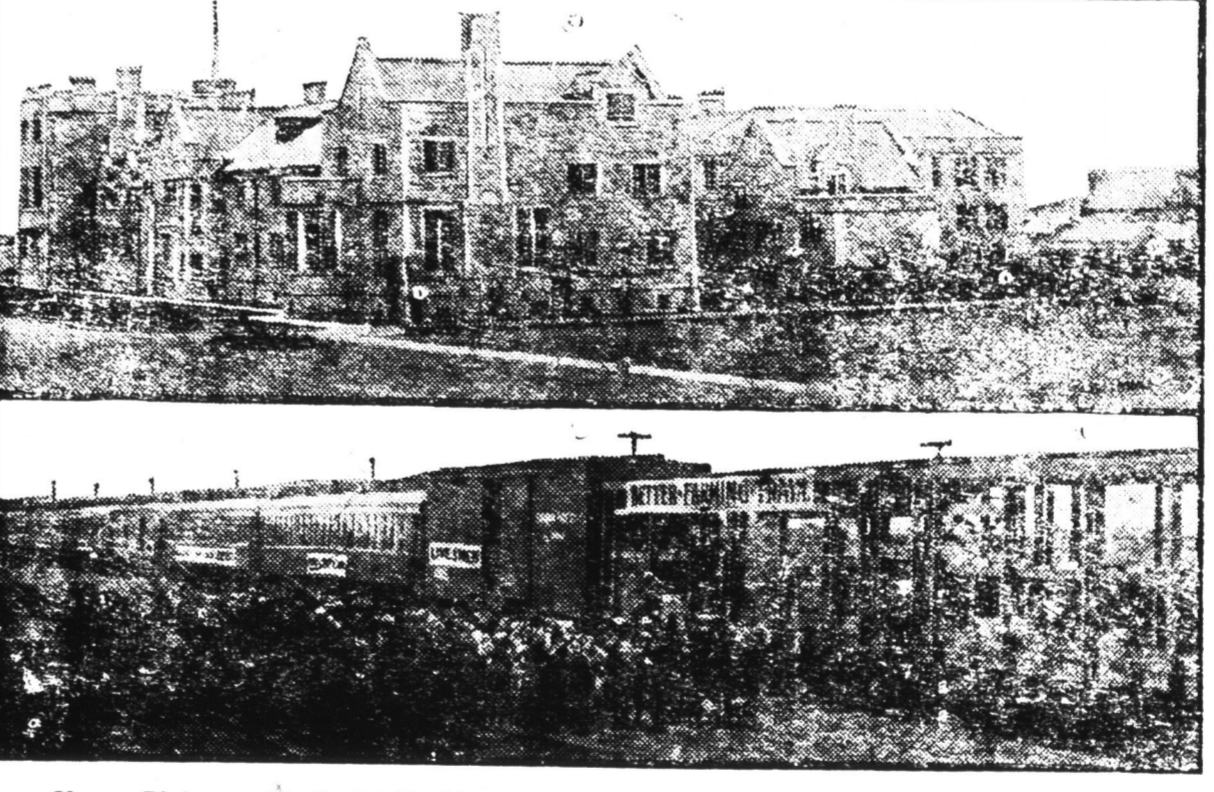
An important feature of the work of the University of Saskatchewan has been its Extension Department consisting of short instructional courses at seasonable times for farmers and farmers' wives. Each year a special train is fitted out and a regular course of instruction mapped out including lectures to farmers. This train is widely advertised as the "Better Farming Train." It makes a tour of the Province, stopping at all important points and the farmers drive in for miles to examine the exhibits, talk over their problems with experts and hear the lectures. Realizing that the average busy farmer cannot go to the University, an effort is made to take the University to him and to let him know at first hand the results of experiments with special varieties of grain, the latest information about methods of soil tillage, and the like.

During the recent winter evening lecture courses have been given at a nominal fee for the benefit of city residents. Some of the best educated people in the community have attended these classes.

From an educational standpoint Saskatoon offers as great opportunities as any city in Canada. Complete training from Kindergarten to University is provided through a fine set of public schools, thirteen large public schools, which ranged in cost from \$118,000.00 to \$155,000.00 at pre-war building prices. An accompanying photograph shows two of them in one block in the working class section of the city. The enrollment of pupils in the public schools is now well over 4,000.

The Collegiate Institute, which provides the intermediate stage between the Public Schools and the University, has an enrollment of about 2,000.

**SCIENTIFIC AGRICULTURE IN SASKATCHEWAN**



Upper Picture.—Students' Residence, University of Saskatchewan. Live Stock Pavilion in the background.  
Lower Picture.—"Better Farming Train," showing how instruction is carried to the farmers.

Long after the ivy peered in at the upper windows of such splendid universities as Oxford, Cambridge or Harvard, such an institution as the University of Saskatchewan had not even been imagined. When Sir Wilfrid Laurier, who laid the cornerstone of this new university July 29th, 1910, was a student poring over his books few but Indians had stood on the height of land which is the site of the buildings shown in the accompanying photographs, and watched the waters of the South Saskatchewan River gliding swiftly and silently northward.

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**THE ONGOING OF OUR BUSINESS IS and MUST CONSTANTLY DEVELOP**

New visions, plans, undertakings. After all these years we have not yet felt that we are fully grown up, though we seem to have come far since the first days of the very narrow 2 1/2 story store without a basement. We have not frittered away our time, but we have not ten far beyond the planting period of the life of our vision. Almost all of us are yet small thinkers of narrow vision and but mid doers, considering the open opportunities.

H. S. FALLS

A Cordial Invitation to Out-of-town and Lakeshore "Stop-overs" to see Falls' Store at its Summers Best

**FALLS' WASH GOODS DEPARTMENT**

These are the fabrics for which fashion is making such urgent demands, ORGANDIES and RATINES—and this is the place you can find them.

45-inch Permanent Finish Swiss Organdies in all the new rich shades, at the unusually low price of \$1 per yard.

45-inch Hand Embroidered Swiss Organdies that are really beyond description. The newest shades. Special price \$1.95 per yard.

Plain Colored Ratine—the newest of the new goods in shades that appeal. Rose, Orchid, Buttercup, Strawberry, Green, Tangerine and White. Price \$1 yard.

Patterned Ratine—just a little different, just a little the best. Your Summer wardrobe will not be complete without a dress of one of these, and the price is only \$1.10 per yard.

Talk about strikes, how does this "strike" you—we are making a VERY SPECIAL OFFER on 6 pieces only of 36-inch dark patterned fancy FRENCH VOILES. These goods would be reasonable at \$1.50 per yard. LOOK! 89c a yard.

Plain or Fancy Voiles, 38 inches wide, in shades of browns, blues, greens, greys, etc. For judges of value a glance will be salesman enough. Special 50c yard.

UNDERWEAR MUSLINS in dainty checks and soft shades of pink, blue and white. Here's a saving worth while making. 45c yard.

**EXTRA! EXTRA!**

Boys' Balbriggan Drawers, three-quarter and ankle length, sizes 22 to 32. Reg. 75c pr. for 25c

Boys' B.V.D. Nainsook Drawers, sizes 25 to 32. Regular 75c. pair for 45c

Men's Fine Quality Cotton Bathing Suits, navy with red and orange trimmed, sizes 31 to 44. Regular \$1.75 for \$1.27

Children's Bathing Suits in brown and navy with red and orange trimmed, sizes 26 to 32. Regular \$1 for 75c

**Another Sale on Aluminum Ware**

8 quart Preserving Kettle made from extra heavy aluminum, "guaranteed," will sell for each \$1.47

2 1-2 quart Sauce Pans from the same heavy aluminum. Each 78c

**Other Specials From the Downstairs Store**

Heavy Floral Cut Glass Tumblers, regular \$1 for 75c each.

One Only Richly Cut Glass Water Set, pitcher and 6 glasses, regular \$16 for \$12.75

Glass Water Jugs, each 49c and 69c

Double Egg Cup Glasses, each 15c

Sponges, useful sizes, less than 1-2 price, 15c

Weighted Hardwood Floor Brushes, a \$2.50 value for \$1.75

Boys' Express Wagons, very strongly made. Half Price \$1.50 each.

See Demonstration of Mechanical Toys in Downstairs Store

"Farmer Boy Walking Toy"

"Climbing Monkey"

"Dapper Dan Coon Jiggers"

"Mechanical Automobile"

**Notable Sale of Fine Ribbed Underwear, Harveys' Fine Qualities**

Women's well cut and nicely finished fine Ribbed Vests in four styles. Each 25c

Other very fine Vests in the sale. The \$1 grade for 77c; the 75c grade for 50c; the 50c grade for 39c

Fine Lisle finished Ribbed Pink Combinations with silk tops. Regular \$3 for \$2

Fine White Combinations in a special \$3 value for \$1.75

Women's Athletic Combinations in a variety of styles and cloths. Regular up to \$2.50, all one price, \$1 suit.

Black Tights in all sizes, regular 75c for 50c

White Tights in all sizes, regular 50c for 35c

Children's Fine White Ribbed Cotton Drawers, nicely finished, to fit girls up to 16 years. Less than half price, the pair 25c

**Nurses' Dresses and Other Special Items**

Nurses' Dresses, made in fine heavy trimmed Indian Head, long sleeves, convertible collar and finished with pockets. Price \$4.50

Women's Shadowproof Underskirts in Heavy Indian Head, with double panel back and front, finished at bottom with scallops. Price \$1.75

Children's Cotton Jerseys, white trimmed with blue, suitable for play and beach wear. Price 90c

Children's Dresses in Voiles and Organdies, slightly soiled. Prices from \$1.75 to \$7.00, selling at HALF PRICE.

Women's Sport Sweaters in wool jersey and silk fibre, in all new shades, from \$5.50 to \$17.00.

**Buy Furniture in Haste—Repent at Leisure**

If you don't care to save money buy before you look around. If you do care look around before you buy.

Nearly 9000 square feet given over to Furniture and Home Furnishings. One of the largest and finest displays between Toronto and Detroit. Furniture delivered to any home in Brant, Haldimand and Norfolk counties, placed and polished by careful men who know how to handle furniture

**H.S. FALLS**

Something New and Smart in Summer Millinery shows Sat. for 1st Time