

with the Three Western Premiers as to the best means to bring it about. Members of the Dominion Government have stated that the terminals would be taken over by the Government just as soon as a majority of western farmers stated their desire that it should be. As long as we have only 15,000 farmers identified with the Associations of the three Provinces, out of a total of 110,000 farmers, it will be seen that we are not in a position to strongly force our demands on the Government.

You will probably be asked a few questions as to the Grain Growers' Guide. It is intended to become the greatest Farmers' Weekly in Western Canada. It is a notorious fact that the leading papers on both sides of politics are owned by private parties and managed solely to bring political advantage to the political party to which their owners belong. Since their revenue is largely dependent upon the goodwill of corporations such as railway companies, banks and grain and manufacturing interests, they do not care from a business point of view to take up any question which would deprive them of the revenue they get from these corporations through advertising, or which would affect the welfare of their party interests. That has been evident from the fact that it has been almost impossible to get a fair report of any Farmers' Convention or the work that any Farmers' Delegation is attempting to carry out with our Governments. Everything is colored for political purposes or to accommodate the views of certain interests which by some means have obtained control of the columns of the press.

What the farmers want is nothing more, AND THEY WILL HAVE NOTHING LESS than fair play—a square deal; but when they find a straight-forward account of some association or other meeting deliberately garbled and "edited" by a process of whitening down to fall in line with the demands of the aforesaid interests, then it is high time the farmers had established an open press of their own.

HENCE "THE GUIDE."

Other farm papers exist altogether as financial concerns, and have no interests to serve further than building up a strong circulation, which brings in a vast advertising revenue.

The "Guide" has been sent out to 12,000 farmers, nearly 5,000 of which have already become paid-up subscribers. It is practically the work of these meetings to induce farmers to join the Association and become subscribers to the paper. The esteem in which it is already held is shown by the numerous letters which reach the office by every mail. Do not let a single man get away from your meeting without securing him as a subscriber for the "Guide," and a member of the Association. The paper cannot be run without money, and at present the Grain Growers' Grain Company is assisting to finance it until it gets upon its own feet. The farmer who will not give one dollar for the Guide, and one for the Association is too small to live.

You might also be asked questions as to the arrangements with the Home Bank. It is briefly this. The Grain Growers' Grain Co., finding it absolutely necessary to have a strong financial institution at their back, entered into an arrangement with the Home Bank and in return are guaranteed the support of the Bank. The business of our Canadian Banks is carried on upon their deposits, 90 per cent. of which is deposited by farmers and working men. Other interests, such as wholesale men, implement manufacturers, etc., borrow money; they do not keep it in the bank. What is done with the money? Since these banks are frequently under the control of a few individuals the money is loaned to other corporations with which these individuals are either financially interested or very friendly.

If a farmer wishes to negotiate a small loan, even if he were worth \$20,000, he finds difficulty in doing so.

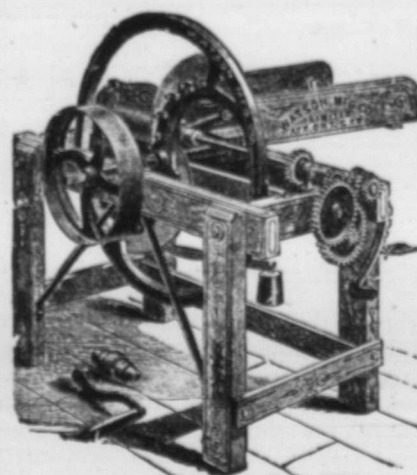
Last year there were hundreds of banks which would not advance a dollar on shipping bills for cars of wheat. The idea of the present arrangement is to create A STRONG COMMON PEOPLE'S BANK—in Western Canada, in the management of which farmers and working-men (such for instance, as take stock in it) will have a voice, and which will be used to finance their requirements rather than the requirements of corporations and business interests which thrive upon them. The Bank also pays good dividends from a business point of view.

The important thing to impress upon your Association at the meeting is the necessity of joining. NUMBERS ARE ESSENTIAL TO SUCCESS, and it only costs one dollar to a farmer to join the Local Association. Make him feel that it is his duty to do this, and also take an interest after he has done so. Point out to him the degrees of organization which have been reached by other business interests, where there are individual members who spend tens and hundreds of dollars for the simple purpose of having an organization which will look after their welfare.

Point out the unfair advantages that are always taken by corporations when they secure the power that combination gives them, and that our mass of farmers, isolated as they are, if they continue thus isolated, must be a prey to these financial pirates.

Go at the meeting with energy. You may not have the ability to use flowery language, nor have much experience in public speaking. You can, however, master the facts as they are set out here, and you can put them before your hearers in such a manner that they will be convinced of their truthfulness and of the necessity of their organization.

\$2.00 from every man you meet—one for the Association and one for the "Guide," and don't let him get away from you!



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Hand Lever.—For 1 or 2 head of stock.

Canadian Hand.—For up to 6 head.

Excelsior Jr.—For hand or power, $\frac{1}{2}$ to 1 ton per hour.

Excelsior Jr. Blower.—For windmill or gas engine power.

Excelsior Power.—For power, $\frac{1}{2}$ to 8 tons per hour.

Excelsior Power Blower.—Blows feed to any part of barn.

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- 1—No waste of fodder, every bit is eaten up, not tramped under foot.
- 2—Cut feed is more easily and thoroughly masticated, and stock thrive much better on it than on uncut feed.
- 3—Cut feed can be blown into stall directly in front of stock, avoiding any unnecessary labor.
- 5—Because Watsons can supply you with a straw cutter that will exactly fill your needs, will give absolute satisfaction, at a fair price.

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