



SASKATCHEWAN SECTION

This Section of the Guide is conducted officially for the Saskatchewan Grain Growers Association by F. W. Green, Secretary, Moose Jaw, Sask.

WHO GETS THIS BIG RAKE-OFF?

Much uncertainty prevails at present in connection with the fluctuation in price and quality of our wheat on the ultimate market, as well as its relative value to wheat from other countries. It is pointed out that our grading system is the most reliable of any and that our grades are fixed; that is, Canadian 1, 2 and 3 Northern is the same today, yesterday, and the day before, for years, and while the prices of Australian, Russian and other wheats remain fairly level on the market, Canadian fluctuates many cents per bushel more than they, while its quality is more firm and steadfast than the others.

Many students tell us that this is due to the manipulation of our Canadian dealers, and that it is done in the interest of our large millers, who are large exporters of wheat also, while others maintain that this cannot be done as competition is so keen between our bulls and bears, that the real value is always attainable and is as sure as water to find its level; and variations are due to natural causes. Again, others claim our wheat is so deteriorated that several cents per bushel is lost in consequence, while others as stoutly maintain our wheat reaches England in exactly the same condition Mr. Horn grades the wheat cars at Winnipeg; in other words, cargoes arriving there are as good as the average samples taken from cars here. Cannot the causes and conditions that produce these results be traced and exposed so that remedies might be propounded, or at least the causes be established beyond dispute, because from this comes much of our unrest. It is not pleasing to be told that we are being beaten out of ten cents per bushel on our wheat by some scheming scoundrel of a manipulator; and it is just as disquieting, though it be untrue, if you are persuaded it is true. Is there no way by which we can establish facts regarding the actualities of the arrivals of our wheat on the old country market and its real values. John Miller, chairman of the Royal Grain Commission of three years ago, told the Irish grain and flour dealers, when asked if the Canadian dealers picked out the cream of Canadian wheat, that human nature was the same in these Canadian companies as it was in Ireland and no doubt they would use their position of having so many grain houses and mills in the grain fields of the west to the fullest advantage to themselves. Now, the question is, how much advantage does their position give them, and other dealers who get possession of practically all our wheat?

DIPLOMACY IN MARKETING WHEAT

A recent issue of the Guardian, of Nottingham, England, came into my hands in which I noticed an article, headed "Holding up Wheat." The article went on to say that the farmers in the Canadian west were great speculators in wheat, that it was estimated that they were holding up 30,000,000 bushels of wheat in anticipation of a rise in price, and proceeded to moralize on such a condition. I think also a certain minister of agriculture in the Canadian west, some time ago, gave some powerful dissertations on the demoralizing influences and inconsistencies of farmers who thus refused to put all the wheat they had grown in any season immediately on the market, while on the other hand there are those who say to us, "Why do you farmers of the Canadian west flood all your wheat on the market as soon as you can after it is ripe?" "Do you not know," they say, "we want wheat all the year round; a steady supply of wheat suits our purpose much better than a glut and then a famine." They say, "You ruin your own market. Of course we will buy it, but we will pay much less than if supplied as we require it." "Why," they say, "do you sell all your product at once, and have money to burn once a year, while it is as scarce as help for your wife all the rest of the year. What would you think of T. Eaton & Co. if they sold out all their stock at auction every October, like some folks want us to do and which many really do, with wheat?"

If it is true that the farmers of the west are holding thirty million bushels of wheat, what then would happen if that thirty million had been thrust on the market last fall? Would it now have been consumed or would it be held in store somewhere, and who would have paid the cost for that handling and holding until it is wanted? Is it a crime for farmers to thus hold wheat? Should a system be evolved whereby a regular supply of wheat can be assured from Canadian granaries? How can it be done so as to work to the mutual advantage of the producer and consumer—not so as to secure a higher price for the thirty millions, but to insure that the thirty million bushels will not reduce the price of the whole—and so that the professional speculator does not make both producer and consumer pay tribute to him?

Both the Guardian and our ministerial adviser might help us think this out.

I noticed also an article in this same paper, a report of a trial of a certain grain case over in England, which was said to be very important. A certain farmer had sold a certain quantity of grain by sample, and after the sale and before delivery the price of grain had declined. The purchaser on the arrival of the grain declined to accept it, on the ground that it was not up to the sample. Much evidence was taken on both sides, all of which is very interesting and proves conclusively that human nature is much the same in the grain trade in England as in Canada. Also the sample market does not settle

information is important in such a study. But in general," said he, "the man with an observant eye, and a wide experience, will be able to predict far in advance of the purely statistician. Yet statistical data based on actualities, studied in connection with a good clear view of certain well understood social laws, would help one away beyond the wanderings of mere speculative opinion. Figures will lie, however, because liars will figure."

The remedy for crude opinion on the elevator question is the cultivation of the determination to use facts with a keen and true sense of human nature and social laws.

"Well," I said, "that is quite a nice lecture and I will try and bear it in mind, as it applies, I suppose to any investigation as well as to elevators?"

"Yes; oh, yes."

F. W. GREEN.

CO-OPERATION AT RADDISON

A. R. Henderson, of Radisson, writes: It may be interesting to you, also to the readers of THE GUIDE, to know that the visit of A. G. Hawkes, to Radisson, was not a failure by any means. Farmers for miles in every direction were on hand to hear Mr. Hawkes, and everyone seemed more than pleased to hear him give such a clear outline of the association from the beginning up to the present, and also the most interesting points which the Grain Growers' Association wish to accomplish in the near future. There



Breaking on the Farm of W. G. Fitzgerald at Grenfell, Sask.

everything. The judge in this case ruled that the grain was not up to the sample.

Advocates of the sample market should study this case to see how many curves can be introduced into a system of this kind, as well as into the grading.

SOME SOUND, FRIENDLY ADVICE

The other day a friend proceeded to give me some advice on elevator matters. He said, "You know, to get a clear conception of the elevator question, a man should study the question from its relative positions to other industries and questions. Its relation to the position in general, that is, the relation of elevators in general to farmers in general, as well as its relation to the individual patrons. The real duty the system has to perform for the nation as well as the farmers as a class, its position in past, present and future. Its relationship to other interests likely to be affected by it. The laws by which it is regulated, both economic and ethical, as well as the characteristics of human nature likely to be brought into play in its operation. Clearly ascertained facts," he said, "are the only reliable and indispensable starting points in seeking a solution of the various problems presented. Some conditions prevail on account of some local or combination of local conditions, others because of some underlying principle either economic or those common to human nature everywhere; others because of some geographical or climatic conditions which interfere with our transportation operations. It is a trained investigator who knows just what data is reliable (and only such should be used), and of course the source of your

was an attendance of sixty-five at the meeting, forty of which were members. Nine new members were secured. Our association has secured formalin for all our members, and have some good offers for twine. We have a total membership of sixty-one members, and we intend to supply all with twine and formalin if they want it.

A. R. HENDERSON.

PRESIDENT CRERAR CORRECTS FALSE STATEMENTS

The Allan Grain Growers' held their regular meeting in Fraser's hall March 12, where quite a large number of farmers were present. Mr. H. Rodwell, president, occupied the chair, and in the absence of Mr. Carl Edquist, the secretary, Mr. Chas. Brady acted as secretary pro tem.

The president stated that in the absence of their secretary they were unfortunately unable to read the minutes of the last meeting, and called upon Mr. Lunn, organizing secretary for the district to address the meeting. Mr. Lunn gave an enthusiastic address speaking on the necessity of organization, and he also gave an emphatic denial to the report which had been circulated by some of the local street buyers of grain, that the Grain Growers' Grain Co., of Winnipeg, were speculating in oats and had got "hipped." He read the following letter from the Grain Growers' Grain Company's president, Mr. T. A. Crerar:

Winnipeg, Feb. 23rd, 1910.

C. Lunn, Ituna, Sask.
Dear Sir:—Your favor of the 19th inst. to hand this morning. We are very much obliged to you for calling

SASKATCHEWAN GRAIN GROWERS' ASSOCIATION

HONORARY PRESIDENT:

E. N. HOPKINS - - MOOSE JAW

PRESIDENT:

F. M. GATES - - FILLMORE

VICE-PRESIDENT:

J. A. MURRAY - - WAFELLA

SECRETARY-TREASURER:

FRED. W. GREEN - - MOOSE JAW

DIRECTORS AT LARGE:

E. A. Partridge, Sintaluta; George Langley, Maymont; F. W. Green, Moose Jaw; F. C. Tate, Grand Coulee; A. G. Hawkes, Percival; Wm. Noble, Oxbow.

DISTRICT DIRECTORS:

James Robinson, Walpole; J. A. Mahorg, Moose Jaw; Charles Dunning, Beaverdale; John Evans, Nutana; Dr. T. Hill, Kinley; Thos. Cochrane, Melfort; Andrew Knox, Colleton; George Boerma, North Battleford.

our attention to the statement made by Mr. Lawler, the grain buyer at Kellier, to the effect that the Grain Growers' Grain Co. were speculating in oats—or rather, that their manager was on their account. This statement is absolutely wrong, as the company never speculates in the way of going either long or short on the market. This statement has been frequently made by representatives of the elevator people, who would like nothing better than to know that it was true. It has been done for the purpose of creating distrust in the minds of the farmers in respect to the company and its work, and should you be in Kellier again, you can, undoubtedly, tell this buyer in question, that he does not know what he is talking about.

Over two years ago a rumor was circulated in Manitoba and Saskatchewan, that the company had lost \$75,000 in speculating in oats. It came back to us from several quarters. This is on a par, as far as I can judge, with that.

I am glad to know that you have appointed an organizing secretary for the district along the G. T. P. from Saskatoon to the Manitoba boundary. The work of organizing our farmers into various associations is very important, and we trust you will be successful.

In respect to the statement made by M. H. Coverley, of Bowman River, Man., that he had made 8 1-3rd cents per bushel by shipping to us, over what he was offered by the British America Elevator Co. at Swan River for a car of barley, is doubtless quite right. The farmers have frequently made more than that in the price they realized in a carload, over what they were offered on the street at the point of shipment. Wishing you every success, Yours faithfully, Grain Growers' Grain Co., Ltd., per T. A. Crerar, president.

Must Stick Together

Mr. W. B. Fells, president of the district from Saskatoon on the G. T. P. east to the Manitoba boundary, was also present and spoke on the elevator question. He showed how by the present system Canadians in the west are losing their reputation in the world's markets of growing the best quality of wheat, drawing their attention to a statement made by Mr. Fisher, of the Scottish Wholesale Co-operative Society, Glasgow, that Australian wheat is fetching about 14c. more per bushel in the old country than Manitoba hard which is altogether incomprehensible to us, as Manitoba wheat has in the past been a long way ahead of any other foreign wheat both in quality and price.

In consequence of this he urges the farmers to stick together and go in for government-owned elevators, so that we can see that our wheat is not mixed or adulterated before it reaches the world's markets.

We had also speeches from Mr. Murray and several visitors from the recently organized association at Bradwell. It was announced that the Bradwell association would have a meeting and concert on the 22nd inst. and all friends of the cause were heartily invited to attend.

As a result of this meeting twelve new members were added to the Allan branch, and all went away feeling that a new era had dawned on this work in the district, and we heartily invite all friends of right and progress to unite with us.