

In the Reconstruction Days
Character and Efficient Leadership
will be more in demand than
ever before

Brandon College

Aims to develop the whole person
for highest citizenship.

FIVE DEPARTMENTS
ARTS—Full University Courses.
THEOLOGICAL—Practical training
for religious leadership.
ACADEMIC—Matriculation and
Teachers' Non-Professional.
BUSINESS—Standardized courses in
Bookkeeping, Banking, etc., Steno-
graphy and Typewriting.
MUSIC AND EXPRESSION—Toronto
Conservatory of Music Examinations.
Residences for Young Men and
Women

Howard P. Whidden, D.D. LL.D.,
President

For Calendar or any information
needed, write Dr. S. J. McKie, Regis-
trar, Brandon College, Brandon, Man.
**EIGHTEENTH SESSION OPENS
SEPTEMBER 26**

OATS!

We want some, and are buying con-
tinuously any grade. If you cannot
get box cars, wire, phone or write
us and we will supply sacks to ship
in stock cars. Market prices date
of inspection.

LAING BROS.

WINNIPEG

MAN.

Highest Price Paid for all your Farm Products

We want more Butter, Eggs, Live
Poultry, Dressed Meats, Hides and
Wool. Ship your supply at once

**Farmers' and Gardeners'
Produce Exchange, Limited**

Under control of Manitoba Grain
Growers' Association

305 Carlton Street, Winnipeg

LIVE HENS WANTED

Hens 15c
Ducks 15c
Turkeys 15c
Young Roosters, Best Market Price

These prices f.o.b. Winnipeg. Let us know what
you have to sell and we will forward orders for
shipping. Prompt cash on receipt of shipment.

ROYAL PRODUCE & TRADING CO. - 27 Adams St., Winnipeg

Live Poultry

Hens Per lb. 14c to 15c
Roosters (any age) Per lb. 13c
Turkeys " 20c
Ducklings " 15c
Ducks " 12c
Geese " 15c
Broilers " 23c

All prices quoted are for live weight
f.o.b. Winnipeg, and are guaranteed for
15 days from date of this paper.

Terms—Cash, Bank Money Order, on
receipt of goods.

We consider that you can secure boxes
from your local merchant, and filling-up
sacks on sides and top, that your sta-
tion Agent will accept them that way.
This will save you time and a little ex-
pense by ordering them from us. But
if you desire let us know the variety
and how many you have, and we will
forward our crates for shipping.

**GOLDEN STAR FRUIT AND
PRODUCE CO.**

WINNIPEG MANITOBA

THE LONDON MUTUAL FIRE INSURANCE CO.

Issue a Special
FARMERS' POLICY

There is some better
See our Local Agent or write for his Address to—
CARSON & WILLIAMS BROS. LIMITED
UNION BANK BUILDING, WINNIPEG, MAN.

WHEN WRITING TO ADVERTISERS PLEASE
MENTION THE GUIDE

A PLEA FOR CO-OPERATIVE BUY- ING BY FARMERS

Farmers Should Buy Co-operatively

One of the live topics of discussion among commercial and agricultural interests is business co-operation among farmers. Farmers are great producers of wealth. Farmers' power of holding wealth is feeble. The retention of wealth, not the production of wealth, is his greatest problem. He devotes his whole thought and energy to production and leaves the business end of the industry to others. His neglect of the business side of his industry has produced a huge crop of middlemen between the producers and the consumers out of proportion to the number of producers. Those who are in a position to know assert that there are upwards of 17,000 retail businesses in the three prairie provinces. There are less than 200,000 farmers in these three provinces. So it works out that there is one retail business for every twelve farmers, an economic drain that must be faced and a remedy provided, unless our farmers are to continue in the "Slough of Despondency" they have been floundering in and the business of farmers continue in bondage to other business.

Solving the Problem

The solution of the problem that seems to offer the most reasonable hope of success is for the farmers to buy, and sell co-operatively or working together to do their own business and secure to themselves the profit in the operation of the business of handling crops and securing supplies necessary in the production of crops. There are three elements that enter into business—capital, service and patronage. Capital and service accomplish nothing without patronage or customers. Without customers there is no profit. The distinctive feature of co-operative business is that the profits go to the patrons, while in other business it goes to the owners of the business. Consequently, when profits on the farmer's business go to the farmer under the co-operative principle, wealth is diffused among the many. When profits go to stockholders under the corporation principle, wealth is concentrated into a few hands. The immediate results of the latter method of distributing the profits of the business of farming in the prairie provinces is that not one farmer in three lives in a home to which no landlord or mortgagee may lay claim.

The Grain Growers' Association of Manitoba for several years have been in a limited way buying their commodities co-operatively with a considerable degree of success. They have been acquiring experience, learning to work together by buying a few things collectively, they were fitting themselves for accomplishing greater things. The weakness of their methods has been that thru lack of incorporation the president and secretary usually become responsible for the payment of the goods. To overcome this defect in the system the Manitoba legislature passed a Co-operative Act at its last session which now enables the associations to become incorporated at comparatively small expense. The teaching of our experience is that, due to the sparsely settled farm districts, it is safer and more likely to produce satisfactory results, to develop into co-operative buying of farm commodities rather than co-operative merchandizing.

Incorporate Associations

In other words, the trend of thought is in the direction of incorporating our associations under the Manitoba Co-operative Act, secure capital by the sale of shares, the members at their regular monthly meetings—or, oftener make up orders for their requirements and buy co-operatively such goods as agricultural implements, twine, fencing, fence posts, flour, salt, canned goods, apples, fruit and such staple articles as admit of bulk shipment and can be distributed at small cost and

without the necessity of engaging a manager to devote his whole time to that phase of the business of the association. It may be necessary to secure a warehouse for storing parts of carload shipments and appoint certain days to have the warehouse open for giving out supplies, with the expectation that the warehouse will ultimately develop into the dignity of a co-operative store, "grow" into a co-operative store rather than "go" into a co-operative store. The associations are also to discharge the functions of livestock shipping associations, assembling and shipping farmers' stock in carload lots to terminal markets. They will also assemble and ship farmers' produce of all kinds, including butter, poultry, eggs, etc.

Standardize Farm Produce

One of the results that is expected to follow will be standardizing of farm produce, converting farmers' products into more finished form. All these enterprises are distinctly a part of the farmers' business which cannot be conducted by individuals, but can be made profitable when conducted on a strictly co-operative basis. In other words, I maintain, that it is the farmers' duty to give the world its food and raw material for clothing, and that he should conduct and receive profit from all the business operations of delivering the food to the consumer and the wool to the factories. The principle has its limitations, nevertheless it is because the farmer has hitherto lost the profits on all such operations and on all the business of handling his crop and the commodities he needs to produce crops with that he is poor.

R. McKENZIE,
Secretary.

SUNDAY SCHOOL DONATES

The Sunday school picnic of Culross Presbyterian Church, Shoal Lake, took place last week, and at it the sum of \$25 was collected for the starving babies of Belgium, and the amount forwarded thru the secretary to the Central office, to be passed on to the treasurer of the Belgian Relief fund.

SOMERSET ASSOCIATION

Secretary Allen Howarth forwards the association's check for membership dues for their recently re-organized branch at this point. We hope this branch may become a good live organization with the good start made.

CONTRIBUTION FROM VISTA

Alex. Macdonald, of the Vista Association, sends in his check for \$25.70, being the proceeds of his Patriotic Acre pledge. Owing to the lack of cars a good many have had to delay making their turns, but the fund is still open for all who have not yet done their "bit."

COMMUNITY GATHERINGS

Money is not the object of life, nor does money making necessarily imply education. The real struggles of life should not be for food and raiment, but for ideas, for truth and purity. Not that education should stand in the way of prosperity, nor lessen the ambition to secure a home and provide means against a time of need.

Whether farmers, mechanics, merchants or doctors, education should, if worthy of the name, better fit us for our profession. The farmer with no aspirations in the accumulation of wealth, no patriotism that can be stirred except by national prosperity, no spirit of neighborly interest or kindness except for that man with whom he can make an advantageous bargain, has not felt the beneficial influence of a general awakening of his powers; his higher nature is dwarfed and withered. They live and labor for self and the present time and their labors perish with them. Their desire for knowledge may not be strong enough to bring them to any gathering, and if they come into possession of any knowledge which would

be of value to others, they would selfishly keep it to themselves.

A community gathering has a value besides that which can be measured in dollars and cents. It deepens interest, opens up new lines of thought, broadens views, and gives birth to the whole-souled feeling of brotherly sympathy and good will. The education gained by community gatherings benefits the farmer, his wife, and his family. Life and our surroundings may not have permitted us to a course at college, but with our eyes open, minds alive to think and hearts quick to feel, life itself can be a school and its lessons can be learned well.

Many of our deep thinking, whole-souled, inspiring men and women, people full of influence and power, have no diploma from an institution of learning, but they have that most uncommon talent of all—common sense. Let us think over and study over and apply intelligently, striving to make every day's work count for as much, every acre of land to yield as much as possible. Let us strive to be prosperous farmers and thrifty. But withal, let us be men and women of character; let us welcome every thought and circumstance in life which makes our minds more active, our hearts more tender, our feelings more responsive, our character more noble.—Organized Farmer.

GLENHOLM MEETING

The cloudburst that deluged the Neepawa district, July 6, interfered with the Glenholm Grain Growers' picnic that was to be held that day, and an impromptu meeting called by telephone convened in the church in the evening to listen to an address by Provincial Secretary R. McKenzie, who was to speak at the picnic in the afternoon. A feature of the meeting was the number of farmers' wives who were present. The Women Grain Growers are doing their part in contributing to the success of the Grain Growers' movement in Glenholm.

ELM CREEK PICNIC

On Monday afternoon, July 10, the Elm Creek G.G.A. held a picnic in J. M. Kennedy's grove, which was advertised to be held on the 6th, but a down-pour of rain on that date necessitated the change to the 10th. A good representation from the surrounding neighborhood gathered to enjoy a sociable time and hear what the speakers had to say.

R. C. Henders, president of the Manitoba G.G.A., acted as chairman, and introduced the speakers.

J. S. Wood, of Oakville, gave an interesting talk on the Hail Insurance Act, urging the surrounding municipalities to take advantage of this important piece of legislation. A couple of petitions were circulated later and almost every one asked signed.

The member for Dufferin, E. A. August, was then called on, and gave us an account of some of the measures introduced at the last session of the legislature to assist the farmers and laborers. He also gave an interesting account of experiments on his farm on the destruction of noxious weeds, and recommended a flock of sheep as one of the best.

F. J. Dixon, M.P.P. for Centre Winnipeg, was the next speaker. His address on the fallacies of a protective tariff was one of the best that an Elm Creek audience has ever had the privilege of listening to. His arguments were convincing and his manner of putting them so reasonable that everybody felt profited and satisfied. A hearty vote of thanks was given to the speakers for their interesting and profitable addresses, moved by C. I. Baragar, seconded by H. Graham, which was heartily responded to by the crowd. After partaking of the picnic supper provided, which was bountiful, the tables being loaded with the best, the committee in charge of the sports asked the company to witness a game of baseball and ladies', men's and boys' races, for which prizes were given to the successful competitors.

ANOTHER FROM HARROW

Secretary Bromley, of the Harrow G.G. Association, Carnegie P.O., sends in a contribution this week of \$25 for our Patriotic Acre fund. This is their third remittance for this fund.

August

will have
whelm
The
battle
and con
of the
Canada
Already
and "p
you may
or adjust
be at th
benefit
One of
farmers
which th
carry, is
should b
Railway
respect
which th
taxation
This
should t
longer f
the life
why can
sum an
equal to
should p
cessary
mander
riotie"
of the C
terion, i
them an
voluntar
know an
case. T
never gi
gument
Opinion.
what pr
these co
be show
forts sho
is a tas
I wo
matter
Afterwa
Ed. N
error in
Co. hold
tion. T
taxes b
against

TH
The st
without
work to
She won
to withi
of Belg
whom sh
in her o
by releas
many at
labor ca
long as l
gether in
ance s
the who
would be
actual st
could be
gium the
day wait
the end
and child
day have
their piti
able, and
pittance
them are
children
they go t
tion, as
fering b
one wou
be able t
fusal to
sist their
By no
the Belg
ing your
tically al
enemy.
day to t
mitter, 2
which w
treasurer

BANK
The co
katchwa
disposed
farmers'