

# HAVE YOU MONEY TO INVEST?

☞ The present quarter of our business year will be closing on December 31st, and all money paid on stock before that date will bear dividends since October 1st of this year :: ::

## The Grain Growers' Grain Company Stock

☞ Offers a Safe, Sure Investment, and a Good Interest on your Money

☞ NOW is the time to buy your shares when you can get three months extra dividend. No person is allowed to hold more than 40 shares.

Send in your application to-day and secure the full number at once.

ORGANIZATION DEPARTMENT

**The Grain Growers' Grain Company Limited**  
**WINNIPEG MANITOBA**

## Cockshutt's Reply

The following letter has been received from the Cockshutt Plow Co. in reply to the open letter to that company, a copy of which appeared in The Guide of Oct. 25.

Cockshutt Plow Co. Limited,  
 Winnipeg, Man.,  
 Dec. 4, 1911.

Grain Growers' Guide,  
 Winnipeg.

Dear Sirs:—

Your open letter addressed to our company, as contained in your issue of October 25, was not replied to as our company had no desire to enter into a newspaper controversy. The letter you addressed to us was printed and published by you before your communication was received, so that our company had no opportunity to make a reply or investigate the statements printed in your paper before you saw fit to make this public attack.

We have decided, however, to ask you to publish the following information in connection with this matter:—

The price quoted and published by you, on a Cockshutt 8-Furrow Engine Gang, in the United States, is a net wholesale, cash with order, price to a dealer.

The letter from the Avery Co., Minneapolis, dated March 14, 1911, published in The Grain Growers' Guide, was written in reply to a letter received by the Avery Co., from Sandmeyer & Dettwiler, by F. B. Sandmeyer, who held a 1911 agent's contract with the Avery Co., and who have also signed an agent's contract for 1912 with the same company.

This Minneapolis price quoted by Grain Growers' Guide is therefore not in any sense a retail price. You make a comparison between this price and the retail price at Winnipeg and Saskatoon. The retail prices you have quoted would be subject to a discount of 5 per cent. for cash with order.

There is also a difference of \$40.00 in the equipment as at the Minneapolis price quoted, neither extra breaker shares with breaker bottoms, nor rolling cutters

with stubble bottoms, nor fin cutters, are included.

The freight rate from Brantford to Minneapolis is 36 cents per hundred, as compared with 64 cents per hundred to Winnipeg and \$1.01 per hundred to Saskatoon. The cost for freight to Minneapolis would be about half the cost to Winnipeg and about one-third of the cost to Saskatoon.

The freight rate to Peoria, Illinois, from our Brantford factory is one-third of the rate to Winnipeg, and about one-fifth of the rate to Saskatoon. Three of these engine gang outfits comprise a carload shipment.

There are eight different makes of engine gang plows of somewhat similar construction to the Cockshutt Engine Gang, six of these being manufactured in the United States. The Cockshutt Plow Company have to meet the active open competition of these eight plow manufacturers in the Canadian market, and at prices which will compare favorably with any other standard make of plows.

The prices which have been obtained and published by Grain Growers' Guide on "Cockshutt-Avery Plows" in the United States, are wholesale, cash with order prices. You have made a comparison of these prices with retail prices in Western Canada on plows on which the equipment is not the same, on different terms of sale, and with from two to five times the cost for freight.

Respectfully yours,  
 COCKSHUTT PLOW CO., LTD.  
 E. A. Mott,  
 Western General Manager.

### FED BY BABOONS

What is described as one of the best traveller's tales ever brought to New York has recently been told. Midshipman Griggs, of the Kasenga, and Clarence Horne had shore leave one night when the Kasenga was lying at Mombassa. They entered the jungle for a moonlight stroll and had gone only a few hundred yards when baboons surrounded them. Horne ran and the baboons laid hands on

Mr. Griggs and led him far into the jungle, where they sat and grimaced at him for three days, he declares.

All this time their pickets prevented him from getting away. In the end his shipmates rescued him. The baboons offered him no violence, but on the contrary fed him with bananas and pine apples. One of the baboons handed him a lemon.

## Question Drawer

This department of The Guide is open to all readers, and it is hoped that they will take advantage of it. All questions relating to the problems of the farmer of Western Canada will be answered in this department. Write questions on one side of the paper only, and send only one question on one sheet of paper. Join in making this department of the greatest value.

### MUST HAVE NAMES

Questions sent in without the name of the sender attached will not be answered. The name will not be used if not desired, but it must be sent in as a guarantee of good faith.

### RE MARGINS

L. M., Brookdale, Man.—Will you please answer in The Guide the following question?

If a farmer sells grain for October delivery, but cannot deliver the grain, how would the margin he has to pay be calculated? Would the price of the grain for October delivery on the last day of October be the price according to which the margin had to be calculated?

Ans.—If a farmer sells grain for October delivery, he contracts to deliver at the Lake terminals certain grain, so that his documents covering same can get back to Winnipeg, and be delivered before 12 o'clock on October 31. If he fails, by reason of not having the proper grade of grain, or by reason of delay in shipment, to get his delivery made, the party to whom he has sold the grain has the right to go into the open market, and buy in that grain at the market price, so as to get the trade out of the way before 12 o'clock on October 31. Any loss sustained by reason of the purchase having to be made at a higher price to get the deal out of the

way by October 31, would naturally be deducted out of the margin. If on October 31 the sale can be bought back at a profit, that profit less 1-8 cent per bushel brokerage, should go to the contracting party. A margin is merely a pledge of good faith protecting the purchaser on his contract, and helping to ensure a performance of same.

He stepped from the stairs leading to the cells into the dock as though to the manner born. Did he want the gaoler to show him where to stand? Not he! He gazed up at the familiar face of the magistrate and half smiled. But his worship's face wore a frown. "This is the seventeenth time I've seen you in this dock," said the cad sternly. This was not the sort of reception he had expected. He was hurt. "Well, yer worship," he said slowly. "I've seen you sittin' in that chair for eight years, but I've never thought of complainin'!"

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**MAPLE**  
**SUGAR**  
**TOBACCO**

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