



FARM AND DAIRY & RURAL HOME



We Welcome Practical Progressive Ideas

The Recognized Exponent of Dairying in Canada

Trade increases the wealth and glory of a country; but its real strength and stamina are to be looked for among the cultivators of the land.—Lord Chatham

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How the Western Farmers Secure Their Own Supplies

An Outline of the Activities of the Grain Growers' Grain Co., Winnipeg, in Securing Cheaper Lumber, Coal and Machinery for the Farmers of the West

THE work of the newly department of the Grain Growers' Grain Company is similar to the work that is being carried on by your own company here in Ontario. Through it we handle such commodities as lumber, coal and farm machinery, that can be purchased and distributed in large quantities. In building up this trade we have gained much experience and learned many lessons, and I believe there is no part of our work that could be discussed to better advantage before you than this.

Five or six years ago, when our company had demonstrated that farmers could market their grain through their own company, pressure was brought to bear on us by our people to see if something could not be done to relieve the lumber situation. This pressure was due to the positive necessity of curbing the lumber interests that were preying upon the prairie farmers. We decided to investigate, and sent an expert to British Columbia to look into conditions of the lumber industry. For 13 months he worked there, collecting information and sizing up the situation for us.

Conditions of the Lumber Trade.

Conditions, as he found them, were most pathetic. In the province were some of the finest stands of timber found anywhere in the world. But everywhere he went it was the same story. The choicest limits were controlled by foreign monopolists. United States and German millionaires had been given, for the value of a song, this priceless heritage of our Canadian people. For generations to come, if things are not changed, they will be forced to pay toll to these foreign plutocrats. While pressing this investigation, we said: "This should be the work of the government. Why do they not investigate into the way the people have been robbed?" But you don't find them investigating. Look at the legislation put through at Ottawa for the last 40 years and find if you can anything worth mentioning that has been done for the great plain people. Parties in or out of power have but one consideration. If they are in it is, "How can we stay here," and if they are out it is, "How can we get in." And all the time the interests of the great plain people are being neglected.

At last we found and secured a good limit, 300 miles west of Edmonton, and containing about 300,000,000 feet of lumber of all kinds. It is on the G.T.R., and is all within two miles of the steel. For lumber cut we pay a royalty of 50 cents a thousand on the stump. We could now sell this limit and make a profit of a half million

By JOHN KENNEDY, Vice-President, Grain Growers' Grain Co., Winnipeg.

dollars, but it was purchased for a purpose and not for a profit. It was purchased to prevent foreign millionaires from raising the price of lumber to our people. We shall have a mill running in a short time, and the men in charge of our elevators will sell the lumber out to our people at cost.

We found the same state of affairs existing

with coal as with lumber. The deposits are there, some of the largest and finest in the world, but the ownership had departed as the ownership of the lumber had, and foreigners were collecting a royalty and are still collecting it. Do you know that if a ship the size of the "Titanic" were afloat to-day it would take 300 stokers to feed her boilers, but that the royalty on the coal they handle would be greater than the wages they earn while handling it. The same royalty is paid by you and by us in the West. By handling our own coal and distributing it to the farmers we hope to prevent foreign millionaires from forcing our children and grandchildren to freeze unless they pay a double price for the coal they buy.

Farm Machinery.

Great pressure was brought to bear on our company by the farmers to begin the manufacture of farm machinery. As a result of this we began investigating the machinery situation. First we sent delegates south to look into what was said to be a farmers' company. But it did not look good to us and we turned it down. Then we approached the Canadian manufacturers, offering them spot cash for machinery in large quantities at a reduction in price. After a year's negotiations we received a belated offer. They said they couldn't consider our proposition unless we agreed to charge our people the same price as was being asked by their local agents.

We then sent another delegation south to see if manufacturers of the United States would agree to receiving a reduced price on large quantities of machinery, supplied to us for years to come. We asked them to compete for our business, to meet us in Winnipeg at a certain date and give us their tenders. But we did not want to go out of Canada for our machinery if our own manufacturers would come to terms, and so we asked the western representatives of eastern concerns to tender also. When, the date for the meeting arrived every American firm we had negotiated with had a representative there, but not a single representative of Canadian firms appeared. We closed with the American concerns, and the result is that now, owing to the large orders we can place, our farmers are buying American machines for less than these are sold in the States in which they are manufactured. We do a spot cash business, and are saving our farmers 33 per cent. of what they formerly paid.

Continued Opposition.

Do not think that all this has met with no opposition from the manufacturers. They have tried to undersell us whenever they could get the cash. They are following us. We do not wish to



Why Organization?

As the human body is formed by the organization of microscopic cells, and its manifold activities carried on through the differentiation and cooperation of these cells, so human society is formed by the organization of individual units, and its manifold activities are carried on through the industrial differentiation and cooperation of these units. The higher life of mankind finds expression in, and is developed by, social organization. From the time when man emerged from barbarism, his achievements and his make-up have been largely due to organization. Without organization church and state disappear, and anarchy reigns. Without organization industrial efficiency disappears and man becomes, as of old, a wild creature reduced to abject poverty. Organization produces all social institutions, differentiates industrial classes and makes possible thereby the acquisition and storing up of knowledge, creates social obligations, and, in a word, brings into existence that social environment in which alone the essentially human faculties and qualities find expression and growth. Organization is, therefore, of vital import in all human life.—W. C. Good, B.A., Brent Co., Ont.

*A report of part of an address delivered before the district convocations of the United Farmers of Ontario.