\$1,200,000 and the total assets of the company nearly \$3,000,000. From the outset the company worked in close conjunction with the Grain Growers' Grain Company and employed the latter company is its selling agency. The company as its selling agency. The company is its selling agency. The company as its selling agency. The company is its soling the latter company in its four years' operations have totalled over \$370,000 which have been turned back to the shareholders on their unpaid stock and in each dividends and grants stock and in each dividends and grants to the Dominion treasury over \$132,000. C. Rice-Jones became president and general manager of the company in 1915 and is now vice-president and acting general manager of the company in 1915 and is now vice-president and general manager of the amalgamated company.

Livestock and Supply

Livestock and Supply

Livestock and Supply

At the beginning the Alberta farmers' company entered into the livestock and co-operative supply business. The company, in the first year, marketed 141 cars of livestock, which steadily grew until in 1917 they marketed 1.22 cars. The co-operative supply business of The Grain Grovers' Grain Co., and comprised carload shipments of flour, feed, coal, hay, fruit, lumber, etc. In the first year this business totalled an exen 190 cars, while in 1917 it had grown to over 1,400 carloads, in addition to a large volume of farm machinery business. This was the aputh of the company of the company and form the United Grain Growers' Grain Company and form the United Grain Growers Limited in September, 1917. The Alberta Farmers' Co-operative Elevator Company in carrying on its co-operative supply business, has creeded a large number of flour warehouses and coal amalgamated company now has 165 flour warehouses and 164 ceal sheds as well as five machinery warehouses, as well as five machinery warehouses and 164 ceal sheds as well as five machinery warehouses. sheds alongside its elevators. The amalgamated company now has 165 flour warehouses and 164 coal sheds as well as five machinery warehouses, two in Winnipeg and one in Caigary, Saskatoon and Regina. The total

s Guide—Sixty Thousand Farm
amount of dividends declared by the
two companies since their foundation
has been \$738,00.

A Land Department

A Land Department

A Land Department

A Land Department

For this purpose the company that organization of a land department.
For this purpose the company has organized under Dominion charter, the
United Grain Growers' Securities Company Limited. The system of selling
some years been subject to very considerable abuses. Farmers with land
for sale have frequently listed with
agents who have disposed of it at a
high price and secured not only the
For this reason the United Grain Growers' decided to embark in the land business on a purely commission hasis. At
the present time there is considerable
demand for Western Canada land from
Growers' Securities Company Limited,
make a business of listing all the farm
land offered for sale and securing destrable purchasers, and charge only the
regular commission rate for the transaction.

Backatchewan Co-operative Trading

Saskatchewan Co-operative Trading

Saskatchewan Co-operative Trading
The fourth of the farmers' organizations to enter commercial business was
the Saskatchewan Grain Growers' Association. The Saskatchewan Association itself was the pioneer of all grain
growers' organizations in Western Canada, having been founded in 1906 by
W. R. Motherwell (now minister of
agriculture for Saskatchewan) and a
griculture for Saskatchewan) and a

few other men as a protest of abuses in the grain trade. I'p until 1914 the Saskatchewan Grain Growers' Association remained as a purely educational and propagnado arganization. It had built up a very large membership with approximately 1,00 local associations with approximately 1,00 local associations steadily developed collective buying by carlots in order to reduce prices on such commodities as binder twine, fencing, flour, coal, lumber, etc. In 1914 central wholesale trading department for the service of the local associations. Business was begun in 1914.

The chief business handled is binder twine, coal, fencing material, lumber, tening, can fencing in the chief business handled is binder twine, coal, fencing material, lumber, fencing material, lumber,

The chief business handled is binder twine, coal, fencing material, lumber, trading supplies, apples, flour, feed, potatoes and groceries. When the business began the staff consisted of J. B. Musselman, who is still secretary and pher. Today the head office, which is in the Saskatchewan Co-operative Elevator building at Regina, comprises of 45 members, while the Winnipeg office of the association, opened only a few months ago, has a staff of eight a few months ago, has a staff of eight Caskatchewan.

At the end of 1914 the sales were

Saskatchewan.
At the end of 1914 the sales were
\$402,000 and the profits approximately
\$9,000. In the year 1915 the sales increased to approximately \$850,000, with
a profit of \$15,000. In 1916 the sales
passed the million dollar mark, with a
profit of over \$15,000. In 1917 the sales
were \$15,000,100 and the profits nearly
\$45,000. For the calendar year 1918.

the sales have increased by 60 per cent.

over the previous year.

Rechdale Dividend System
Under the Agricultural Co-operative
Associations Act in Saskatchewan, the
association has encouraged its locals to
incorporate and there are now 372
incorporated and there are now 372
incorporated under this act. Most of
these locals are holders of capital dethese locals are holders of capital deings on the patrenage basis, similar to
the Rochdale system. It has been the
purpose of the association to make all
its business activities lend their support to the work of the organizations
of the farmers in the association. Each
local sociation has complete self-govorganization. It has been developed
to meet the demand of the local associations in Saskatchewan for a wholesale supply department of their own,
and is building up a steadily-increasing
volume of business through these channels. The association now has 40,000
memburs. Rochdale Dividend System

members.

nels. The association now has 40,000 members.

In conclusion, it should be remembered that it is not possible in the brief space of one article to give more than a sketch of the activities and developments of the organized grain growers along commercial lines. The farmers' companies have had to fight every step was no doubt best that they should do so. The result has been that they are built on a ferm foundation that is bound to endure. These farmers' companies came into existence to meet the need and the demand of the farmers in the praries provinces for service which they prairie provinces for service which they basis upon which these companies will continue is that of giving high-class service to their customers. Young men are steadily being brought into the ranks of the organization and trained in the fundamentals of business. It is from these young nen that the commitons of tomorrow must be recruited. The future can only be judged by the past but if promises to have much in store for the organized grain growers.



Nationalizing A Farm Movement

The beginning of the Canadian Council of Agriculture and what it stands for

By NORMAN LAMBERT, SECRETARY CANADIAN COUNCIL OF AGRICULTURE

ENTERN Canada, during the past sixteen years and a half, has a winessed the gradual growth of a great co-operative movement amongst its farming today in the various branches and institutions of the Grain Growers' organizations. Canada, during the enterties of the Grain Growers' organizations. Canada, during the extended through all her provinces, the far reaching influence of that vital principle of co-operation which had its origin in the agricultural life of the West. The representative institution of this nation-wide Connect of Agriculture. What the Grain Growers' Associations have done and will continue to develop for the farmers of the West, the Canadian Council of Agriculture hopes to accomplish for all the previnces of the Dominion.

In December 1900, at Toronto, on the

Agriculture hopes to accomplish for all the provinces of the Dominion.

In December 1909, at Toronto, on the occasion of the annual convention of the did Dominion Grange, the Canadian Conneil of Agriculture was organized. Roderick McKenzie and E. A. Partridge, well-known grain growers from the West, attended the convention of the Grange in constitution of the Carpet in constitution of the new Council of Agriculture. The first president of the Council was cleeted in the person of D. W. McCuaig, then president of the Council was cleeted in the person of D. W. McCuaig, then president of the Manitoba Grain Growers' Association, and the first secretary was E. C. Drury, of Simcoe' county, Ontario. R. C. Henders, of Culross, Manitoba, of the Canadian Council of Agriculture, and he was followed by J. A. Maharg, of the Canadian Council of Agriculture, and he was followed by J. A. Maharg, of Moose Jaw, Saskatehewan. Just last year, Mr. Maharg's place was taken by H. W. Wood, of Carstairs, Alberta, and thus, the presidents of the Grain Growers' Associations of the three Western provinces have had their turn in preseding aver the affairs of the national organization. The position of

secretary, following the retirement of Mr. Drury, was held by E. J. Pream, of Calgary, until 1914, when Roderick Me-Kenzie took the office, which he has held up till the present time.

Reorganization in 1016
Al the present time.

Al the present time.

Al the present time to the dealer of the dealer of the canadian Council of the season of the Canadian Council of the season of the Canadian Council of Agriculture at Winterson Council of Agriculture at W Reorganization in 1916

What it stands for Armon Council of Agriculture was identified, was the famous Siege of Ottawa when 800 farmers from On. Section Manufacture of Council of Agriculture was identified, was the famous Siege of Ottawa when 800 farmers from On. Sectia. Manufacture of Agriculture was identified, was the famous Siege of Ottawa when 800 farmers from On. Sectia. Manufacture was and Alberta visited the Laurier Government in December 1910, and demanded more equitable legislation for the people of Canada. The farmers asked for no special privileges, but only that other inferests be prevented from leavines in the summer of 1910, he was met at every point by the organized Grain Growers who demanded tariff reduction. Shortly afterward, The Weekly Son of Toronto, the organ of the Chitario farmers, suggested the tion of farmers from all parts of Canada to Ottawa to lay their cause hefore Parliament. The suggestion was endorsed by The Grain Growers' Guide, the organ of the Western farmers. Other journals also advised the same idea and it rapidly found favor through seen seen before in Canada. In the following year the effect of the Siege of Ottawa was revealed when the Laurier Government declared itself in favor of reciprocity with the United States. That traite proposal suggested free trade in the duty on agricultural implements. The demand of the farmers was for entire free trade in agricultural implements.

known. The farmers lost out on that occasion, but the result served the very good jurpose of strengthening their various organizations throughout Can-ada, and today the voice of the farm-ing people is more influential than it has ever been since Confederation.

The Farmers' Platform

ing people is more influential than it has ever been since Confederation.

The Parmers' Platform

In 1916, when the headquarters of the Canadian Council of Agriculture were established in Winnings, steps were taken to construct a policy which was expressed later in the "Parmer's over taken to construct a policy which was expressed later in the "Parmer's by the Canadian Council and was adopted separately by The United Parmers of Alberta, The Saskatchewan Grain Growers' Association, The Manitoba Grain Growers' Association, The Manitoba Grain Growers' Association and the United Farmers of Ontario. It was felt that in order to have legislation equitable to all the different interests culture of the control of the Council and the Council of the Council and the Council of Lagrantical training, viewpoint and knowledge of agriculture, there need be no expectation of legislation that would be just to the farming industry. The 1916, having regard to this situation, decided that the time was ripe for them to direct a course of political action which would influence the electors in appreciating their responsibility as citizens. To this end, the Council adopted a platform designed to place the country on an economic, political and social only of farmers, but of the citizens of Canadian Council of Agriculture realized, as they do now, that the wage carners, arisans, professional men and tradespeople are effected equally with the agricultural classes by the fiscal and