

FARMERS' MARKET PLACE

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Count each initial as a full word, also count each set of four figures as a full word, as for example: "T. B. White has 2,100 acres for sale" contains eight words. Be sure and sign your name and address. Do not have any answers come to The Guide. The name and address must be counted as part of the ad. and paid for at the same rate. All advertisements must be classified under the heading which applies most closely to the article advertised. No display type or display lines will be allowed in classified ads. All orders for classified advertising must be accompanied by cash. Advertisements for this page must reach us seven days in advance of publication day, which is every Wednesday. Orders for cancellation must also reach us seven days in advance.

After investigation, we believe every advertiser on this page to be reliable. Please advise us if you know otherwise.

FARMS FOR SALE OR RENT

FARM 960 ACRES—470 UNDER CROP; SEVEN roomed house, barn for thirty head stock, good water, granaries, bunk house, chicken house, two windmills, pasture fenced. Will lease for one, two or five years—terms to suit tenant. Will furnish hay and pasture for stock without charge. Best grain district in West. Ideal stock farm. Will rent with option of buying and applying rent on purchase price. Address, P.O. Box 45, Allan, Sask.

TO RENT, FOR A PERIOD OF THREE TO five years—a fine farm of two to three sections, with good buildings. About 750 acres ready for crop next year. A good opportunity for a hustler. No other need apply. Give full particulars of what help, machinery and horses you have. Box 214, Hanley, Sask.

FOR SALE OR TRADE FOR LANDS—FIVE pedigree Missouri Jacks and one imported Percheron Stallion and one Grade Percheron Stallion; all in good condition, and from four to eight years old. Hugo Gouthiod, Ranfurly, Alta. 42-48

FARM STOCK FOR SALE

FOREST HOME FARM—CLYDE STAL- lions, one, two and three years. Mares and fillies. Shorthorn bulls and heifers. Yorkshire pigs. May farrow. Some splendid Oxford Down rams, shearlings and lambs. Stations Carman and Roland. Andrew Graham, Pomeroy P.O., Man. 81tf

FOR SALE—SIXTY HEAD REGISTERED Shorthorns and Berkshires. Both sexes. Choice breeding. W. N. Crowell, Napinka, Man. 41-4

AYRSHIRES, BERKSHIRES, SHROP- shires. Stock all ages, singles, pairs, or herds for sale. John Alston, Lakeview Dairy Farm, Prince Albert.

CATTLE

HEREFORD CATTLE AND SHETLAND Ponies—Pony vehicles, harness, saddles. J. F. Marples, Poplar Park farm, Hartney, Man. 81tf

A CARLOAD OF YOUNG SHORTHORN grade females. Registered Clydesdales, Shorthorns and Yorkshires. Farm near station. J. Bousfield, MacGregor, Man. 84tf

BROWNE BROS., NEUDORF, SASK. — Breeders of Aberdeen Angus Cattle. Stock for sale.

ROBERTS BROS., VEGREVILLE.—LARG- est herd of Shorthorns in Western Canada. 40tf

W. J. TREGILLUS, CALGARY, BREEDER and importer of Holstein Friesian Cattle.

SWINE

WA-WA-DELL FARM OFFERS: SHEEP— Registered Leicester, 20 mature rams, 80 big, lusty, ram lambs, 50 choice breeding ewes, 20 ewe lambs, 300 young grade ewes, 150 high grade ewe lambs, choice foundation stock. Large, prolific, bacon-type Berkshires—60 spring and summer farrowed pigs, bred from winners, pairs not akin. Milking Shorthorns—young bulls. Prices moderate. Can ship direct on any railroad. Every shipment must satisfy or return at my expense. Money refunded. A. J. Mackay, Macdonald, Man.

BERKSHIRE BOARS—THREE MONTHS OLD. \$15.00 each; from choice stock. Mackie Bros., Headlip, Man. 42-44

PURE BRED ENGLISH BERKSHIRES FOR sale—all ages, from \$4.00 and upwards; papers given. Edward Brookshaw, Alexander, Man.

STEVE TOMCOCK, LIPTON, SASK. — Breeder of Berkshire Swine. 18tf

HORSES

IMPORTED CLYDEDALE STALLIONS and mares, from noted stock. Shetland ponies. Good grade work horses always on hand. Enquiries invited. Sutherland Stables, Sutherland Bros., Prince Albert, Sask.

SHEEP

3,000 CHOICE YOUNG GRADE BREEDING ewes, 70 registered Shropshire ewes, and 75 registered Shropshire rams. For sale cheap. S. Downie and Sons, Carstairs, Alta.

OXFORD DOWNS SHEEP FOR SALE—TWO shearling rams, \$15.00; ram lambs, \$10.00. Rogers Bros., Rockdale, Man. 49-48

TANNERY

FUR AND HIDE DRESSERS. COW-HIDE Robes, Overcoats, a Specialty. Tanners of "Sarcee" brand lace leathers. Buyers of Hides. Calgary Tannery Co. Ltd., East Calgary.

POULTRY

TURKEYS, GEESE, DUCKS, CHICKENS, eggs, poultry supplies. Catalogue giving valuable advice mailed free. Maw's instant louse killer, easily applied on roosts, kills lice instantly; half pound, postage paid, 50c. Edward's Roup Cure, in drinking water, prevents and cures disease, half pound, postage paid, 50c. Maw and Sons, Armstrong, B.C.

FINE WHITE LEGHORN COCKERELS FOR sale—\$2.00 each; from first class stock; no culls shipped. H. Mosson, Alexander, Man. 42-44

FOR SALE—ROSE AND SINGLE COMB Red Cockerels from prize-winning stock. \$1.50, \$2.50 and \$5 each. Frank Holmes, Broadway, Saskatoon. 40-3

BUFF ORPINGTONS, WHITE WYAN- dottes and Rose Comb Brown Leghorn Cockerels for sale. Also Pullets. James Partridge, Carnduff, Sask. 41-6

BARRED ROCK COCKERELS—PRIZE WIN- ning, heavy laying strains, \$3.00, \$4.00, \$5.00. R. A. Alexander, Nutana, Sask. 43-46

BUTTER AND EGGS

BUTTER WANTED — WE WANT 1,000 dairy farmers who can ship us 40 to 50 lbs. first class butter every 2 or 3 weeks preferably in lb. prints, although tubs also are in excellent demand. We will pay highest cash prices at all times. Remittance made immediately on receipt of shipment. Will furnish good heavy butter boxes at 50c each, to contain 50 1-lb. prints. These boxes should last several seasons, and are returnable by express at a small charge. Simpson Produce Company, Winnipeg, Man. 23tf

EGGS—THE SIMPSON PRODUCE COM- pany, Winnipeg, will pay cash for shipments of eggs, butter, etc. Special demand and premium prices for non-fertilized eggs. Highest market prices at all times. Quick returns. 23tf

HONEY

EXTRACTED AND BULK COMB HONEY— Italian bees. Write B. Brewster, Dominion City, Man. 40-2

MISCELLANEOUS

REPRESENTATIVES WANTED (MEN AND women). Report local information, names, etc. to us. We have valuable markets for same. No canvassing. Confidential. Good pay. Spare time. Enclose stamp. Dominion Information Sales Co., Box 1954, Winnipeg. 40-4

FARMERS AND STEAM FLOWMEN—BUY the best Lignite (Souris) coal direct from Riverside Farmers' Mine, \$2.25 per ton (Mine run \$2.00), f.o.b. Bienfait. J. F. Bulmer, Taylorton, Sask. 84tf

WANTED ADDRESS OF SOMEONE WHO has feed, peas, corn and buckwheat for sale. Address A. J. Alcock, Medicine Hat, Alta.

FENCE POSTS

LARGE SPLIT CEDAR FENCE POSTS— Write for prices. F. J. Bossey, Solisqua B.C. 84-10

CORDWOOD

CORDWOOD FOR SALE—J. BARRY, KUROKI, Sask. 42-45

BARRISTERS

ADOLPH & BLAKE—BARRISTERS, SOLI- citors, Notaries, Conveyancers, etc., etc. Money to loan. Brandon, Man. 34tf

ERNEST LAYCOCK, B.A., LL.B., BARRIS- ter and solicitor, Wilkie, Sask. 20tf

MEDICAL

DR. IRELAND, OSTEOPATH—919 SOMER- set Block, Winnipeg.

BIBLE STUDY

BIBLE STUDENTS CAN HARMONIZE THE scriptures by reading our booklet "About Hell," based on the latest authorities, with other helpful literature. Price Ten Cents. Free on request, to the poor.—International Bible Students' Assn., 59 Alloway Ave., Winnipeg. 80-13

Every Man His Own Merchant

Continued from Page 7

that by coming out into the open and backing their enterprise the mineworkers would come into the organization in greater numbers, and the competitive merchants of the town would perhaps take the hint that they had been carrying things with too high a hand to suit the owners of the great mines upon which the whole town was dependent.

Consequently when, in the fall of 1890, the Tamarack Co-operative Association came into being its president was Captain John Daniell, and nearly all its other officers were prominent mine officials. The first manager, William J. Light, was not only a man of keen native intelligence, but he was equipped with a broad and rather exceptional experience in general merchandizing. Mr. Light knew the store-keeping game from all its angles except that of co-operation, and he was in thorough sympathy with the co-operative principle.

Four of the nine directors were mineworkers. To meet the needs of the workers and cope with the situation it was necessary for the store to handle a full line of clothing, dry-goods, shoes, hardware, furniture, crockery, groceries and fresh meats. If the enterprise had started out with inadequate capital it would have been impossible for the association to take on all these lines.

When the Tamarack came to close its first year of business it made the mistake common to most young co-operative merchandizing associations—it not only paid a dividend but it put into that dividend practically all the net profit it had earned. This established a bad precedent; in any subsequent year a failure to pay this percentage would inevitably be interpreted by the shareholders as a confession that the association was losing ground and falling behind. It is now recognized that it would have been wiser at the start to have met the issue squarely and forced all, or a greater part of, the net earnings into a surplus, to take care of expansion and emergencies.

Twenty-Three Years of Dividends

Having set for itself an eight per cent. pace, however, the association has not in the twenty-three years of its existence once lowered its standard or failed to pay a dividend of eight per cent. on the capital paid in. The first dividend paid on purchases was also eight per cent., and that has been maintained without a drop. For the last twelve years not less than twelve per cent. nor more than thirteen per cent. on the purchases has been paid. At the start it was determined that the association should not enter upon a cut-price policy, but should charge the prevailing prices and give its shareholders the benefit of the saving effected in the form of an annual cash dividend.

The shrewd, practical business executives at the head of this co-operative association showed remarkable foresight in many directions. For instance, quarterly or at least semi-annual dividends were considered quite the proper thing in co-operative circles; but these men were not taking a complete, ready-made theory and seeking to impose it upon their community regardless of local conditions. They saw that reduction of expense along every possible line was the first principle of success in their undertaking, and that the cost of taking a complete inventory of their big and diversified stock four times a year instead of once would make quite a perceptible hole in their profits.

Again, the annual dividend would give the association a much longer use of the dividend money; and this was a consideration not to be disregarded. Another course dictated at the outset by these farseeing business men on the board was a thorough campaign of education in the prompt settlement of bills. As most of the customers of Tamarack were mineworkers, dependent upon their daily wage, this was not so difficult a principle to instill into them as it would have been had they been in more comfortable and independent circumstances. From the start the association's loss from bad debts was undoubtedly lower than that of any other store in Calumet.

Though the missionary spirit of Robert Bennett was grieved because it was considered impracticable to put in

to operation at the start all the fundamental principles governing the Rochdale plan of co-operation, to which he had become attached in England, he recognized the fact that to make a start with ample capital, high standing with the jobbing and wholesale houses, and with the best business brains of the community at the helm, was better than to have a full set of Rochdale principles with meagre capital and restricted credit. So he waited quietly for the time to come when the stock should be more widely scattered among the workers, when there should be fewer mine executives on the board of directors, when the cardinal Rochdale principle of one-man-one-vote should be adopted as the voting basis, and when a dividend should be paid to each shareholder in proportion to the total of his purchases rather than upon the number of shares of stock he happened to hold.

One Man One Vote

He did not have long to wait for the realization of the most important of these wishes. About five or six years after the association was started the one-man-one-vote plan of representation was put into force, dividends were paid to stockholders upon the basis of their purchases, and no one person was allowed to acquire more than twenty shares of stock.

Then, too, there came a time when one after another of the mine executives holding official positions in the association concluded that the enterprise was about big enough to undergo the weaning process. Though the board of directors today still has a remnant of what certain malcontents describe as the boss element left in it, the wageworkers are numerous enough on the directorate to put through any measure they may unite upon.

This shifting of the balance of power in the directorate from the hands of the bosses to those of the wageworkers has been a gradual evolution, and the soundest and shrewdest men among the wageworking shareholders recognize the fact that there has not been a year in which the Tamarack Association would not have been weakened by the entire elimination of the mine executives from the board.

The present manager, Mr. Abraham Roberts, was practically raised in the Tamarack Co-operative Store. He entered its service as a lad, intending to stick to the counter only long enough to collect the sinews of war with which to launch himself on a lucrative and respectable career as a middleweight pugilist. Like Malachy Hogan, he always hated peace; but after a little experience in the co-operative store he decided there was a better chance for a fight there any day—not to say every day—than the busiest prize ring in the country could offer.

Of course the kind of fighting in the co-operative store was generally a little different from that inside the ropes—but not always; in fact he had more than once found his ability to meet threats of physical violence without fear or evasion of the most practical service in the cause of co-operation. Not that he has been looking for trouble or that he is inclined to speak boastfully of these things, but only to indicate that the job of running a co-operative store in the biggest mining town in America is no path of roses, and that it has points of dissimilarity from conducting a fancy grocery in a fashionable section of a large city.

"In England or Scotland," says Mr. Roberts, "where co-operative store-keeping has reached its highest development, the miners are practically all of one race and one tongue. They think alike and feel alike, and when you have once got the firing range on their characteristics you have mastered a big part of the problem, so far as the basis of co-operative work is concerned. Because they are of one tongue and one manner of thought they present possibilities of cohesion, of consistent teamwork, absolutely out of the question in a community of this kind, where our membership has never contained fewer than twelve distinct nationalities. At times we have had as high as twenty races represented."

Concluded Next Week