

produce on the market faster than it is required for consumption.

The Grain Exchange brags of creating by means of the option dealing a constant market demand. One can always sell at some price. But sometimes it would be of greater advantage to hold than to sell. Suppose a man were to bring one hundred horses to a market where only fifty were required to meet the needs of the place at that time. He could sell the hundred horses, but at prices much less than could have been obtained had he brought in and sold fifty at one time and the other fifty later on.

People clamor for cars and more cars to get their grain to where they can realize. It is being already marketed too fast for the price to be maintained. The scientific way is to market during the twelve months, selling only when there is a keen milling or export demand.

So our grain should come forward only as required. All will be needed during the year, but the farmer and not the speculator should hold it till the milling or export demand develops. But to hold it, we must not only have a line of credit; we must have storage facilities. It may be noted, too, that the extent of the credit obtainable would depend upon the character of these storage facilities.

For the best results in this connection, they should be operated by the government. The Grain Growers' Association and the Company have elaborated a scheme for a government system of interior storage elevators, and the organized farmers of the three provinces have demanded the system of their respective governments. So far these governments have failed to act.

What is a government for but to carry out the will of the people?

We as a class compose the major part of the population. Why should our will not prevail? Why should we not exercise the power our numbers give us to have such laws enacted as will be beneficial to us?

I want to describe with some detail the situation, the legislation required, some of the advantages, and the manner in which such legislation can best be secured. The situation in brief is this:

The country storage is in the hands of the milling and large elevator companies who, owing to the lack of storage on the farms and the farmers' pressing need of money, made more acute when the banks refuse the customary credit, are able to depress the price of street grain very many cents below track values.

The farmers need and the lack of transportation together with the tendency of the elevator owners to refuse special binning privilege causes more than half the grain of the country to be sold on street.

The elevator owner who can buy street wheat away below track prices can have no real competitor in the foreign market where he can undersell the exporter who can only obtain their grain from the commission firms at track values. Thus the millers and large elevator owners enjoy a virtual monopoly of the trade, the others only being permitted to remain in the business for the sake of the appearance of competition and so the farmers will think everything is all right.

Those who own the interior storage also own, for the most part, the storage at the terminals which places their rivals in export at the disadvantage of putting their grain largely at the mercy of a competitor.

We need legislation that will break this monopoly by providing government storage at initial, terminal, and transfer points, with a sample market at Winnipeg and special binning privileges at the terminal and transfer elevators.

Having storage free from the interference of dealers would increase special binning by farmers and give greater freedom of shipment, reducing the amount of street wheat and closing the spread between street and

track by permitting those now unable to buy street grain for lack of storage to engage in the business.

The placing of grain in an initial elevator under government operation will give the owner an opportunity to get official weight and grade before shipment, thus permitting the owner to borrow on the security of his grain whether cars are available or not.

Grain can be sold on sample in advance of shipment from initial storage when the identity of car lots can be preserved. A sample market, special bins at terminals and transfer points all under government operation will result in making Winnipeg the best wheat market in the world. Representatives of the large western millers, the Eastern Canadian millers and the Old Country millers will jostle each other before the sample boards making the keenest competition among buyers for those types of grain which the Western millers are now picking up at country points without competition to their great advantage, namely those of good milling value which by reason of superficial blemish are placed in a low grade. This grain as well as the regular grades can be specially binned and shipped to points of consumption without losing its identity, thus bringing the old country into competition for it. Time will not permit to name half the advantages that would result from the granting of our requests made to the provincial and federal governments in this connection.

But this point illustrative of the value of government operation of the country elevators should be brought out. Should the banks at any time decline to finance the farmers, either designedly or from inability as happened last fall, with the government in charge of the farmers' grain an advance could be made to each of them by the government without risk on the security of his stored product and at a low rate of interest.

This is in line with the proposal of the Populists that the United States government should create bonded warehouses and finance the farmers on the security of their grain by a note issue, based on grain instead of gold. This would solve the problem of an emergency issue of currency now agitating the minds of our legislators.

Our representatives are not falling over themselves to grant the farmers' requests, though they are aware that the grain men, the banks and the railways are in alliance to defeat us. They know that grave abuses have been perpetrated in the elevators. They know that the banks although enjoying valuable privileges under their charters have failed to properly finance the producer on whose industry the whole prosperity of the nation depends, being willing to lend money to a dealer on the security of grain not his own stored in his warehouse, but unwilling to advance money to the farmer on the security of his own grain. The banks call it speculation for a farmer to hold his grain a moment after it could be marketed no matter what price was offered.

They know that the transportation companies try to discriminate between the dealer and the farmer to the prejudice of the latter. But they do not act. To cure this apathy the farmers must take a hand in the selection of representatives and the framing of the policies of the two parties.

We call ourselves a self-governing people but as a matter of fact a few men, organized into what is known as "the machine," dictate the policies of the government, while a similar group arrange the policy of the opposition. These groups not alone promulgate the policies; they likewise determine who shall be the party candidates, in every constituency, the nominating convention usually being nothing but a farce. The sinews of war for carrying on the campaign are supplied by "the interests" who bargain with "the machine" for the passage or obstruction of proposed legislation such as involves granting of charters, bonuses, privileges or