

The Local Board — Its Functions and Influence

all the time. The truth of the matter was, as they should have recognized, that the other fellows had to pay as much for grain as the Company and to ask as low a price as the Company for binder twine, or the other fellows would have bought no grain and sold no twine.

There is of course a limit beyond which competitive cutting of prices dare not be carried. There must be a reasonably safe percentage of profit under the selling price or over the cost price, or there can be but one result—bankruptcy. The greatest care is taken to ensure that the percentage charged by the Company is as small as possible consistent with safety, and the result is that the other fellow has to toe the same line or he gets no business. **In clearing away or assisting to clear away this and other misconceptions, the Local Board can render a useful service.**

At points at which the Company operates an elevator the Local Board appears to fulfil its most important functions. Most farmers maintain that from both the Company's and the farmers' standpoints it is most desirable that the elevator should be kept open all the year round. There is not infrequently grain to be hauled which could be hauled early in the season. There are supplies to be procured which could not be arranged for during the winter. The Company quite realize the great advantage in many ways in having the elevator open all the year round with a good man in charge all the time, and are looking forward to the time when it may be possible to adopt this policy at all points.