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MR. FRY ON CO-OPERATION

Editor, Guide:—In your issue of July 13, Mr. R. R. Tegar writes a long letter on co-operative division of profits, and waxes eloquent on the wickedness of those shareholders who want just what is coming to them, and then assumes certain things with regard to myself and argues from that standpoint and compares my personal interests and Mr. Partridge's farmers' interests. He asserts that the company was started on co-operative lines, which is quite true, but he omits to state what is equally true, that it could not succeed on co-operative lines. I did not identify myself with the company then, as legislation and the grain interests were all against its success. But when the co-operative idea was dropped, I, on the invitation of Mr. Moffat, became an active agent for the company and shipped my grain and personally billed 40,000 bushels for other people, using all my influence in the interest of the company. I was asked to sell as many shares as possible, and the fact was pointed out that large profits had been paid and would be paid as warranted by the increasing business. I sold the shares on the basis that whether the profits were large or small they would be equally divided among the shareholders. This would incur no hardship as all shippers who wished to participate in the profits could do so by taking shares. The hardship is introduced when shareholders are asked to reduce

Make Your Letters Short

We would ask all our correspondents to be as concise as possible when sending letters to be published in our "Mail Bag." We endeavor to give as much publicity as possible to the discussion of matters of importance to our readers. However, our space is limited and it would be impossible to publish all that we receive. The shorter the letters are made therefore, the more of them we can publish. Also it is a good thing for every correspondent to sign his own name for publication as it may open up a valuable personal correspondence which would be too lengthy to publish in THE GUIDE.—Ed.

the value of their shares by agreeing to a different method of dividing profits than that in use when the shares were bought. As Mr. Tegar points out, there are a large number of shareholders (two-thirds, I believe) who do not ship their grain to the company, which is very much to be regretted and should be an incentive of the management to try and keep the friendship of their loyal supporters. If Mr. Tegar or his friends think the shares are worth their face value, I will be pleased to sell the thirteen shares held by my family for \$25 per share and then I shall not trouble the company, whatever they may see fit to do. But while I am interested in the company I intend to oppose the co-operative craze, even if the company should suffer in consequence. If our company's co-operative idea is ever applied, the brotherly love talk should apply to the president and his staff as well as to the farmers' end of the proposition, but this does not appear to be the intention as things are now arranged. Mr. Tegar does not seem to know that the one cent commission clause has come into force again, and hence his lower commission idea must be turned down. These people should inform themselves as to the conditions with which they have to contend, and adopt business principles instead of reaching out for an impossible ideal.

Fry, Sask.

JAMES H. FRY.

HE GOT WISE

Editor, Guide:—I am writing you in regard to the treatment I received recently at one of the elevators at this city. I threshed wheat Sept. 20, sev-

eral of the neighbors hauling a load to town for me in the usual way. When they handed me the tickets upon their return I discovered to my astonishment that I had been docked 6 per cent. for cleaning. The following day I hauled a load in myself of the same stuff, threshed the same day off the land that had all received the same treatment, and made a kick as to the dockage of the previous day. The grain buyer said he would test my wheat again, and the test gave not quite 2 per cent. This looked to me as though a man had to be there himself to get justice. I wished to sell that day so he got me to sign for a car in order to get car prices. I received 85c per bushel, wheat being \$1.01½ at Fort William that day, and didn't take the trouble to make any inquiries as to prices. The next day I met a party interested in the Home bank, and in our conversation I brought up my dealings of the previous day. He informed me of the price of wheat at Fort William and told me I should have received 89c per bushel instead of 85c.

While speaking of the above incident to a gentleman (once a grain buyer in Moose Jaw, but now a farmer) he told me that the grain buyer was only pulling the wool over my eyes in order to get me to sign for a car. Now, I am only a small farmer, but am growing with the country, and in future years if I have grain to ship it is going to pass through the hands of the Grain Growers' Grain Company, where I feel assured justice is given. There are scores of farmers daily receiving treatment like I have related above from the hands of the numerous grain companies, and it is to be hoped that the wool will soon be pulled off their eyes so that they will be able to see their way clearly to deal with the Grain Growers' Grain Company.

A SUBSCRIBER

Moose Jaw, Sask.

CHEAPER IMPLEMENTS SOUTH

Editor, Guide:—In recent issues several are trying to prove that Canadian-made machinery is sold for less money in England than it is here. But there is no need of going to England, as the International Harvester Co. were a short time ago (and I believe they are yet) selling binders nearly 30 per cent. less in North Dakota than they are charging for them in Manitoba. Now, if the International Harvester Co. cannot make machinery as cheap in Ontario as they can in Illinois I would say let them go back there and make them, or remove the tariff so we could go over there and buy them. As it is at present we are paying just as much as if the government was getting the duty when we know it is only getting it on the small part of the machinery that we are using which is made across the line. I would say remove the tariff or arrange it so the government would get it if necessary, instead of it going into the pockets of the manufacturer, as it is at present. How is it that wheat is 10 or 11 cents higher in Minneapolis or Duluth than it is in Winnipeg or Fort William, or can the foreign miller buy for less here than he can over there? If so, why do not they buy all we have for export before they go over there, even if they are not on export basis now—prices have been about the same for 15 years.

C. H. HART.

Fram Lake, Sask.

NEED INVESTIGATION

Editor, Guide:—In order to meet the request of the manufacturers for a tariff to protect Canadian industries it would be well to investigate the conditions of labor, output, cost of material, etc., in one of the implement factories in Brantford, for instance. From statements I have read, the American steel trust produces commercial steel at a cost of about five dollars per ton. With the present bonus the Canadian manufacturers should do it for less. In the city of Brantford the factory hands are made up of a dozen European nations, speaking as many foreign languages, so while labor is being protected, how much of it is Canadian?

We should ascertain how much goes for profit and how much for labor in dividing the price of protected articles.

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