

Cut Prices on Shares

| | | |
|---------------|---------------|---------------|
| 12 INCH | 14 INCH | 16 INCH |
| \$1.80 | \$2.00 | \$2.25 |
| EACH | EACH | EACH |

Send us your order from this Advertisement. Give name of Plow and number stamped on back

Order at once. Price for limited while only

Mutual Supply Co.

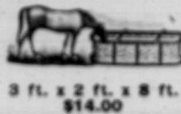
WINNIPEG

We Ship Promptly

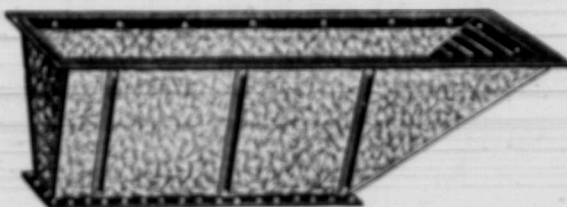
MAN.



**WE PAY THE
FREIGHT**



From Factory to Farmer at Factory Prices



Galvanized Sheep Dipping Tank

| No. | Height. | Length at top. | Length at bottom. | Width at top. | Width at bottom. | Weight. | Price. |
|-----|---------|----------------|-------------------|---------------|------------------|----------|---------|
| 1 | 3 ft. | 6 ft. | 4 ft. | 2 ft. | 1 ft. | 120 lbs. | \$18.50 |
| 2 | 4 ft. | 8 ft. | 4 ft. | 2 ft. | 1 ft. | 190 lbs. | \$24.00 |

Drip Board, 8 ft. long, same width as tank, edges turned up, for sheep to walk out on, \$2.00 extra.

A MONEY BACK GUARANTEE WITH EVERY TANK
SEND TODAY FOR CATALOG

Freeland Steel Tank Company

Manufacturers of All Kinds of Steel Tanks



All Steel—6 ft., \$2.85
8 ft., \$3.05

HALBRITE, SASK.

Lock Box 87



12 barrel—\$35.00
16 barrel—\$42.00

Farmers' Private Secretary

Pays for itself
10 times every
year

Make all the money you can out of your grain by doing your business right. Have copies of all your letters and keep them in a file where you can put your hand on them instantly. You can then keep your business in just as good shape as any business man in the city. Many farmers would have saved from \$10 to \$50 on a car of grain alone if they had kept copies of all their letters and saved them to avoid disputes. The Farmers' Private Secretary is prepared specially for farmers. It contains the following:

One Letter File, like the picture, 11 1/2 by 9 1/2 inches, with a pocket for each letter of the alphabet. This file when closed is only 1 1/2 inches thick, but it opens like an accordion and will hold 1,000 letters.

Made of tough paper reinforced with linen. It will last 20 years if handled with care. Two Hand-drawn Greek Bond Writing Tablets, each containing 90 sheets of ruled paper 8 by 10 1/2 inches (to fit the file) and bound in a beautiful cover with two full size blotters. One Hundred fine quality white Envelopes. Six Sheets "Manifold" Carbon Paper, same size as writing tablets, for taking copies of your letters. Six "Manifold" Pens specially made for making carbon copies of letters. Ordinary pens will not serve the purpose. One Set of Complete Instructions. The whole outfit is all sent in one order, carefully packed and all charges prepaid. Postpaid

\$2.00

BOOK DEPARTMENT, GRAIN GROWERS' GUIDE, WINNIPEG

The Farmer's Private Secretary in use



Company had freely donated the money to make up the loss in order that The Guide might be able to carry on its work in support of the three associations of which it was the official organ. Altogether the losses on The Guide had totalled \$50,000, tho at the present time The Guide was practically on its feet financially, and would soon be able to carry itself if all three associations stood behind it and the farmers paid up their subscriptions promptly. While it was true that The Guide was not owned by the three associations yet the policy of The Guide was the policy of the associations and The Guide was published solely to help the associations. The possibility of The Guide becoming a protectionist organ was a possibility not worth discussing.

Figures on Cost

Mr. Chipman pointed out that altho the Saskatchewan Association had 27,000 members, there were about 4,000 women members, and in a very large number of homes there were one or more sons and brothers who were also members, so that there would be possibly about 19,000 homes represented in the association, which was about the same as the number of subscribers to The Guide in Saskatchewan. This was the first year in which the number of subscribers to The Guide had not been greater than the number of homes represented by the Association. Another thing which should be considered was that even tho they added 50 cents to their membership fee it would not be possible to publish a paper at less than a cost of \$1.50 to \$2.50 per subscription and the balance would have to be made up from advertising. During the present year it was costing about \$3.50 per subscriber to publish The Guide, and the advertising revenue of "The Guide" was about \$75,000. It would be more difficult to get advertising for a paper that was given free to every member of the association. Mr. Chipman said that he was familiar with a very large number of official organs that were sent out free to members of their organizations. The Co-operative News and the Scottish Co-operator, the two organs of the Co-operative movement in Great Britain, got practically no advertising aside from their own, and were printed on very cheap paper. About the only organ that went free to its members and received a large advertising revenue was the organ of the Canadian Manufacturers' Association and this was because nearly every member of the Association was a manufacturer, and was advertising the goods which he himself manufactured. Big advertisers did not look very favorably upon journals that were given out free, but greatly preferred papers that charged a regular subscription price because they knew that the subscriber paid for the paper because he wanted to read it.

Another point that Mr. Chipman dealt with was that of publishing in a provincial organ such as Mr. Musselman had described the news of the trading department of that association. He stated that only a certain amount of this information could be published in a public journal under postal regulations. The Association was now a trading organization, and if it published its own journal and used it for promoting the business of its trading department it would not be able to get advertising from other business organizations, and also it would have difficulty in securing postal privileges. He illustrated this by pointing out that papers published to promote the business of their publishers were called "house organs," such as were sent out by the International Harvester Company, the De Laval Cream Separator Company and many others of the manufacturing companies. These papers do not get the low postal rates accorded to general publications, and this difference in the postal rate would be a very large item.

Guide Works for All

Mr. Chipman also pointed out that altho The Grain Growers' Grain Company had provided the money for publishing The Guide the paper had not been used in any way as an organ of the Company, but for the benefit of all the associations. As a business organization The Grain Growers' Grain Com-

pany stood in exactly the same relation to The Guide as any other company. Its advertisements were published and paid for, and it received no free advertising. In this respect The Grain Growers' Grain Company, The Saskatchewan Co-operative Elevator Company, The Alberta Farmers Co-operative Elevator Company stood in exactly the same relation to The Guide, and The Guide had assisted the farmers in building up each of these three companies. In every possible way The Guide had supported the policy of each of the three associations in the three prairie provinces and had helped them to build up their membership and to secure the reforms for which they were working. There was no possibility, in Mr. Chipman's opinion, that The Guide would ever be antagonistic to any of the farmers' organizations; even tho the federation did not take place he could see no reason why The Guide should not continue to give just as good service to all the farmers' organizations as at present. After spending seven years fighting enemies on the outside it was impossible for him to consider turning around and fighting the various organizations on the inside.

The biggest feature of the question which appealed to Mr. Chipman was that by having one official paper for all three provinces the farmers of the West were able to work together and to present a united front to their various opponents and also work together in demanding legislative reforms at Ottawa. In such questions as banking, tariff, railway regulation and others, the strength of the farmers' organizations was that they were working together and that there was one paper which was voicing their opinions. Last year the subscription price of The Guide had been raised from \$1.00 to \$1.50, and there seemed no good reason why the subscription list should not increase to 75,000 in the near future. If all the farmers' organizations were in support of The Guide it would become the greatest paper on the continent, and be larger in size and be able to do even greater work for the organized farmers than has ever been done in the past. As to whether there was anything that could be done thru a provincial organ that The Guide could not do for the association, Mr. Chipman said he was not prepared to say until he could know more definitely just what would be the purpose of such a provincial organ.

At the conclusion of Mr. Chipman's remarks a number of delegates expressed the desire to speak on the question. Mr. Musselman, however, pointed out that the chief purpose of the resolution had been mainly to bring out the information which Mr. Chipman had given to the delegates, and he would therefore withdraw the resolution.

RED CROSS FUND

| | |
|---|------------|
| Previously acknowledged | \$1,393.33 |
| Half proceeds of Fowl Supper given by Ladies' Aid of Presbyterian church, Alton | 8.50 |
| Grass Lake Grain Growers' Local, Luseland | 20.00 |

Total \$1,322.83

CANADIAN PATRIOTIC FUND

| | |
|---|----------|
| Previously acknowledged | \$449.00 |
| Grass Lake Grain Growers' Local, Luseland | 60.00 |

Total \$509.00

BELGIAN RELIEF FUND

| | |
|------------------------------------|------------|
| Previously acknowledged | \$6,543.28 |
| "A Friend," Carnforth, Alta. | 1.00 |
| H. F. Kellner, Kingman, Alta. | 2.00 |
| S. Thompson, Beaver, Man. | 5.00 |
| Chas. J. Meadows, Rapid City | 10.00 |
| Ed. J. Snodder, Saltcoats | 2.00 |
| J. D. Ritchie, Eston, Sask. | 1.00 |
| John Duncan, Stonewall, Man. | 5.00 |
| Max McArthur, New Brighton, Alta. | 10.00 |
| E. W. Cripps, Gainsboro, Sask. | 5.00 |
| Miss Florence Cripps, Gainsboro | 5.00 |
| Henry Liting, Carleton Place, Ont. | 2.00 |
| Mrs. Chas. Cox, Browning | 5.00 |

Total \$6,594.28

Farmers' and Gardeners' Produce Exchange Limited

Highest price paid for All your Farm Products

PROMPT RETURNS GUARANTEED

Under control of Manitoba Grain Growers' Association

305 Carlton Street, Winnipeg