

The leaders of this movement have a clear conception of what needs to be done and the way to do it. But it is not enough that the leaders should know, they must convince the whole farm population, or at least the great majority, that their view of what is to be done is the correct one, and also induce them to adopt their method of accomplishing it. Having secured unanimity as to the ends and means, success is assured. Thus, the necessity of our Company carrying on a great educational campaign while discharging its functions as a business concern.

The most obvious direct cause of our failure to enjoy the fruits of our labors in a proper measure is found in the fact that under present economic and commercial conditions, the ability to fix the price of the products of our labor does not rest with us. We take what is offered us for the things we have to sell, we give what is demanded of us for the things we need to buy. This is a jughanded condition of trade which must be abolished before anything like equality of opportunity can be ours.

The establishment of absolute equity in human relations is a far cry from here, and involves not only the general acceptance of economic truths, that at present even the victims of the existing social system will not listen to with tolerance, but the widespread recognition of the moral basis of human happiness.

Our Company contains three thousand members and has handled five millions of grain this past year. This is just a good start. We must make it grow until its membership includes the whole farm population of the three prairie provinces at least, and until it handles all the grain which this population produces.

By this means our commodity will be handled for cost, and not for cost alone, but for the lowest possible cost, because cost varies with amount handled. We will at the same time destroy all competition in the sale of it. At the present time the efforts of secondary sellers of our grain to drive competitors out of the markets, often cheapens our commodity to the Old Country and Eastern Canadian buyer. Moreover, the unorganized rush of thousands of farmers to sell in the fall lowers the price to each one of them.

We must have controlled marketing, that is to say, our grain must not be thrust indiscriminately on the market whether there is an active milling or export demand or not. Selling through a single agency in conjunction with proper storage facilities and ample lines of credit would make controlled marketing practicable and highly effective.

It would hardly be possible under any other circumstances than the foregoing to name the price of our commodities, and this we must do if we would hold our own with those who name the price of those things which we consume.

Price naming then, through controlled marketing, is the power we are striving to acquire through the combined assistance of: (1) A co-operative selling agency through which practically the whole of our farmers will offer their commodities for sale; (2) A banking institution strong enough and willing to finance the farm population on the security of their commodities either at first hand or through the medium of their co-operative selling agency, till such time as the prices obtainable become in equitable relation to those demanded for the commodities which the farmers consume; (3) A system of public storage elevators, wherein grain may be housed in adequate amounts under governmental guarantees of quantity and quality.

These things will be secured by the farmers through and by means of organization, education, agitation and legislation. The Grain Growers' Association of Manitoba and Saskatchewan, the Alberta Farmers' Association and the Society of Equity, likely to be amalgamated shortly, and the Grain Growers' Grain Company provide the basis of organization, and with their various official

organs will carry on the work of education and agitation simultaneously. From these will speedily flow adequate legislative remedies for the present improper disposition of the fruits of farm labor.

The representatives of the farmers who were sent to Ottawa to defend legal rights already won, and to secure new legislation necessary to their prosperity as a class, found themselves confronted by representatives of the grain men, the bankers, and the railway people working in concert to defeat their aims.

The close alliance of the banks and railways, with the grain men is a most sinister fact viewed in connection with our efforts to escape the exactions of the grain dealers by engaging in the grain trade for ourselves.

With our company thus liable to the curtailment or entire withdrawal of the extensive line of credit necessary for the successful development and operation of a grain business by the banks in their role of allies of the regular grain dealers and liable to suffer from discrimination in both rates and service at the hands of the transportation companies, it becomes the first duty of the company to safeguard its interests in these important particulars.

We believe we are in a fair way to solve the financial problem by the relations we have established with the Home Bank.

Our first thought was to create a Farmers' Bank, the stock of which should be held exclusively by farmers. There were many obstacles in the way of this action. Our officers lacked banking experience. Our known lack of men experienced in financial matters, coupled with the characteristic distrust of our farm population would have rendered the organization of a bank most difficult, especially when one considers that the Bank Act requires the sum of half a million to be paid in before any business can be transacted.

Moreover, the financial success of a bank depends upon the ability to secure a large amount of deposits, interest bearing and otherwise. This necessitates the bank having branches in the East, where deposits are numerous, and the West, as is well-known, is a borrower rather than a depositor.

The company were fortunate in finding in the Home Bank, an institution which, unlike the majority of banks represented by the Bankers' Association, did not sympathise with the Grain Trade in their struggle to prevent the farmers from marketing their grain co-operatively.

The Home Bank is a bank composed of small stockholders having no connection with capitalistic interests. Its funds are therefore not placed at the disposal of exploiters and speculators, but are used to finance small manufacturers, business men and farmers.

This bank which has given most substantial aid to Grain Growers' Grain Co., in the past has now entered into an agreement with them which promises to be of tremendous benefit to the farmer. If we take advantage of our opportunity to become stockholders in this bank which is offered to us as a class, we can, in a short time virtually make this institution a farmers' bank which will furnish us with ample credit to enable us to hold our commodity when market conditions are unfavorable for making sale at fair prices. To make this line of credit possible, we must freely take stock, and withdrawing our deposits from banks that have been unfriendly to us, concentrate them in the Home Bank. We must further induce mechanics, country merchants and others, whose prosperity is linked with ours to patronize this Bank.

This securing of an ample line of credit will help the farmer tremendously. This country has been largely developed by bank credit. Money was lent to people to buy and develop land. Just as soon, however, as the people commenced to produce a commodity, their line of credit was withdrawn and they were forced to thrust their