

Buy Telephones for Telephone Service

There is as much difference in telephones as in automobiles, and they should be bought as carefully. You want to use a phone giving reliable service. Cheaply made phones sometimes give good service for a week or a month; then trouble begins. Repair bills make cheap phones costly. Voices come over the wire faintly. Many sounds do not get over at all.

With a Kellogg Telephone repair bills amount to nothing. After years of use you can hear a watch many miles away tick loudly and clearly. They are so strongly and simply made that everywhere among users of telephones the name Kellogg has come to stand for ideal telephone service.

Kellogg Telephones Stand for Service

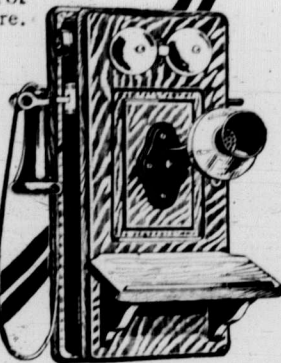
They are made in the largest independent telephone factory in the world. Every instrument passes 37 rigid tests before it is shipped. You have day by day the satisfaction of using a phone that makes telephoning a pleasure.

We have an expert department costing us \$100,000 a year that is maintained for telephone users and those who are starting new lines. Why not put your problems before these experts? The service costs you nothing. You cannot fail to get information that will save you time, money and trouble.

Get your name on our books to receive valuable bulletins and other telephone literature that we send free.

Write for Bulletin 70 G

Canada West Electric, Ltd., Regina, Sask.
Agents for Standard Kellogg Telephone Equipment



ALBERTA FARMERS!

Write for full
particulars

Cream Wanted

I pay cash on
arrival

SHIP TO CALGARY

P. PALLESEN, Calgary Central Creamery, Box 2074, Calgary, Alta.

Co-operation

THIS is the age of co-operative buying. Send us your address and let us tell you how to buy by this plan. The Flour that is always good.

Daily
Capacity
300 Barrels

ECHO MILLING COMPANY
GLADSTONE, MAN.



Farmers' Letter File

Saves Time and
Money

Ninety-nine farmers out of every hundred lose money at some time because they have not kept copies of their business letters or have lost the receipts for bills they have paid. When you ship grain, produce or livestock or order supplies of any kind by letter, it is important that you keep an EXACT copy of the letter you write. When you have such EXACT copies there can arise no dispute. Without those EXACT copies you will often be put to inconvenience and frequently lose money.

Every secretary of a farmers' association, school board or any business organization should have a FARMERS' LETTER FILE and keep his correspondence in proper shape. It will save several times its cost to every farmer yearly.

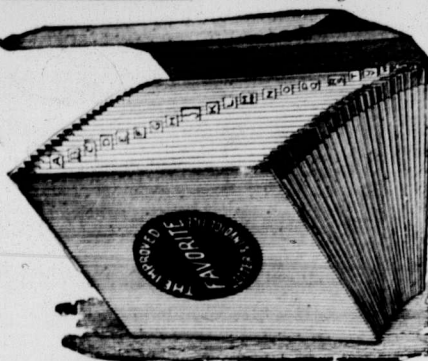
BETTER BUSINESS ALWAYS PAYS

The FARMERS' LETTER FILE shown in the accompanying illustration contains pockets for all the letters of the alphabet. Letters you receive and copies of letters you send, as well as your receipts, can thus be filed alphabetically and be found in an instant whenever you want them. This file is 11 1/4 inches by 9 1/4 inches and will accommodate letters of any size up to 8 1/2 inches by 11 inches. When closed the file is 1 1/2 inches thick and opens like an accordion so that it will hold 1,000 letters. It is made of tough, heavy manilla paper and pasteboard, reinforced with linen. With ordinary care it will last twenty years.

The FARMERS' LETTER FILE together with six sheets of "Manifold" carbon paper, six "Manifold" pens and complete "Instructions For Use" will be mailed to any address for

Extra carbon sheets, 10 cents for 6 sheets; extra pens, 5 cents for 6 pens.

BOOK DEPARTMENT, GRAIN GROWERS' GUIDE, WINNIPEG



DON'T BE BEHIND THE TIMES

If your business is heavy it is advisable to have two files, one for receipts and the other for letters. With each file we supply six sheets of "Manifold" carbon paper, specially made for taking copies of letters with pen or pencil; also six "Manifold" pens, which are more rigid than the ordinary pens and made specially for writing letters of which carbon copies are to be taken. Ordinary letter paper such as can be purchased anywhere may be used, the most convenient size and style being pads 8 1/2 inches by 11 inches.

\$1.00

Helping the Community

Second Prize Article by J. Julian Cameron, Last Mountain, Sask.

Almost in the centre of the Last Mountain Valley, amid a rather sparsely populated district, lies the 'local habitation' of the Mountain Chase branch of the Saskatchewan Grain Growers' Association. Here is the hall (with stable adjoining), built on a corner of land that was granted by the neighboring farmer. When the Association was founded voluntary contributions were given by all the surrounding residents who were interested and the actual work was done by these pioneers in the movement themselves. The membership has grown somewhat from these first days, but is necessarily small—the average amounts to about fifty. Other locals have been formed north and west of us, but each year sees our average maintained. On three sides the population is mainly English-speaking, but on the east and south-east there is a considerable German-speaking element. With the exception of a few Swiss, the members belong to the former class. Within a radius of three miles round the hall fully three-fourths of the farmers belong to the Association, but as is natural in a scattered district some of the members reside as far as six miles on either side. The locality is entirely rural and lies at a distance of from ten to twenty miles from any town. Most of the settlers do their trading in Duval, on the C.P.R., but others use different towns on the C.P.R. and G.T.P.

The regular meetings of the Association are held every second Saturday in the afternoon in winter, and once a month in the evening in summer. The attendance is better in the winter and runs from twenty to thirty; the increase in co-operative trading has had a marked effect in increasing the number of those attending.

Public Questions Dealt With

Among the subjects that come up for discussion, the most frequent are those that affect agriculture and the affairs of the Association, but we do not confine ourselves to these. Municipal questions are thoroughly threshed out, nor do we neglect political matters, both provincial and federal. When any point of more than usual interest arises, especially anything that touches our locality intimately, we go further than mere discussion, we appoint deputations to bring our views forcibly before the proper authority. In this way we have interviewed on occasion ministers in Regina, the local member of the legislature, and just at our last meeting we named two members to wait on the municipal council concerning a matter in which we felt strongly. In other cases we have passed resolutions embodying our opinions and have transmitted them to the right quarter.

Getting a Library

At the present moment, too, we are in negotiation with the legislative librarian at Regina to have the hall made a centre for the travelling libraries. Bylaws have been drawn up and accepted and all the proper organization completed. We are all eagerly looking forward to the early enjoyment of the privilege of having a circulating library in our midst, a privilege that cannot but add greatly to the strength and influence of our Association and the betterment of our members. Increased postal facilities have engaged our attention at various times, and the construction of good roads, and the handling of noxious weeds—to enumerate but a few out of a multitude; in fact, no question is too big, and none is too small. If we cannot truthfully say that our efforts have always been crowned with success, we can at least say that we have neglected no means that might confer a benefit on the community.

The discussions are conducted with proper decency (we are lucky in having a good president), and altho at times they may be desultory and somewhat conversational, on all important matters the speaker rises and addresses the chair. Opinions are freely expressed and I think any casual hearer would admit that they are not infrequently well expressed and always forcibly.

Co-operative Trading

It is two or three years since we began buying goods co-operatively. Our

trading had small beginnings—a barrel of formalin and a car of coal. To these we presently added a few other things, such as machine oil, coal oil and some groceries, and binder twine. Last year we branched out in other directions and had a total turnover of a little more than \$2,600. It was only this year that we put this part of our activities on a more formal footing by forming a co-operative society under the recent act, so that any profit that accrued formerly went into the general funds. What the volume of business will amount to this year it is impossible to say, but the work has grown so enormously that it was necessary to disjoin the two offices of secretary of the Association and secretary of the Co-operative Society. Not a meeting passes but the latter receives lists of articles desired by members. It is one of our rules that when anything is desired, a signed list must be handed to the secretary, who regulates his orders accordingly and knows exactly what to purchase and how much.

It is difficult to estimate what profit any one individual has made, but one can form some sort of judgment from particular articles. At the hall we always have a barrel of coal oil. In the surrounding towns this is retailed as high as forty cents a gallon; at thirty we make a good profit. Formalin commands any price the storekeeper thinks he can get. This year in one town at least twenty-five cents was charged; our usual price has been fifteen. On coal we save two and a half dollars a ton, and sugar we sold at from a dollar to a dollar and a half cheaper per hundred than the prices quoted round about. Under the new society, of course, this profit will be returned direct to the purchasers, and it will thus be possible to calculate in actual dollars and cents what saving has been effected thru connection with the Association. It is useless to deny that this monetary benefit has been one of the strongest supports of the movement.

Social Benefits

Not the least gain that has been conferred on the community by the Association is one that cannot be reckoned in monetary values. "All work and no play makes Jack a dull boy." But there are no dull boys in our Association, for we always make it a point to mix amusement in due proportion with more serious business. During the winter months we have a series of entertainments. These consist of social evenings at which varied programs are presented of songs, instrumental music, readings and dramatic sketches. Most of the talent is supplied from our own numbers; and a dance rounds up the program. On these occasions the ladies are very much in evidence and the catering department is entirely in their hands. So far the ladies have established no official connection with the Association (not for want of invitation either), but their interest in all proceedings could not be greater if they were members, and their strong support is always shown by their unstinted efforts to add to our success. It has come to be an unwritten rule that once every winter they take the whole management of one entertainment into their own hands and, needless to say, Ladies' Night is not the least enjoyable of our social functions. The social side of our activities bulks largely in the eye of the community, and there is sometimes a tendency to forget the serious side of the business; indeed one might almost be excused for forgetting it, when looking on one of our large gatherings, where the audience is drawn from miles all around and even from the distant towns, thus bringing the townspeople back to the land for one night at least. In the summer we have one picnic which draws an enormous crowd together and lasts the whole day. Games, meals and general intercourse leave no opportunity for a dull moment.

Our position in this community is established. Every one of our members does his little bit to help things along, and altho an occasional grumbler growls something about too much "Grain Growers" and others wonder what we "get out of it," still the serious and thinking portion of the community can appreciate our work and it is encouraging to think that our work does not go altogether without its meed of praise.