

It lasted only a few years, and was followed by others. They also failed. Perhaps the strongest of these was the Patrons of Industry.

"Pioneer farmers are naturally drawn together. In time we realized that by getting together we would be able to do better for ourselves and for the country as well. We began once more to unite. By natural consent we relegated matters of minor importance to the background and cooperated on those concerning which we could agree.

#### A GREAT PROBLEM

"The marketing of our grain was our greatest problem. We found that we must develop outside markets. The railways had an understanding with the elevator companies that they would load grain only where there were elevators. This placed us at the mercy of the elevators. The elevator men, although they had elevators at many different points, agreed among themselves as to the prices that they would pay us for our grain. In some cases they pooled their profits.

"We decided to protect our interests. We demanded that growers should have the right to load and ship cars at central points whether there were elevators there or not. The resultant fight led to the formation of many local associations and finally to our provincial organizations. The fight was carried to Parliament. Finally the Canada Grain Act was passed. This gave farmers the right to load their own cars.

"The railways only laughed. They claimed that they did not have enough cars, and therefore continued to furnish cars only to the elevators.

"Our next demand was that the railways should be required to furnish cars in the order in which application for them was made, whether by farmers or by the elevator companies. We finally won this point also. It was a great victory and went far to break the elevator monopoly.

#### UNITED PERMANENTLY

"These victories encouraged us. We decided to unite permanently. Our membership fee was placed at \$1 a year. Of this sum 50c was kept by the local association and 50c was sent to the provincial organization. Permanent secretaries were employed. Social features were introduced in connection with our meetings. All manner of subjects were discussed, including railway rates, the management of the elevators and any subject that was of common interest. Soon we began to know each other better and political differences carried less weight than formerly. We now have over 700 local associations in Manitoba and a total membership in the three provinces of over 52,000. In time we formed a joint Interprovincial council. Now we are united through the Canadian Council of Agriculture with your Dominion Grange as well.

#### A COMMERCIAL ORGANIZATION

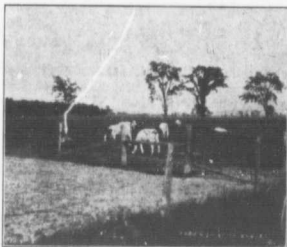
"Some time prior to 1906 we found that the commission men, by controlling the sale of our grain, largely controlled our trade. This led us, during the summer of 1906, to form the Grains Growers' Grain Company. A committee was first appointed. A Provincial charter was secured with an authorized capital of \$250,000. It was freely predicted that we could never raise the necessary capital. We took every possible precaution to prevent the control passing out of the hands of farmers. Shares were placed at \$25 each so that every farmer could have one. No one was allowed to buy more than four shares. Each man had one vote, no matter how many shares he held. This principle has proved to be a good one. It helps to ensure the control of the company remaining in the hands of the farmers.

#### A HARD JOB

"At first it was a very difficult job to get the farmers to take hold. Prior to this many farm-

ers' elevator companies had been formed. Eighty per cent of them had failed.

"By hard work we sold enough stock to enable us to start business. On September 1, 1906, all the money that had been collected had been paid out for organization expenses. We started business without a dollar. Our bank agreed to advance us a certain amount on each bill of lading. We received a cent a bushel on the grain we handled. The organized grain trade looked on



A Scene in Chateaugay

Ayrshire have done much for the Chateaugay district of Ontario, and the scene here with its characteristic one-half inch seed. The illustration is from a photograph by an editor of Farm and Dairy on the farm of J. D. Duncan, a well-known Ayrshire breeder.

our venture as a joke. Loading papers made fun of it. Its early death was predicted.

"Grain came to us much faster than we had expected. In one week we handled as many as 100 car loads. This seemed an immense quantity. Now we handle as many as 350 cars in a day. Our business grew. The Grain Exchange had a rule that a cent a bushel should be charged on all grain handled. We did not kick at this charge. Our company decided to charge the same.

#### JOINED THE EXCHANGE

"To our surprise the members of the Grain Exchange sold us a seat on the Exchange. This enabled us to get our company registered and to deal with the other firms of the west. It was still thought that our company would not last long. Our business continued to grow and led us to issue a statement announcing that we were thinking of dividing our profits to our shareholders according to the volume of business done by them. Finally the organized grain trade took alarm. They decided that something would have to be done. This circular gave the members of the exchange the chance they had been looking for. They accused us of breaking the rule of the exchange to charge a cent a bushel and expelled our company from the board.

"In this crisis our local unions proved the strength of our organization. We had kept them separate from our company. It was the wisest thing we ever did. Only one paper in the west stood by us. The other papers that were not knocking us were silent. It was a critical time. Grain kept coming to us but we could not sell it. With the least possible delay we entered criminal action against three members of the exchange for conspiracy in restraint of trade and had them put in gaol until they could raise the necessary bail. We gave the fight all possible publicity. We explained the motive of the exchange to all the local unions. In three weeks the pot was boiling in fine style. Indignation meetings were held all over the country. Members of Parliament were interviewed. Deputations were sent to the Provincial Government. Finally the Government announced to the officers of the Grain Exchange that unless our company was reinstated a special session of the legislature would be called and the charter of the Grain Exchange cancelled. Thus the members of the Grain Exchange were

forced to eat humble pie and to reinstate our company.

#### SMALL PROFITS

"At the end of our first year, when we settle all our expenditures, including interest on this fight, we were a penny when we found that we had net \$700 on our year's business. There was talk as to what we should do with it in time our paid up capital had been in almost \$12,000. We decided to declare a dividend of 50c on each share. It was a good business as it encouraged our shareholders to give them confidence in our management.

#### ANOTHER BLOW

"At the commencement of our second year bank refused to extend to us any further a serious blow. We protested around and finally got another bank to agree to a line of credit of \$50,000. In our bills this year we handled 500,000 bushels.

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#### When Advertising

Arnold McDonald, Lanark Co.,

Do any Farm and Dairy readers see National Grange Monthly, the organ of the States Grange? If so, did you notice that they published recently ree

It seems that a farmer sold his living one and one-half miles down west to the merchant and bought the for \$1.50. The Grange Monthly asks two men can best be brought together not yet seen any replies to that of National Grange Monthly, but I will give my solution of the problem for consideration of Farm and Dairy readers.

I would say that it is a question of Suppose that that man who had the had put a small half-inch ad. with "Seed rye" prominently displayed in his local paper. I will guarantee needed have caught the attention of it needed seed rye, or of several men seed rye, and would have brought them on a satisfactory basis. Such a not cost more than 50c or \$1 in and would have brought a market factory than was afforded by the other.

Where one makes use of it by of tion, however, the advertiser does one in connection with the advertiser said that "a prophet is without honor in his own country." I will be specialist in seed production. I will best prices in his own territory. In so medium, such as Farm and Dairy, has given good results to several of my acquaintance.

A glance at the advertising copy of Farm and Dairy shows that stock men are fully awake to the vertising. Producers of pure seed vertising space to equal advantage.

In these days when there is so much and even criticism of the high farmers should permit the dairymen this problem of high transportation

Silage has been fed to horses of the country with very success. When it first came for feeding dairy cattle, the very immature stage. This kind fed to horses, resulted the same corn, producing colic, scours, tire disorders.