

of the kind of grain you are shipping. Mark it down, and if possible have some one with you who can verify your statement. It is also well to shovel the grain back a little from the door so that none may be thrown out in the movement of the car. A car should be loaded up to its stencilled capacity, as the railway companies will collect freight on that amount whether it is full or not. A car should never be loaded more than ten per cent. above its carrying capacity, as this makes it more liable to leak or to break down. Besides the railway company will charge you a rate and a half for all excess weight.

Billing Out.

When your car is loaded you can have it billed out in several ways. If you make this bill out to your own order, that is, by placing your name on the bill as the shipper, and to your own advice, the certificate of grade and weight would be returned direct to you. By doing this the sale of the grain may be delayed. A better way is for you to ship to your own order and advise whomsoever you may be consigning to for sale. After you have done this, to make the bill negotiable, write your name across the back of it and send it down to the commission firm. Now, in this case, the commission firm virtually have possession of the car, so that you should write and let them know exactly how you wish it handled. It is generally a wise proceeding to attach a draft to this bill for a large per cent. of the estimated value of the car. This can be done as a rule in the most satisfactory way through your local bank.

Methods of Marketing.

You might naturally ask in what different ways you can have this grain handled. You can have it sold on the day of its arrival in Winnipeg once the certificate of grade is issued, and in almost every case such sale could be made at the closing price of the market that day. If you did not desire to sell then, you could instruct your commission man to let your car go forward into store and sell once he had received the outturn of weight, or if you prefer you could ask him to hold your grain and sell it before the expiration of free storage which is ten days in a terminal elevator. This gives you that amount of time in which to take your choice of the market. It is often stated that a farmer cannot sell grain except on certain hours fixed by the members of the grain exchange, but this is wrong. Once your commission men have the certificate of grade and weight, your grain is what we call "spot grain" and can be sold at any time of the day whether at the session of the market or after it is closed. There is nothing to hinder anyone selling his grain as he sees fit—he can ship it down to the terminal elevators, have it stored in his own name, and if he can find a buyer, sell it irrespective of the grain exchange at all. He can ship it through all rail if he can find a buyer in eastern Canada with whom he can deal direct. If he has enough grain to make a consignment he can have it shipped across the lakes or taken all rail, loaded on an ocean vessel and sold directly to the buyer in Liverpool. The reason that grain goes through the grain exchange is simply that it has been found the