

ened public sentiment there would be no difficulty in securing the necessary legislation from the different legislative bodies interested.

### GET POSTED

The outstanding feature in connection with farming operations on the average prairie farm is carelessness and unbusinesslike methods in which grain is marketed. The average farmer works hard all the year round, and when he secures a crop, simply hauls it in wagon loads to the elevator and accepts any old price, weight, grade, and dockage that the operator chooses to give him. Until we have a change in our present system of handling our crop product, the shrewdest grain grower cannot get the value world conditions would warrant him to look for, but there is a wide difference between what the farmer who loads his grain into a car and exercises good business judgment in disposing of it gets, and the man who simply hauls his grain to the elevator in wagon loads, for which he accepts a ticket he rarely ever examines very closely, in exchange for his good wheat, gets for his.

An enterprising farmer of the Moose Jaw district treated himself this summer to a new automobile paid for out of what he saved by loading his grain into cars over the loading platform and using ordinary business prudence in selling. It is surprising the number of men who work hard on their farms, economize and save in every possible way to improve their conditions, who allow what in many cases amounts to a fair year's wage to slip through their hands in the process of marketing their grain.

We emphasize "GET POSTED." But do not go to the elevator operator for your information. His business is to buy cheap wheat, and he has no information to give away that will enable you to get a few more cents for your grain. His interest lies in the other direction. Besides the interest of his employer requires that.

Mr. C. C. Castles, the Warehouse Commissioner, and his Deputy, Mr. Snow, or Mr. D. D. Campbell, Shipper's Agent, appointees of the Dominion Government, appointed expressly to facilitate the marketing of grain by the growers, are ever ready to advise and give needed information to farmers. Then we have the Grain Growers' Associations, and last but not least, The Grain Growers' Guide, ready to help in the same direction. Were it not a common occurrence it would be difficult to realize that a common sense, intelligent farmer, who has the intelligence to raise two, three or four thousand bushels of wheat each year, would allow a seventy-five dollar a month elevator operator, the sum total of whose intelligence and knowledge of the grain trade is confined to following the code of instructions he receives when he undertakes the job, to do him up out of anything that is properly coming to him. The trick is usually accomplished by the operator adroitly assuming an air of superior knowledge and consummate honesty, in other words a "confidence game."

We repeat "Get Posted," but watch the fellow who pats you on the back and whispers in your ear "Let me have your wheat, and I will do the square thing with you." If you listen to his wiles—well, the other fellow will be riding the automobile, not you.

## A SNAP FOR YOU

There is nothing a farmer buys for the farm wherein he gets the same real value for his money, as when he puts his money in good harness or collars, and we advise all purchasers of harness to ask the dealer for the celebrated **Horse Shoe Brand** harness and collars, and see that the Lucky Horse Shoe is actually stamped in the trace and elsewhere on the harness. This is the best you can get for money. Be sure you ask for it when next in the market and save at least 25 per cent. in real value by doing so, so this will be a snap for you.

Be Sure You Purchase The **HORSE SHOE BRAND**  
—and Go Home as Happy as Clams

### AS OTHERS SEE US

The "Guide" is in receipt of the following letters of appreciation since making its bow to the public last month.

Dear Sir:—

The appearance of the "Guide" will be hailed with satisfaction by thousands of farmers throughout the West. True, we have had farm papers among us for years, but many of us have felt that some of them have outgrown their usefulness, as the material condition of the farmers has not improved with the development of the country. Farmers have been taught how to produce wealth, but farm papers have kept farmers in ignorance of how that wealth should be distributed. The result is, that as fast as the bees have filled their hive with honey it has been promptly taken from them, and they are now beginning to think that they should give some attention to economics.

"The wealth produced by their sturdy blows,  
To the hands of the one forever flows."

Farmers are getting tired of this condition of affairs, hence they are beginning to get restless, uneasy, dissatisfied with the ordinary farm papers, and long for the appearance of one that will devote some attention to the problem of distribution, and they expect that "The Grain Growers' Guide" will fill a long felt want.

We must bear in mind that when we are producing grain, we are at the same time producing oranges in Florida, digging coal from the mines, transporting goods and doing a thousand and one other things. That is, our labor provides us with the thousand and one articles that we need in our every-day life. It is not money that buys what we need, but our labor, our effort, and the grain is the result of our labor. Dollars are only labor certificates. A dollar exchanges for some article that somebody has worked for, a hat, a pair of boots for example. It is not money we need, but the things that money exchanges for. And we give our grain for money. Or we give our grain produced by our labor for store goods produced by the labor of other people. Hence, it is easily seen that the matter of grain growing means providing the thousands of things we need during the year. So it is easily seen that the problem of the grain growers is one that should be looked at in no mean, narrow sense. The production of wealth is simple, but the great problem now agitating the world is the problem of distribution, the problem of political economy, and it is on that problem that the "Guide" will be looked to for light and leading, and in this respect it will differ from other papers published apparently in the interests of farmers. Hence, with the appearance of the "Guide," it is expected that a new day has dawned for the tillers of the soil.

Yours truly, Interested Reader.

Plumas, July 21st.

Dear Sir:—

Dauphin, Man.

I take great pleasure in enclosing \$1.00 for a year's subscription to the "Guide," and wish you every success. What we farmers want is BREAD, and not TELEPHONES and FLAGS. I hope your organ can make Mr. Roblin see this, to the end that he will give us Government Elevators.

Very truly, H. M. Thompson,

—and—

Ed Note:—Mr. Thompson has very truly stated what the farmers NEED, and what they expect the Government to GIVE. We believe that our correspondent, in common with every farmer, fully appreciates the usefulness of the telephone and other things the Government conceded us, and is willing to give them all the credit due them for what they have done for us, but that does not relieve them of the responsibility of providing the storage facility necessary to change the present system of loading our grain, that the grower may get full value for his toil. The "Guide" exists largely for the purpose of making Mr. Roblin and the other Premiers concerned SEE as the farmers SEE on this as well as other questions, and will in this respect endeavor to justify its existence.