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THE GRAIN GROWERS' GUIDE

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Ship Your Grain to



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WINNIPEG

Sample Market

Sample selling is just a commonsense way of selling anything. Every car is graded and weighed by government officials, but if the grain will sell for more on sample than on grade, you get it. Every car gets the same personal attention you would give it if you were here yourself.

BOLE GRAIN COMPANY - Fort William, Ont.

Very Important Information to the Farmers of Manitoba Saskatchewan and Alberta

Since the date of our last letter to you regarding flax, the weather for the maturing of your crops has been all that could be desired over the greater portion of the provinces, resulting in estimates being made by experts of a large increase over previous years. Within the last two weeks several things have transpired to unduly depress the price of wheat. First, the decline in the price of sterling exchange, which in itself counts for several cents per bushel decline. Second, the prospects of the opening of the Dardanelles. Third, high freight rates across the ocean, which, we figure, will later on get down to more normal conditions. Fourth, the extreme anxiety of farmers to rush their grain forward and have it sold, which is practically the greatest depressing influence in both Canada and the United States.

If the farmers would remember that the four chief reasons given above can be entirely altered in a day, they would not be so anxious to sell their grain on a declining market and at such low prices. This war is still going on and the devastation in the countries at war, no matter what is said to the contrary, is still very great, and we claim this war is yet a long way off being settled. We know that vessel owners are demanding ridiculously high freight prices across the ocean which will not be granted, and they will have to reduce their rate several cents per bushel before much business will result, which will be added to the price of wheat. This hue and cry about the danger of the submarines is simply a tempest in a teapot and could be compared favorably with a wreck on the C.P.R. in which a few box cars are destroyed. If the Dardanelles are opened in the near future, we do not consider this a bearish feature, as all the railways, which in time of peace are inadequate to the handling of grain, are at present being used to their fullest capacity in the handling of troops. This argument is freely used by speculators to depress prices, especially when farmers begin to rush their grain to market. The decline of the sterling exchange is nothing more or less than the manipulation of large financiers of the continent to further depress prices. It is wonderful how all these arguments being put out now to depress prices can be changed to help advanced prices when the parties interested are ready. We would strongly advise farmers not to rush their grain to market, but if they have got to ship their wheat forward to terminal elevators it is not necessary for them to sell at once, because almost any commission firm can make them big advances against each carlot.

In conclusion, we would say to the farmers not to pay any attention to reports circulated throughout the country to depress prices, as there is generally not a word of truth in the bulk of these reports. We claim that the great fear of lower prices takes hold of us all, which is one of the strongest features in depressing prices, and there is absolutely no reason for this fear, and we must try to guard against it.

If you entrust your grain to us you can rest assured we will handle it to the best of our ability, and will give you good advances on each car, and we will try to figure the situation out so that your grain will not be sold at ridiculously low prices.

Just a word about flaxseed. We have no reason yet for changing our minds. Keep it back in your granaries. You will make from \$1.00 to \$1.50 per bushel more than present values by holding, and this advance may come sooner than you expect. We might just say that there is very little flaxseed in this country, and what there is all badly frosted.

If you are on the G.T.P. or the C.P.R. bill your grain to Fort William, Ontario, and if on the C.N.R., to Port Arthur, Ontario. Advise McBean Bros., Winnipeg, Man. We will always check up the grading and weighing.

P.S.—It has just been reported that a large percentage of the winter wheat being shipped from the United States to Europe is arriving there in bad condition, due to excessive rains, and it will be wise for farmers to remember this item, because there are millions and millions of bushels of the same kind of wheat still in the United States which they are trying to get sold and shipped before it rots. This will be a strong bullish influence in advancing prices later on.

McBEAN BROS.

Sept. 7, 1915.

GRAIN EXCHANGE, WINNIPEG, MAN.

Reliance Grain Company, Limited

Grain Commission Merchants

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GRAIN EXCHANGE

WINNIPEG

slower owing to absence of local and poor shipping demand. Some special quality stock cattle brought \$5.75, but this was exceptional, and from \$4.75 was being offered for off colors and medium kinds.

Hogs—Today's hogs sold from \$8.65 to \$8.75, with no very active demand at these prices. Block hogs (130 to 140 lbs.) readily brought \$7.95. We look for a steady hog market this week.

Sheep—Wethers \$6.50 to \$6.75; ewes \$5.00; lambs \$7.50.

Liverpool, Sept. 11.—There has been a slow dragging trade for cattle at Birkenhead this past week, and quotations are reduced. Irish steers and heifers selling at 19½ cents per pound, sinking the offal, and best quality at 21 cents, with a fair number of cattle unsold at the close. Chilled beef has been in shorter supply, selling at 15 to 15½ cents per pound for the sides.

Winnipeg, Sept. 13.—Receipts at the Union stockyards during the past week have been as follows: 6,573 cattle, 369 calves, 1,695 hogs and 395 sheep.

Cattle—Receipts of cattle have been considerably heavier this week and mostly of the medium and common grades. Very little choice stuff is to hand and prices are weaker than a week ago. Most of the offerings comprised stockers, feeders and medium butcher cattle. The best of the butcher steers sold from \$6.40 to \$6.60, very few reaching the 7 cent mark. Stockers and feeders still find a ready outlet across the line and sell for from \$6.15 to \$6.25. Cows and heifers are lower, the bulk selling from \$5.50 to \$5.75. Bulls are hard to sell at 5 cents. There is a good call for near springers and milkers. At this time of the year the fall rush of cattle begins, so that buyers or shippers should carefully keep track of the market. Any big rush will undoubtedly decrease prices. Best veals sell for \$6.50 to \$7.00 and heavy calves \$5.50 to \$6.00.

Hogs—Hog prices are good and the supply is light. Prices range from \$9.10 to \$9.25. Eastern and Southern markets are steady at good prices, so that the outlook is very favorable just now.

Sheep and lambs are very uneven. This week lambs sell at 8 cents and best mutton sheep at \$6.50 to \$7.00.

Country Produce

CALGARY PRODUCE—The Produce Department of The Grain Growers' Grain Company Limited, Stall 24, Calgary Public Market, reports that the supply of butter is short of the demand and prices are tending upwards. New laid eggs are coming in very slowly and the price keeps firm. The demand for potatoes is very slow and the price is likely to drop. Cream and milk remain unchanged. There is a fair demand for live poultry. Dressed hogs remain the same as last quoted, but are a slow sale. Light dressed hogs are 10½ cents per pound and heavier weights 8 cents.

SASKATOON PRODUCE—Dressed hogs from 100 to 150 pounds are worth 9 to 10 cents per pound, dressed beef is 9 to 11 cents, veal 12 cents; bacon 15 cents and mutton 17 cents per pound.

WINNIPEG PRODUCE—Note—All quotations are f.o.b. Winnipeg unless otherwise stated.

Butter—There is very little alteration in most produce prices this week. Supplies of cream are lower just now, but stocks of butter on hand are ample and with a small demand dealers offer no change in prices. Fancy dairy butter is worth 19 to 21 cents per pound. No. 1 dairy is 20 cents per pound and good round lots 18 to 19 cents per pound.

Eggs—Egg shipments usually decrease from now on. With lighter receipts and improved quality dealers are offering a cent more per dozen just now. Eggs are 18 to 19 cents per dozen subject to candling.

Potatoes—Prices are a little firmer, but have not changed up to today. There seems likely to be a large percentage of small potatoes this year and grading will be severe. Good large potatoes may be at a premium, but it is difficult to form an opinion just yet. Dealers are offering 40 cents per bushel today.

Milk and Cream—Supplies of sweet cream are very short. Sour cream is being received in smaller quantities owing to harvest operations. No change in prices is noted however. Sweet cream is 30 cents per pound of butterfat delivered; sour cream is 25 cents per pound of butterfat delivered and milk is \$2.00 per hundred.

Hay—Hay is available in larger quantities now and prices are lower, as follows: No. 1 Timothy, \$16 per ton; No. 1 Red Top, \$14 per ton; No. 1 Upland, \$12 and No. 1 Midland, \$11.

Hides—There is a tendency towards a lower market for hides in the near future. Dealers are waiting news concerning the Dardanelles being forced, which will let loose a large quantity of Russian hides. Seneca root is in fair demand, good, clean roots being worth 20 cents per pound.

AMERICAN BARLEY AND OATS

Minneapolis, Sept. 11.—Cash oats closed as follows:

No. 3 white oats, 32½.
No. 4 white oats, 30.32.
Barley, 44.53.
Flax, 162½, 166½.
Duluth, Sept. 11.—
Cash oats closed 32½.
Barley, 43.73.
Flax, 163½.

HIGH PRICE FOR BULL

J. D. McGregor has sold his world famous Aberdeen Angus bull, "Eveux of Harviestoun," for the record sum of \$4,500, with one exception the highest price ever paid for a bull of his breed. The purchasers are C. D. and E. F. Caldwell, of Burlington Junction, Missouri. The bull will head their renowned herd at the Panama exposition in October.

Bartlett & Langille

Grain Commission Merchants

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510 GRAIN EXCHANGE, WINNIPEG

THOS BRODIE, Manager

S. A. HARGRAFT, Sec.-Treas.

Union Grain Company, Ltd.

GRAIN COMMISSION MERCHANTS

602 GRAIN EXCHANGE, WINNIPEG

Phone M. 1943

Benson-Newhouse-Stabeck Co. Limited

GRAIN COMMISSION

Liberal advances on consignments

References: Royal Bank of Canada, Commercial Agencies

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