Literature

Farmers who expect to make a success of their business must be continually studying the best methods of agriculture. Here is a list of books written by experts in practically every line of agricultural development. All prices given are post paid, and the books should reach the subscriber within a week after the order arrives in The Guide office. Send all remittances by Postal Note or Money Order as cash sent loosely in an envelope is liable to be lost and we cannot accept

	FLOWER GARDENING	LANDSCAPE GARDENING	SOIL CULTURE
	Flower Gardening, Bridgeman	Landscape Gardening, Waugh	Campbell's Soil Culture
	Beautiful Flower Gardening	Landscape Gardening, Waugh	Dry Farming, Its Principles and Practice, Wm.
	Simple Flower Garden for Country Home, Barn-	GREENHOUSES	McDonald
	ard		Fertilizers and Manures, Hall 1.64
	Bulb Culture, Henderson	Greenhouse Construction, Taft 1 63	Fertilizers, Gregory
	Peony Manual, Harrison	COUNTRY HOMES	Farm Drainage, French 1.10
	Sweet Peas		Land Draining, Miles 1.10
		How to Build a Home, Moore 1 10	Tile Drainage, Chamberlain
	VEGETABLE GARDENING	Homes for Home Builders, King	FIRM MICHINERY IND GIG BUGDING
	Green's Vegetable Gardening 1.09	Principles of Home Decoration	FARM MACHINERY AND GAS ENGINES
	Watt's Vegetable Gardening 1.91	FARM BUILDINGS	Agricultural Engineering, Davidson 1.65
	Celery Culture, Beattie		Farm Engines and How to Run Them 1.13
	Mushroom Culture, Robinson	Farm Buildings, Scott	Farm Machinery and Farm Motors, Davidson &
	The New Onion Culture	Farm Buildings, Breeder's Gazette 2 20	Chase
	The Potato, Samuel Fraser	Barn Plans and Outbuildings, Powell 1.10	Farm Gas Engines, Brate 1.12
	The New Rhubarb Culture, Morse		Barn Implements and Machines, Scott
	Tomato Culture, Tracy	, COOK BOOKS	Gas Engines, Sharkey
	Tomato Culture, Tracy	Boston Cooking School Cook Book 2 15	Gas Engine Handbook, E. W. Roberts 1.65
	POULTRY	New Cook Book, Mrs. Rorer 2.15	Gas Engine Troubles and Remedies 1.10
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	American Standard of Perfection 2.16	HOME EQUIPMENT	Gasoline Engine Ignition, Williams
	Poultry Manual, Sewell & Tillson	Home Waterworks, Lynde 1 07	Instruction for Traction and Stationary Engineers,
	Egg Money—How to Increase it	House Decorations, Hasluck	Wm. Boss
	Chicks—Hatching and Rearing		Plain Gas Engine Sense
di	Poultry Houses, Coops and Equipment	HOME PLEASURES	Train Gas Engine Sense
	Simple Poultry Remedies	Games for all Occasions, Blair	MISCELLANEOUS
	Turkeys, Ducks and Geese	Neighborhood Entertainments	Weeds of Farm and Gardeb, Pammels 1.65
	PIDM INTO A		Weeds and How to Eradicate Them
	FARM ANIMALS	IRRIGATION	Farm Windbreaks and Shelter Belts
	Beginning in Animal Husbandry	Irrigation for Farm, Garden and Orchard 1 10	Evergreens and How to Grow Them
	Profitable Stock Raising 1.65		Farm Blacksmithing, Drew
	Profitable Stock Feeding 1.65	. CROPS	500 Hog Questions
	Judging Live Stock, Craig 1.63	Field Crops, Wilson & Warburton 1.66	Tanning Guide
	Dairy Cattle and Milk Products	Farm Crops, Burkett 1.62	Country Kitchen
	ABC of Buttermaking	Forage and Fibre Crops of America, Hunt 1.90	Co-operation Among Farmers 1.07
		Grasses and How to Grow Them, Shaw 1.63	Systematic Bookkeeping for Farmers 1.10
	HORSES	mun gonyi anon	Principles of Rural Economics 1.42
	The Family Horse, Martin 1.10	THE CORN CROP	Science of Trapping
	How to Buy a Horse, Morgan	Corn, Bowman & Crossley 2.16	Fur Farming
	Modern Horse Doctor, Dadd	Corn Culture, C. S. Plumb	Mink Trapping
	Modern Horse Doctor, Dadd 1.12	The Book of Corn, Myrick 1.64	Fox Trapping
	CATTLE	GENERAL LONGULANUAN	Small Fruit Culturist, Fuller 1.10
		GENERAL AGRICULTURE	Amateur Fruit Growing, Green
	Cattle Breeding, Warfield	ABC of Agriculture, M. C. Weld	The Practical Gas Engineer, Longanecker 1.10
	Farm Stock, Burkett 1.65	Elements of Agriculture, Sheppard & McDowell 1.09	Practical Gas and Oil Engine Handbook, Brooks . 1.10
	Management and Feeding of Cattle 2.16	Farm Development, Hays 1.63	The Traction Engine, Maggard 1.09
	VETERINARY SCIENCE	The Pat of the Land, J. W. Streeter 1.62	Traction Engine Catechism 1.10
		Practical Agriculture, Wilkinson	Traction Farming and Traction Engineering—
	Farmer's Veterinarian, Burkett	Productive Farming, Davis	Gasoline, Kerosene and Alcohol, Stephenson 1.10

Book Department TO THE

Grain Growers' Guide, Winnipeg, Man.

Getting the Franchise

I am not blasphemous, but I reached out and grabbed Dwiggins' fingers, saying:
"Let me help you, Dwiggins. I understand!"

ADDRESS ALL ORDERS

I had my man! It seemed hours, but it could not have been more than five minutes before he was mine—heart and soul. He had ability. He was almost the only man on the papers who had any real understanding of the transit situation in

all its ramifications—legal, financial and constructive. The other reporters leaned upon his ability. They worked in concert with him and they had chosen him to represent them when he called on me. It

I had my man! I could give some points to Durredge in the newspaper game myself. Why, here was Dwiggins already pouring into my ears the results of a confidential talk he had with Harkness-stuff that I could not have purchase through my own staff for one hundred thousand dollars cash! And when he was done I gave him a drink of whisky! He was going through something of an

ordeal-even for a reporter.

Durredge was delayed in Boston nearly a fortnight, but we spared him easily. With Sam Dwiggins help I now had the Citizens' Company checkmated. Arnold, Harkness and the members of the Utilities Commission were pouring out their plans to him, and he was hurrying to me each time as fast as his long legs could carry him. I lost no plans. Still, when Durredge did burst in upon me I had no opportunity to boast of my new secret alliance with the Star, for my press agent was angry. I had seen him fairly well upset two or three times, but they were as nothing compared with this time. This

time he was in seventeen kinds of temper. He gave me no greetings of any sort whatsoever-merely came over to my

"What's all this monkey-doodle business about Sam Dwiggins?"
"Dwiggins?" I began slowly. "He's

been —"
"He's been fired, and Patterson's look-

ing for you with a club!"
"Dwiggins —" I began again.
"My resignation is in your hands," said
Durredge. "I'm sick of this game! I'd
rather get back into the show business."
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Of course I could not have him leave me

then. I told him so.

"I'll not leave you—in the middle of a round," he said; "but I will take some little pleasure in telling you what I think of you: You're of the old generation, boss—the generation that big business has got to kick out of its ranks. You're the sort of railroad man that used to tell the public to go to hell-and then laugh at the You're of a day that thought money was all-powerful and that diplomacy was a mere back-door hanger-on. Brace up, boss! You're far too good for such associations; and I like you too much ever to want to be ashamed of you again.

I could have cuffed the young brute but

all I could gasp was: "Dwiggins?"

"Dwiggins," he repeated. "Give the poor devil every cent of bonus you promised him. It's dirty money, but he will need every cent of it; for Dwiggins is an outcast from this day forward—a vagrant reporter to go across the face of the land, getting jobs and then losing them as fast as his reputation catches up with him! You've murdered Dwiggins—morally!" "And the plan?"

"I'm glad you were decent enough to put it second—after the man," he said.
"That was really like you, boss. I'll have
to work like the devil—but I'll hush this
business up." business up.

How he ever did it I do not know to this day; but Durredge earned every cent we paid him-and more too. And I was given the one great lesson of my life!

We pulled off our coats and went into the final round of the battle. It was a hard fight, but it looked as if we were going to win it. I thought our advertising campaign really was going to win the battle. It was a novelty for a big corporation to buy whole pages of newspaper space to state its position and to enlist public sentiment—the one absolutely necessary sentiment—the one absolutely necessary adjunct to every successful fighter—for our side. Our advertisements were novel and they were readable. They were vastly more successful than Brimmer's meeting in the armory. He had his two thousand dollars, for he produced the governor. was as good as his word, was Ma Brimmer: but that night it rained-rained as it had not rained before that year-and the big place was less than a third filled and desolate. . The governor was cross and his speech entirely political. The meeting was a disappointment.

Our advertising was not. Of course we bettered the Citizens' offers at every turn. It was awful. It was in the dead of winter, and night after night I went home with the perspiration standing on my brow. We debated publicly and we bid against one another publicly, while the town and its newspapers urged us on. The Citizens' Company agreed finally to give ten per cent of their increase in gross to the city as rental for the new tracks; and, under steady whacking and suggestion from Patterson and his paper, they said they would accept a twenty-five-year limited franchise. I agreed to give fifteen per

cent and to accept a franchise for twenty years. They came back with a twentyfive per cent offer, and I promptly made

it thirty.
The Citizens' Company beat me. It offered forty per cent of the gross and was content to take a fifteen-year franchise. Riverport gasped! The reporters came to me on a run and asked if I would raise that bid.

"We have gone as far as any sane busi-

ness corporation could ever go," I told them solemnly. "Our stockholders and bondholders have rights in these things, and I have no right to sell them out."

The last of the reporters was hardly out of my office, however, before I was busy with my statisticians and we were figuring the whole question over again from every angle—the ratio of the remarkable growth of Riverport during the past ten years projected forward into the next ten and just how it would show itself in our receipts for the coming decade; and, on the other hand, just how the expenses of operating the property were like ly to increase. When we ere done I tried to get Sam Kearney over the long-distance telephone, for there was no time to be lost. His secretary told me Kearney was unreachable, though if I had been a few hundred miles nearer New York I could have found him. I tried Relligan. He was nearer, but word came over the wire that our chairman was flat on his back. An autocratic doctor had given orders that nothing from the outside world, save the healing grace of science, should penetrate to his bed; but I was sure of myself and of the men who employed me. This was not the hour for errors. The Congress Street matter was coming before the state board in the morning-and might the best bidder win!

We were the highest bidder. Our offer paralyzed Riverport and made some of its conservative money-lenders wonder if we

Continued on Page 18

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