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How the Farmers Met the Business Interests

out that where three retail merchants them as we are experts along this compete with one another in a village line, or at least should be, and we capable of supporting only one, the understand best how to do it. capable of supporting only one, the only result is to add to the cost of doing business. In the same way when manufacturing concerns maintain ex-pensive sales forces which travel over the same ground competing with one another it all adds to the cost of the articles sold. He assured the farmers that the business men were in earnest as they realized that the prosperity of as they realized that the prosperity of agriculture meant their own prosper-ity and said that he hoped the farm-ers would not feel that they were be-ing patronized when the business men suggested that it might be nosible, through cooperation, to increase the efficiency of many farmers. He emphasized the point that controversial matters, such as the tariff were in a class by themselves and should not be discussed. "We have been," said Mr. Brown, "like a lot of boys on two sides of a fence, throwing stones in each other's back yards. It's foolish and we should quit it."

The chairman asked the farmers if suggested that it might be possible. The chairman asked the farmers if

The chairman asked the farmers it they would like to speak, but they suggested that other business men should first be heard from. Different business men were then called upon, including Mr. W. R. Ingram, representing the Manufacturers' Association; G. N. Jackson, President of the Bard of Trade; A. L. Crossin, of the Morragage Loans Association; D. the Morragage Loans Association; D. the Mortgage Loans Association: C. Coleman, for the C. P. R., and Milner, for the Grain Exchange All expressed themselves as bein- in hearty accord with any proposals likely to promote the cause of agri-The chairman suggested that the word "help the farmer" should be cut out and the words "co-eperate with the farmers" be used in-stead. This tactful suggestion caused stead. I'lls taction suggestion cases, some of the farmers to smile. Mr. Weed, of the Wholesale Implement Dealers' Association, favored such action as was proposed, and concluded his remarks by saying, "if we are in wrong with the farmers we would like to know it."

What the Farmers Said

What The Speakman of Columns

Mr. Jas. Speakman, of Calgary, the President of The United Farmers of Alberta, was the first to speak for the farmers. He did so to perfection. He assured those present that the farmers would take pleasure in co-operating with the business interests if it could be done on an advantageous basis. He complimented Mr. Brown on the tactful way in which he had presented the case for the business interests, saying that it had been preseat is more gracefully by Mr. Brown than it was set forth in the memoran-dum, which was very "topsy-turvy." By this he meant that the memorandum discouraged discussion of the fundamental issues, while encourag-ing action on less important matters which really could not be dealt with satisfactorily until the larger matters had been disposed of as they acted The failure of the business men to recognize this fact naturally resulted in their recommendations being con-

"You have," said Mr. Speakman,
"put down one issue, the tariff, as
controversial and, therefore, not to be discussed. This is the one issue that is most worth discussing, and if we are sincere in our expressed desire to cooperate it should be possible for us to di cuss this in an unselfish way that would result to the benefit of all. Business men still have too much the feeling that we farmers need some one to help us improve our methods. We have some backward farmers, but we are disposed to think that their brother farmers are best able to help

The fact is, we feel much as you would if we suggested that a committee be appointed, to be composed one-half of farmers, to teach the manufacturers and bankers how to run their business. When you exclude from discussion, togics that create a rankling in the farmer's mind, you miss the point you aim to accomplish. You express the desire to give the farmer 'legislative protection.' We don' want protection, but fair play, and when we get fair play we will protect ourselves (applause from the farm-We want the right to sell our wheat where we can realize the best price for it." At this point, Mr. Speakman said he did not hear much applause from the business men. This sally created loud laughter. "The ssues," continued Mr. Speakman, which business men and farmers can best discuss are those where their interests merge, such as banking, rail-way rates, and marketing methods. This year we farmers have produced all that could be expected from us. The problem which now confronts us how are we to market our crops to the best advantage? If you business men desire to cooperate with us, you cannot do so better than by assisting us to obtain better markets and free wheat.

Mr. J. A. Maharg, of Moose Jaw, claimed that farmers had more to gain through improving methods of marthrough improving includes of have keting their products than they have along the lines of increased produc-tion. When the Manufacturers' Assotion. When the Manulacturers Asso-ciation met with the farmers, the chairman of the Association had taken the same ground as Mr. Brown, that the tariff should not be discussed. The manufacturers, however, claim the right to obtain their raw material free of duty. Why should not the farmers be given the right to purchase agricultural implements, which form a part of their raw material, also free of duty. Unless such subjects were to be discussed, Mr. Maharg did not see how a council such as was

proposed could be of much value.

A Hard Question

Mr. J. J. Morrison, of Ontario, pointed out that the memorandum laid special emphasis on the importance of increased production. What was the matter with production? The farmers were not complaining about it. The complaint was coming from another direction. "We farmers," said ther direction. "We farmers," said Mr. Morrison, "are not calling for The fact is we do not seem to need help as much as some other classes in the community. We market our products in the markets of the world and are willing to open our markets to the products of other coun-This shows that we are confident of our ability to hold our own with the producers of other countries. had been disposed of as they acted When, however, we propose that our and reacted the one upon the other markets should be opened in other lines, the manufacturing interests shout that they cannot hold their own lines. with their foreign competitors. submit to you, therefore, the question if it is not the manufacturers and similar industries that need assistance more than the farmer? This memorandum emphasizes the importance of live stock, and seems to want you to believe that if the farmers of the west kept more live stock the would become more prosperous. We keep live stock on the farms of On-tario, but nevertheless over 100,000 of ur farmers have left the farms of Ontario within the past ten years. It is evident, therefore, that we must look elsewhere for the solution of our difficulties."

Mr. R. C. Henders, of Manitoba, said that for the farmers and the business men to agree to discuss the less important subjects would nave the effect of playing on the surface of the real issues involved, and there-fore little headway could be made. Effect of the Speeches

These speeches, as well as those made by other representatives of the farmers, including Mr. C. W. Gurfarmers, including Mr. C. W. Gurney, of Paris, Ont., and R. McKenzie, of Manitoba, showed all present that nothing could be accomplished unless the business interests were willing to extend the powers of the proposed committee. Mr. Vere Brown was asked to speak again for the business interests. He said that for himself he interests. He said that for himself he would be glad to see other matters discussed than those mention-d in the memorandum, but he had been afraid that to include them would lead to dissention. He admitted that he had sometimes been led to wonder if the sometimes been led to wonder if the tariff, instead of encouraging infant industries, had not reached the point where it was assisting the established industries to reap undue profits. He seemed fearful what the results might be were these subjects to be included for discussion, but did not care to say that they should not be considered.

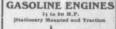
Organization Formed

The final result was that a resolution was passed approving of closer cooperation between the farmers and the business interests. A committee was appointed to give the matter further consideration and authorized present a report at a meeting to be held on Friday of the same week. Friday the committee presented the report, which was adopted. The port recommended friendly consultation between the agricultural and usiness interests on questions interest to agriculture and erce For this purpose it sugges pointment of a committee a committee of forty members, one-half of which was to be composed of the members of the Can-adian Council of Agriculture. This

committee would have power to discuss all questions in which agriculture and commerce are jointly

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The work of this committee will be to gather and diffuse, and to discuss and eventually formulate resolutions oramending certain lines of action, both for the farming as well as the commercial interests. It was decided to call the new body "The Joint Commercial of Commerce and Agriculture." mittee of Commerce and Agriculture."
A committee of five from each of the
two interests will prepare working
plans and arrange for future meetings. The farmers' representatives
are: James Speakman, Alberta; J. A.
Maharg and I. B. Musselman, of Saskatchewan; R. C. Henders and R.
McKenzie, of Manitoba. The business men have not yet named their
mess men have not yet named their
interests are somewhat skepted all the
interests are somewhat skepted and
what real reforms can be accomplishmittee of Commerce and Agriculture. what real reforms can be accomplished through this committee, they are willing to test the proposal thoroughly and to give all the cooperation within their power.





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