

HOW TO LOWER THE TARIFF

The Guide, with a view to increasing the number of its readers, and also Association Membership, has undertaken to promote a prize competition among the different Branches of the Grain Growers' Associations and the United Farmers of Alberta.

The Sum of \$300.00

will be given in Prizes, \$100 in each Province—Manitoba, Saskatchewan, Alberta—as follows:

To the Branch sending in the largest number of new yearly subscriptions during the months of January, February and March

\$50.00

To the Branch sending in the second largest number of new subscriptions during the months of January, February and March

\$30.00

To the Branch sending in the third largest number of new subscriptions during the months of January, February and March

\$20.00

OR

If the winning Branches desire to take their prizes out in Books chosen from our lists, to start a circulating library of their own, we will make the

FIRST PRIZES	\$55.00	WORTH OF BOOKS
SECOND "	33.00	" " "
THIRD "	22.00	" " "

This latter plan is, however, optional with the winners, but we simply draw to your attention that a very valuable circulating library for your members could be secured, if you are among the lucky ones and desire educational matter instead of currency.

As a further inducement in addition to the above offer we will give to each Branch that sends in ten subscriptions their choice of one copy of Edward Porritt's "Sixty Years of Protection in Canada," or any books to the value of \$1.50 chosen from our lists.

WORKING RULES

Any Branch can have as many agents working as they desire. The contest is not limited to the officers of the Branch.

Agents and Branch officers will still be entitled to their commissions on any subscriptions which they secure.

To secure entry in the competition it will be necessary to state on your remittance lists which Branch you desire your subscriptions credited to.

Subscriptions need not come through regular agents. Any of your members can send in one or more new subscriptions, and if he states that it is intended

to apply on our Prize Competition, your Branch will get credit for it.

Any new subscription sent in individually will be credited to any Branch the sender directs.

Two renewals will be entitled to the same credit as one new subscription.

Travelling agents must credit subscriptions to nearest Branch to district in which they are working.

Records of this contest will be opened with the first mail received in January. Our representatives can rest assured that each one's interests will be looked after fairly and squarely.

THE GRAIN GROWERS' GUIDE, WINNIPEG

nice you must remember that you must allow a certain amount of shrinkage.

Grain Going South

The speaker then dealt with the street buyer and then took up the point of the delegation of farmers to Ottawa. "On account of this visit," he said, "there is a possibility of our grain going south. How necessary it is therefore, that you should have control of the storage facilities of the province, so that you can send your grain down to Port Arthur or to the south or north in a few years.

"In reading Mr. Scott's speech, I have to agree with him in one particular, that we do not know yet what enormous proportions this grain business will come to in the future years. Then I say now is the time for you to get ready and get everything into shape. Prepare for this enormous crop that will be harvested here in a few years to come. It is much easier to do it now than when it is too late. "Whatever system you organize in Saskatchewan, you want to educate your fellow farmers to be loyal to it. You cannot afford to take those baits that are offered by our opposition in so many different ways to try and discredit

our own system. The system you are working for is your own and it is for you to be loyal to it, to support it and patronize it. Without this support, it is doomed to failure.

Average and Cost

"At Brandon I made the appeal that the farmers should go back to their homes and educate their neighbors. They are doing it. I make that appeal to you. It has been made for the last three years at every convention I have attended. There is another statement I made that has been misunderstood. It was said that when at Brandon I admitted that the system was a failure, that we were running it at a tremendous loss. I want to correct that right now. I made the statement in Brandon in dealing on the shrinkage of cars that up to December 31 we paid \$11,000 for shrinkages, and up to the present we have paid about \$14,000. But I thought I made myself perfectly clear that although we had paid \$11,000 we have the grain to cover it."

The speaker's closing remarks dealt with overages stating that under a recent ruling the shipper can keep any overage there may happen to be. "It is a very

unfair ruling," he continued, "to the special bin system. We have had a great many overages. The only way we could do was to ask the shippers who had them to return the same amount of grain or the amount of cash they had received. Owing to the ruling to which I have referred, a good many farmers took the stand that they were entitled to the overage, but to the honor and glory of others when it was put up to them they returned it."

Several members of the conventions asked the speaker questions regarding the profit expected from government owned elevators. One member asked the capacity of the cleaners, receiving the reply, two to four thousand bushels an hour in the government elevators. The name of the cleaner was given as Monitor No. 9, the cost being about \$500.

The Debate

The debate upon the elevator question was opened by the moving of the following resolution:

"That in the opinion of this convention the finding of the Elevator Commission is not in accordance with the expressed wishes of the farmers of the province and that this convention is in favor of a system of government owned interior elevators."

This resolution was brought forward by H. A. Wiley and Heuston Gibson of Whitewood. They explained that the Whitewood local association had been unanimous for government ownership and had not been able to see how the new system proposed by the elevator commission could be worked out successfully.

Mr. Partridge's Address

The next speaker on the subject was E. A. Partridge, of Sintaluta.

In part Mr. Partridge said: "At the convention at Weyburn two years ago government ownership of elevators was unanimously endorsed. Last year at Prince Albert the convention again unanimously voted on government ownership. Now I believe that there has been some misapprehension as to the duty of the commission appointed by the executive. The executive appointed the commission to investigate the details of government ownership and not to investigate various schemes.

The Square Deal

"The Manitoba Elevator Act was not approved by the farmers and grain growers in general. It was weak in two or three places, and they found that out in Manitoba. There was a shortcoming in the power given to deal with small lots of grain shipped by individual farmers; the proper grading could not be done. What we want here is a square deal, and that we must have. From figures from which Mr. McGuig had just quoted they had last year paid the freight on 750,000 bushels of screenings. It would be far better to have these screenings stay at home at the initial elevator, save the freight on them to Fort William, thereby greatly increasing the grade and standard of the wheat when it reached the old country market, which is the market that controls the price. People would not have a chance to adulterate the wheat if the screenings were kept here and the grade would always be the highest that can be given for good, clean wheat.

Trouble Over Binning

"Some people may think that all kinds of wheat of the same grade should be thrown into a bin and a sample from that bin taken. This is very wrong. The miller grades his wheat on scientific principles; you can do the same and thereby preserve the individuality of the wheat. By the operation now going on at the terminal elevators the grain is being skimmed. It is being skimmed at your own doors; and the various types, so lowered in grade, the natural consequence follows—you get the poorest price for your grain.

"No. 1 Northern, to be graded as such, must have 60 per cent. of hard red grain, must be clean and weigh 60 pounds to the bushel.

Means Good Prices

"In speaking to a miller in England, I asked him: 'What would you give as a premium if I should send you a good solid wheat grading No. 1 Northern and weighing 62½ pounds to the measured bushel—and by the way, a great deal of Saskatchewan wheat weighs 62½ pounds.' He replied that he could afford to pay from 3 to 4 cents more per bushel. Developing a premium, wheat will naturally develop a sample market. Now I say that this Red Lad has been a veritable incubus to us, and it has cost us millions of dollars. It has been shown that No. 2 or No. 3 Northern is as good as No. 1 Northern for milling purposes. Simply because they found a good opening in this Red they took advantage to rub us of our rightful price on grain that may not be Red. A grading system like that in vogue in Minneapolis is what we want. Grading on scientific principles is as easy as grading otherwise and would be far more beneficial to you. At a cost of \$1 per car, you can find out for yourself just exactly where your wheat is in the scale of values. This would open an ideal market—a market of forced competition which would bring you the highest possible price.

As to Grading

"Grading. This feature of our system which we have demonstrated to you we can obtain. The government will be amenable to giving us what will benefit us, provided it does not affect them at the other end. All the government wants is to be shown a clear way, and I do not think they would refuse us when it would not affect them and benefit us so greatly. If you could also secure to get your weight at the initial elevator you would have grounds to recover loss or shortage in weight from the railroad companies. You would soon see also that you would get better cars with better grain doors to ship your grain in.

Advance from Banks

"Banks as a rule are very arbitrary and we cannot always obtain advances without going to considerable trouble—for instance, forced to sell at times when the market is in its poorest condition. To offset this let the government make the advance upon the stored commodity and soon the financial side of the proposition will be righted. We want a system of co-operation, let the stronger sustain the weaker, for the poor homesteader is the man who needs top prices if anyone does.

Initial Steps

"The Manitoba government would not be in the fix they were in respect to buyers if they had included in their elevator bill a provision that the Manitoba elevator commission could put on a buyer, a man who could make advances on grain. That would have stopped the conspiracy on the part of the elevator men. Government ownership, and nothing else, was the watchword of the farmers. They might not initiate it. He did not know what they would do. "I know," the speaker continued, "we are planning a program, initial steps have been taken today whereby we are not going to throw ourselves into opposition. We have got to kick against our own men on the commission before we kick against a government that puts principles in its bill which are founded on the report of the commission. We are not getting into a squabble. This is an economic question." (Renewed applause.) Mr. Partridge went on to argue in favor of the application of the principle of the Initiative and Referendum to such problems as were presented by the elevator question. "Waiting," he added, "might do them good. We are only ten per cent. of the farmers of the province. Let us get busy and organize the other ninety per cent., and we will show who is going to rule this country." He maintained that it was possible for the farmers to create, under government operation, a virtual monopoly of storage against the millers and everyone else. As to the argument that each elevator would have to be filled three times before it would pay, he believed that more and more the initial point was going to be the place where the great bulk of the storage would be created. Special binning was going to