of to-day what the land grant system did for those of the last century. City sanitation betterment, the reform of penal institutions and a multitude of other urgent improvements are also delayed because of lack of funds. Higher rates of taxation upon land values and franchise privileges of various sorts would, therefore, not only aid in improving the industrial efficiency of the nation, but would enable organized society to carry on those activities which a complex economic system and crowded population centres have forced upon it.

The old worn-out cry of "socialistic" is utterly inapplicable here. Individualism demands these improvements. Special privileges constitute the menace which threatens individual initative, personal freedom of action, and equal opportunity for all.

FRANK T. CARLTON

THE ODD CHANCE

The office of the best class of exchange broker is to the average country broker's office as is the buffet of the swellest hotels to the lowest grog-shops of New York. Both offices deal in the same merchandise, but they deal in it under different conditions.

I doubt if Mr. Clews and men of his high character have any conception of the kind of men running brokers' offices in interior country towns. Some of these country brokers are intelligent and high-minded, but they are lamentably few. Their office is generally located in the rear of a barber-shop or on the upper floors, back of some office building and is owned or managed by a man without financial or moral standing, who has made a contract with some large private-wire brokerage firm on a commission basis.

The place is patronized by townsmen and farmers of the surrounding country, none of whom have any idea of the value of any stock, but who buys or sells as the broker advises. These speculators have no intention of ever receiving or delivering the property in which they trade, and are merely betting on the rise or fall of the market from hour to hour and are being constantly urged on by the broker, who must earn commissions, to take small profits and trade often.

The result in the end is always loss, and soon the broker's business falls off from lack of new traders, and the few who have hung on to the last wake up some morning to the fact that their broker has quietly left town the evening before, taking with him their credit balances.

Then the traders who lost money speculating and those who lost because of the absconding of the broker demand of their representatives in the State legislatures an act to suppress trading in grain, stocks and cotton on margins, and the better class of the townsmen urge the same legislation because they see their neighbors losing money they cannot afford to lose and their families are suffering in consequence. The trades made by these men were, in every respect, made in the same manner as they would have been made had they dealt direct with a New York or Chicago Exchange member, and the result is the same—loss.

I have known only one man, in twenty-five years' experience in the speculative brokerage business, who quit speculating with a profit. He made his first trade in futures with me, closed that trade with a profit and went South on a pleasure trip. He died while away. I firmly believe there is not a speculator in grain, stocks or cotton in the world to-day who pays the regular commissions and carrying charges whose speculative account does not show a net loss to him.

The reason is that if he makes one dollar per share, on one hundred shares of stock he gets one hundred dollars less the commission of twenty-five or seventy-five dollars net, and if he loses one dollar per share he loses one hundred dollars plus the commission, or a hundred and twenty-five dollars.

There are so many things which cause the markets to decline when one thinks they should advance that no man has more than an even chance of reading the future correctly. Burdened with a commission charge of twenty-five dollars he has no more chance of making money than if he threw up a silver dollar and bet a hundred and twenty-five dollars against seventy-five dollars that it would come down "heads" more often than "tails." In other words, it is only a question of time when the commission charges will eat up his entire capital. He has also another serious influence working against him, that is, propensity to take small profits and large losses. I do not mean, of course, to say that speculators do not sometimes make profits, but they do not quit speculating with a profit.

The man is not yet born who can pay full commissions and make money speculating. When such men as Kershaw, Leiter and Heinze, who paid no commissions, lose fortunes, what chance has the average outsider with his handicap of from thirty to fifty per cent?

The evil of speculation is in the fact that it causes loss to people who do not understand the danger in it, and who speculate without a proper knowledge of the business, lured by tips and advice from dishonest brokers, who, if they knew their advice was sound, would not be in the brokerage business, but on the floor of the exchanges making fortunes for themselves.

Personally I will welcome the day when all dealings on margins is abolished and the sending broadcast over the country of continuous quotations is prohibited. Then there will be no gambling in futures.

—W. A. M.

This ought to be useful reading to our farmers who sell their real wheat and buy futures. The Grain Exchange people make money out of gambling, because the public who don't know the game will butt in. Gamblers can't live off one another for long.

HOLD YOUR WHEAT ON THE FARM

We hear a lot nowadays about getting government elevators, either internal terminals or at the initial shipping points, to store our wheat so that we will not have to dump it all on the market at once. Elevators should never be looked on as a means to store our wheat, only as a means to facilitate transportation. If you wish to hold your wheat, it is far more costly to do it in the elevator than on the farm. In nearly all cases you have to have the storage facilities on the farm anyway. This being the case it pays to have good buildings so that you do not have to haul it out until the time is opportune.

In this district (Indian Head), with the exception of a few farmers within a mile or so of the station who load directly on the car from the threshing machine, all the farmers have portable granaries. These are built on skids 12x14 or 14x16, and 8 or 9 feet high, with shingle-roof. These are easily moved to wherever wanted by drawing them on the skids or raising them on wagons. The threshing machine is set alongside of them and threshes till the granary is full, then goes to the next. Wheat once in these is better than in an elevator, as it is far safer from fire and you do not have to pay storage on it. At one time during the blockade last winter there were 350 names on the order book and only 67,000 bushels in the elevators, though we have over 300,000 bushels of storage capacity. The farmers would not put