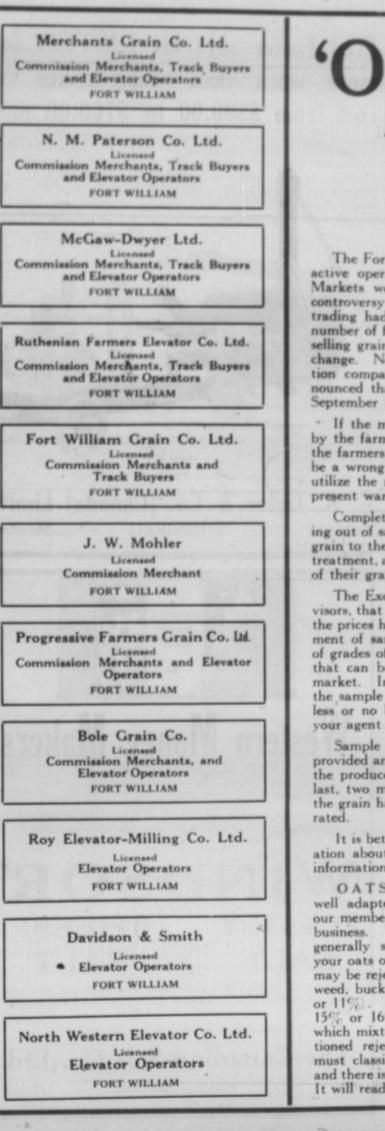
104 1468

The Grain Growers' Guide

June



'Over the Top' In Efficient Service Prompt Returns Highest Prices

An Open Letter to the Farmers of Western Canada

The Fort William and Port Arthur Grain Exchange commenced active operations on the 1st September. 1917, the date Sample Markets were inaugurated by the Dominion Government. The controversy as to the merits and the demerits of sample market trading had been discussed over a period of five years. A large number of farmers were in favor of this new method of buying and selling grain, and their efforts were strongly supported by this exchange. Notwithstanding strong opposition from the transportation companies and other grain exchanges, the Government announced that sample markets would become operative on the 1st September last.

If the machinery of sample market trading is not now utilized by the farmers, the Government may come to the conclusion that the farmers do not want this form of trading. We believe this to be a wrong conclusion, and earnestly hope that the producers will utilize the new method in so far as it is possible so to do, under present war conditions.

Complete arrangements were made by this exchange for the carrying out of sample market trading, and many farmers have consigned grain to the sample market, Fort William. They received splendid treatment, and will never revert back to the old method of disposing of their grain.

The Exchange has been notified by the Board of Grain Supervisors, that premiums must not be paid on grades of wheat for which the prices have been fixed. This naturally retards the full development of sample market trading, but there are still large numbers of grades of wheat, and all the grades of oats, barley, flax and rye that can be sold to ADVANTAGE on the Fort William sample market. In fact, there is no disadvantage in consigning grain to the sample market. If the price quoted on the sample market is less or no better than what can be obtained by selling on grade, your agent will sell the grain on grade, if the price is better.

Sample market trading simply means that the government have provided another method of disposing of grain, without extra cost to the producer. Where one method existed prior to 1st September last, two methods now exist. Nothing has been taken away from the grain handling facilities, but a further method has been inaugurated.

It is better to be safe than sorry. If you require further information about this new method, write us and we will send you full information.

OATS. The members of this Exchange are particularly well adapted to pay high prices for oats. A large number of our members do a sacking business, and specialize in the domestic business. In any event the market price would be paid, but generally speaking good premiums can be obtained by selling your oats on the sample market at this point. For instance, oats may be rejected for the following reasons: Rejected for seeds (Pigweed, buckwheat or any other small weed seeds, from 6% to 10% or 11%. Rejected for wild oats, anywhere from 6% or 7% up to 15% or 16%. Oats can be and are rejected for wheat and barley, which mixture would be much more valuable than the before mentioned rejected oats, for feeding purposes. The grain inspector must classify these oats, with the different mixtures, as Rejected and there is only one price for rejected oats under the grading system. It will readily be seen that oats adapt themselves to sample market