

THIS FARMER KNOWS

Editor GUIDE:—I was very much interested in Mr. Coggswell's article, "Spoiling the Farmer." It also could be read "Despoiling." It puts me in mind of an incident. I took in a load of hogs and got about \$11 each for them. Price then was 5½ cents. After reading the market report of the week's shipments, I did some figuring and found that the dealer had netted somewhere in the neighborhood of \$78 clear on the car lot. I tackled him on the street and told him he had made about \$2 gross or \$1.60 net on each hog purchased from me. After a lot of swagger and bluster he flew into a rage (as the crowd gathered) and said: "Come in here (his office) and I will show you that you are entirely wrong." "All-right," says I, "let's see the amount of your check received and the amount you paid, and the rest is easy." Oh, no, he wouldn't do that but started figuring his own way. I followed him and when we were through found he had \$96 instead of \$78. But then he explained he had lost heavily on other shipments and in fact he lost on nearly all. The puzzle is still how he manages to live and grow rich on such a losing proposition.

A LOSER.

Boissevain, Man.

PROFITS ON SHIPMENTS

The following letter to the Grain Growers' Grain Company has been handed THE GUIDE for publication:

"Gentlemen:—Please accept my thanks for your very kind letter advising me that car 93838 had graded No. One Northern. Thanks very much for your

and in every way competent to manage their own affairs, as THE GUIDE fully proves. Any farmer that cannot see the noble work THE GUIDE is accomplishing must be dense and blind to his own interests. Gentlemen, five years ago, I went to work and started the A. S. of Equity here in this McGregor district, in fact they were the first two unions that were organized in Canada. I am looking for the time when the farmers' organizations will be able to set an equitable price for all farm products. Enclosed please find one dollar as per your offer.

THOS. COLSON LEECH.

McGregor, Man.

LIKES THE GUIDE

Editor, GUIDE:—Your paper is a very welcome visitor every week. I consider that it is doing an excellent work, educating the people along the proper lines. That is giving us a knowledge of how fast we are becoming slaves and drawers of water and hewers of wood to the corporations, trusts and combines. I see that some writers do not like the subject of Socialism discussed in THE GUIDE. It seems to me that reading Socialism must pink these people somewhere. If so, they ought to explain themselves and tell you why you shouldn't write articles on Socialism. For my part, I think the more we get out of it the better for the Grain Growers' cause.

I notice in your issue of April 27 an article headed, "Public Confidence Betrayed." You drove the nail home in good shape. I also noticed how extremely partisan you became just then. I ex-

sustain, in many cases, losses through deficits on weights at the end of the season, due to the dishonesty of employees, and from these premises he concludes that the government would sustain greater losses in proportion as the opportunity for grafting becomes more favorable. Now let us briefly examine into this matter.

I believe it was Thos. Paine who said—"The stock upon which a lie can be grafted must be of the same species as the graft." "Wrong, forever on the throne," becomes arrogant and boastful and loud of mouth, and speaks out with impunity and seemingly there is no one to talk back.

I have heard a lot of such talk and forbearance ceases to become a virtue after a time. I have had a little experience in the grain business. Some years ago, in South Dakota, I was secretary for a farmers' elevator company and later on bought grain for two different companies. I have no complaint against the first company I engaged with. They were new in the business and not financially strong, but they were gentlemen. The last company I worked for, however, was where I got the experience that counts for something in dealing with a combine.

They were rich, powerful, formidably entrenched in privileges, and in a position to demand concessions from transportation companies and everybody. Seemingly they never knew when they had enough, but like the unsatisfied daughter of the horse-leech would stretch up their necks and call for more.

I was warned that my bond would hold me good for gross weights, and that

successful buyer, told me how he managed to get a surplus of a thousand bushels in three months.

That of this amount he turned three hundred bushels over to his company and the balance he sold and banked the proceeds, and the company raised his wages from sixty to eighty dollars per month.

Another fellow told me of a surplus or stealage of six hundred bushels on hand when he made his cut off after buying three months, and I observed that later on he was promoted to the position of travelling superintendent.

Mr. Millar, in order to distract the attention of the people from this work, which is carried on here in Canada as well as in the States, holds up the shortage fallacy and cries thief. He appears to be opposed to everything that the Grain Growers' Association is in favor of. He would even deprive farmers of the right to build elevators. We know that farmers' elevators are a thorn in the heart of the combine. I had one of these institutions to deal with all the time that I was buying grain. It gave my company more trouble than a carbuncle on the nose. Finally an agent was commissioned to call on us and effect a compromise, if possible. He told the farmers' man he was spoiling the market for thirty miles around and warned him that he must let up or suffer the consequences. He didn't let up. He couldn't. He seemed to be swept along by the tide that leads to fortune. There remained nothing for the line companies to do but put the farmers out of business, and accordingly we were ordered to put the price up ten cents above list, if necessary, in order

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TO EACH SITTER WE GIVE FOUR SITTINGS IN DIFFERENT POSITIONS, SO THAT YOU HAVE FOUR PROOFS TO SELECT FROM.

To those who mention that they saw this advertisement in the Grain Growers' Guide, I shall present, in addition to the enlargement, a handsome Roll Gold Brooch with your photo placed in it.

WM. A. MARTEL, 255½ Portage Ave., WINNIPEG

trouble. I shall make it known among my friends, although the wheat around here is all out now. I have made about \$456 on six cars I shipped to you, that is, \$456 over what I could have made by selling in Moosomin."

Moosomin, June 17th, 1910.

THE GUIDE POSTS THEM

Editor, GUIDE:—Please find one dollar bill enclosed for renewal to THE GUIDE. I wish to congratulate you on your successful exposure of "Observer," and the juggling at the terminal elevators etc. In a few years, by reading the GUIDE the farmers of the West will be completely posted on all the tricks of the grain combine, and all the other monopolies that live by exploiting the farmer. Professional politicians will find electors much more hard to fool than formerly. A fair field to all and a special privilege to none.

Garden Plain. PAT. McKENNA.

DOING NOBLE WORK

Editor, GUIDE:—THE GUIDE has fought manfully for the farmers' best interests. It is all very well for the agricultural papers to try and tell the farmer how to produce, but it is the selling end of the business which counts. You have accomplished great things since publishing THE GUIDE. It has been an eye-opener and educator; it has been the means of showing the powers that be, that the farming class are just as intelligent

pected to hear of someone getting up somewhere in the Liberal ranks and pronouncing you partisan again. But it matters not what party suckers say if you stick to your guns and give us straight facts as you have been doing. We will come out alright some day. If not ourselves, our children will. In any event it is our duty to pave the road for those we leave behind. The men who work for this country and the people in it are the men who will be rewarded. This is the aim of THE GUIDE and the Grain Growers' Association at large. We may not be getting along as fast as we should, and we may not be doing things just as we should, but we are doing the best that we know how and if any man knows a better way of doing things it is up to him as a man to come in with his plan and the Grain Growers will gladly accept it. We still have men in this province who try to throw cold water on the Grain Growers' Association. When we come to look them over we see that they are so thoroughly saturated with political feelings for one party or the other, that they are blind to the good of the country. They prefer to remain blind that a small pension in the way of some petty office may come their way.

Ashville, Man. JAS. FULLER.

SOME ELEVATOR EXPERIENCES.

Editor, GUIDE:—Mr. Millar, in submitting his economic views before the Saskatchewan elevator commission makes a few assertions to which I beg to take exception. He states that the elevator companies at the present time

I must over-dock the grain I bought and not report same to the company, and in this way I was assured I would, if I stole enough, come out alright with the company at the end of the season.

I couldn't seem to get on to the knack of over-docking and not reporting, and as might be expected, was checked up short before the season was half over, and right here is where I began to get wise to the game; to learn of the tricks of the trade; something of the nature of the business. It didn't take me for ever to find out that this deficit in weights was a sort of scarecrow held up to frighten the buyers with conscientious ideas regarding honest weights and measures. I carefully cupped up a car and weighed into it one and one half bushels more than I paid for and on my returns it showed up six bushels short. I found this the rule and not the exception when I came to interview agents along the line. One man, a good church member, told me that I must over-dock and take care not to report same, said it was the only way to get on with the ————. As a matter of courtesy I cut out the epithet he applied, as it was a harsh thing for a good man to say. Another man, a very

to get the grain, and at the same time advised to stick the farmers whenever we could. The idea was to keep the buying at a loss and in this way finally bankrupt them, without doing any harm to the line companies, because as the agent said, "What we lose here in this deal we will more than make good in some other place." The scheme didn't work. Those farmers were wise to the game.

Out of a bunch of about twenty in with wheat next morning I succeeded in landing only one. He got an extra six cents per bushel and the contempt of everybody. By the way, the agent who tried to effect a compromise was the same man I referred to as being promoted because of his ability as a thief. I have lost track of this fellow, but I presume he may have become qualified for a position as general manager of a terminal elevator.

I should like to briefly consider some of the other statements made by Mr. Millar, but I am trespassing on valuable space. I might say, however, that there is some excuse for a man like "Observer" who professes no loftier calling than that of a literary prostitute. One who makes

The Grain Growers' Guide extends a most cordial invitation to all of its readers to call at their office and inspect the plant, during their visit to the fair. The office of The Grain Growers' Guide is at 275 Sherbrooke Street, and the editors and members of the staff will be glad to meet all of the readers who can make it convenient to visit the office.