

## NOTE PARTICULARLY ITEM ON GRAIN

## TO GRAIN GROWERS

If you are on the C. P. R., ship to Fort William; if on the C. N. R., ship to Port Arthur. Bill to your own order, advise McBean Bros., Winnipeg, and we will watch the grading. Send your Bill of Lading in to us, and if you wish it, we will remit you a liberal advance on same, and will send the balance as soon as we get the out-turns.

We give special attention to LOW GRADE WHEAT, and at times it pays to forward same to Ontario to be sold to the Millers. We keep ourselves thoroughly posted and carefully follow the instructions given from the shipper, but if the selling be left to our judgment we can very often strike the top of an advancing market.

We send the shipper an invoice for each car and attach either the original or duplicate copies of the inspector's certificate and the out-turns. Our aim is to satisfy the shipper in every respect; and we are certain if you give us a trial it will lead to a continuance of your patronage.

We have the best of connections in the East for oats, barley and flax, and can always pay the highest prices. Write for our grain letter and shipping instructions, which will explain more fully the advantages in shipping to us. We are licensed and bonded by Dominion Government to carry on business.

If you want to get the highest prices for your wheat, oats, barley and flax, ship to the old pioneer firm of McBEAN BROS., established 1884.

## McBEAN BROS., Grain Exchange, Winnipeg, Man.

## CUT THIS OUT AND KEEP IT

FARMERS:—We are again offering farmers a little further advice about conditions relative to shipping their own grain. Lately we have been receiving letters from old customers who are having considerable trouble getting their shipping bills when the car was loaded through an elevator. As soon as the grain ordered out has been loaded, the farmer may hand in his storage tickets to the elevator operator with the amount of storage charges against the grain and demand his shipping bill. Failure to deliver this bill of lading is in violation of the Manitoba Grain Act. Therefore, when your car is loaded demand your shipping bill and see that you get it. This grain is your property and you should have the documents for it in your own possession to be used in any way you may think fit. Be sure to get your own shipping bills every time. Then, again, when a farmer places his name on the Railway Order Book for a car he should receive notification from the station agent that his car is there when his turn comes. The farmer then has twenty-four hours to load, and should be not be able to finish loading in that time the Railway Company can charge him \$1.00 per day until the car is loaded. It is not necessary to have grain waiting at the station to immediately take possession of the car. If you are unable to load the car at that time you are supposed to advise the station agent and he gives the car to the next man, but otherwise the car is yours to load as long as you claim it when you are notified that it is there. Don't allow anyone to argue or trick you out of your turn when you want the car. For the station agent to give the car to another out of turn is in violation of the Manitoba Grain Act again. You have your rights, therefore demand fair and just treatment. It is only what is due you.

It certainly pays farmers to ship their own grain, although many farmers still adhere to the old method and patronize the local buyer by selling their grain by the wagon load. For further illustration we will take the average price of the different grades of wheat from October 1, 1908, to Nov. 25, 1908: Average price in store Fort William or Port Arthur, 1 Northern 100c; 2 Northern, 97c; 3 Northern 95c; No. 4 wheat 92c; No. 5 wheat, 88c; No. 6 wheat, 80c; Feed wheat, 72c. Suppose we take the freight rate from a point say 15c per 100 lbs., or 9c per bushel with 1c per bus. commission makes a total of 10c to be deducted from the above prices. This means 1 Northern 90c; 2 Northern, 87c; 3 Northern 85c; No. 4 wheat, 82c; No. 5 wheat 78c; No. 6 wheat, 70c; Feed wheat, 62c clear on track point of shipment. Now, we will leave these prices clear on track at point of shipment to the careful perusal and consideration of the farmer who has either already sold his wheat or been offered prices for it by the wagon load, and let him determine for himself just what percentage of the real value he has received or would have received. You will notice that the average value of that extremely poor quality of wheat which grades Feed wheat was 62c, and as the quality became better the rise in price was rapid. Your clear-sighted discernment and judgment should warn you to swerve from the old method of continual loss to the new methods that teach you how to retain your own hard-earned money by shipping your own grain. If you have not yet ventured shipping a car, don't neglect to get thoroughly acquainted with the few necessary and simple particulars connected with shipping grain. The only real difficulty is the loading of the car.

When cars shipped by farmers are unloaded at Fort William or Port Arthur the Company generally advises farmers that it is necessary to pay the freight at once to get the warehouse receipt. Now, this is only an official notification, or more correctly simply a form which the companies go through. It is not necessary for the shipper to pay any attention to it at all. When the shipper finally sells his car the buyer will attend to the paying of the freight charges. The farmer may hold his shipping bill as long as he likes without paying the freight, and even should the buyer of the car wish to hold the grain longer he does not have to pay the freight until he is ready to do so. Don't pay any attention to these notifications.

We dislike very much to be harping continually upon any subject, but the danger and possibilities of injury to the financial success of the farmer is so great that we want them to think and study carefully the following statement: "That commission firms cannot make a success of their business when they charge 4c. per bushel commission." In fact we have for several years carefully figured on this item, and find that only a fair average profit can be secured by adhering strictly to the 1c. per bushel charge. This means that commission merchants who advertise a 1c per bushel commission charge, and at the same time are paying merchants at country points half of this commission for soliciting cars for them, are losing money or else they are securing their full 1c per bushel through some other underhand jugglery or trickery, and the shipper really has to pay the full cent per bushel besides the commission to the country buyers. If they are losing money farmers should not trust overmuch to their reliability. Then the Rules of the Grain Exchange distinctly forbid any registered commission firm here from engaging any party or parties at country points at either a salary or on commission to solicit car lots for them who are at the same time engaged in any other business whatever at either a salary or for themselves. The violation of this rule is a clear case of commercial dishonesty, and its ultimate proof would result in a heavy fine being imposed on that firm. Consider this: When a man can deliberately practice bare-faced dishonesty towards other men with whom he associates daily, and from all appearances indicating the very best of good fellowship, we would not be far wrong in thinking that for them it would be far more easy to be crooked and dishonest with the farmer whom he probably has never seen and very likely does not care a rap about as long as he can secure as much money as possible from him. We consider this a reasonable view. Then, remember this: Don't put any faith in assurances by country merchants employed in this way that the firm they represent is the only honest, reliable concern. To earn his money the merchant must get these car lots, and you will find that the average merchant does not consider the best interests of the farmer when there is a chance to skin a little extra money out of him. You may be sure that to make a profitable business his commission firm will have to have their 1c per bushel anyway, and you will eventually have to pay it in some way or other. Shun these paid merchants, and send your shipping bills to a good reliable commission merchant direct and get good, honest, square treatment and the full value of your grain. There are lots of honest grain merchants here who are quite capable of handling car lots to the utmost satisfaction for any farmer.

We do not care to hold ourselves up as a standard of honesty, but we do say our business has been, is, and will be conducted as honestly as our understanding of what is right and correct will permit and at every opportunity we intend to use our best endeavors to weed out the dishonest practices in the Exchange should we be able to unearth them.

Since our advertisement in "The Nor-West Farmer" which so strongly urged farmers to "Hold their wheat," prices have advanced around 10c per bushel and we are yet of the opinion that the tendency is towards even higher prices. We are not yet able to see where dealers get their legitimate reasons for decrying the real value of our grain unless it is for their own personal ends. It is all wanted, and badly wanted. This year's crop in both Canada and the United States has proven only an average yield, while present estimates of the Argentine crop leads us to believe that their best yield will be below the average. With the enormous shortage already incurred in previous years, and no actual increase in production, there is no justification in advocating that present prices are too high. The nations must have bread and each year with the visible supply becoming more and more limited, it cannot mean anything else than higher prices. It has been estimated that nearly half the exportable surplus of wheat in both Canada and the United States has been exported during the last three months, and the balance still held in the country will have to keep exporters going for the next eight or nine months. The inference is undeniable and should strongly influence farmers to make the most of this situation by continuing to "hold their grain." You will also notice by the papers that a large Chicago clique have control of both the American and Canadian wheat markets, and there is a considerable talk about forcing prices up to around the 125c mark. This in print looks pretty easy, but we must not forget that even though we have a very large shortage in our wheat crops and a shortage in visible supply, that when prices advance several cents per bushel the consumers are forced to use other grains of a much inferior quality for breadstuffs, and the resultant lessening of consumptive demand naturally increases the visible supply of wheat. Should wheat prices be forced up around the 120c mark the amount of our wheat consumed would decrease enormously, and the Chicago clique is that they have little intention of taking delivery of the actual wheat, but are simply introducing a bull movement, exciting the public to buy at the higher prices, this Chicago clique is that they have little intention of taking delivery of the actual wheat, but are simply introducing a bull movement, exciting the public to buy at the higher prices, which of course gives them a chance to unload their large holdings. We admit that prices could easily be forced to 125c by a good strong bull movement but the danger to the capitalists who undertake this exploit is extreme financially. Should our 1 Northern wheat go above the 110c mark, we don't think that we would have the least hesitation in advising farmers to dispose of their grain. Prices might be forced higher, but under present circumstances we do not think that natural conditions warrant a further advance, and long continued holding above this price might result in a disastrous break.

Farmers shipping their own grain should keep themselves in touch with us that we might be in a position to advise them should any unforeseen change occur in the market which might have a tendency to force prices either up or down. The conditions affecting our market here are so many and varied that any change in the conditions governing any wheat-growing country or any importing country in any part of the whole world has a resultant effect upon the value of our grain. This is the reason why it is so extremely difficult to forecast the probabilities of our market and be positively certain that the forecast is correct.

If you have grain to ship, write for our circular letter containing shipping instructions. It will explain how to ship your own grain clearly, and also give you considerable information about how we do business here.

McBEAN BROS.

WHEN WRITING ADVERTISERS PLEASE MENTION THE FARMER'S ADVOCATE

**BRANDON MANITOBA.**

SOMERVILLE STEAM MARBLE & GRANITE WORKS,  
T. J. SOMERVILLE, PROP'R.  
MONUMENTS, & HEADSTONES,  
CEMETERY FENCES.

OFFICE  
100  
ROSSER  
1217  
AVENUE

SOMERVILLE STEAM MARBLE & GRANITE WORKS

THE LARGEST  
AND BEST

We import our MARBLE in carload lots from Vermont and Italy. All kinds and styles of

HEADSTONES  
AND  
MONUMENTS

## ABERDEEN TO BRANDON

A long distance indeed, but nine-tenths of the granite we handle comes direct to us in car lots from the Scottish quarries. When you buy from us you pay no jobber's profits. Our prices are rock bottom.

## MAIL ORDERS

Be wise, and deal direct with us. We can sell you from 15% to 30% cheaper than you can buy elsewhere

Remember! BRANDON