

THE GUIDES' "MAIL BAG"

SAMPLE MARKET A DIRE NECESSITY.

Mr. Editor.—

Just a few remarks to show the necessity of a sample market.

1st. It is because the present grading system does not work out to the Farmers' interests, but works to the benefit of the Dealer, and very much so.

Just let us look into this matter very carefully, and what do we find? First, that the difference between a strong car of any one grade and a weak car in the same grade, by the opinion of Millers and experts, there is from 3 to 4c difference on the higher grades and 7 to 8c on the lower grades. As the spreads between the lower grades is often 6 to 10c and the spread between the higher grades is 3 to 4c, therefore we are suffering more on the lower grades than we are on the higher grades.

For an illustration, we will take a car just on the line between No. 1 and 2 Northern, what they call in the trade, a line car, a car that should have gone into No. 1 Northern, but fell back into No. 2 Northern and I am told that hundreds of cars meet with that fate.

Now then, take a car that is just on the line between 2 and 3 Northern, and it may be doubtful which grade it should have been placed in. No doubt some of them go into No. 2 Northern, but the majority of them go into No. 3 Northern.

As a matter of fact, there is no difference between a weak car of any one grade and a strong car in a grade just below it, yet, is it not true that it makes from 3 to 10c difference to the farmer, which grade it goes into.

Now that is not selling a grain on its intrinsic value. Give us a sample market, and grain will be sold on its intrinsic value. One important point, I wish to draw attention to is this, that is, that the weakest car of any one grade is the basis of value for all grain in that particular grade.

I will offer an evidence of this fact, that there is a large number of cars sold at a premium of from 1 to 2c over and above the quotations of the day, and on the same day there is another car of the same grade not wanted at the quotations of the day. Why? because the strong car is worth so much more than the weak car of the same grade.

Now, as a matter of fact, the farmer never gets this premium. The farmer gets the quotations of the day and the commission man gets the premium—something that the farmer never heard of before. The commission men's profits amount to more than 1c commission. The premium that he gets on a large number of cars amounts to as much as his 1c commission.

Now, give us a sample market where we will have our Trading Halls, with tables and bowls placed thereon, with cards placed in each bowl, giving all the particulars, the number of the car, the name of the owner, and where from, then the buyer will pay the value of each car, and each farmer will get the intrinsic value of his grain.

Supposing I have a car of wheat grading barely "No. 2 Northern" and you have a car of strong "No. 2 Northern" on that market. You will get from 3 to 4c more than I will because your grain is better than mine and is worth more money. We have the assurance from the Old Country Buyers and Millers, and some from Ontario, that if we give them a sample market where they can buy grain on equal footing with the large Millers of the West, then they will establish agencies in the West for the purpose of purchasing their requirements.

Now before we can have a successful sample market, we must break the Elevator Monopoly, that we have in this great West. This monopoly is able to get half of

our grain at street prices, which is from 6 to 10c per bushel less than the track price, and isn't it clear that no person, except those owning storage facilities can get any cheap wheat.

Now give us the Government ownership of our storage facilities and we will put a stop to street selling, and that will put a stop to cheap wheat, for all will then be compelled to pay the world's values, then we will have fair dealings for all and special privileges for none.

I trust some of you more able than myself will come to the rescue of the great plain people, by writing to the Guide, our own paper, which is endeavoring to bring about changes that are necessary to our salvation as grain growers.

MOSSBACK.

HOW TO GET TO WORK

To the Editor,

Manor, Sept. 28th, 1908.

Grain Growers' Guide.

Dear Sir:—

In your issue of Sept. 1908, I was pleased to see good contributions from various grain growers of the West. Mossback hits the nail on the head, but not as squarely as he might. He says, let us get together and do certain things. Evidently he has not had the experience some of us have at trying to get farmers together. His suggestions, in my estimation, are correct and I believe feasible but they cannot be carried out before the next session of the legislature is called. Nearly everyone admits that we want Government Elevators, but, as yet, we have not been able to find a way to get them. The editor of the "Guide" opines that the Government is only waiting for a strong expression of public opinion. Now as a slight deviation from Mossback's plan of action I would suggest that before the next annual meeting of the Grain Growers' Association is called, the executive of the Central organization, request the officers of all sub-associations to appoint some persons with the requisite zeal for the movement to canvass for as many names as possible for Government ownership of Elevators. In other words, if the Governments of Manitoba and Saskatchewan won't, take a plebiscite, let the Grain Growers' Association try for it. Trying to get farmers together is a difficult task, but I believe if you went after them in their own homes that the necessary support would be forthcoming. It may be that we have not as yet enough sub-associations. If we have not we must get them as soon as possible. And I might say to the different officers of the Association, "Stay with it!" the grain growers of Western Canada must be brought to see that organization and close attention to all the moves of the game are absolutely necessary to checkmate the power of the combine. To the Grain Growers, I would say, watch your representatives in the Government and if they betray their trust, if they are proved to participate in graft; if they do not carry out the principles they are sent there to support, fire them out and put in a man that will. And by all means let it be a man that is not cursed with the illusion that he must stick to any party. In conclusion allow me to wish the Grain Growers' Guide every success. It is more than one step up the ladder. I was agreeably surprised to see the various questions of so much importance to farmers, so ably handled. I believe that if every farmer could read and remember the issue of Sept. 1908, he would have education enough to advance the price of his wheat ten cents a bushel.

Yours truly,

Sec.-Treas., S. G. G. A.,

C. A. Burr.

Manor Branch, Manor Sask.