

## HOW TO HEAT TWO UPSTAIRS ROOMS



Here is a stove doing three times the amount of work that most stoves are asked to do. But why shouldn't it, provided the work is done well?

### The Art Huron Base Burner

will not only heat downstairs as comfortably as any stove could do it, but by means of an air pipe and register cold air may be sucked from the lower floor, thoroughly heated, and carried to an upstairs room. Another upstairs room may be heated by running the smoke-pipe through it and using a drum heater as shown in the picture above.

The Art Huron will throw out an even heat twenty-four hours of the day. Simply fill the fuel magazine when required: it uses the correct amount of coal itself. It saves both time and money. It is a charming heater in appearance; the nickel plating is of the highest quality, and its large mica-glazed doors radiate a glow which is as cheerful as an open fire. The cost of the Art Huron is one of the wonderful results of the EATON system of buying and selling. No middlemen's commissions are included in the price of an EATON stove or heater. We control the entire out-put of three large stove foundries. Every cent you pay for an EATON stove is for the actual stove, and the lowest cost system of selling it to you: Direct from the Foundry to your Home!

28.00



45P75—Art Huron Base Burner, as above, complete with combination lifter and shaker, poker and ash pan... \$28.00

Additional information about this remarkable Heater value will be found on page 318 of our Fall and Winter Catalogue. Remember, this is only one example of the saving prices which EATONS quote on practically every need for farm or home. The Catalogue lists hundreds of such, and puts the perfected EATON Mail Order Service at your immediate command. Write for a copy.

**THE T. EATON CO. LIMITED**  
WINNIPEG CANADA

# Saskatchewan

This Section of The Guide is conducted officially for the Saskatchewan Grain Growers' Association by Fred. W. Green, Secretary, Moose Jaw, Sask.

## FRED. W. GREEN BEFORE GRAIN COMMISSION AT FT. WILLIAM RE REDUCTION OF TERMINAL RATES

To the Gentlemen of the Grain Commission:—

In support of the application for reduction of terminal elevator charges we offer the following statement in defence of our request:—

During the evidence given by the terminal elevator operators before the select committee of the Senate regarding Bill Q which met in Ottawa on the 21st of March, 1911, the whole burden of their statements and arguments was to prove that they were in the grain business pure and simply for the money they could make out of it, and that the terminal elevator was the key to the situation and the one part of their equipment which enabled them to make their dividends. They stated they had entered into an agreement with the railway companies which provided that the elevator men would erect interior elevators along the lines of railway in the interior on the condition that the railway companies would erect terminal elevators and place them in the hands of these grain men for operation and that their whole bargain with these companies was predicated upon the control of these terminal elevators; that unless that was agreed to they would not even have considered the proposition of investing their money in the line elevators. They pointed out further that there were two systems of conducting the grain busi-

ness. One which utilized interior elevators, independent buyers, commission men, terminal elevators and exporters. The other, in which all the functions were performed by one interest from the farmer to the miller or exporter, and that it was the latter plan that the larger terminal elevator operators pursued. They argued all along that there was practically no money in the operation of the interior elevators, and stated they could get their grain much cheaper by purchasing on the track and setting forth that interior elevators were operated at a loss, that they only operated because of the agreement with the transportation companies to do so and to get possession of the grain to guarantee the business to their terminal elevator operations.

We submit that the question of rates must be taken into consideration along with other opportunities and other sources of income through the operation of these houses. We submit that the cost of the operation of the house, the intake charges on grain, and the insurance rates are only a very small part of the actuality or final results. We submit that we must know what the overages, the dockages, and screenings are valued at as well as several other sources of income, referred to and involved in the reference to the advantage of having possession of the grain. A close stock taking or a weigh up at the close of each year would be necessary. The total output of the elevator compared with the intake, the dockages,

the opening and closing of spreads between the grades play an important part in the operation of a terminal elevator, and must all be considered in a profit and loss account. I have two cases I wish to present which sets forth in some measure my meaning and which I think is important, in view of the statement I have already made. The first is in connection with a car load of flax shipped from the Interior Elevator Co. at Tuxford sent to their own terminal, and the other is the record of the Saskatchewan Co-operative Elevator Co. These statements both show fairly clearly something of the immense profit there must be in the operation of a terminal elevator, especially when you consider that some of these elevators are filled to nine times their capacity in one season. One of them we are told took in last year between thirty and forty million bushels. Take the average dockage of 2 per cent, and it would be the enormous amount of three hundred thousand bushels. Out of this there would doubtless be a large amount of commercial screenings, particularly if much of it was flax.

A perusal of this statement shows, first, that a local elevator at Tuxford took in 1,518 bushels of flax. Doubtless they took ample dockage for cleaning as they took it in. This statement shows that they cleaned out at the terminal elevator 136 bushels, 21 of which was feed wheat, for which they allowed the man \$11.50, leaving about three tons of flax screenings in their hands. We assume it is reasonable to



Home of Thomas Treble, Huronville, Sask., Showing Six Years' Growth of Trees

suppose that these screenings had a commercial value of one cent per pound. You will therefore note that this company received, first \$26.50 for receiving the grain at the initial point, and what dockage no one knows. For this they charged the man \$26.27. They charged him \$14.00 for buying it from him, calling it commission, a further charge of \$15.18 for cleaning it and \$8.63 for storing it three days. Besides this, the man was charged the freight on these three tons of screenings, for which they made him no allowance whatever, so that you will see the terminal part of the operation was very productive and sums up something like this: \$26.57 Interior Elevator charge, \$14.00 commission, \$15.18 for cleaning, \$8.63 for storing and \$65.00 worth of flax screenings; total, \$129.38, or interior elevator charges \$26.57 and \$102.81 terminal elevator receipts. When we consider that some of these elevators were filled nine times their capacity something of the meaning of the statement of these terminal elevator gentlemen begins to dawn upon the mind of the ordinary farmer. He asks: "If the Saskatchewan Co-operative Elevator company could do as well as they have done in competition with these men in the interior elevators, what could they have done if they had had these terminal elevators in their possession, and should not the government make an effort to place them in their hands or operate them themselves on behalf of the farmers?"



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