

A GRAIN GROWERS' SONG

(Tune of Yankee Doodle)

The sun is sinking o'er the hill,
The evening bells are ringing
And thru the air so cold and still
We hear glad voices singing:
The Grain Growers' Clubs, the Grain
Growers' Clubs,
The great Association;
We are going to make our Grain
Growers' Clubs
The best ones in the nation.

The chap who goes to see the show,
That costs about a dollar,
Just gets a chance to spend his dough
And wear a standup collar.
The Grain Growers' Clubs, the Grain
Growers' Clubs,
They will not take our wages.
But you get more enjoyment there
Than on the city stages.

The lectures in the city hall,
The sayings and the speeches,
Have nothing to compare at all
With things that nature teaches.
So come and join our jolly club,
Ye sturdy sons of labor,
Oh, come and join our happy crowd,
Yes come and bring your neighbor.

And now let's give a ringing cheer
For this Association,
Let every member who is here
Join in the demonstration.
Hail to our dear Grain Growers' Club,
Hurrah for Saskatchewan,
The greatest club,
The grandest province from
P.E.I. to B.C.
JNO. L. ROBINSON.
Kuest, Sask.

TIT-BITS

"Do I believe in lawyers?" said the little man, bitterly. "No, sir; I do not."
"Why not?" asked his companion.
"Because a lawyer never says right out what he means," retorted the small man, viciously. "He twists things about so. Suppose he wanted to tell you that two and two make four; he'd begin: 'If by that particular arithmetic rule known as addition we desire to arrive at the sum of two added to two, we should find—and I say this boldly, without fear of contradiction—I repeat, we should find that by particular arithmetical formula here-inbefore mentioned—and, sir, I take all the responsibility for the statement I am about to make—that the sum of the two added to the other two would be four.' No, sir," finished the little man coldly; "I do not believe in lawyers."

HORSES! MULES! HORSES!

UNRESERVED

Auction Sale

At the

ALBERTA STOCKYARDS, CALGARY

By order of the Mortgagee, I will sell by Auction

ON WEDNESDAY, JULY 28th, 1915

At 1 o'clock sharp

300 Head of Horses

35 Head of Mules

Comprising:

Heavy Teams of Mares (about 50 head of these have colts)

100 Head 3 and 4 Year Old Mares

100 Head of Well Broke Geldings.

The Mules are big and heavy, all well broke, young and sound, and will be sold with guarantees.

Farmers and others requiring Horses should attend this Sale. A large part of these horses will be sold in Carload Lots, the balance in teams and single, and will be sold absolutely without reserve. Don't miss this opportunity if you are needing horses. Never were prospects better in the horse business, with big crops to harvest, and the Government demand, this should be a money-making investment.

Terms Cash. No Reserve.

A. LAYZELL, Auctioneer

520 Centre Street Calgary, Alta.

Phones: M1568, M2273

The Mail Bag

AN OPEN FORUM

This page is maintained to allow free discussion of all questions vital to western farmers. Up to the limit of space letters will be published giving both sides of all such questions. It is not possible to publish all letters received, but an effort will be made to select those most fairly representing different views. Short letters will be given preference. All letters must be accompanied by name and address of writer, tho not necessarily for publication. Unused letters will be returned if accompanied by postage.

THE GRADING SYSTEM

Editor, Guide:—I have before me a special bulletin, No. 14, issued by the North Dakota Agricultural Experiment Station, January number, on "Is the present system of grading wheat equitable?" by Prof. E. F. Ladd. The bulletin deals with a new phase of the wheat question, taking for a test the crop of 1914 and shows results with feeding experiments on hogs with wheat that weighed 44 pounds per bushel and 57 pounds per bushel (No. 1 northern). Their conclusion is that there is but 6 cents per bushel difference in feeding value between the two, that is, in favor of the heavy weight wheat. The bulletin also gives the findings for the milling and baking tests for the grades Nos. 1, 2, 3, 4 and rejected. The editor of the North Dakota Farmer (February number) says from this bulletin it would seem that the present system of grading wheat was developed many years ago, when conditions were entirely different from what they are at the present time, when feeding stuffs had but very little value, when feed and mill products sold at from \$6.00 to \$8.00 per ton. This is not a new question, several other investigations have called attention to the same matter, but in a more forceful way this bulletin from the food department of the experiment station points out the fact that the farmers, during the past year, have been heavy losers. In other words, if there has been a fair profit in the milling of Nos. 1 and 2 northern then the profit has come from the lower grades, Nos. 3 and 4 and rejected wheats. When we consider the commercial value of the various products, is far in excess of that for the higher grades, the increase in value for the milling of Nos. 1 and 2 northern was above 18 per cent., whereas the profit or increase in the value for the rejected wheat was 31 per cent.; on an original investment of \$1.17 the final returns are less than on the investment of \$1.04 for rejected wheat. In other words, the amount received for milling 100 pounds of Nos. 1 and 2 northern was 35 cents, while for milling 100 pounds rejected the returns were 57 cents. Following out this line of thought, as the result of these experiments and confirming what others have found, it is estimated that the farmers of North Dakota, thru this system of grading, received \$3,000,000 or more less than the value of the products from milling should have netted them for the lower grades in 1914. The volume of a loaf of bread was greater in the No. 4 and rejected, the texture was better and the color only slightly inferior to that of No. 1 northern. From the above statement I would make a suggestion, appoint a commission to be composed of the following gentlemen: Prof. Saunders, of Ottawa, Prof. E. F. Ladd, of North Dakota (provided he will act), and Prof. Magill, chairman of the grain commission, to go over the milling, baking and feeding tests made in Ottawa for the past ten years and have our grades based on its milling, baking and feeding qualities, establishing a laboratory at Fort William. I would ask The Guide how many millions have the Manitoba farmers lost in the milling value of the wheat over the standard. Prof. Ladd's bulletin does not take up the higher weights, as the 1914 crop did not run very far above the standard. One thing more on page 6 (898) you give a cartoon showing how many friends the farmers has. I would like to see you publish a cartoon giving the inside of the grain exchange, showing where the millions of dollars go that should find its way into the pockets of the producer. If the bulletin issued by Prof. Ladd is correct it must be worse in Manitoba. Take the 1913 crop I am safe in saying that no better crop passed thru Winnipeg in twelve years, taking weight, color and condition, and the greater part graded 2 northern wheat, weighing 66 pounds, grading No. 1, not more than 10 per cent. No. 1 hard. No time should be lost to remedy the present system of grading.

J. B. COULTHARD.
Clearwater, Man., June 7.

PROPORTIONAL REPRESENTATION

Editor, Guide:—Albert McGregor and his two friends have done good service by calling attention, in your issue of June 23, to the need of proportional representation.

I wish to add the suggestion that instead of ten votes in a ten-member electoral district, each elector should have one vote only. Then he can pick out the exact candidate he wants, and will not be bothered by selecting nine others, some of whom he will not care about. Also it gets rid of the "cumulative vote," which has been tried and found unsatisfactory. You have it "culminate," which is a misprint. A ten-member district would do, but an odd number is better, seven or nine.

The best method of proportional representation is what is known as the single transferable vote.

ROBERT TYSON.

Sec. for Can. of American Proportional Representation League.
20 Harbord St., Toronto, Ont.

CO-OPERATION AND THE RETAIL STOREKEEPER

Editor, Guide:—In a recent number of the Grain Growers' Guide a letter appeared from a correspondent which proved, superficially at least, that if co-operative purchasing by the farmers of the province was carried to the lengths which its advocates desired, there was a gloomy outlook for the retail traders, particularly in the smaller and agricultural centres. Without any desire to put words into the mouth of this correspondent, it may be said that he foresaw that many of these merchants would be forced to close their doors, as the farmers would only buy from them certain small incidentals, which they could not buy co-operatively. An examination, however, will show that the picture is over-drawn.

To begin at the foundation, what is the justification for the existence of the small storekeeper? The answer is, the service which he renders to the community. This may be roughly classed as three-fold:

(1) He supplies goods which the consumer is unable to purchase elsewhere for himself; (2) He supplies goods which the consumer could purchase of his own accord, but which he does not take the trouble to procure, partly thru force of habit, preferring to leave these matters to others, partly thru ignorance of where to buy, or simply thru disinclination; (3) He supplies goods which the consumer can and does procure for himself.

In this filling the community's needs, the storekeeper renders an acceptable and legitimate service, for which he is, of course, entitled to legitimate profits. To what degree will the wider introduction of co-operative methods disturb him in these functions? It can be shown that co-operation means that the storekeeper will be forced, not to abandon his trade, but merely to alter his methods.

As regards the first class of service mentioned above, the storekeeper's position is secure, and under present conditions cannot be assailed by co-operative methods. The goods dealt in under this head include those produced by manufacturers who do their own retailing, or by arrangement supply the retailers with goods to be sold at a fixed price, generally on commission. In this class it is conceded that the retailer is likely to retain the advantage.

In the second category, altho there is hope for improvement by the adoption of co-operation, the position of the retail merchant is hard to shake. His principal safeguard lies in the inertia of the average individual purchaser, who can only with difficulty be induced to help himself even when the means lie ready to his hand. This slowness to take advantage of his opportunities too often follows the farmer even after he has become a member of a co-operative association. To arouse interest, to awaken enthusiasm, and having done so, to

impart as much perpetual motion as possible to the tyro in co-operation, is the aim and its attainment will be the reward of the co-operators. Here again the retailer wins.

In the third class of service rendered by the small storekeeper, the co-operator and the retailer meet on apparently more equal ground. However, even here the storekeeper has an enormous advantage owing to the shackles placed on our markets by present conditions of trade. The wholesaler finds it to his advantage to sell in large quantities to the local distributor rather than to the local consumer, and if the manager of a co-operative association goes direct to the manufacturer, he may possibly secure two trade discounts, whereas in all probability the wholesaler will be given three. Legislation, which many governments would consider arbitrary, is one remedy for this state of affairs, unless the time is nearer than it would at present appear when co-operative sellers can supply all the needs of co-operative buyers thruout the country. Once more the retailer has the best of it.

It will thus be seen that under all conditions at present obtaining or likely to obtain in the near future, the retailer has no cause for alarm. There can be no doubt that he will be quite capable of protecting himself even if co-operation should spread to the very limit of the expectations of its friends. But supposing for one moment what is nearly incredible, namely, that the retailer is incapable of making some re-adjustment to cope with a diminishing trade, there is an argument which one is reluctant to use, for it is so conclusive as to be almost cruel. This may be put in the form of a question. Which is likely to be more beneficial to Saskatchewan's future, one thousand prosperous and flourishing storekeepers or ten thousand prosperous and flourishing farmers?

The value of these remarks, if they have any value, is academic alone, but if this writing should produce a more intelligent idea of the obstacles to the spread of co-operation, then my time will not have been wasted.

"A LOOKER-ON."

Regina, Sask.

FARMERS FOR PARLIAMENT

Editor, Guide:—Let me congratulate the farmers of Manitoba in their nomination of Mr. Henders for the Federal House. This is the beginning, but ought to have been started long ago. I had a resolution before the U.F.A. convention several years ago to put up an independent farmer in every farming constituency and I can't help but think that the politicians go thru our resolutions beforehand and any that are objectionable they get some weak kneed farmer to jump up and have them tabled. Now I would like to suggest that in the next Dominion election that we end to Ottawa at least six members from these three Western provinces and let them be Hender and McKenzie from Manitoba, Maharg and Musselman from Saskatchewan, and Speakman and Woodbridge from Alberta. We can elect these men if only we will throw aside that cursed partyism and vote for our own interest. Start these men in like a ram to batter down the walls of special privilege and then the farmers would soon see how easy it would be by standing together and to have a majority not only in the Federal House, but in the Provincial House as well. Now, Mr. Editor, I want someone to tell me what to do in the next election. I am a Free Trader, never belonged to any party, and I absolutely refuse to vote again unless there is a farmer, Free Trader independent of both of the lovely old parties, put up in my constituency. We ran an independent for the Provincial House in the last election, but thru jealousy and want of backbone he was defeated. Gleichen U.F.A. had a resolution up at our last convention for political action, and I think the time is ripe for action all over the three provinces.

CHARLES BLUNDEN.
Granum, Alta.

"No, I didn't come up to business yesterday," said the stout man in the corner of the carriage. "The last of my daughters was getting married, so I had to give her away."

"Really? Who was the happy man?" inquired a polite fellow-passenger.

"I was," said the parent, emphatically.—Tit-Bits.