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OFFICERS:

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Manitoba

This Section of The Guide is Conducted for the Manitoba Grain Growers' Association by R. C. Henders, President.

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The Barley Story

Need Better Markets

Previous to the imposition of the Dingley tariff by the United States, barley was one of the principal money-making farm crops of Canada. The high prices received by Ontario farmers for their barley and the incentive given to the production of that cereal during the existence of the Reciprocity Treaty between 1854 and 1866, is now a matter of history. Even after the abrogation of that treaty and the imposing of considerable duty on the imports of barley into the United States, Canadian farmers found a profitable market for large quantities in that country. For the seventeen years between 1876 and 1892, both inclusive, we exported to the United States alone, 135,000,000 bushels which yielded Canadians upwards of \$90,000,000. For the succeeding 19 years our total exports of barley to all countries was 26,364,697 bushels, and to the United States only 7,213,717, as against 135,000,000 bushels for the seventeen years previous to the Dingley tariff. The significance of these figures is, that when the Canadian farmers were closed out from the United States market by a high tariff wall they practically ceased to produce barley for export, because the production became unprofitable at the prices which they could realize.

Canada is exceedingly well adapted to the production of this grain. Ontario takes second place to no country in the world in producing a high class malting quality, while the Western Provinces surpass the adjoining Northwestern States both in the quality and the quantity of barley per acre produced as evidenced by the inspection returns of Winnipeg and Minneapolis.

For the crop of 1909 barley inspection, Winnipeg and Minneapolis are as follows:

	Winnipeg	Minneapolis
No. 2	106 cars	15 cars
No. 2 Extra	164 "	0 "
No. 3	867 "	921 "
No. 4	251 "	9,066 "
Feed	77 "	8,079 "
Condemned	1 "	0 "
No grade	0 "	211 "
Total	2,983 "	18,302 "

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Delay in making your will is an injustice to those whom you wish to be taken care of. The courts are full of will cases where by legal technicality or the absence of a will, the people who inherit property are almost the last ones that the deceased want to share in it.

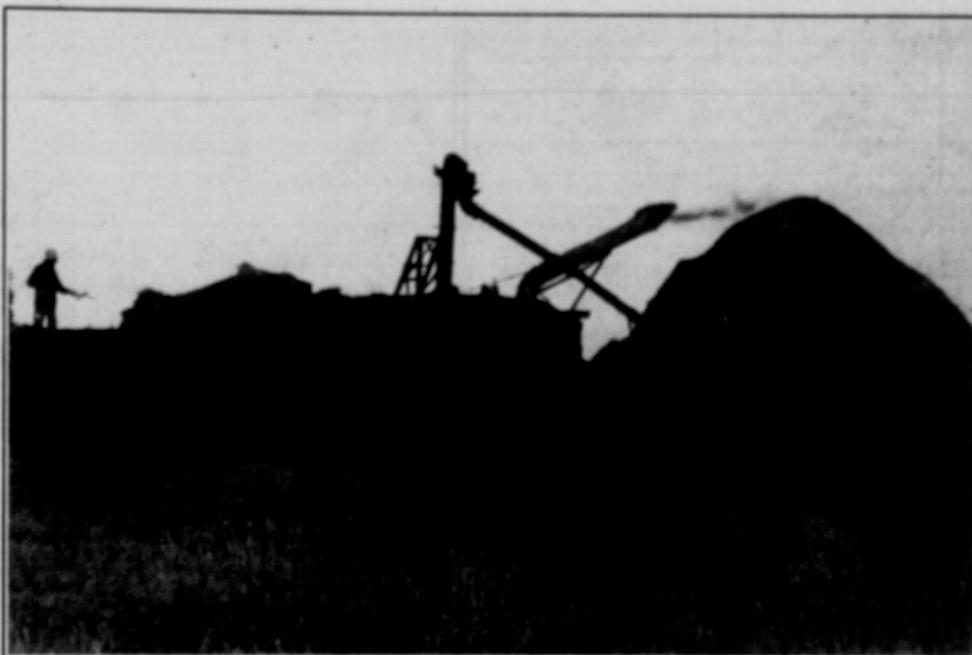
Life Is Very Uncertain
So if you wish to assure those who are nearest and dearest to you of receiving all that you wish them to have, instead of paying a \$5.00 to \$10.00 to a lawyer, send 35 cents for a **Bax Legal Will Form**, which also includes a specimen will for your guidance. Fill it out according to simple instructions and you may be perfectly sure that it will stand every legal test and cannot be broken under any circumstances.

Why not send today, while it is on your mind to the **Bax Will Form Co., Room 154, 250 College St., Toronto.** Sold by all druggists and stationers.

Winnipeg inspection shows nearly 87 per cent. No. 3 and better, while Minneapolis only shows 5 per cent. No. 3 and better.

For the crop of 1910 and 1911 Winnipeg inspection gives 91 per cent. and 89 per cent. of No. 3 and better, while Minneapolis scarcely shows 2 per cent.

Apart from the fact that barley is a good yielder on Canadian soil, it is well adapted for a rotation crop with wheat and oats, and valuable to the prairie farmer as a crop for the suppression of weeds, and for that purpose alone would



ON THE BRANDON PLAINS

Courtesy C.N.R.

be cultivated did we have a market that would insure fairly remunerative prices.

The case of barley is an illuminating illustration of the relationship between production and access to a remunerative market. Our average yearly export of barley for the decade ending 1892, i.e., before the Dingley tariff was imposed was slightly over nine million bushels, the price realized for the whole of that period averaging around 70 cents per bushel. For the decade 1898 to 1908 the average price dropped to 48 cents and the average export to 1,100,000 bushels. During those years the cost of production as compared to the previous decade was materially increased, compelling growers to desist from growing barley for export.

During all these years barley commanded a higher price in the United States than in Canada, and the significant fact remains that for the whole period the United States were exporters of barley in considerable quantities, completely exploding the fallacy so quaintly set up by opponents of wider markets, that a country does not import any commodity of which they produce a surplus. The exports of barley from the United States for last three years were:

1909	4,563,941
1910	8,262,197
1911	3,485,960

The exports of 1912 are not yet available. Returns for the first six months, however, show a considerable quantity of barley exported. In the face of those exports barley was averaging from 20 cents to 25 cents a bushel higher in Minneapolis than in Winnipeg for 1909, 1910 and 1911, and from 30 cents to 40 cents higher in 1912 up to the time the new crop came in the market.—R. McKenzie, Secretary Manitoba Grain Growers' Association, Winnipeg.

COST OF PROTECTION Boots and Shoes

The census bureau gives the following information on the boot and shoe industry for the census year, 1910:

Value of manufactured products	\$33,987,248
Number of employees	17,427
Paid salaries and wages	\$7,698,333
Average wage per employee, \$448 per annum, an average of about \$1.30 per day, not a very attractive wage, about one-half what an ordinary day laborer receives in Winnipeg.	

For the year ending March 31, 1911, Canada imported \$2,045,835 of boots and shoes, on which was paid \$585,996.71 duty. Of this importation, \$292,014 was from Britain, on which was paid \$59,999.52 duty, and \$1,742,699 from United

selling price of their commodity when sold in the home market.

On that basis the people of Canada paid on account of the 30% protection on boots and shoes last fiscal year:

To the Government custom duties	\$ 585,996.71
To the manufacturers (after deducting the exports)	10,177,495.90
Total	\$10,763,492.61
To boot and shoe manufacturers paid in wages and salaries	7,698,333.00

\$3,065,557.61
The people of Canada paid on account of protection to the boot and shoe industry \$3,065,557.61 more than the total wage and salary paid to the employees of the boot and shoe manufacturers during the census year. For every dollar they pay to the Government in revenue on account of custom duties on boots and shoes they pay over seventeen to the manufacturers.

How Protection Worked Out to the Consumer

The wholesaler who imports goods adds to the invoice price the cost of delivering his goods in his warehouse, eliminating all cost but custom duties out of our calculation in case of boots.

A wholesale merchant imports boots invoiced at \$2.00

	Under Protection Trade	Free Trade
Invoice price	\$2.00	\$2.00
Duty at 30%	.60
	\$2.60	
Add 20% profit	.52	.40
Selling price to retailer	\$3.12	\$2.40
Retailer adds 25% profit	.78	.60

Sells to consumer \$3.90 \$3.00

Consumer pays \$3.90 for boots under protection that he could get for \$3.00 under free trade, no one but manufacturer getting benefit of the difference. Three dollars a day under free trade would be as good as \$3.90 under protection in the purchasing of boots.

A farmer selling wheat at 75 cents could secure a pair of boots under free trade for four bushels. He has to give 5 1-15 bushels under protection. In other words, every fifth bushel goes to the manufacturer.—R. McKenzie, Secretary Manitoba Grain Growers' Association, Winnipeg.

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