CANADA

MILITARY, INDUSTRIAL, AGRICULTURAL and EDUCATIONAL, gathered together in a few acres at the

CENTRAL CANADA

EXHIBITION

OTTAWA

September 7th to 16th, 1918

Increased Prizes for Live Stock, Farm and War Garden Products—Military Features—Government Exhibition of War Trophies—Aerial Feats—Dominion and Provincial Government Exhibits—Auto Show—Dog Show—Poultry Show—Better Baby Show—Pure Food Show—Horse Racing—Better and Bigger Midway.

"Big Time" Vaudeville Acts from the New York Hippodrome, in a first class programme.

Magnificent Mammoth Fireworks Display with Spectacular presentation of the Battle of the Somme, with Tanks in action.

Special old time Mardi Gras Festival on the closing night, Saturday, September 16th—Countless other attractions.

SEE LOCAL AGENT FOR RAILWAY RATES

STEWART McCLENAGHAN, *President*. JOHN W. BRANT, *Treasurer*

J. K. PAISLEY, *Manager and Secretary*

Farm and Dairy stands foursquare against everything that is detrimental to the farmers' interests, and whatever appears in its columns, either advertising or editorial, is guaranteed reliable.

When the Crop is in the Barn---

YOUR harvest now in the barn is your bank account for 1918. There is double need, therefore, for protecting your buildings. Possibly your crop is not covered, in which case your ordinary insurance would, in these days of high prices, go only a short way towards covering the cost of re-building. The logical thing to do is to "prevent" your buildings being destroyed. An ounce of prevention is worth a pound of cure.

Why Lightning Rods?

Lightning Rods are the best insurance investment you can make. The report of Government investigations in Ontario on 7,000 buildings in 1915, show lightning rods gave 99.9 per cent. safety—"ALMOST ABSOLUTE SAFETY." This "Safety" has enabled eight big insurance companies in Michigan to reduce their rates 33 per cent. where farms are rodded. Rods help to pay their own way.

Note This Well

Over two-thirds of all the rural barn claims settled by 40 insurance companies in Ontario over a period of 12 years were due to lightning. Get your buildings out of the hazardous class, and your insurance rates must come down. When you rod your buildings you cut off two chances out of three of loss by fire.

Get the Bulletin No. 220

From the Ontario Department of Agriculture, Parliament Buildings, Toronto, Ontario. On page 3 you will see the following:—

"To-day we know from experience that Lightning Rods, properly installed are almost absolute protection."

Universal Lightning Rod Co.

Hespeler - - - - - Ontario

A Year With United Grain Growers, Ltd.

A Farmers' Company with 36,000 Stockholders, $3,000,000 Subscribed Capital, a Reserve of $1,650,000, and Doing Business in Grain Implements, Live Stock, Lumber and Farm Lands—By E. J. Fream, Secretary, United Grain Growers, Ltd

UNITED Grain Growers, Limited, organized on September 1st, 1917, has made steady progress since that time, and the wisdom of the two companies (the Grain Growers' Grain Co. and the Alberta Farmers' Cooperative Elevator Co.) in deciding upon the amalgamation has been clearly demonstrated.

The company now has over 36,000 shareholders, most of whom live in the three prairie provinces, and who are divided into approximately 350 locals, and for the purposes of government each local elects a board of five members, the duties of this board including that of keeping in close touch with local conditions and assisting in the development of the business of the company at the local points; supplying the Board of Directors with information which may be required by the board, regarding the development of the company's business at such local point; recommending to the management of the company from time to time any line of action that the local board may deem best calculated to promote the best interests of the company, whenever requested to do so by the president or management of the company, acting as arbitrators in any dispute between any shareholder or customer of the company and the company. By this means the officers of the company are enabled to keep in close touch with local conditions and are better able to know just what is required of them in giving service to their customers.

Company Government.

Organized along such lines that it is possible for every farmer to become a shareholder, and with the selling value of the stock placed at such a figure that it is well within the reach of all farmers, the old method of government, by means of the personal and proxy voting system, would be unwieldy with so many members; but this has been overcome by the organizing of the shareholders into local groups. Provision is made that a local must have not less than 40 shareholders, who elect from among their number one delegate to represent them at the annual meeting of the company, and proxy voting having been abolished, it now means that there is the personal representation from every district. It is provided further that the basis of representation from a local shall consist of one delegate for each 125 members or major portion thereof. Arrangements have further been made whereby the expenses of the delegate to the annual meeting are paid by the company, and, therefore, at the next annual meeting, which will be held in Calgary next November, the directors and officers will present their reports to a meeting composed of approximately 350 duly qualified delegates, who will be fully empowered, under the charter of the company, to transact the business required of them.

The annual meeting is always attended by a large number of shareholders, who are there as visitors, and who are extended the right to a seat at the convention, but they cannot vote on any question which may be under consideration.

This method of representation has worked out very satisfactorily, and it would be an exceedingly difficult task to persuade the members to go back to the old style of personal and proxy voting at the annual meeting.

The delegates elect the directors, the board consisting of 12 members, and in order to secure continuity, it is provided that four directors shall retire yearly, but being eligible for re-election.

The head office of the company in Winnipeg covers five floors of the Bank of Hamilton Chambers, approximately 27,000 square feet of floor space being occupied; while the head office of the headquarters for the western division at Calgary consists of about two floors of the Lougheed Building, with about 18,000 square feet of floor space.

A Staff of 850 Persons.

The number of employees needed to carry on the business of the company is approximately 850, this staff being divided—250 in Winnipeg, 180 in Calgary, 16 in Regina, 11 in Saskatoon, and 90 in Fort William. The number of elevator agents is about 300, while additional assistants are employed when necessary.

Organized just to help the members in the marketing of their grain, it is to be expected that considerable attention must be given to the elevator business, and this is done, first through over 300 country elevators in Manitoba, Saskatchewan and Alberta, now owned or controlled by the company. These elevators have an average capacity of over 30,000 bushels, giving a total storage for farmers' grain of not less than 10,000,000 bushels.

The terminal elevator business is also taken care of by means of a terminal at Fort William, leased from the C.P.R., with a capacity of 2,500,000 bushels, and a terminal at Port Arthur, owned by the company, with a capacity of 600,000 bushels. This latter elevator has a modern equipment for cleaning and drying grain, and can handle 125 cars per day.

The grain commission department has been organized with the idea of service, and in order to do this the company has its own private wire between Winnipeg and Calgary, thereby enabling the two divisions of the business to be kept in close touch with each other.

The Live Stock and Implement Departments.

The Live Stock Department has offices at Winnipeg, Calgary, and Edmonton, and by means of direct communication which has been established with both the south and the east is able to give valuable assistance to its customers, not only in selling the fat stock, but also in providing stockers and feeders. This department is rapidly growing and the company has been fully justified in undertaking this important work.

The company is also handling farm implements and machinery of all kinds, and to accommodate this business has erected large warehouses in Winnipeg and Calgary, while for the Saskatchewan business warehouses have been rented at both Regina and Saskatoon. The policy of the company in developing this branch of its business has been to make contracts only with those manufacturers who turn out goods which are adaptable to conditions in Western Canada, and are of the high quality which the company demands for all goods bearing its name.

This department also handles other commodities, such as flour and feed, salt, fencing, apples, coal and other articles required by the farmers, and in connection with its coal business this has expanded at such a rapid rate that now the company has approximately 200 coal sheds at various points in Western Canada.

For years the company has been supplying lumber in carload lots to the farmers, this being purchased from the mills, but the business has now developed to the stage where the company will be supplying its customers with its own lumber, as U. G. G.

(Continued on page 21.)

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