

### A CHANCE FOR THE BOYS AND GIRLS

Every boy who secures FIVE subscribers to "The Guide," will receive a handsome silver watch, made and guaranteed by D. R. Dingwall, Limited, Winnipeg.

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**BOYS AND GIRLS—THIS IS WORTH YOUR WHILE. THE PREMIUMS WILL BE MAILED IMMEDIATELY ON RECEIPT OF NAMES AND MONEY-ORDER.**

### A WARNING

Mr. John McRae, a farmer in the Neepawa district, writes us as follows:—

"I am one of the men who lost money last April by selling a carload of wheat to Muir & Co. through their agent, Mr. Yates. The number of the car which I sold and on which I lost \$850.00 was 45616. I am sending you two of these contracts which show that Mr. Yates was Muir & Co.'s agent."

We herewith publish one of these contracts:

#### AGREEMENT OF SALE AND PURCHASE OF GRAIN.

(Subject to the rules of the Winnipeg Grain and Produce Exchange.)

Oct. 10th, 1907.

I, John McRae, have this day sold to ROBT. MUIR & CO., One Thousand Bushels of Wheat, Winnipeg Inspection, Price 104 cents per bushel (1 Nor. Basis) F.O.B. cars at Houden. Time and terms of delivery, before the fifteenth day of November, 1907. Robt. Muir & Co. have bought the above-mentioned grain and will pay for same on terms specified on presentation of proper documents.

(Signed) JOHN McRAE (Seller).  
YEATES (Purchaser).

The facts are that Mr. Yeates had been buying grain on track from farmers in the Neepawa district for some years, representing himself as being buying agent for R. Muir & Co. Early last summer Mr. Yeates died, leaving many farmers with unpaid balances, on cars sold presumably to Muir & Co. through him. When the farmers demanded payment for the balances due them, R. Muir & Co. repudiated the contracts made by Mr. Yeates, stating that he was not acting for them, but was buying grain on his own account, and sending it to them on consignment. The net result, so far as it relates to last year's operations, seems to be that some 200 cars of grain were handled in this way, and the farmers of Neepawa district are out sums reported to total up to \$10,000.00. Somebody must have profited by this sum.

In addition to there being from two to ten wheat buyers in every western town, who, by the way, mostly occupy their time decorating the packing boxes in the store, or the bar-room, if there is one, there are scores of men scouring the country for track wheat, representing themselves, as did Mr. Yeates, as buyers for some grain firm or Commission Merchants. It is commonly reported that some commission houses are paying "tooters" half of the 1c. commission to secure car lots.

The rules of the Winnipeg Grain Exchange are very explicit on this point, namely, that on no account must any part of the commission be rebated or paid out to secure shipments, and it is safe guessing that a commission firm which deliberately violates a rule of the organization it belongs to, will not scruple to take advantage of the man they are dealing with, if they find an oppor-

tunity to do so. Besides, we believe that no Grain Commission House in Winnipeg is handling grain in sufficient volume to enable them to keep in business if they rebate one-half or even one-quarter of a cent commission without practicing some of the tricks grain men are accused of indulging in.

A farmer, within a hundred miles of Winnipeg, some time ago had a car of barley on track with the bill of lading made up for shipment to a responsible Winnipeg Commission firm, when one of these "Smart Alecks" corralled him, and posing as a friend, made him a tempting offer on behalf of another grain company. This induced him to change the destination of his car, and when he account sales, he saw that he had been "buncoed." Now he is invoking the influence of the Manitoba Grain Growers' Association to endeavor to recover the loss he sustained through being "easy."

Since Western farmers now have their own agency established for handling track wheat, there is no reason why they should allow themselves to be tricked by such methods as those indicated above, once they set their grain on the car. And besides, there are a number of commission firms in Winnipeg who are doing an honest, straight business, any one of whom will take care of grain sent to their advice, and farmers who do not care to ship to their own agency can avail themselves of their services and receive fair treatment.

There is nothing gained by selling track wheat to irresponsible track buyers, and there is much risk under present conditions.

### A VOICE FROM PILOT MOUND

"The Guide is an excellent paper and should find a place in the home of every farmer, as it deals with phases of grain situation that other publications cannot feature. The subscription to the Sentinel and Guide we have placed at the nominal sum of \$1.60 per year. At present the Guide is issued monthly, but after January 1st will publish as a weekly."—Pilot Mound Sentinel.

### A LIVE ASSOCIATION

The Grain Growers' Association a few days ago received from the C.P.R. a cheque for \$100.25, being the commission on tickets sold over and above guarantee for the excursion trains in connection with the picnic held here last summer.—Shoal Lake Star.

Mr. Duck (boastingly)—"I hear you have nerve enough to challenge me to a race across the pond down in the meadow."

Mr. Chicken—"Yes, sir. I'll race you across the pond if you'll allow me to set the time."

Mr. Duck (conceitedly)—"All right, any old time suits me."

Mr. Chicken—"Very well, then, as soon as there is a half inch of ice on the pond we'll race."

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