

that the Ontario millers are at a disadvantage in not being on an equal footing with the millers of the West. The second statement is that the milling industry of Minneapolis was established by the sample market—for that is the impression he seeks to convey. I had as good, and maybe better, opportunity of being informed on that subject as Mr. Kennedy, and his statement is not only untrue, but silly. The large milling industry at that point owes its existence to the water power of the Mississippi and its proximity to the wheat fields of the northern States. The sample market is the outgrowth of the milling industry, and the opposition he talks about of the millers never had any serious existence. The position taken up by the Saskatchewan Grain Growers may be again restated. So long as the British market is the only opening, or possesses no serious competitor for our surplus grain—and that market only reached by an ocean route—a sample market in Winnipeg, or anywhere in the Dominion, will not amount to a hill of beans. For the simple reason it would require buyers possessing special qualifications to do the work of buying, which would mean additional heavy expense—and what would be their return, and how could their gain be ensured to them? Oh, says Mr. Kennedy, they would have special bins in the public terminals, and the odd cars they were able to buy would be stored there. Mr. Kennedy even says, although not in this letter, their purchases could even be mixed there. He seems to think there would be no trouble at all in preserving the identity of these parcels gathered at this expense, and yet in reply to my statement "that the price of our grain on the British market depends upon its condition on arrival," he makes this astounding admission: "It is an unknown quantity to him or any other man in what condition our grain will arrive there under any publicly owned system that may be brought forward." That being so, what likelihood is there of Old Country buyers coming to the sample market to select types? They would have just as much encouragement to come to a sample market in Winnipeg as to the sample market in Minneapolis—just as much, and no more. The defects of the grading system are apparent to every man who has studied the grain question, but the establishment of a sample market without the conditions which alone can make it effective, would be sure to lead to intense disappointment among the farmers, and would furnish a ready excuse to the government for refusing to do the many other things we shall have to ask for. The enquiries I assisted to make in the States proved to demonstration that there were only two factors making for the success of a sample market—first, the milling industry, where the miller buys the carload because it answers his purpose and he buys it because he can order the car holding the wheat he has bought right into his own house; and the mixer, who buys various samples to be blended together, and this mixing business is mostly done with winter wheat, where the defects are nearly all caused by rain and not by frost. We learned that by mixing this wheat good money was made by the mixers and some benefit given to the farmers. But in every case where exported, this wheat received straight grade certificate. To ask or expect the grain dealers to buy wheat on sample to be blended without giving them the right of having it graded on straight grade after mixing is to kill the sample market before it is born, while to have it so graded after mixing would be to depreciate the general quality of Canadian wheat going to the British market, and such a result would lower the price paid by the British importer and miller, so giving a black eye to Canadian wheat and inflicting direct money loss to 19 out of 20 of the men who are growing wheat in the West, for the sole benefit of the men who are mixing grain, and them alone. The moral, sir, is this: Give us the milling market to the south and the government ownership and operation of all the terminal and transfer elevators, and then the sample market. To bother about a sample market before we get these things is on a par with supposing Adam worried about how he should manage children before Eve was created.

GEO. LANGLEY.  
Maymont, Sask., Feb. 2.

## "Here is my Letter to You. It is Worth One Thousand Dollars"

DEAR FRIEND:

If you're going to buy a horse, you look at his feet. But if you buy a building, you look at the ROOF last. A horse isn't worth more than his feet, and a building isn't better than its roof.

I want you to roof right. I want you to get the right stuff from me at the right price. I want to make your roof a good deal better than your building, because then you'll get everything out of the building that it can give in shelter, protection and proper storage. The right roof does more than anything else for any building.

My Oshawa Shingles have taken 50 years of my thought and time and invention. It was hard work. I tried to make a perfect shingling. I worked for years to get just the right kind of metal to last longest. I worked to get the easiest and best lockjoint that ice couldn't pry open. I worked and estimated hard to get a roof neither too heavy nor too light. I worked for a time-proof shingling. I have got it for you. It will last 100 years.

When you use this Oshawa Shingle of mine what do you get? First, you get a shingle so good to-day, that it gives perfect service. It suits any building. It meets every kind of need for a roof at low cost and with long service. Second, you pay a moderate price. This is because many buyers unite on using my Oshawa Steel Shingle. The Canadian Government Bernier Arctic Expedition used my shingle against Arctic ice and blizzards. The North-



West Mounted Police use it, another Government proposition, against Arctic snow on permanent construction. The West Indies uses it against terrific heat and rain. You find it in Japan because it stands earthquakes. My Oshawa roofing is on the farms of South Africa. Here is ONE roof that is perfect in every climate in the world from Arctics to Tropics. World sales are my reward for high quality. Third, you have a roof that is easy to lay and lay right. You can lay it and lock it yourself. It will not leak nor burn. It is lightning-proof.

But I want you to pry into every detail of my proposition first. I want you to know it is right. I will send you this book of mine, "ROOFING RIGHT," if you send me a post-card. I have sent thousands of them out, for they have useful hints on planning barns and houses. The book is worth money to you, and if it leads you to use my Oshawa Shingles, the roof will be protecting your barn one hundred years from now.

Send for this book of mine now, to my nearest address below. If you are about to build a barn, it may have a hint or new idea worth \$1,000 easily to you, even if you do not buy a roof. If you do get a Pedlar Roof from me, you get double or triple service from the building. I will be looking for your enquiry.

Yours truly,  
(Sgd.) G. H. Pedlar

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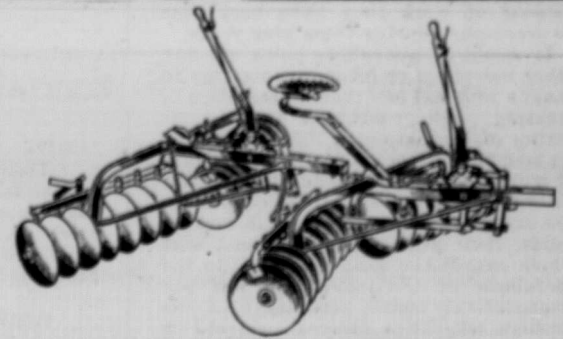
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#### DIVIDEND NOTICE

NOTICE IS HEREBY GIVEN That a Dividend at the rate of Ten per cent. per annum for the year ending December 31st, 1911, on the paid-up Capital Stock of the Company has this day been declared, and will be payable at the Head Office of the Company, 300 Pender Street, W., Vancouver, B.C., on and after January 31st, 1912.

By Order of the Board,  
W. P. REID, Secretary.

Vancouver, Jan. 30th, 1912.