

# Farmers' Market Place

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One of the chief reasons for success in any business, whether farming or merchandising, lies in the ability of the seller to develop a demand or market for his goods and to command a fair profit. The "Farmers' Market Place" in The Guide carries more classified advertising than any other farm paper in Western Canada, and has been the means by which many farmers have opened up such a market for things they have to sell.

There is an increasing demand, moreover, for practical information on the business end of the profitable selling of farm products. For this reason, therefore, The Guide has prepared the following three booklets:

- MAKING MONEY FROM LIVESTOCK
- MAKING MONEY FROM SEED GRAIN
- MAKING MONEY FROM POULTRY

Each booklet contains the most reliable and up-to-date information on the selling end of the line it covers. Preparing the product for market, shipping instructions, the business management of farm sales, the writing of advertisements, together with examples of successful advertising and the practical experience and methods of well-known breeders in each line, forms part of the valuable information that each booklet contains. The basis of all articles has been the practical experience of Western Canadian farmers who have made a success of the marketing end of their business.

Any farmer may obtain any one or all of these booklets by writing to The Guide. They will be sent free and postpaid. The supply is limited, however, so write early and be sure of getting your copy. The books will be sent in the order that requests are received. Address:

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