

THE GRAIN GROWERS' GUIDE

ORGANIZATION EDUCATION CO-OPERATION

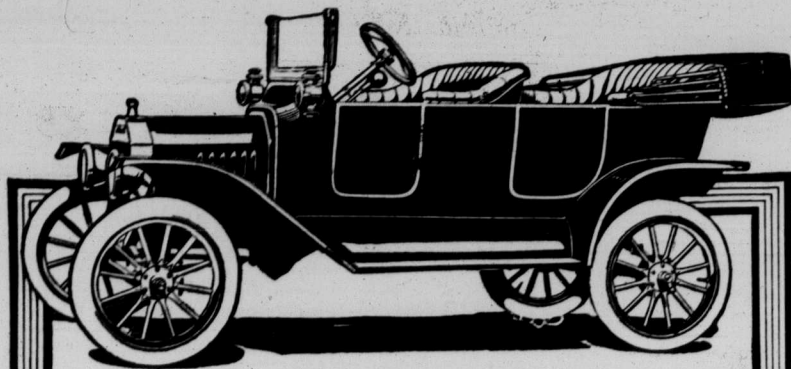
WINNIPEG, MANITOBA

NOVEMBER 3, 1915



"MAXTON MAISIE"
A Famous Shorthorn Helper

Circulation over 34,000 weekly



"MADE IN CANADA"

Ford Touring Car Price \$530

You'll get farther—with less expense—by "kicking in the clutch" than by "pushing on the lines." The Ford will triple your horse delivery service and increase your profits. Give the economical Ford a chance to cut down your cost of doing business.

The Runabout is now \$480; the Town Car \$780; f.o.b. Ford, Ontario. All cars completely equipped, including electric headlights. Equipment does not include speedometer. Write Ford Factory, Ford, Ont., for Catalog 1.



When You Build, Use "XLCR" Red Cedar Doors

They are durable, do not warp or shrink and take a beautiful natural finish. Made in Alberta. Sold in all Western Provinces. Ask your Lumber Dealer for them.

Cushing Brothers Limited

Manufacturers
Factories at Calgary, Edmonton, Regina and Saskatoon

Co-operation

THIS is the age of co-operative buying. Send us your address and let us tell you how to buy by this plan. The Flour that is always good.

Daily
Capacity
300 Barrels

ECHO MILLING COMPANY
GLADSTONE, MAN.



We pay highest Prices For **FREE**

RAW FURS

And Remit
Promptly

John Hallam
Limited

More Trappers and Fur Collectors send their Raw Furs to us than to any other five houses in Canada.

Because they know we pay highest prices, pay mail and express charges, charge no commissions, and treat our shippers right. Result, we are the largest in our line in Canada. Ship to us today and deal with a Reliable House. No Shipment too small or too large to receive our prompt attention.

Guns

We sell Guns, Rifles, Traps, Animal Bait, Shoe-packs, Flashlights, Headlights, Fishing Nets, Fishing Tackle and Sportsmen's Supplies at lowest prices. CATALOG FREE.

Hallam's Three Books "Trapper's Guide" English or French 96 pages, illustrated. Tells how and where to trap and other valuable information for trappers; also "Trapper's and Sportsmen's Supply Catalog," "Raw Fur Price List," and latest "Fur Style Book" of beautiful fur sets and fur garments. All these books fully illustrated and sent FREE ON REQUEST.

331 Hallam Building **TORONTO**

Selling Pure Bred Livestock

If you have any horses, cattle, sheep or swine to sell; this winter for breeding purposes be sure to read this.

On page 9 of this issue we publish an article of suggestion and instruction to assist those who have pure bred livestock for sale. This article has been prepared after consultation with the leading breeders of Western Canada. It should be of great help to all farmers who have livestock for sale and we would recommend them to keep it for future reference.

There is only one important point not discussed in the article on page 9 and that is in which paper to advertise your stock for sale. The only way to reach prospective buyers is to advertise your stock in one or more farm papers published in Western Canada. You should use a paper that will carry your advertisement to the largest number of farmers at the lowest cost.

The Guide Fills the Bill

The Grain Growers' Guide fulfills every requirement for livestock advertising. It reaches over 34,000 farmers every week, which is several thousand more than are reached by any other farm paper in this country. The Guide readers have the money this year and will be the buyers. The Guide carries livestock advertising at \$1.96 per inch, which we believe is a lower rate in proportion to actual paid circulation than is given by any other farm paper.

The leading livestock breeders in Western Canada use The Guide to advertise their stock because they find it pays. Among these advertisers are: J. D. McGregor, Brandon; George Lane, Calgary; Simon Downie, Carstairs; Alex. Galbraith, Brandon; Frank Collicut, Calgary; Vanstone & Rogers, Winnipeg; Michener Bros., Red Deer; F. J. Collyer, Welwyn, Sask.; and a large number of others. These men have found that it pays to advertise their livestock in The Guide. It would pay you also. There will be a big demand for livestock this winter and those who want to buy will first look thru the advertising columns of the farm papers. If you want to sell your livestock be sure to have it well advertised. If you don't know how to write out your advertisement, write and tell us what stock you have for sale, and how much money you want to spend and we will write your advertisement for you!

Use The Christmas Guide

We would specially recommend that every livestock breeder have an advertisement of his stock in The Christmas number of The Guide, which will be published on December 1. This will be one of the finest papers that The Guide has ever published and will contain articles on different phases of the livestock question written by the leading authorities of the West. The Christmas Guide will have a very attractive cover in two colors and will be specially illustrated thruout. It will contain about 60 pages and will be a magazine second to none.

In order to have your advertisement in the Christmas number it will be necessary for your copy to reach us not later than November 22. If you will send it in at once we will set it in type and send you a proof of it. If you wish us to make illustrations for your ad. from photographs you will have to send them two or three days earlier.

Read carefully the article on page 9, follow its instructions, advertise in The Grain Growers' Guide and you will be able to sell your livestock at a good price and a fair margin of profit to yourself.

ADDRESS ALL COMMUNICATIONS TO

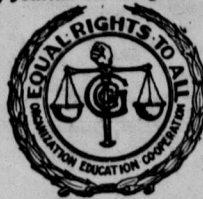
The Grain Growers' Guide - Winnipeg

A Pink Notice

A pink notice attached to this page shows that your subscription will expire the end of this month. We hope you have enjoyed The Guide and that you will send us \$1.50 for your renewal at once, using the blank coupon and the addressed envelope which will also be enclosed. We always give several weeks' notice so that subscribers will have plenty of time to forward their renewals and not miss any copies of The Guide. We cannot supply back copies of The Guide, so we hope you will not delay in sending your renewal. When requesting a change of address, please give us three weeks' notice. If the date of the address label on your Guide is not changed within a month after you send your renewal, please notify us at once. It is always safer to send your money by postal or express money orders. Mail your \$1.50 today.

THE GRAIN GROWERS' GUIDE
 "Equal Rights to All and Special Privileges to None"
 A Weekly Journal for Progressive Farmers

Published under the auspices and employed as the Official Organ of the Manitoba Grain Growers' Association, the Saskatchewan Grain Growers' Association, and the United Farmers of Alberta.



The Guide is the only paper in Canada that is absolutely owned and controlled by the organized farmers—entirely independent, and not one dollar of political, capitalistic or special interest money is invested in it.

GEORGE F. CHIPMAN, Editor and Manager
 Associate Editors: John W. Ward and Ernest J. Trott
 Home Editor: Francis Marion Beynon

Authorized by the Postmaster-General, Ottawa, Can., for transmission as second class mail matter.

Subscriptions and Advertising

Published every Wednesday. Subscriptions in the British Empire \$1.50 per year. Foreign subscriptions \$2.00 per year. Single copies 5 cents.

Advertising Rates

Commercial Display—16 cents per agate line. Livestock Display—14 cents per agate line. Classified—4 cents per word per issue. No discount for time or space on any class of advertising. All changes of copy and new matter must reach us seven days in advance of date of publication to ensure insertion. Reading matter advertisements are marked "Advertisement." No advertisement for patent medicines, liquor, mining stock, or extravagantly worded real estate will be accepted. We believe, thru careful enquiry, that every advertisement in The Guide is signed by trustworthy persons. We will take it as a favor if any of our readers will advise us promptly should they have reason to doubt the reliability of any person or firm who advertises in The Guide.

Wanted—100,000 Names

Send Your Name and Address to Us at Once For Greatest Free Merchandise Book Ever Published



Steel Body Stock Feed Cooker

Kettle is cast iron, and may easily be removed from jacket. Jacket is made of cold rolled boiler plate steel. Fire door is large enough to admit rough chunks of wood. Fitted for 6-inch pipe.

- 30 gallons wine measure. Weight 210 lbs. Takes 3rd class freight **\$9.50**
- 40 gallons wine measure. Weight 285 lbs. Takes 3rd class freight **\$11.50**
- 60 gallons wine measure. Weight 310 lbs. Takes 3rd class freight **\$15.00**
- 75 gallons wine measure. Weight 400 lbs. Takes 3rd class freight **\$20.00**

Hot-Air Attachment
 Made with or without oven
24.50
 Without Oven 12-in. Fire Pot



A Wonderful Heater. Has large fire pot with Duplex Grate. Full Mica Doors. All Nickel parts are beautifully embossed and Urn Base is surmounted with beautiful Urn. You will find this a wonderful Heater; is built in the best possible manner and all joints are carefully moulded and fitted to prevent against leaking gases. Our prices are 30% below what others would ask. We fully guarantee every stove to be satisfactory. Note these low prices. Order from this advert.

Diam. of Fire Pot	Price with Oven	Price without Oven
12 in.	\$29.00	\$24.50
14 in.	33.00	28.50

THIS NEW BIG FREE CATALOGUE

is just like bringing the choicest, biggest, handsomest stock of Home Furnishings—many times the size of even the greatest city store—right to you. It is crammed full of money-saving bargains at prices that guarantee you a saving of 25 to 50 per cent. You will find a complete line of FURNITURE, STOVES, VEHICLES, GROCERIES, HARDWARE and numerous other articles for the Home and Farm. Every article listed is GUARANTEED to give entire satisfaction, or your money will be refunded immediately, together with all freight charges. We will send you this BIG CATALOGUE FREE on receipt of your name and address. It will be the means of saving you considerable on your purchases, besides giving you merchandise of QUALITY that is only obtainable at our store.

We are Giving Away Thousands of Dollars Worth of FREE GIFTS. Get Full Information how to Obtain Them

Kitchen Cabinet 21.85



Compare it with what you have seen offered elsewhere at \$25 to \$30, and you will have some idea of the cabinet we are offering. Made of high grade maple. The base is 48 inches wide by 28 inches deep, contains large pastry boards, long line n drawer, three smaller drawers and large tilting flour bin, large cupboard with rack and shelf.

Panel ends and heavy corner posts. Top has two large china cupboards below which is two tilting sugar bins in center, a large cupboard with bevel plate mirror, 10 x 14, drawer and large shelf neatly shaped. Plate rail along top adds greatly to its appearance. Regular \$28 value. Finished in natural. No. 46—Kitchen Cabinet. Bargain. Price **\$21.65**

Coal Oil 17 to 25c per gallon at Wholesale Prices

Purchase your coal oil direct and save 10 to 20 cents per gallon over what you will pay locally. We supply only the finest grades, put up in 45 gallon barrels.

- Monarch Brand—This oil gives a white even light and will not smoke the chimney. Barrel \$2.00 extra. Price per gal., F.O.B. Winnipeg .25c
- Superior Brand—A higher grade oil that will burn better and last longer than the ordinary coal oil. Barrel \$2.00 extra. Price per gallon, F.O.B. Winnipeg .23c
- Farmers' Special Brand—Similar to that sold at 28 to 32 cents per gallon. Buying in large quantities enables us to save 30 to 50 per cent. Barrel \$2.00 extra. Price per gal., F.O.B. Winnipeg .21c
- Our Bright Light Brand—An excellent grade of oil. May be used in the house lamps and will give a steady light. Barrels \$2.00 extra. Price per gallon, F.O.B. Winnipeg .19c

Engine Kerosene—We sell a large quantity of this oil for Engines and can make you special prices for large quantities. Barrels \$2.00 extra (returnable). Per gallon, F.O.B. Winnipeg .17c

Domestic Joy Blue Steel Range

FREE SECTIONAL LID



Burns wood or coal. Heavy asbestos-lined body. Large oven. Duplex grates. Equal to any steel Range offered by other dealers or Mail Order Houses at \$10.00 to \$20.00 more than we ask. Order on 30 days approval. Return at our risk if not fully satisfied and your money and all charges will be refunded. **LARGE, SQUARE, FULL SIZE OVEN**—Constructed with great care, so that it will bake to perfection with the least possible labor and fuel. No oven ever baked more evenly or quickly with as little fuel. **COOKING TOP AND COVERS**—Extra heavy, made from highest grade stove plate. Have five solid covers and one three-ring sectional cover made to fit different size utensils. This lid fits in any of the six cooking holes; a convenient feature. **FIRE BOX**—Has heavy three-section back duplex grates, heavy front and end linings.

Ashpit has large bailed pan and ashpit fitted with ash shoots.

WARMING CLOSET—Easy to reach and unusually large and serviceable.

RESERVOIR TANK is copper and tinned lined to prevent rusting inside.

OVEN is extra large and deep. Note sizes below.

Encased Copper Reservoir **33.75**

18 in. Oven; 6 9-in. Lids; Oven Thermometer

Catalogue Number	Size of Lids	Size of Oven	Weight	Price with Reservoir
94-18	6-9 in.	18x19 1/2x11 1/2	320	\$33.75
96-20	6-9 in.	20x19 1/2x11 1/2	360	35.50


PRICES AT WINNIPEG

Complete 9-Piece Dining Room Set 49.50



This beautiful set is made of hardwood, finished surface oak golden or early English finish.

Buffet is 46 inches wide and has three small drawers, one large drawer and double cupboard, leaded glass doors. China closet is 30 inches wide, 58 inches high. Table has 45-inch top and extends to 6 feet. Diner set consists of five small and one arm chair, upholstered in imitation leather, strongly constructed, brace arms on small chairs. Order the set from this advertisement or send for our catalogue. No. 301—Price, complete, 9 pieces **\$49.50**



A COMFORT TO THE SOLDIERS

STAG CHEWING TOBACCO

The fine, rich flavour and lasting qualities of "STAG" have made this famous chewing tobacco a prime favorite all over Canada.

Our gallant Canadian boys at the front are enjoying its satisfying qualities.

SAVE THE COUPONS GOOD FOR PRESENTS

Extract of a letter from a Corporal at the front to a Suffolk Clergyman:—

"What hurt us most" he writes, 'was the poisonous gas, which made the air green and yellow, choking and poisoning men where they stood. Tobacco saved many lives in that battle. We began to feel choky, but put big chews in our mouths, and this caused us to expectorate the gas. Now whenever we notice the gas, we chew tobacco, which greatly helps.

a sit sai offi case can a co the Arab part to th only mar Dun sout Oth non as i nop

RAW FURS

WE BUY THEM!

Thousands of satisfied shippers say we give good returns. Good reasons: we pay highest market price, give honest assortments and make quick returns. It will really pay you to ship to us. We charge no commissions and pay express and mail charges. Write for free price list and shipping tags sent to trappers and dealers only.

BENJAMIN DORMAN, Inc.
147 West 24th St. RAW FURS, GINSENG, GOLDEN SEAL New York

ADVERTISING is the foundation of all successful enterprises. If your advertisement appeared in these pages it would be read by over 34,000 prospective buyers. Patronize our advertisers—advertise yourself—and we will all be successful.

Latest Model 3-Piece Gun

Rifle or Shot Gun FREE!

SECURE THIS VALUABLE SHOT GUN OR RIFLE and enjoy the season's sport. Either of these splendid Fowling Pieces will be sent absolutely free, all charges prepaid, to anyone who will spend only a few hours of spare time at some work for The Guide in your locality.

The Rifle has an 18-inch Round Barrel, Blued Frame, Lever Action, Oval Stock, Carbine Butt Plate, Knife Blade Front and Open Rear Sights. It can be supplied in 22 or 32 Calibre. The 22 Calibre is chambered to shoot BB Caps, 22 Short, 22 Long and 22 Long Rifle Cartridges. The 32 Calibre is chambered to shoot 32 Short and 32 Long Rim Fire Cartridges. Regular Retail Price, \$5.00.

The Shot Gun can be supplied in either 12 or 16 Gauge, Automatic Ejector, 30-inch Plain Steel Barrel, Choke Bored, Fine Walnut Stock, with Pistol Grip and Rubber Butt Plate, Patent Snap Fore-end, Top Lever operating from either right or left side, Rebounding Lock, Case-hardened, Semi-steel Frame. Regular Retail Price \$8.00.

Here is a fine opportunity to enjoy the sporting season without having to go to the expense of buying a rifle or gun. Both these prizes are of the very best quality in every respect and will give you many days of pleasure and recreation. They will repay you many times over for the small service we will require of you.

If you are interested in either of these splendid prizes, fill out the coupon with your name and address plainly written, and mail to

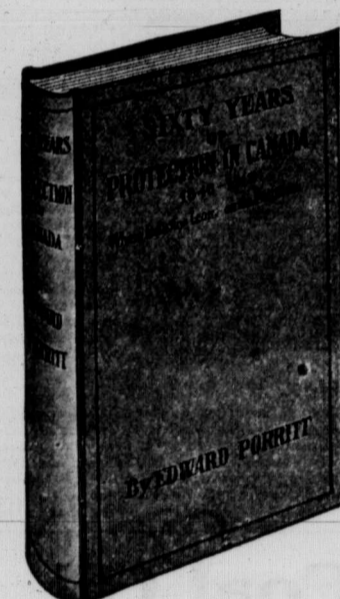
SALES DEPT. Grain Growers' Guide WINNIPEG

Province.....
Post Office.....
Name.....
Please send me full particulars about your Free Shot Gun or Rifle

GRAIN GROWERS' GUIDE DEPARTMENT, WINNIPEG, MAN.

Examine this Book FREE!

A Copy of "Sixty Years" will be sent for inspection



The protective tariff has absolutely broken down and failed to produce the revenue required by the Dominion of Canada and it has also failed to build up large industries which are supposed to consume the products on the farms. Some change must be made. The tariff burden on the farmers of Western Canada is enormous, costing not less than \$200 a year in extra taxes upon the average family. These taxes are not seen because they are indirect, but they are nevertheless certain and are included in the price of pretty nearly everything the farmer has to purchase.

In order to show how the tariff works and the political machinery which keeps it in force, and the political corruption which it generates, we will send a copy of Edward Porritt's great book, "Sixty Years of Protection in Canada," absolutely free and postpaid to the first 200 farmers that apply for it. They are to keep it for five days, read it and examine it, and if in their opinion it is worth \$1.25 they are to send us that amount of money. If, however, they decide that the book is not worth \$1.25, they are to mail it back to us in as good condition as they receive it and there will be nothing to pay. In making this proposition we rely entirely upon the honesty of our readers. "Sixty Years of Protection in Canada," by Edward Porritt, is acknowledged by all to be the most complete and enlightening history of the Canadian tariff ever written. Nowhere else can one find such a thorough going treatment of the political and economic facts of protection, the influences which dictate tariff changes, the free trade movement in Canada, the various attitudes taken by the Liberal and Conservative parties and the importance of the Grain Growers' movement. The economic pressure felt thruout all Canada is bound to keep the tariff in the forefront of our national problems, and every Canadian voter should read this book and understand this question. It is written in a fascinating style and is as pleasant to read as a popular novel. No one can claim to be acquainted with the history of Canada who is not familiar with the facts contained in Mr. Porritt's book.

The contents of the book are as follows:—The Grip of the Protected Industries on the Dominion; The Repeal of the Corn Laws and the Fiscal Freedom for Canada; Reciprocity—The Movements for Free Trade and Annexation; Reciprocity—The Movement for the Elgin-Marcy Treaty—1846-54; Reciprocity—The Abrogation of the Treaty—1854-1866; Reciprocity—Overtures by Canada between—1866-1900; The Beginning of the Movement for a National Policy; The First National Policy Tariff—1858-1870; The National Policy as a Measure of Retaliation—1870-1874; The Fight in Parliament and the Constituencies for the National Policy—1874-1878; The National Policy in Operation—1879-1896—The Era of the Red Parlor; The Liberals Adopt and Extend the National Policy—1896-1904; The Tariff Revision of 1906; Mergers and Water-wagon Finance; Home and Export Prices for Farm Implements; The Farmers' Organizations of Ontario and the Prairie Provinces; Sir Wilfrid Laurier and Mr. Borden in the Prairie Provinces; The Reciprocity Agreement with the United States.

Every farmer who is interested in public questions and the high cost of living should have a copy of "Sixty Years." The book contains 476 pages, is printed in large type and handsomely bound in red cloth covers, and fully indexed.

The Grain Growers' Guide, Book Dept., Winnipeg, Man.

Send me postpaid one copy of "Sixty Years of Protection in Canada." Within five days after I receive the book I will send you \$1.25 or return the book in good condition postpaid.

Name.....
P.O.
Province.....

Book Dept., Grain Growers' Guide WINNIPEG, MAN.

The Grain Growers' Guide

Winnipeg, Wednesday, November 3rd, 1915

THE DEMAND FOR FREE WHEAT

It is very encouraging to note that the business interests of Western Canada are beginning to realize that the prosperity of the farmer means the prosperity of all other business interests. During the last two weeks boards of trade in different parts of the West have forwarded resolutions to Ottawa urging the government to accept the United States offer of free wheat. And it is stated that the Dominion Cabinet has considered the matter. Undoubtedly the government has the power to place wheat and wheat products on the free list by order in council and thus open the United States market. It is doubtful, however, whether the United States government would accept this action as the fulfillment of the conditions required. If there is any doubt (and it could easily be ascertained) a special session of parliament could be called at the cost to the country of approximately \$100,000, which is less than the farmers have lost in one single day this fall by not being able to ship their wheat across the line. Two members of the cabinet, Hon. Robert Rogers and Hon. Arthur Meighen, were recently in the West and are supposed to be looking into the question, tho what there is to be looked into we cannot clearly understand. The spread between Winnipeg and Minneapolis has narrowed recently and the opponents of free wheat have immediately pointed to this to show that it would be of no advantage to open the American market. This is merely an ostrich-like argument. The records of the last six or seven years show beyond a shadow of a doubt that the United States market has averaged from five cents to six cents a bushel over the Winnipeg market. The difference is far greater than this on tough wheat and smutty wheat, and the opening of the United States market would mean many millions of dollars every year extra to our Western farmers. In the reciprocity fight it was claimed that it would make us disloyal to ship our wheat and cattle across the border. The United States Congress voluntarily removed the duty on cattle and our cattle have been going into the United States freely for two years to the benefit of our stock breeders and without any loss to the loyalty of any one. The opposition to free wheat comes from some of the members of the Winnipeg Grain Exchange, the big milling interests and the transportation interests. Their argument is a peculiar one in which they state that the United States market will be of no benefit to our farmers, and yet at the same time they declare that it would divert our grain trade to the south. Any one with common sense will understand that grain will not go south until there is a higher price offered for it, and with the opening of the southern market there would be an evening up in prices offered as there was when the cattle market was opened up. The transportation companies would therefore not lose very much traffic and Fort William would still have all the wheat it could accommodate. Our milling interests would undoubtedly lose some of their profits, but they can afford it. In the past few months Canadian flour has been shipped to Minneapolis and paid the United States duty. This flour has been used for blending purposes by the Minneapolis millers. Canadian wheat has also been shipped to Minneapolis over the tariff wall for the same purpose. The Canadian government is figuring how much longer it dare refuse the demands of the Western farmers in return for the support of the opponents to free wheat. So long as the campaign funds and the political influence of the opponents of free wheat are more powerful than the votes of the Western farmers there will never be free wheat. If the Western

farmers who know what benefit they would derive from free wheat would one and all make a solemn vow, Liberal, Conservative and Independent alike, that they will vote against every member of the House of Commons who does not work and vote for free wheat, they could settle the matter. There are forty-five seats in the prairie provinces which the government cannot afford to lose. If the government is made to understand clearly that only free wheat candidates can be elected they will provide free wheat. Western candidates should be elected who will represent the West and not be under the domination of the political leaders in the East. Western Canada has been the stamping ground for the vested interests long enough and it is time the Western people got together in self-protection.

THE RED CROSS FUND

If there is one organization connected with the war which has a stronger appeal than all others to the hearts and pockets of the people of Canada it is the Canadian Red Cross Society. War will always be horrible, but without the devoted self sacrificing work of the Red Cross nurses and the Red Cross hospitals its horrors would be multiplied ten fold. A great many of the nurses who are caring for the wounded soldiers close behind the battle line are giving their services without pay, and many people in all the countries at war have given their houses to be used as hospitals and convalescent homes. Throughout the world women are sewing and working in various ways to help provide comforts and indeed necessities for the soldiers who have fallen in defending their country and their home from the foreign foe. Large amounts of money have also been given to the Red Cross Fund, but more and still more is needed if hospital accommodation, medical care and proper food and nursing are to be provided for all the soldiers who are being stricken day by day. The idea of allowing the soldiers of any nationality to suffer for lack of these things is impossible to contemplate. The farmers of Western Canada have already contributed generously, not only to the Red Cross Fund, but to the Belgian Relief and the Patriotic Funds as well, but we believe the present is an opportune moment to appeal to them to do still more, especially for the Red Cross. The West has been blessed with a magnificent harvest and there are few farmers who cannot afford to give something now. In response to an appeal from Dr. James W. Robertson, chairman of the Red Cross Society at Ottawa, which was published in The Guide in April last, we have received from our readers and forwarded to Dr. Robertson \$659. A donation of \$50 pays for a bed with the donor's name placed over it, and two beds have been provided by Guide readers, Mr. and Mrs. Rick, of Claresholm, Alta., and W. F. Redmond, of Edgerton, Alta., being the donors. We hope that a large number of such beds will be provided by Guide readers during the coming winter. Subscriptions from \$1 upwards will be acknowledged in The Guide and forwarded to Dr. Robertson. Checks and money orders should be made payable to The Grain Growers' Guide.

THE MILLERS AND FREE WHEAT

The three largest milling companies in Canada have each held their annual meetings within the last few weeks, and all were able to report a year of prosperity. Ogilvie had an extraordinarily profitable year's business, making a total profit of \$1,660,594.04, compared with \$581,943.62 for the previous year. The Lake of the Woods Milling Company's report shows a profit of \$518,920,

an increase of \$10,981 over the previous year: while the Western Canada Flour Mills Company made \$340,062 against \$315,246 in the previous year. These figures are interesting in view of the fact that the millers are the chief opponents of free wheat. The Canadian millers sell their flour in Great Britain in free competition with the millers of the United States and other countries and for equal grades receive equal prices. By the aid of the tariff wall between Canada and the United States Canadian millers are enabled to buy wheat cheaper than their United States rivals and their profits are thus greater than they would otherwise be. In order to give the millers this advantage, the price of wheat in Western Canada is by federal legislation kept below its value on the open market and the farmers of Canada are, at the present time, losing literally millions of dollars every week in consequence. The patience of the farmer under oppression and exploitation is truly marvellous.

THE AGRICULTURAL COMMISSION

Three weeks ago the Dominion government appointed a Royal Commission to investigate the questions of increased agricultural production, agricultural education, transportation, co-operation, farm credits and the placing of soldiers upon the land after the war. In an Ottawa dispatch it is stated that this commission is appointed upon the request of the mayors of the various cities of Canada who waited on Premier Borden some time ago in connection with some of these questions. It is further stated that this commission is in response to the joint memorial presented to the Dominion government by the conference of farmers and manufacturers held in Winnipeg a year ago. Western Canada is more deeply interested in this new commission and its work than any other commission that has been appointed for many years. Our readers will therefore be very much interested to know something about the members of this commission. There are nine members of the commission with Senator Lougheed as chairman. The following brief sketch of the members will throw considerable light upon the probable outcome of the commission's labors:—

Hon. James A. Lougheed is the leader of the Conservative party in the senate. He is the senior partner of the law firm of Lougheed & Bennett, of Calgary, solicitors for the Canadian Pacific Railway. He has been a member of the senate since 1889 and has always been regarded as a strong supporter of vested interests.

S. J. B. Rolland, of Montreal, is a son of the late Senator Rolland and is the head of the Rolland Paper Manufacturing Company, which is an amalgamation of two other paper factories. Mr. Rolland is regarded as a very keen business man, is a Conservative in politics and is a member of the executive of the Canadian Manufacturers' Association.

William Smith, Conservative M.P. for South Ontario, has been a member of the House of Commons for three terms. He is a farmer, stock breeder and importer, according to the Parliamentary Guide.

Dr. J. G. Rutherford is the agricultural superintendent of the Natural Resources Department of the Canadian Pacific Railway at Calgary. Formerly Dr. Rutherford was Dominion livestock commissioner at Ottawa. Dr. Rutherford is politically Independent Liberal.

J. C. Watters is president of the Trades and Labor Congress of Canada. He is politically Independent.

William Farrell, of Vancouver, has for many years been a leading financier of British Columbia and is now president of the British Columbia Telephone Company. Mr. Farrell is politically a Conservative.

J. W. Flavell, of Toronto, is director of the Canadian Bank of Commerce; president and general manager of the William Davies Packing Company; president, Harris Abattoir Company; director, Imperial Varnish and Color Company; director, John Murphy Company; president

National Trust Company; vice-president, Robert Simpson Company. For some years Mr. Flavelle was one of the proprietors of the Toronto News. He is a Conservative in politics and was one of the prominent opponents of reciprocity.

E. N. Hopkins, of Moose Jaw, is honorary president of the Saskatchewan Grain Growers' Association. Mr. Hopkins is politically Independent Conservative.

Senator W. B. Ross, of Halifax, is president of the Trinidad Electric Company; president, Commercial Trust Company; president of the Camagay Electric Company; vice-president, Acadia Loan Corporation; vice-president, Halifax Electric Tramway Company; director of the Porto Rico Railway Company and director of the Montreal Trust Company. Senator Ross has been for many years a successful lawyer in Halifax, a close personal friend of Premier Borden and a Conservative in politics. He was appointed to the senate in 1912. Senator Ross has a large farm near Middleton, Nova Scotia, which he operates by absent treatment and at heavy expense.

The secretary of the commission is Prof. W. J. Black, who for five or six years was president of the Manitoba Agricultural College.

This is the commission which has been appointed to investigate agricultural conditions in Canada and to bring in recommendations for the improvement of agriculture generally. The farmers have one representative in the person of Mr. Hopkins and organized labor has one representative in the person of Mr. Watters. Dr. Rutherford's position is rather peculiar as he is an official of the Canadian Pacific Railway, tho he is deeply interested in all problems of production.

The other six members of the commission represent the manufacturing and financial interests of the country. These latter six are strong supporters of the vested interests and also of the Dominion government. They represent two-thirds of the commission and among them are some of the very keenest minds in Canada. Not one of them has ever exhibited any special sympathy with the economic problems of the farmers of Canada, which is quite natural seeing that their chief interest is either politics or finance. And these are the men who are expected to recommend an improvement of agricultural conditions.

There is not a single independent agricultural expert on the board. Ex-President Black, it will be remembered, is not a commissioner, but is secretary. As an agricultural commission considered from every standpoint this body cannot be considered otherwise than as a joke. It was loaded at the very outset with men intended to bring in a report of the kind the government and special interests would like to have and then there will be an attempt to jam this report down the throats of the farmers on the same principle that a dose of nasty medicine is forced into a child. Agriculture represents about half of the people of Canada, and what is known as the laboring classes represents nearly 20 per cent. Financial, commercial and industrial interests would represent not more than 5 per cent., yet this 5 per cent. is given complete control of the commission. No doubt this commission will spend probably a couple of years investigating and the government will use this as an excuse for doing nothing to help the farmers in the meantime.

THE STOOKER FIASCO

During the past few years the farmers of the prairie provinces have lost a lot of money thru the operations of the National Grain Stoker Company, Limited, and the Hammond Stoker Company, Limited. As far as we have been able to learn the National Grain Stoker Company, Limited, sold stock to farmers all over the West to the amount of nearly half a million dollars on the representation that they had a real practical stoker to put on the market. Year by year they promised that this stoker would be ready, and yet as far as we have been able to learn they have never yet produced a stoker and the farmers have had no return for their money. The Hammond Stoker Company has been operating during the past two years and sold stock to farmers on the understanding that they would have a stoker for last year's

crop. The stoker was actually shipped out for this year's crop, but so far as we are able to learn not one single stoker would operate. In fact we are informed by a prominent official of the company that the company knew that the stokers would not operate when they were sent out to the farmers. The notes which the farmers gave for their stock are falling due and the company is demanding payment. There should be some way to protect these farmers from this kind of work. We have received a large number of letters from farmers in regard to both of these companies. These farmers have been victimized to the extent of hundreds of thousands of dollars and the circumstances surrounding both cases are, to say the least, suspicious. We have placed the whole matter before the attorney-general of Manitoba and urged that an investigation be made and the whole facts be laid before the public. If there has been wrong doing, the wrong-doers should be punished. Any farmers who have had dealings with either of these two companies and have not sent in the facts to The Grain Growers' Guide should do so at once as it will assist in whatever investigation is made.

Some of the hidebound party journals that support the Dominion government are steadily hammering The Guide which they accuse of advocating free wheat only for the purpose of embarrassing the government. This is only what we expect and causes us no worry. These poor apologies for newspapers are forced to lick the hand that supplies their pap and therefore can hardly be blamed. If they wanted to be honest they would look up the records and find that The Guide advocated the opening of the southern market just as vigorously in the days of the Laurier government as at the present time.

In order to make the winter pass quickly sign a note due April 1. It is surprising how this will speed the winter months.



THE UNJUST BALANCE

Our Cartoonist's impression of the manner in which the arguments for and against Free Wheat are being weighed by the Dominion Government

The War Lords

A Glimpse at a Book that all the World is Reading

BY J. A. STEVENSON



Lloyd George is a hustler himself, and he is making the munition workers hustle, too.

A. G. Gardiner, editor of the London Daily News, is gifted with an amazing brilliance of touch for pen portraits of celebrated men. His two first essays in this art "Prophets, Priests and Kings" and "Pillars of Society," achieved great success, being sold in thousands, and now he has produced a third series entitled "The War Lords." Some of the subjects had been sketched in the two previous books, but the majority are figures whom the war has brought into world-wide prominence. The latest book is in no way inferior to its predecessors and deserves wide perusal. Mr. Gardiner, staunch democrat and ardent reformer as he is, uses his sketches in the most skilful manner as media for the support of progressive theories and weaves brilliant expositions of sound political principles into the account of each personality in turn.

The Kaiser's Vision

Naturally, he begins with the Kaiser and attributes most of that individual's failings to the "divine right" theories which he holds. One note, the divinity of his kingship, runs thru all his speeches and Mr. Gardiner believes that his political doctrine gave his actions a definite and fatal direction. War was not perhaps his deliberate purpose, but it was its destiny. The Kaiser believes himself to be the appointed instrument of God, with a divine mission to force a particular brand of civilization — the German — upon the world. This vision governs his conception of the state and its relation to the people. In his eyes, the State is his family property to be administered justly, but with immunity from criticism or attack and the weapon of government is the army, available to destroy both internal and external enemies.

Like many other critics, Mr. Gardiner believes that the war was made chiefly to avert impending revolution and change in Germany; the alternative to democratic freedom at home was the policy of the mailed fist abroad, and the Bismarckian tradition of success in foreign wars, "the curse of Bismarck" Mr. Gardiner calls it, lured the people to follow him in his mad course. Fair-minded Liberal tho Mr. Gardiner is, he thinks that when the Allies prevail, some of the German leaders chiefly responsible for the many crimes against humanity admitted by their troops, should be tried as common criminals.

Belgians' Noble King

King Albert is depicted as the ideal democratic king, a true leader of his people and the finest figure in the whole war. Then follows a brilliant account of the Asquith Cabinets and the spirit of England. He describes in vivid

words the fateful scenes in the House of Commons in the early days of August, 1914, when the storm came up and the British Liberals and their allies saw the dreams of years shattered and the fruits of their courageous struggles slipping from their grasp. He sketches cleverly Mr. Asquith, Sir Edward Grey, Lloyd George and other Liberal ministers and advances to an estimate of their achievements since 1906. Then he treats briefly of the change to a coalition government and the new figures introduced. Lord Haldane's retirement he regards as the outstanding scandal connected with the new ministry. Be it remembered always that Lord Haldane re-fashioned the British army, made possible the immediate despatch of the expeditionary force and provided the Territorial machine, whose value has been so well proven. Mr. Gardiner considers the late Liberal government to have been the greatest that ever ruled the British Empire and a detailed review of the changes wrought under its guidance will be the subject of a later article.

The Soldiers

The military and naval figures of the day occupy the larger part of the rest of the book. General Joffre, who "talks less nonsense" than any man of his time, and is a "plain son of the mountains and the Republic's most loyal servant;" the Grand Duke Nicholas, modest but authoritative, mystic at heart, but practical in his actions, the stern foe of corruption and master of the fighting retreat; Bernhardt, the intellectual militarist firebrand who unblushingly revealed the mind of the Junker caste and regarded the mass of the German people as hopelessly pacifist; old Hindenburg, the ablest general revealed by the war and well deserving of the adulations showered on him by his countrymen; and our own General French, who, despite a certain temperamental indolence, has the supreme quality of always being adequate to the occasion.

In Mr. Gardiner's eyes, commanders in battle are no longer personalities but abstractions: "Not a visible inspiration, but a thought working in some remote background, with maps, telephones, aeroplanes and wireless." General Joffre's greatness is shown in his appreciation of the new conditions and he is merely the reflection of a profound change in the spirit of France. Competent observers agree that of all countries engaged, France has shown up the best.



The Caves of Soissons, on the French front

Wonderful has been her freedom from excitement and alarms, her quiet gravity, as if steeled to endure the direst blows of fortune, yet no people hate the war so deeply and bitterly as the French, with their fine imagination and cultured instincts. France was the parent of liberty for the world and there is now a hope that she may once again blaze the trail for a brighter and fairer civilization than we have yet known, when the dark days are over.

Then we have chapters on Lord Fisher, the creator of the British dreadnought, who left office owing to his collision with Winston Churchill and who was chiefly responsible for the selection of Admiral Jellicoe as fighting head of the navy over many aggrieved seniors.

Mr. Gardiner claims for Lord Fisher a remarkable forecast that war with Germany would come in 1914. He made it when the first dreadnought was launched in 1905; its advent forced the reconstruction of the Kiel canal by the Germans, which took nine years. Jellicoe is the supreme embodiment of the new scientific spirit which has been developed in the British navy under Lord Fisher's inspiration. "Sir John Jellicoe," says Mr. Gardiner, "has a mind wedded to no antiquated assumptions, familiar with all the incalculable factors, quick to seize the meaning of every fact and correlate it with the strategic and technical requirements, in short—a mind mobile, modern, unprejudiced, which faces the unknown with the keenest vision, the most instructed judgment and the readiest accessibility to ideas."

Kings and Statesmen

The rest of the book is taken up with crowned heads and statesmen and the noble royalties Franz Joseph, King Ferdinand and the Crown Prince of Prussia receive scant treatment at the essayist's hands. The German Crown Prince is depicted as an insolent jingo and swash-buckler, who has disgraced even his sire and has made a series of gigantic failures in the field.

King Victor Emmanuel, of Italy, and King Nicholas of Montenegro, our allies, are accorded high praise for their democratic spirit and kindly virtues, but the neutral Gustav of Sweden is painted as a would-be autocrat in unseemly conflict with the enlightened sympathies and traditions of his people. Of the four statesmen written of, Venizelos, President Wilson, Karl Liebknecht and General Botha, the latter, who also ranks high as a general, is acclaimed as the British Empire's most useful servant and the opportunity is taken to point the moral of the success of British Liberalism in winning the allegiance of South Africa by generous concessions. President Wilson's neutrality is approved of with a few gentle sarcasms. Venizelos, ex-Premier of Greece, is described as the greatest statesman in Europe, an estimate which may require revision, and Karl Liebknecht, the leader of the German



General Joffre talks less nonsense than any man of his time

reads Mr. Gardiner's stern criticism of kings and his keen admiration for the devoted leaders of democracy, it is not difficult to discern his pre-dispositions and we can agree with him that conflicts between peoples invariably proceed from conflicts between kings, chancelleries and capitalists. Kant, in his "Perpetual Peace," declared that the ideal of peace could never be realized until the world had got rid of thrones and was organized on a democratic basis in every region. When we consider the spirit of France or Great Britain or even the neutral United States with the Central Empires, we can realize that it is not democracies who conceal eternal hates ready to burst into war, but over-weeningly ambitious monarchs and incompetent ministers who stumble into war in pursuance of their own selfish schemes.

There is much in the book that is hastily written and ephemeral and the essays do not deal primarily with character, but with the relation between men and events. As such, however, they develop lessons and truths which merit further exposition, particularly in relation to the future of Canada and the British Empire.

It is asserted in Amsterdam that two German generals, unnamed, have been dismissed from their commands as a result of the German setback in the West. The appointment of a new German commander-in-chief on the western front is hinted at, Field Marshal von Hindenburg's name being mentioned.

Holland has sent an emphatic protest to the German government concerning the passage of German aircraft over Dutch territory. Germany is asked to take adequate steps to prevent recurrences in the future.

The Russian Duma or Parliament will re-assemble on November 8 for action on the budget and financial affairs.

Cherry

BY HOPKINS MOORHOUSE

Copley, the night man, swore softly under his breath as he went thru the "flimsy" that had accumulated over Saturday. Copley down the river in a canoe of a Saturday night and Copley lazily rolling over for another snooze of a Sunday morning was a man who gloated over the fact that Sunday papers were tabooed in Canada; but Copley at his desk of a Sunday evening, picking up the loose ends of the world's news, was a different individual. The stroke of his blue pencil as he "marked" the paper for the foreman of the composing room was heavy with irritation.

"Fat" McGregor, the sporting editor, who labored under a perpetual frown of malignant type, came in, hooked his umbrella on a nail alongside his desk and, grunting his customary surly "G' night," was answered in kind.

Even old Tom Jeffreys, who had been on the staff for over twenty years, and whose one pathetic weakness was his inability to recognize his declining usefulness—even he was cut short in the middle of another "anecdote" and left to nervously adjust his glasses and in mild surprise put away his little package of bread and cheese in the bottom drawer.

A noisy group of printers scuffled up the alleyway. Out in the street beyond, the sidewalks were filled with well-dressed people on their way to church.

That was the way things were the night "Cherry" Rutherford first drifted into the Recorder office. It was not exactly the psychological moment to ask for a job; but that was what he was after. Copley brusquely referred him to the managing editor, who might be in soon, might be late, or might not come down at all, as happened to suit him. "Cherry" sat down to wait.

"Tidy Teddy," the Recorder's very cubbiest cub reporter, who prided himself on his "keen observation," looked the newcomer over with a critical eye and noted that he was neatly dressed, was "husky" enough to put up a hot "scrap," that his cheeks were cherry-red with health and, incidentally, when he took off his hat, that he was bald on top except for a few emaciated hairs that alone remained to tell of what once had been.

The Recorder's managing editor was a new man, sufficiently aggressive and with enough individuality to wear his hat on one side of his head without knowing it wasn't on straight. He believed in doing things and, if necessary, taking chances. Five minutes of looking into "Cherry's" big soft eyes and listening to "Cherry's" soft southern accent and they came out to Copley.

"Here's a young man, Mr. Copley, who's looking for a place to settle down in and thinks this town will just about suit him. Trouble heretofore—too much wandering around. Wants to get married this fall. You might see what you can do for him."

And because Copley wasn't in a very good humor, he sent him out to old man Lumley's amid the grins of the whole staff. Old man Lumley was a fiery-tempered old miser who lived in a miserable shack on the outskirts of the city and who had been pestered by small boys till he had come to accept the ridicule of mankind as a necessary portion of life and dwelt apart in bitter enmity to all who approached him. He was looked upon as the oldest living citizen and many strange stories were told of his fabulous wealth and where he secreted it.

"Cherry"—they dubbed him that from the very first—"Cherry" did not get back to the office till near midnight. When he did come in, one eye had closed up shop and retired for the night, his clothes were torn in several places, and he bore other evidences of a very interesting interview. But he had a story, and next day his two-column write-up of old Jerry Lumley, with its piquant drollery and delicate undercurrent of pathos, was the talk of the town.

Needless to say, "Cherry" stuck. He made good on everything he was put

at. Acting on a suggestion of the managing editor, he of the tilted hat, Copley sent him on a tour thru Western Ontario to drum up the country correspondents. Heaven knows, they needed it—and got it! The Recorder's district page became the paper's feature, a thing unknown in old Jeff's recollection, and he had been handling the correspondence for six years now.

But jealous? That wasn't Jeff's way at all. He was proud of what Cherry had done for the paper; it was always like that with old Tom—the paper first over every other consideration. He had seen it grow from a little weekly sheet of four pages into the foremost daily in the West—"Morning and evening, two editions daily!"

He took a great fancy to "Cherry"—invited him out to his pretty little vine-clad cottage in the suburbs, where the brick walk was bordered with geraniums and there was a garden at the back, to take tea with the "Missus" of a Saturday evening. What was more, "Cherry" went, more than once, and whiled away many a pleasant hour at dominoes in the quaint little parlor with the clean rag carpet and the mohair sofa. He even went so far as to get up one Sunday morning in decent time and go to church with old Jeff and his "Missus," and he did that more than once, too.

The attitude of the rest of the staff

for instance; he could best spare Smith, if someone had to go.

But Smith was a young man who was full of ginger, wasn't he?—a hard worker and a comer, wasn't he? The managing editor believed in a staff of bright, young, enthusiastic men. Modern newspaper work demanded energy above all else.

Copley knew what was coming then; he had staved this thing off before. He thoughtfully tapped the desk with the paper-knife.

"You mean?" he ventured slowly. "Exactly. You know whom. This is an age of young men, Mr. Copley, and the best interests of the paper demand that we infuse into its pages young blood—ginger! life! snap! I'm here to build up the Recorder, and you know as well as I do that we have one very weak spot in our night staff and

"Twenty years of faithful service should surely bear some weight, sir," interposed the night editor boldly. "I have always found Mr. Jeffreys faithful and willing. I always know where to find him and he has had a great deal of experience which younger heads—" The managing editor waved his hand impatiently.

"I'm afraid, Mr. Copley, you are allowing your sympathies to stand in the way of your better judgment in this matter. Sentiment, sir, is alright in its

said Copley reluctantly. "But it seems to me—"

"Cherry" tiptoed quietly out of the exchange room. He had not meant to overhear the conversation beyond the thin partition, but it had been unavoidable. He went about his work that night more quietly than usual. When he turned in his copy, the night editor caught a whiff of liquor on his breath; but Copley was too much engrossed to take particular note of this and the fact that it was the first time such a thing had occurred escaped him altogether.

A few nights later, however, he noticed that "Cherry" was behind time. He came in noisily about nine o'clock, unmistakably intoxicated. Copley called to him sharply and he went over to the desk, leering insolently as he did so.

"I'm surprised at you, Rutherford," said the night editor in a low voice. "Better go home for tonight and don't let this occur again. You know the rules of the office."

"Cherry" went promptly enough. It was two days before he showed up again at the office. It was pay-day and old Jeff collared him in the mailing-room and took him over to tea at his little home in the suburbs. Whether the advice the old man gave him took effect or whether the kindly benevolence of old Jeff's "Missus" had something to do with it, nobody could say; at any rate, "Cherry" was on hand Sunday night, sober and clothed in his right mind and more like his former self than he had been for days.

Yet there was a difference, too, which puzzled the whole staff. He did not go to church any more for one thing, and while he kept himself sober, his breath was frequently tainted. He was more boisterous than he had ever been before and talked noisily of funny escapades in strange places. Hitherto he had been very reticent about his past; but now he talked with zest of how down south he had chased a man with a gun—case of shoot at sight; how he had fallen in love with a pretty widow, worth fifty thousand, who had thrown him down because he went out driving with a rival; how he had tramped it to Frisco and hoed cabbages in a field full of dirty Chinamen and dagoes, for a bite to eat; how he had chucked one job here for this reason and another job there for that reason, apparently he had ridden the bumpers into every state in the Union, and the funny stories he told in his own inimitable way set the staff roaring.

All but Copley. Copley was worried. "Cherry" was too good a man to see spoiled, and on several occasions he remonstrated with "Cherry," tete-a-tete. But "Cherry" only laughed in his free-and-easy way.

He was still doing his work, tho, and doing it well at that. If at times a slight carelessness was manifest in his copy, it was not so glaring but it could very well be passed over. He was still the Recorder's star man.

So it was natural that when Copley got a private tip on what promised to be the biggest scoop the Recorder had ever manipulated, he called "Cherry" aside.

"Better take a day off, Rutherford, and see what you can dig up," he concluded. "This may pan out to be a ripping sensation, and again there may be nothing in the rumor. But the tip's pretty straight, and I fancy there's something doing. Go quietly, tho. You can report progress tomorrow night; if there's a story at all, try and get it for tomorrow night. If you can swing this, Rutherford, there won't be a paper in the country that won't be open to you. Good luck. That's all."

"Cherry" left the office at once. He realized he was up against a big thing that would require all his resources, and there was no time to be lost. Copley's tip was to the effect that the Robertson Loan and Savings Company, the biggest concern of its kind in the city, was on the point of closing its

Continued on Page 22



Ran straight over to Copley's desk and clutched the editor's arm

was pretty much that of old Jeff; they all liked "Cherry"—liked him in spite of the fact that Copley practically gave him his pick of the assignments. Even "Fat" McGregor handed him a god cigar occasionally, and you'd have to know "Fat" to appreciate just what that meant. And as for the managing editor—there was little doubt that "Cherry" could stay where he was just about as long as he cared to. Altogether, it looked as if Cherry had indeed found a town to suit him and was settling down in earnest; every week when he got his pay-envelope, he stowed away a portion of its contents in his trunk up at the boarding-house.

Things went along this way from good to better for maybe two months till the night arrived when the managing editor called Copley into his sanctum and spoke of reducing the staff. Expenses had to be cut down everywhere if they were to make the showing required by the directors at the end of the year. He thought that one man could very well be spared from the night staff, and what did Copley think about it?

Copley, of course, thought that he could manage; there was nothing else he could think of when the chief came at him that way. There was Smith,

place—is essential in its place; but out of its place it is nothing but bosh, sir! In this instance, I'm afraid it is sorely out of place, if you'll permit me to say so. A newspaper is run to make money, not to support employees who have outlived their usefulness; whether they have been employed for ten, twenty or fifty years makes no difference. Facts are facts and business is business, and sentiment belongs exactly where it belongs, which is not inside a newspaper office. Who else is there?" demanded the managing editor sharply.

"Well—" Copley hesitated. "By order of precedence—there's—I was going to say that Rutherford—"

"Rutherford! Best man on your staff, Copley! What's the matter with Rutherford? You surely weren't going to suggest—"

"No— That is, I— He certainly is a good man."

"Sober?"

"Yes."

"Industrious?"

"Yes."

"Falls down on his assignments?"

"No, not once, I believe."

"Well, then!" The managing editor frowned.

"I guess if you say so, sir, it will have to be as you have suggested,"

How to Sell Livestock

Some Practical Suggestions Gathered from Successful Breeders and Salesmen

A great many farmers who know how to produce the very finest horses, cattle, sheep or hogs have little idea how to sell them. Somehow they imagine that when they have produced the highest quality animal, the world should know it and there should come at once a good demand for their stock at fancy prices. They fail to realize that there is just as much care and attention needed to market their product as there was to produce it. Salesmanship is a science and it is a science that needs to be studied by farmers quite as much as by men in the commercial life. We know of a number of breeders whose failure has been due largely to carelessness and lack of business methods in the sale of their product.

Selling is a Science

One of the most important departments of any manufacturing concern is the sales department. The man in charge of it has reached his position only after long experience has demonstrated that he is a good salesman. His department is highly organized and is conducted on scientific lines. The old haphazard methods of salesmanship have disappeared, because the firms that have employed them and refused to adopt modern ideas have gone to the wall and are numbered with the past. There is no department of the farmers' business where the application of sound business methods will give him a bigger return for his money than in the selling of his livestock.

Exhibiting at the Fairs

In the first place it is impossible to sell livestock no matter how high the quality unless those who are in need of livestock know that you have it for sale. In other words, the best article in the world must be advertised before there is a demand for it. One good method and very important method of advertising livestock is to exhibit at the leading fairs. The summer and winter fairs particularly in the larger cities in Western Canada afford an excellent opportunity for farmers to exhibit their best livestock. Attractive prizes are always offered and the railways assist by giving a one way rate on exhibits. But here again many of the farmers waste an opportunity, because they do not give their stock the proper attention before exhibiting. It is of no use to exhibit anything but the best stock in the very best condition. The leading breeders have found that it pays to give very special attention to feeding their show animals, and, in addition, to see that they are clean and are kept clean during the show. Thousands of farmers attend these shows and spend a good part of their time looking over the livestock exhibits. Naturally of two animals equally good in other respects the best kept exhibit will appeal to them most strongly, and when they intend to purchase they will most naturally purchase from the stockman whose exhibit appeals to them most strongly.

How to Handle Enquiries

Every exhibitor of livestock at these shows will have a number of enquiries from farmers who are looking thru the show pens. The farmer may not wish to purchase immediately, but the very fact that he is interested makes it worth while for the exhibitor to talk with him. If the exhibitor is a wide-awake business man he will find out from each enquirer about what kind of stock he is most interested in and when he will be most liable to purchase. The name and address of the enquirer and all this information in regard to his requirements will then be entered in the note book of the exhibitor. When the exhibitor gets home again with his show animals he will then look over his note book. Every man who has enquired at the fair regarding his stock should receive a good letter just before the time that he mentioned he would be in the market to purchase. Considerable time and care should be given to the preparation of these letters to enquiring farmers, because it is by this means that most livestock is sold, and careless letters produce few sales.

The most general method of advertising followed by livestock breeders is thru the

farm papers. By advertising his stock in the farm papers the breeder can reach a larger number of prospective buyers more quickly and at a lower cost than in any other way. But here again it is necessary to exercise good judgment. In the first place the amount of money spent in advertising should bear some relation to the value of the stock to be sold. It is poor business to spend \$50 in advertising when you have only \$100 worth of

stock to sell. There is no definite rule as to the proportion of money to be spent on advertising. Every breeder must work that out for himself, but the money spent in advertising and time spent in correspondence is a part of the cost of production and should be so figured when estimating the actual cost of the animals to be sold. In this way the breeder can get a fair idea of how much money he can afford to spend in advertising.

Choice of Advertising Medium

The next thing is to decide in which farm paper the breeder will place his advertisement. He should select a paper that has a wide circulation among farmers and will carry his advertisement into the largest number of farm homes at the lowest cost. All farm papers give a lower rate to breeders than to commercial advertisers for the purpose of encouraging the livestock industry. If considerable advertising is to be done it is well to use more than one paper, and many breeders experiment with several papers to find which brings the best returns. Generally it is possible to tell which paper brings the best returns by the letters of enquiry received, as they will generally state in which paper they saw the advertisement. It is very important that the breeder

only to bring enquiries from farmers who are interested in the kind of stock advertised. If the advertisement has procured these enquiries it has been a success. No farmer will write letters out of mere curiosity. The average farmer doesn't like to write letters well enough for that. When he takes the trouble to sit down and write a letter he is interested and the breeder should consider him a prospective buyer and treat him as such,



Crossbred steer, "Moonshine III," owned by Sir H. Leon, best steer at Norwich and first at Birmingham.

otherwise the breeder has failed to grasp the first and fundamental principles of salesmanship. As we stated above, the advertisement alone usually does not sell and cannot sell the livestock. It will bring enquiries only. It is then entirely up to the breeder to sell his livestock to these enquirers thru correspondence. Of course if the farmer who writes lives near enough, or the transaction is sufficiently large, he can undoubtedly be induced to make a personal inspection before purchasing, but in the majority of cases he is too far away and the amount of the purchase is too small to permit of a personal inspection. This being the case the sale must be completed by correspondence.

Selling by Letter

It is in the answer to these queries that the breeder has the biggest opportunity to do effective work. In some cases, where a breeder has a large amount of stock to sell, and can afford it, he has a full and complete description of all his animals printed and sometimes accompanies this by a photograph of some of his best animals. But the information in this article is intended for the small breeder, who cannot afford to spend money in such elaborate literature. To



Shorthorn bull, "Earl of Kingston," first at many of the leading English shows, bought for £3000 from Earl Manvers, Holme Pierrepont, near Nottingham.

should keep a record of these enquiries and count very carefully the replies he gets from his advertisements in the different papers, because there is no other way for him to tell exactly which paper pays him best. All commercial advertisers follow this system carefully.

Possibly the biggest point that breeders overlook is that advertising alone will not sell their stock. Livestock advertising, with very few exceptions, is intended

him it is a matter of writing a good sales letter. We know of a number of cases where farmers have advertised in the farm papers and received a considerable number of enquiries regarding their stock. They have taken their own good time about answering these enquiries and have often delayed answering from two to three weeks, and when they did answer the enquiries their letters were very brief, without giving even a good des-

cription of the animals nor quoting the price. Those men didn't sell their livestock and some of them concluded that it didn't pay to advertise. The fault was entirely their own. They didn't do their business in a businesslike way, consequently were not able to make any sales.

Honesty is Best Policy

The breeder who has stock to sell must be sufficiently interested to devote time and care to the preparation of his letters to enquirers. Very frequently he can prepare one letter as a model and write all his other letters from it. One thing to be remembered always is that absolute honesty is the best business policy. In describing your animals give nothing but the absolute facts and don't exaggerate. By so doing you will make a friend of every purchaser and additional sales are sure to follow. Again, be sure you answer in detail every question which the enquirer asks. Try to give him exactly what he wants. If you don't happen to have it, then it is all right to suggest something else which you do have that you think will suit his purpose just as well. If there is any special merit in the foundation stock from which your own stock was produced be sure to give full details. Describe your animals thoroughly, giving their exact ages and the care they have had. It is often well also to describe your feeding methods with the results that you have secured. If you have sold any similar stock and have satisfactory letters from the purchasers it is well to include copies of such letters in your replies as it is additional proof to the enquirer that your stock is first class.

One of the Difficulties

One of the most successful breeders in the West tells us that he sells a great deal of stock to men who never see the animals before purchasing, and he adds: "The one difficulty we find in selling by letter is that we are obliged to keep the animals in much higher condition than we would if the buyer came personally and inspected the animal before purchasing, as the purchaser must have a good impression when he meets his animal at the train. Our experience is that these highly fitted animals never turn out as well as those that are kept in a more natural condition." There is an important point in the statement made by this breeder and it should be borne in mind carefully not only by the sellers, but also by the buyers. The demand of the buyers will be for animals that arrive in tip top condition, and it will only be by a process of education that they will be taught the disadvantage of demanding such highly conditioned animals.

One Letter is not Enough

It is a matter of congratulation when the first letter succeeds in making a sale, but the businesslike breeder will not stop if he does not make a sale from the first letter. All enquiries should be kept on file. An alphabetical file can be purchased very cheaply, by which letters can be kept so that they can be referred to at a minute's notice. If no reply is received to the first letter within a week or ten days, it is time to write a second letter. The enquirer no doubt has written to several breeders and has received their replies and is taking his time to make up his mind. Send him a second letter in a week or ten days setting forth some additional good points in favor of your stock, telling him also how you ship and what it will cost him laid down at his own shipping point. If you don't get a reply to the second letter send him a third letter a week or ten days later. You will be surprised to find how much business the second and third letters produce if they are carefully written. The best way to write these sales letters is to try to put yourself in the attitude of the man who is enquiring and give him the same information you would like to have if you were in his place.

Cash or Credit

One of the vexed questions among breeders is whether to sell for cash or to give credit. Many of the most successful

Continued on Page 16

The Country Homemakers

CONDUCTED BY FRANCIS MARION BEYNON

THE TRAVELING AMERICAN

There seems to be an impression abroad that I am away from the office, so this is just to explain that I was, but I'm back again at my desk.

It was quite a new experience traveling this year, as there were so few of our own country people on the trains and such numbers of our neighbors from across the line. The cars were filled with visitors to the San Francisco fair and a very jolly and friendly crowd they were. And curious! They asked questions of everybody about everything under the sun. It makes one dizzy to think of the amount of information they must have acquired if they kept up the process of interrogation as strenuously going and coming and at the fair as they did in our company. But while they had in common this one quality of being less stiff and formal than the Britisher, one could no more lump our neighbors to the South and describe them definitely as being thus and so, than one could deal in that fashion with the people of Canada. For example, the lady who had the other half of my section leaving Vancouver filled me with dismay at the first glance. She was distinctly un-American, if there is such a word, in that she was very frumpish in her dress and very noticeably travel stained, the sort of person one would picture as shouldering her way very aggressively and ruthlessly in the business world. It transpired that she was an artist and a sculptor and she discoursed very entertainingly of the sculpture and color scheme of the great exhibition.

When the train brought us in due course into the region of Western Manitoba wheat fields, stretching out in golden splendor to the horizon and I was aching for somebody to gloat with me over their beauty, I found sympathy in only one quarter. My German-American neighbor across the aisle, himself a farmer from Iowa, was no less enthusiastic than myself over the close set rows of stooks which ran over little knolls and to the very edges of ravines and sloughs, making a picture that, to the prairie-raised, is not exceeded in loveliness, tho it is in grandeur, by the Rocky Mountains.

The nicest thing about these travelers from the United States was that they evidently came to be pleased and entertained and, as is almost invariably the case in such circumstances, they found what they were looking for abundantly. If anything was needed to knit more closely the tie of neighborliness between the two countries, which was not the case, this year's travel would have helped greatly in that direction.

FRANCIS MARION BEYNON.

WOMEN OFTEN NEED CHANGE.

Dear Miss Beynon:—I have followed with much interest the correspondence about the experiences of "Discouraged." "Mother of Eight," if I remember rightly, advised her to try to win her husband by patience and pleasantness, and Mrs. Nicolaeff was very indignant at this. But what exactly would Mrs. Nicolaeff advise instead? She laments that there is no possibility of a divorce, but one cannot rightly divorce one's husband for being disagreeable, even if the law were lax enough to allow it. After all, everyone is disagreeable sometimes, and everyone must learn to bear and forbear if he or she would be happy.

My advice to "Discouraged" would be to try to get away from home for a while, if possible, to visit with relations, or stay awhile in the city, if there is one near. If this cannot be managed, you might try to get a position as housekeeper for a few months—anything to get away. Many unhappy marriages are caused by the wife getting overwrought and nervous and lonely. It makes it much harder to bear things. Then come home determined to practice "Mother of Eight's" advice, and be just as jolly and as cheerful as can be. Then, sometime when your husband is feeling peaceful after supper, have a good talk with him, tell him how hard things have been for you and how determined you are not to give him any cause to be disagreeable. I feel reasonably sure that if he sees you trying to live up to this he will follow suit.

Just why Mrs. Nicolaeff should object to the wife showing patience and forbearance to her husband I cannot fathom. After all, most wives sometimes give their husbands cause for forbearance, and why should they not return the compliment? To my mind far too much is made of women's wrongs. Grant that the law is in many cases unjust, the best of laws is powerless to make any two persons, either in marriage or in any other connection, live happily if they cannot bear and forbear with one another. The reason one hears so much more about trying husbands is that men don't publish their quarrels in the papers. It must be admitted that one meets quite as many objectionable wives as husbands in ordinary life.

I must say that I think Helen Maloney's letter has been harshly criticized. Some farm women (not many) do let themselves go dirty and slatternly about the house. And I do not see why having to milk should hinder one from putting on a clean dress after one has cleaned the house. Surely if the skirt is pinned up as for scrubbing and a large apron put over it, it should come to no harm in the barn. In any case, the farm wife is wiser to stick to wash dresses except for very best. Most housekeepers in this district, especially the Canadians and Scandinavians, keep their houses beautifully. I am often astounded at the fresh, neat appearance of small shacks in which from four to eight persons may be living, when one would expect them to be hopelessly overcrowded. I suppose it is done by a rigid attention to neatness

and ambition and atrophies the brain. The disposition to blame the husband, I think, is because of his position as an immediate factor in the problem. I do not dispute that a selfish or improvident husband may vastly increase his wife's burdens, but if the main burden remains alike on the shoulders of the wife of an unselfish and provident husband, we must conclude that the problem is not a personal one.

If the universal lot of the farmer's wife is one of ceaseless toil without adequate compensation, that condition must spring from one of two causes: either her labor is misdirected and unproductive, or else the results are appropriated by someone else. In either case the trouble is an economic one.

When we consider the farmer himself, it is obvious that his condition differs only in degree from that of his wife. His hours of labor are longer than those of any other occupation, unless we except the railroad men, and if we eliminate his profits as landlord his compensation is less. The condition of the tenant farmer, who gets no landlord's profits, is so nearly on a level with that of his wife that there is little choice between.

This is the problem. It is a general one in which your husbands are sufferers along with yourselves. It must be solved, if it ever is solved, by united effort. Did you ever untie a tangled and tightly-drawn knot in a rope? Well, you have noticed that you can't make much headway until you gain a little slack. The slack that you need in unravelling this knotty question is leisure

positive mischief brings into contempt its authors and their cause.

You see idlers riding in their sixty-horse car and wintering in California, while you, toiling sixteen hours a day, haven't time to read a magazine. Why? The reason is not beyond comprehension. The cause is not beyond reach. Men and women are anxious to tell you, but in order to understand you must study and think, and in order to remove the cause you must act together and to the right purpose.

The despairing question: "Will farmers ever become intelligently organized?" is being partially answered. Without a similar answer with reference to farmers' wives, the ballot will do no more to ameliorate your life than it has done for the negroes of the Southern States.

GEO. W. ATKINSON, Ceylon, Sask.

"DON'TS" BY THE BABY

Don't ruffle me and fluff me, shirr, rosette, and puff me. I'm not an exhibition of fancy-work. I'm a human being, who wants to be comfortable.

Don't pin me down so closely in the bed, or bind my little growing body with such tight clothing, or pinch my enterprising feet with such badly shaped shoes, that I feel like a nut in the grip of a steel nut-cracker. Don't you know that stretching and toe-curling are two of the finest athletic sports known to babyhood?

Don't clap at me and boo at me, cackle, bleat, and moo at me, when I'm trying my best to store up enough energy by peaceful slumber to become the Premier of Canada.

Don't hurt the feelings of dear Aunt Mary Jane when she presents us with a heavy, cold, pique crib-spread and a knitted infant veil. Thank her warmly and tenderly for me—they can be made into a shirt-waist and a shoe-shine cloth.

Don't use a sponge-ever; they are insanitary. Don't use a pacifier; they are dirty, and often cause adenoids. Don't poke into baby's delicate ear with the ear-cleaner. Don't give baby rattles or other toys having tiny bells; they come off and are apt to be swallowed.

A CHANGE OF SCENE WITHOUT MOVING

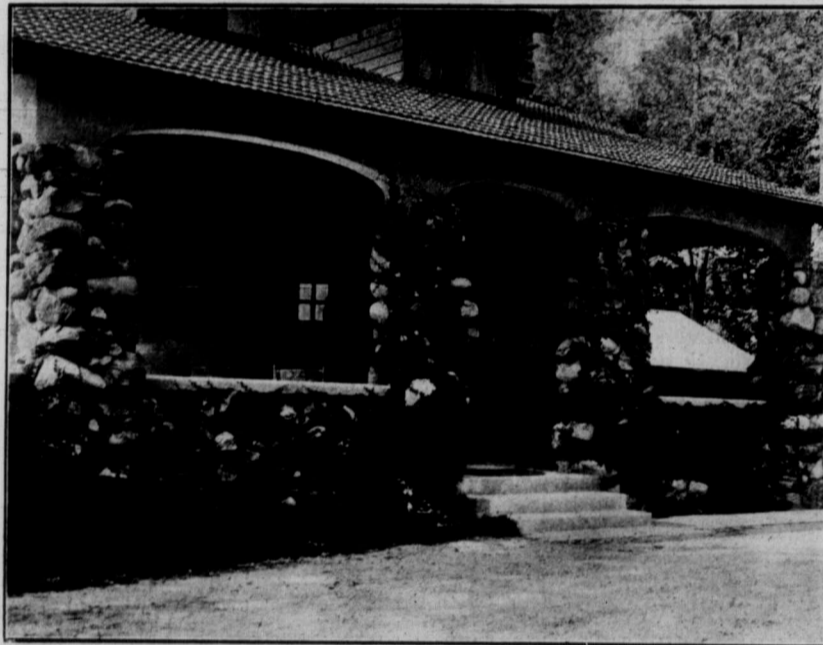
Perhaps it is the old-fashioned black walnut bedroom set that grandmother bequeathed to your mother. It has always been looked upon as mother's set; can you ever remember seeing it in any other room than hers? Everywhere it is the same.

A friend of mine became a nervous wreck and went to her family doctor for treatment and advice. He prescribed for her a complete change of scene. This friend happened at the time to be living in an apartment. It was impossible, for financial reasons, for her to go away and she grew steadily worse. Finally one of the daughters hit upon a plan that brought her mother back to health. Her mother was induced to visit a relative for the week-end. When she returned the change of scene had been effected.

In this case, the change went farther than the mere changing of furniture and personal belongings. The family decided to take their meals with a near neighbor, so the kitchen was closed. The dining-room was turned into a bedroom-sitting-room for her use. But the furniture that mother had used for twenty-odd years or more was not used. Pictures, little knick-knacks, draperies of soft-colored cretonnes from the girls' room were called into account and the furnished effect more than repaid the effort that had been put forth.—Miss N. M., Brooklyn, N.Y.

INDIVIDUAL TEA-BAGS

I cut cheesecloth, which has first been scalded and dried, into little squares, and tie up in each square enough tea for a meal. It takes only a short time to make enough of these little tea-bags to last a week, and it is convenient in the hurry of preparing a meal to have your drawing of tea measured and ready to drop into the pot. But the principal saving is in washing the dishes. There are no mussy, sink-staining leaves to dispose of, but simply a bag to be thrown into the garbage can. A few bags of extra size may be made for "company."—V. L. C., Ottawa, Can.



Showing how delightfully vines wind themselves over stones and mortar

and by keeping everything not in daily use in cellar or loft.

Mrs. Shepherd's articles were very useful to me with my chickens. I raised a hundred this year.

GINGHAM GIRL.

INTELLIGENT ORGANIZATION NEEDED

Editor, Home Dept.:—I see the woes of the housewife have found voice in the Home Department. Once it has become articulate, the cry will probably increase in volume and intensity before it grows less, because back of it is the tale of a treadmill of toil, of labor without the means, of aspirations denied.

The farmer fences a pasture this year and aims to build a barn next year, and a granary the year after. Even if his program of improvement is delayed, he is inspired by a sustaining hope that puts the spice of a definite purpose into his labor. But his wife, whether she lives in a shack or in a modern house, runs a cycle of drudgery each twenty-four hours, with a slight variation extending from Sunday to Sunday.

It isn't the work. The life filled with active labor is the happiest as well as the most useful. It is the unending toil, always in the same plane, that kill

to think, to study, to exchange views, to trace the strands of your trouble back to their primary cause. Your problem is not an individual one. It is a burden oppressing the largest class in the land. You suffer and endure together, you must seek relief together if you would find it.

The suggestion was recently made of simultaneous reading along similar lines and discussion in the Home Department. I wonder if this reading shall consist of a polite literature, written for the light entertainment of the fondled and idle pets of wealthy men and of misguided women who fondly dream of becoming such—dreams never to come true; or shall it be literature written for the instruction and inspiration of people preparing them to understand and meet the responsibilities and duties of a life in which if none shirk none shall be overburdened.

Ladies, you are asking for the ballot. In the course of events you are soon to receive it. With that power in your hands laws will doubtless be enacted in response to your desires. Did it ever occur to you that legislation not in conformity to natural law is useless or worse? That is the case with a large bulk of our statutes today. Utopian legislation that miscarries or produces

PATRIOTIC ACRE FUND
A Fine Promise Redeemed

Chas. McCarthy, of the Prairie Star Association, promised a contribution of the proceeds of five acres of wheat to the Patriotic Acre fund, and a few days ago he mailed to the Central Office of the Association a graded storage ticket for 189 bushels of No. 2 wheat. This is a fine promise finely redeemed.

S. W. Y.

Still Soaring

Below will be found a further list of Patriotic Acre forms sent in to the Central Office, together with the number of acres promised in connection with the same. We are now rapidly approaching the four thousand mark, with thousands of forms still in the hands of our locals. The actual number of promises to date is 3,850, and we believe we shall eventually reach at least 5,000 acres. Will you help us and thus take your share of the honor?

Canvasser	Association	Forms	Acres
S. Johnson	Wordsworth	22	22
John Wellbelove	Eston	19	19
H. H. Hatley	Thunder Valley	18	18
Wm. Schous	St. Boswells	16	16
A. F. Wolther	Croesus Hill	15	15
Michael Hall	Lily Plain	12	14
Jas. Clarke	Fleming	12	10 & \$15
T. C. Raymond	Rockhaven	10	11
R. C. Holister	Cupar	10	10
O. Cooper	Thunder Valley	10	10
J. J. Coffey	Wordsworth	10	10
Maurice E. Hayes	Bailey	10	10
Frank Devaney	Stalwart	10	9 1/2
C. Billings	Sunny South	5	5
Robt. Urquhart	Poplar Park	5	5
T. M. Morgan	Thunder Valley	3	3
A. E. Steele	Ruddell	2	2
Jas. D. Patterson	Melfort	2	1 1/2

C. Billings' total, including those previously sent in, is now 19; that of Robt. Urquhart, 15; T. M. Morgan, 15; A. E. Steele, 12, and Jas. D. Patterson, 41.

A High Average Yield

The average yield of 30 bushels per acre, as it affects the Patriotic Acre fund, given on this page last week, is still being maintained. The highest yields of wheat sent in during the week are as follows:

Contributor	Local	Bush. per Acre
J. R. Robertson	Biggar	51
T. D. Edmiston	Smiley	42
W. Johnston	Cobourg	41
J. & P. L. Ritchie	Zealandia	41
Stanley Sharpe	Stalwart	41

Chas. Forbes, of Senlac, has sent in a storage ticket for 72 bushels of oats, and Robt. Armstrong 52 bushels, representing the production of one acre in each case.

S. W. Y.

MONSTER GRAIN EXHIBIT

At a conference with the Provincial Exhibition Board and attended by President J. A. Maharg and the Secretary of the Association, definite arrangements were finally completed for the monster grain exhibit of the Saskatchewan Grain Growers' Association, to take place at the Provincial Exhibition at Regina in 1916.

The paramount importance of grain growing in the Province of Saskatchewan had been fully apparent to all provincial leaders for some time past, but heretofore the so-called Agricultural Exhibition held annually at the capital has failed to secure any extensive exhibits of grain. The foresight and energy of the present exhibition board in undertaking to make next year's grain exhibit the big feature of the fair deserves the commendation of every grain grower in Saskatchewan and the undertaking certainly merits the support of every local.

The interest which the Grain Growers of Saskatchewan are taking in their own chief industry will be measured very largely by the number of locals which show sufficient interest and energy to enter this competition. The prize list is generous and extensive, so that there is an excellent opportunity for exhibiting locals to win not only recognition and the right kind of publicity for their respective districts, but also prize money. It is highly desirable that every local within the province should interest itself in this movement.

Valuable educational work can be done at the local point if all members are asked to bring samples of grain to a meeting especially called to deal with this question. In making selection of the best samples the local can put up to constitute the exhibit finally forwarded to Regina, judging should be done at this meeting in the presence of all.

In order that locals may make their

Saskatchewan

This Section of The Guide is conducted officially for the Saskatchewan Grain Growers' Association by J. B. Musselman, Secretary, Moose Jaw, Sask., to whom all communications for this page should be sent.

selections when most convenient during the winter months and be able to send in their exhibits as soon as selections have been made, the fair board has kindly consented to receive these exhibits at any time that the local is ready to forward them. The exhibits can be forwarded in inexpensive sacks, such as twine bags, sugar sacks, etc., for the samples will not be exhibited in the containers in which they are shipped. Exhibition containers will be supplied by the Exhibition Board at its own expense.

It is specially requested that all locals notify the Central as early as possible that they intend to enter the competition. The following are the conditions agreed upon:

1—Competition is open only to local branches of the Saskatchewan Grain Growers' Association.

2—Each exhibit shall consist of one-half bushel wheat, one-half bushel barley and one-half bushel oats, by measure, any variety. Not more than one group can be entered or shown by any one local.

3—The grain must be provided by the members of the local making the exhibit and no member shall contribute more than one kind of grain.

4—Exhibits may be shipped by freight at any time previous to June 1, 1916, and must be consigned to D. T. Elderkin, Manager, Provincial Exhibition, Regina, Sask. Freight charges will be paid by the Exhibition Association.

5—Entry must be made in the name of the local by the secretary on or before

prizes will be as above and the following added: 10th, \$10; 11th, \$10; 12th, \$10; 13th, \$10; 14th, \$10; 15th, \$5; 16th, \$5; 17th, \$5; 18th, \$5; 19th, \$5; 20th, \$5. In like manner there will be an increase of five prizes of \$10 each and five prizes of \$5 each for each hundred or fractional increase in the number of entries. Thus, if all the locals enter the competition, making between ten and eleven hundred exhibits, there will be offered cash prizes amounting to \$1,195.00. Each local winning a prize will also receive the Provincial Exhibition Diploma suitably engrossed.

Besides these large cash prizes, there will be awarded to the local winning the first prize a magnificent trophy—this trophy will have to be won a number of times before becoming the local's permanent property. The members sending the best samples in wheat, oats and barley will receive valuable special prizes, whether their group wins or not. The member receiving the first prize in each kind of grain will be given a gold watch, while the second and third prizes will be of proportionate value.

Estimated expenses and receipts on basis of 550 exhibits:

Expenses	
Prize Money	\$ 745.00
Freight and Cartage at 40c each	220.00
Boxes to show grain in	50.00
Judges	250.00
General expenses of Exhibits	100.00
	\$1,365.00

Receipts	
275 bushels wheat at 70c	\$ 192.50
275 bushels barley at 50c	137.50
275 bushels oats at 40c	110.00
	\$ 440.00
	440.00

Net cost of competition \$ 925.00



The Co-operative Elevator at Ituna, Sask.

June 1, 1916. No entry fee will be charged.

6—At the time of making entry the secretary must give the name of the member contributing each portion of the exhibit, together with a brief statement giving the following information about the field from which each kind of grain was selected, if same can be secured:

(a) How was land prepared previous to seeding. (b) Kind of soil. (c) Approximate date of sowing. (d) Quantity of seed sown per acre. (e) Name of variety. (f) Size of field. (g) Approximate date of cutting. (h) Approximate yield per acre.

7—Upon receipt of entry the manager will forward to the secretary identification numbers to be placed inside each sack and shipping tags to be fastened securely to the outside of the sacks. No other identification marks may be put with the grain nor attached to the sacks.

8—Prize money won will be paid to the secretary of the local, to be disposed of as the local may see fit.

9—All grain exhibited shall become the property of the Exhibition Association.

Prizes

1st, \$100; 2nd, \$75; 3rd, \$50; 4th, \$40; 5th, \$30; 6th, \$25; 7th, \$20; 8th, \$15; 9th, \$10; 10th, \$5.

Should there be between 100 and 200 exhibits in the competition, the above prizes will be added to. The first nine

DEBATING LEAGUE PROPOSED

I am mailing you a marked copy of "The Public," with an article on work along a line somewhat similar to something I have had in mind for the Grain Growers to take up during the winter months.

My scheme is a system of debating leagues among the G. G. A. locals, organized somewhat after the manner of baseball and other leagues, with series of debates leading to a pennant or some other suitable prize. There is no stronger sentiment among people here than the spirit of contest. I believe that a debating league, to be kept up during the winter months, would be welcomed among G. G. A. locals as a diversion and an entertainment, and if properly steered would be an invaluable means of education. The questions debated would be mostly questions of economics or of public policy and men, who otherwise could never be induced to study seriously our big national questions, would do so to equip themselves for defeating a debating team from a neighboring local, also others who listened to the debate would be instructed and have their appetites whetted for more. This would almost inevitably result in every participating local starting a library, to be increased according to its needs and ability.

The debating series during the forepart of the winter could be made to open the way for one or more lecture tours later on. I had this in mind last winter when I wrote Mrs. F. J. Dixon in response to a circular letter that I hoped next winter we might arrange for a lecture tour by Mr. Dixon. Of one thing I have long been deeply convinced: If the G. G. A. is to continue, and be a vital and uplifting institution, it must develop itself along social and educational lines. Your article on educational reform in The Guide of September 22 suggests to me that civic and economic education for adults is every whit as important in the country districts as agriculture in the rural schools.

I have discussed the question of debating leagues with scores of grain growers

and have yet to meet one who does not favor it, and I have heard of at least one local that has made debating a regular feature of its winter meetings. The debating series, properly managed, should lead up to lecture courses wherever suitable halls are available, and it is not too much to expect that they would lead to the building of suitable halls.

If this or any similar plan should be commenced, I shall probably be able to promote it in this vicinity, and I think other volunteers will be forthcoming. If it is put on foot it should be done early in December and the preliminary work begun long before then.

GEORGE W. ATKINSON.
Ceylon, Sask., Sept. 27, 1915.

A PORTABLE ELEVATOR

At this point the G. T. P. has issued an order to their agent refusing to let a portable car loader load cars for hire, or in other words take pay for loading. It does not take a very sharp person to see thru the game. It is another stunt the elevator people are trying to pull off. I loaded several cars last year for my neighbors and in every case they were well pleased.


Could you give me a reply by return to what is best to do?

I. N. HENDERSON.
Kinley, Oct. 12, 1915.

Mr. I. N. Henderson:—Your favor of the 12th inst. is before me. I have had similar correspondence from a number of points.

Every farmer is permitted to load his own grain in his own way, or any number of farmers, such, for instance, as a local Association might own a portable elevator as a body and use it for the loading of the grain of any member of the body, but as soon as anyone undertakes to load grain for another for hire he brings himself under the Canada Grain Act, as well as the regulations of the railway companies. It would appear that even a portable car loader is an elevator and that no one may operate an elevator for hire without license. Furthermore, permission of the railway companies would have to be had for the operation of such an elevator.

CENTRAL SECRETARY.



Coal!

PITTSSTON HARD (Pennsylvania Anthracite)	
	F.O.B. Mine
Egg	\$6.85
Stove	6.85
Nut	7.10
YOUGHIOGHENY STEAM	
Screened Lump	\$4.03
Run of Pile	3.73
ROCKY MOUNTAIN STEAM	
Run of Pile	\$2.25
FRANCO-CANADIAN STEAM	
Run of Pile	\$2.25
CANWESCO (Lethbridge District)	
Screened Lump	\$3.50
Screened Stove	2.75
BURNRITE (The best from Drumheller)	
Screened Lump	\$3.50
Screened Stove	2.50
ROUND HILL	
Screened Lump	\$2.60
SOURIS	
Screened Lump	\$1.90
Run of Pile	1.65

Terms—\$50.00 deposit with each car and sight draft for balance with Bill of Lading.
Order thru your Local Secretary and secure advantages of Car-load buying.

The Saskatchewan Grain Growers' Association

J. B. MUSSELMAN, Secretary MOOSE JAW, Sask.

OFFICERS:		
Hon. President—D. W. Warner	Edmonton	
President—James Speakman	Penhold	
Vice-Presidents—		
H. W. Woods	Carstairs	
R. S. Dunham	Lethbridge	
Rice Sheppard	Edmonton	
W. D. Trego	Gleichen	
Sec. Treasurer—P. P. Woodbridge	Calgary	

Alberta

This Section of The Guide is conducted officially for the United Farmers of Alberta by P. P. Woodbridge, Secretary, Calgary, Alberta, to whom all communications for this page should be sent.

DISTRICT DIRECTORS:		
Victoria—P. S. Austin	Ranfurly	
Edmonton—George Long	Namao	
Strathcona—H. G. Vickery	Strome	
Macleod—G. W. Buchanan	Cowley	
Calgary—J. A. Bishop	Beddington	
Red Deer—D. Buckingham	Stettler	
Medicine Hat—E. E. Sparks	Jenner	

OFFICIAL CIRCULAR NO. 14

Ladies and Gentlemen:—In the report on organization adopted by our last convention, the recommendation was made that the Central Office should take the lead and suggest to such of our unions as need help a series of practical subjects for debate at their regular meetings, supplying, when asked for, short papers on these subjects to form the basis for the discussion to follow.

For the last month or so we have been working on this idea and have finally decided to submit to you in this preliminary circular a series of subjects under the world-wide motto of the agricultural co-operative movement: Better Farming, Better Business, Better Living. It is not possible to give you all the information we would like in the form of a general circular, so the various subjects will be enlarged on from time to time in the Alberta section of the Grain Growers' Guide. The Central Office will also welcome any further inquiries or suggestions from our unions.

The subjects suggested for debate are as follows:

Better Farming

- 1—The U. F. A. Union as a Seed Growers' Association. Its value from a financial and educational viewpoint.
- 2—The U. F. A. Union as a Livestock Association. Its value as a medium for (a) Improving the breed of stock, (b) Standardizing the breed of stock, (c) Encouraging the keeping of livestock.
- 3—The U. F. A. Union as a medium for the promotion of the dairying industry.
- 4—Farm implements. (a) What kind are most suited to the district, (b) Which are the most important for the small farmer to own in order to secure the maximum of efficiency with the minimum outlay, (c) The value of protection from the weather, (d) How a cheap implement shelter can be built.
- 5—The utilization of manure (a)

Natural manure; how to save its chemical properties. (b) Artificial manure; how big returns can be secured at little cost.

Better Business

- 1—The U. F. A. Union as a purchasing and selling agency. Its value from a financial and educational viewpoint. Under this heading you would discuss: (a) The co-operative purchase of supplies, such as flour and feed, twine, fence posts, lumber, etc. (b) The co-operative purchase of seed grain, livestock and potatoes, also manures to fit in with sections 1, 2 and 4 of Better Farming. (c) The shipping of livestock and farm produce generally in bulk co-operatively.
- 2—The U. F. A. Union as an Egg Circle.
- 3—The U. F. A. Union as a Beef Ring.
- 4—The U. F. A. Union as an Agricultural Credit Society. Its possibilities for: (a) Community Credit, (b) Individual Credit.
- 5—The U. F. A. Union as an Insurance Society. (a) Mutual Fire Insurance, (b) Mutual Livestock Insurance, (c) Hail Insurance, co-operative, municipal and otherwise.

Better Living

The U. F. A. Union as a Social Centre. Its value as a medium for creating community spirit and creating better moral and mental tone in the district. Under this heading you would discuss:

- 1—Our Educational System. (a) The small rural school, (b) The consolidated school, (c) Should a course in practical agriculture form a part of our educational system?
- 2—The improvement of the farm home; how it can be done at little cost.
- 3—How to make rural life as attractive as city life from a social point of view.
- 4—The value of a telephone system and how to secure one.
- 5—The improvement of our mail service. Rural mail delivery, etc.
- 6—The improvement of our roads so that the cost of hauling may be reduced to a minimum.

Order of Business

As an order of business for meetings which will be somewhat easier to carry out as well as being shorter than that outlined in the constitution, the following is suggested:

- 1—The calling to order by the chairman.
- 2—The reading and disposal of the minutes of the preceding meeting.
- 3—Business arising out of the minutes.
- 4—Reports of all standing committees.
- 5—Reports of all special committees.
- 6—Report of secretary-treasurer and financial statement.
- 7—Unfinished business.
- 8—New business. All communications from the Central Office should be read here.
- 9—Good and welfare.
- 10—Discussion on topic chosen for debate.
- 11—Choosing of the subject for debate at the next meeting.
- 12—Adjournment.

These subjects, brief as they are, supply much room for careful thought, honest endeavor and interesting debate. They open up a field which, if thoroughly explored, will give new life, not only to the U. F. A. unions already existing, but to those thousands of farmers who at present for one reason and another have not interested themselves in the work of the U. F. A., or, having done so, have failed to continue their membership because some phase of the local work, or the views of some part of the organization on a particular subject did not happen to coincide with that of themselves. A multiplicity of organizations is not in the best interests of any community if they are under separate control and in actual competition with each other from the view point of membership and financial success. A little study will show that there is practically no phase of agricultural development thru organization for which our Association, with its numerous local unions, is not eminently suitable. Co-operation and organization in agriculture in countries the world over has, in some particular line or other, reached a very high stage

of development. The work that has been accomplished in these countries is not hidden, but has been made public and may be read by any who wish. A careful study of what has been done and the possibilities for similar development in Western Canada simply strengthens the thought that in our Association we already have the most effective means that we could wish for to put the science of agriculture, with all that is attendant upon it, in its rightful place as the basic industry of this country. Our local unions are the educational centres bound together thru the Central Office into one great organization equally useful for defence, or offense if the occasion demand it.

It is not intended that these suggestions should take the place of or displace anything already in use by our unions, and which has already proved its value. The suggestions are simply meant to supplement and to give a practical lead to the weaker unions who need our help. It has been stated that our unions do not need assistance of this kind, but we believe that many will appreciate it. It is a significant fact that of over 700 unions actually organized up till the end of 1914, less than 400 reported as being active. From the scores of letters received at this office, it is safe to estimate that 95 per cent. have failed thru lack of local talent or thru lack of a practical lead from the Central Office, which would bring out the latent talent which exists in every community.

For the more advanced unions, and as a change from any thought suggested in this circular, the "Studies in Rural Citizenship" are still available. We all agree that these studies in themselves are excellent, but the authors of this pamphlet were among the first to admit that they did not fill the need, that the subjects treated therein are too difficult for the average farmer and that there are no suggestions as to how to conduct meetings. It is one of the duties and pleasures of the Central Office to give a lead where difficulties of this kind arise, and in this and other circulars to follow, with the assistance of our unions, we will make an effort to meet your requirements.

Remember the Alberta section of the Grain Growers' Guide from now on will contain further suggestions amplifying this circular and short articles are being prepared on all the subjects as a lead in working up discussion. We hope these articles will be available in the course of the next few weeks on application to the Central Office. We would like to hear from our unions what they think of this circular and the suggestions therein. We are doing all we can to find the missing link which will bind the U. F. A. into one cohesive whole and make it even more powerful, more effective in every way than heretofore. Your criticism is our only way of finding out whether we are meeting your requirements. All we ask is that your criticism be fair and if you give us credit for honestly doing our best, it cannot be otherwise than fair.

Yours fraternally,
P. P. WOODBRIDGE,
Provincial Secretary.

ORGANIZATION NO. 2

What can unions do when they meet? A number of unions don't meet often because the members don't see what good they are doing when they meet. They don't know what business to do or what topics to discuss, and so they stay at home. In some cases they stay at home in disgust because the one thing they think ought to be done is not done at once. Some are discouraged because the convention passes resolutions year after year involving government action or legislation which we have not yet succeeded in persuading the government to adopt. Some blame the directors for "doing nothing," but you have not yet discovered a way of compelling a government. We have persuaded the government in quite a few matters. In others we have failed so far. In the final analysis governments and legislators are persuaded chiefly by public opinion expressed in votes at

elections. Where are we in elections? But governments and legislators are also influenced by public opinion clearly expressed, even without votes. Are our unions using all the power they have in this way? Let me give an instance. We have been able to get a law under which we can get legislation passed directly by the vote of the people, whether the legislators are willing or not. But this Direct Legislation Act is so framed that for most questions it is useless. We are trying to get it amended. We have strong opposition to our amendments. In an article in The Guide some months ago, I appealed to the unions to back us up. We have not had a single expression from any union yet. If you are not interested, it is no use fighting; if you are interested, why don't you back us up? A strong expression of opinion from many unions in favor of the amendments would give us power to get them carried. Let me give another instance in another direction. The Central Office has just received a call from the Grain Commission to a meeting of the Commission at Winnipeg, to discuss the grading of grain containing wild oats, and other matters. The Grain Commission was appointed chiefly as a result of the work of the organized farmers of the three provinces in 1910 and 1911. The Commission makes regulations regulating the grain trade. The meeting called may result in new grading regulations that will touch the pocket of every grain raiser in Alberta. The grain dealers will be represented in the meeting, but we have no money for the trip and the U. F. A. will not be represented. There are thousands of members who have not paid their dollar for 1915 yet, chiefly for want of thought. Your Central Executive could do far more work in many directions if the unions gave them the power. In consequence of our work with the Grain Commission re commission on oats, the Alberta-oat growers will this year save over \$200,000. The proposed regulations re grading grain in relation to wild oats might mean a difference of some \$500,000 or \$700,000 to farmers on this year's crop. There have been four or five meetings of the Grain Commission to which we have been called, mostly dealing with larger questions than the present one, namely, the tariff in terminal elevators. I think the Grain Commission would generally give a square deal to the farmers, but if the farmers are not represented at their meetings and the grain dealers are, we cannot blame anyone but ourselves if the results of the Commission's work do not always suit us. This is just one illustration in one direction of our work; it shows that it would pay to take our Association work more seriously. The unions need to give us more power in two ways: more information as to the conditions and needs in the various parts of the province, and more money.

In trying to think out a scheme for interesting business at union meetings, the famous motto: "Better Farming, Better Business, Better Living," comes into one's mind. To promote these three things in every possible way is the business of every union, at every meeting. And these three things open out a number of topics for discussion, as I hope to show in following articles. So far we have worked chiefly for the second matter, better business, to get better returns for our labor. This seemed the most pressing, and the other two depended largely on it. For if we secured better pay for our work, it would encourage us to do better farming and enable us to indulge in more comfortable living. We have made some progress towards better business, and while it may continue to be our chief line of work, we should now give more attention than we have been doing to questions of better farming, and now that our women are becoming more active in our work, it should be a good time to take up the question of better living, that is the ways of improving our homes, our schools and our social life. In my next paper I hope to open up a kind of list of questions regarding better farming.

JAS. SPEAKMAN.

This List of Articles can be bought at Wholesale Prices through

The GGG Co. Ltd.

**Apples
Flour
Coal
Lumber
Builders' Supplies
Corrugated Iron
Barb Wire
Woven Wire Fencing
Fence Posts
Salt
Washing Machines
Scales and Pumps
Wagons and Trucks
Buggies and Democrats
Gasoline Engines
Feed Cutters
Grain Grinders
Hay Rakes and Mowers
Plows and Harrows
Seed Drills
Cultivators
Manure Spreaders**

And other Supplies and Implements

Support the Company that has made it possible for you to save money on your necessities.

The Grain Growers' Grain Co. Ltd.
WINNIPEG, MAN.

Branches at REGINA, Sask.
CALGARY, Alta.

Free Library

For Every Local Association

There is no one influence that will be more helpful in the local community than a good library when well patronized by the men and women and the boys and girls. There is now-a-days an unlimited supply of splendid books on every conceivable subject. The world's best literature has been brought down into cheap form so that no person need be without good reading matter. Every local association (both of men and women) in the three Prairie Provinces should have a library for the use of their members and the homes represented. Several association libraries have already been started. Generally they are kept at the post office as that is where someone from practically every family calls at least once a week and where it will be convenient to borrow or exchange books.

To encourage this great work and to assist the associations, The Guide has decided to place a free library within the reach of every local association. These libraries may consist of anywhere from fifteen to one hundred books, according to the size of the association and the number of farm homes in the community. In addition to donating the library to the association, we will also supply full directions for keeping the library and rules and regulations for making it most successful. With such a library in the possession of any local association it will be an easy matter to get up debates, addresses or papers on a wide range of subjects. There will be reading matter for the men and the women as well as for the boys and girls, and the winter evenings will be much more pleasantly passed when good books are available.

In return for these libraries it will of course be necessary for the local associations to assist us in our work. Any man or woman who is a member of any association can take hold of this work and bring it before their local association at the next meeting. Every association will be holding a meeting early in November and we shall be glad to have this scheme discussed at that meeting. Sign the attached coupon and mail it to us at once and we will send full particulars by return mail.

THE GRAIN GROWERS' GUIDE, WINNIPEG, MAN.

Please send me full particulars regarding your free Library for Local Associations.

The name of my association is

Number of members

State whether men or women

Name of secretary

Post office address

Your own name

Post office

Province

Manitoba

This Section of The Guide is conducted officially for the Manitoba Grain Growers' Association by R. C. Henders, President, Culross, Man., to whom all communications for this page should be sent.

FREE WHEAT

Other boards of trade should follow the example set by Deloraine. Every business man is interested in seeing that the farmers get the highest price for their grain and should become identified with any movement that has for its object the securing of a better and wider market. This is not a question of party politics, but a matter of business.

The following is a copy of a resolution passed by the Deloraine Board of Trade: "In view of the unprecedented advance in the carrying charges of grain both by lake and ocean boats, and in view of the fact that the harvesting of the greatest crop Western Canada has ever produced is now well advanced without any prospect of relief from the excessive toll being levied by the navigation companies, this board is of the opinion that the government of Canada should forthwith take steps to secure the free interchange of wheat and flour between Canada and the United States, so as to give the Canadian producer access to the United States market and also to stimulate competition in the carrying of the grain to the markets of the world."

(Signed) T. R. FALCONER, Pres.
WM. ALISON, Sec.-Treas.

Oct. 20, 1915.

MARQUETTE DISTRICT CONVENTION

To the Local Secretaries, Marquette District:
The Marquette District Grain Growers' Convention will be held in Pearson's Hall, Minnedosa, on Wednesday, Nov. 24, at 2 p.m. Each local is entitled to send delegates at the rate of one for every five paid-up members for 1915. Representatives from the Central Association will be present. Questions coming up for discussion will include the livestock exchange bill, public abattoirs, farm credits, free wheat, grading of grain, and the Farm Machinery Act of Alberta (a copy of which is enclosed). Officers for 1916 (including director) will be elected. If you have not sent your district dues (10 cents per member), please forward them to me before the convention. All resolutions should be sent to J. T. Davis, of Franklin, as soon as possible. Hoping to meet you and your full number of delegates on that date, I remain,

Yours truly,
BERT McLEOB,
Sec. Marquette Dist. Ass'n.
P.S.—A public meeting will be held in the evening at 8 p.m., at which R. McKenzie will deliver an address on "How farmers can get cheaper money." Shoal Lake, Oct. 25, 1915.

A FARMERS' MARKET

The Central Farmers' Market, which was organized in May, 1914, was placed under the management of J. G. Spratt on the 1st of June last. Since that time the new management have devoted close attention to the business and have now a staff organized to handle the business in the market so as to ensure to both patrons of the market and the consignors of farm produce the very best attention.

The market was established at Winnipeg for the express purpose of bringing the producer and consumer as close together as possible. The method adopted is to rent stalls, so far as space will admit, to market gardeners and other producers who expose their own produce for sale, and reserve space for exposing for sale all kinds of farm products shipped in from the country. In this way the market disposes of farm products with only one intermediary between the producer and the consumer and enables the housewives to select their requirements of food stuffs as it leaves the farm.

The Farmers' Market Association was organized under the Co-operative Association Act of Manitoba. The new management found that the provisions of this Act did not empower them to do business of this nature satisfactorily. There is doubt as to whether they could lawfully do a commission business or receive consignments, as the Act only provides for buying and selling for cash. The directors consequently decided to incorporate under the Joint Stock Company

Act, thus securing power that would enable them to carry on any phase of business relative to a produce market. This change is now effected. The new company is called "The Farmers' and Gardeners' Produce Exchange, Limited." All holders of stock in the Central Farmers' Market Association will receive the same amount of stock in the new corporation. A majority of the directors of the new organization are directors of the Manitoba Grain Growers' Association and The Grain Growers' Grain Company Limited, the balance being market gardeners in the vicinity of Winnipeg who rent stalls in the market for the sale of their produce. In addition to taking care of consignments of poultry (dead or alive), butter, eggs, etc., three stalls have been set apart for the disposal of fresh and cured meats, so as to take care of dressed hogs, sheep or beef sent in by farmers. These meat stalls are doing a splendid business already and when the weather gets cold enough to admit of shipping dressed meats from the country will become a strong factor in regulating the price of meat to the consumers in the city.

The market, as now established, can dispose of practically everything in the way of shipments of produce and vegetables the farmers have to dispose of at fair prices. There are from four to six thousand people come to the market every Saturday and a good trade is done every other day of the week. The greatest drawback to the market is that they do not get as much produce from the farmers as could be disposed of with the present staff.

The market has now consignments of apples from Ontario points which are disposed of at prices below the general trade. They are enabled to do that because of the fact that only one profit comes between producer and consumer. Arrangements are now made to handle hay, straw and wood in carload shipments, and plans are under way to handle livestock on commission and slaughter meat animals for sale in the market and supply butchers in the city who are not connected with the meat trust.

PRACTICAL CO-OPERATION

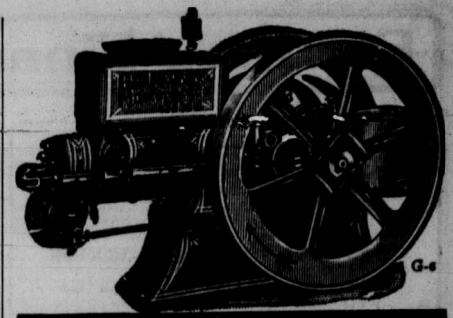
Last winter our organizer, Mr. McCuish, started several branches among the new settlers north of Winnipeg. Many of these settlers have very little grain crop yet and the summer frost and early fall frost has largely destroyed their potatoes and vegetables. They all have more or less cordwood that they want to sell and have to depend largely on the sale of cordwood for their support this winter. Many of them are non-English speaking people and find it very difficult to sell their wood except thru their storekeepers in exchange for groceries. Here is an opportunity for branches of the Grain Growers' Association on the prairie to manifest the true spirit of co-operation and purchase their requirements of wood from these people. Any order sent to this office will receive attention and the wood will be shipped direct from point of shipment to destination, cutting out two local rates. These branches are situated on both the C.P.R. and the C.N.R. and any branch situated on the prairie on either of these roads can have a direct shipment made.

The wood consists of green cut poplar, cut and piled last winter; green cut jack-pine and tamarac, and a small quantity of birch.

Orders sent to this office or to H. F. Danielson, district representative of the Department of Agriculture, Arborg P.O., Manitoba, will receive attention. Grain Growers should help one another.

BAGOT LADIES' AUXILIARY

The ladies of the Bagot Grain Growers' Auxiliary have been active in preparing supplies for the Red Cross Association and have a box of supplies now ready for shipment to headquarters. Previously they have contributed the sum of \$40 in cash to this same fund. We congratulate the ladies on their activity in aid of this estimable cause.



GET MY PRICE

WAIT DON'T BUY a Gasoline Engine of any make, kind or price until you first get my new low price and 1916 improvements. **IT WILL PAY YOU TO INVESTIGATE** We give you MORE POWER for LESS MONEY because QUALITY is our WATCHWORD and VOLUME our MOTTO. We are the largest manufacturers in the world making gasoline engines selling direct to the consumer. All we charge you for is ACTUAL COST OF MATERIAL, ACTUAL COST OF LABOR and one very small profit based on the most tremendous output. The Galloway Masterpiece BIG SIX and other sizes are made in our own factory in enormous quantities. All parts standardized and alike, made by the thousands on automatic machinery. Sold to you direct for less money than engines go better, and in many cases not nearly as good, can be bought by dealers in carload lots for spot cash. Orders are pouring in for the New Masterpiece Six in a perfect stream. **WHY? Because we give**

More Power For Less Money than anybody in the engine business today. Remember our engines are not overrated nor high speeded, which means short life, but are rated by time-tried experts, not impractical college professors; have long stroke, large bore; heavy and built for heavy, continuous, hard, satisfactory service. When you buy a horse you don't want a shetland pony. You want power and plenty of it so that it won't lay down on the job.

Don't Get Fooled By the kind of talk intended to sell you a light weight, small bore and short stroke, high speeded engine that will not stand up under the power strains demanded.

WILLIAM GALLOWAY CO., of Canada, Ltd.,
Dept. 11. Winnipeg, Manitoba

Mail Your

LUMBER ORDER

to the Farmers' Co-operative Lumber Company, Vancouver, B.C.

We claim and can prove it that we save farmers hundreds of dollars. Ship High Grade Low Priced Douglas Fir Lumber and guarantee satisfaction.

You are the Judge and Jury

We allow examination before payment. The car is billed direct to you. You see and then pay.

Why We Undersell Others

We have no heavy expenses, do not have to provide dividends and earnings for an army of shareholders, but sell you direct at manufacturers' cost.

Save Your Money by sending your order or list of material required before buying. What we have done for others we can do for you.

Farmers' Co-operative Lumber Company
VANCOUVER - B.C.
Reference: Merchants Bank of Canada

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

Farmers' Financial Directory

THE Weyburn Security Bank
 Head Office: Weyburn, Sask.
FOURTEEN BRANCHES IN SASKATCHEWAN
 A Western Banking Institution for Western People.
H. O. POWELL : General Manager

International Loan Company Ltd.
 We buy first mortgages covering improved farm lands or revenue bearing city property and agreements of sale at a discount.
AUTHORIZED CAPITAL \$500,000.00
SUBSCRIBED CAPITAL \$412,400.00
 Write Head Office
 707-708 Confederation Life Building, Winnipeg

MONEY TO LOAN!
 in moderate amounts on improved occupied farm property
PROMPT ATTENTION **CURRENT RATES**
 FULL PARTICULARS FROM
UNION TRUST COMPANY LIMITED
 REGINA, Sask. 101 WINNIPEG, Man.

J. A. FRAZER **G. ROWAN** **H. E. HEMMONS**
 President Vice-President Treasurer
THE MINIOTA FARMERS MUTUAL FIRE INSURANCE Co.
 Head Office: BEULAH, Man.
M. G. DOYLE, Secretary-Manager
 Licensed to transact business in Manitoba and Saskatchewan. Full Government Deposit with Saskatchewan Government.
 Financially the strongest Farmers' Mutual Insurance Co. in Western Canada, with over \$15,000,000.00 of insurance in force and assessing the lowest rates to policy holders of any company doing business in the West.
AGENTS WANTED
 in districts unrepresented. Must be able to deliver the goods. Write for further information.

CROWN LIFE

Every Father of a Family
 owes it to his children to carry Life Insurance until they are old enough to support themselves and his widow—if he should die first.
 Your Policy in the Crown Life Insurance Company "makes good."
 Our "estimates of profits" have been fully lived up to.
Let us send you some new Insurance facts.
CROWN LIFE INSURANCE CO., TORONTO
G. T. SOMERS, President.

ADVERTISING is the foundation of all successful enterprises. If your advertisement appeared in these pages it would be read by over 34,000 prospective buyers. Patronize our advertisers—advertise yourself—and we will all be successful.

Schools and Colleges

The Dominion Business College Ltd.
 Cor. Donald and Cumberland, Winnipeg
Join Now **Prospectus on Application**
 At this year's examinations of the Institute of Chartered Accountants, 75 per cent. of the entire pass list were students of the Dominion Business College. Only two candidates were successful from all other schools and colleges combined.
 May we Prepare YOU for a Business Career? Shorthand, Typewriting, Penmanship, Bookkeeping, Accounting and all Commercial Branches.

SPECIAL Winter Term Courses
For Farmers' Sons and Daughters
 Course combining Business, Agriculture and Farm Bookkeeping, November 15th to March 28th.
 Course combining Business, English and Household Science or Music.
 Courses qualifying for Bookkeepers and Stenographers.
 Students may enrol at any time.
 Residence accommodation for men and women. New ladies' residence will be open for Winter Term.
WRITE FOR INFORMATION.
Business Department:
Regina College
C. E. WALKER, C.A. **REV. E. W. STAPLEFORD, B.A.**
 Principal President

WINNIPEG BUSINESS COLLEGE
 (Established 1882.)
 Canada's Greatest School of Business Training. Awarded First Prize at the World's Fair. Open day and evening the entire year. Over 1,000 Students annually. Visitors welcome. Catalogues free.
 Address: WINNIPEG BUSINESS COLLEGE
 Corner PORTAGE AVE. and FORT ST

Toil Less - Earn More!
 by combining thoroughness and practicality in learning the things you need in your vocation.
Traction Engineering
 taught in three months by our advanced methods, expert teachers and unsurpassed shops.
IGNITION—CARBURETION STARTING—LIGHTING
 may be learned thoroughly to make you an expert in a short time. All other parts of automobile mechanics.
Machinists' Short Courses
 increase your earning power in the vocation you like best.
 Your needs given personal attention. Each course leads to a definite end. Experienced faculty of experts in each line. Enter when convenient, attend in leisure months, and return at will until finished. Cost low now. Over a dozen short courses. Part of a great college with athletics and other college activities. Write your desires and for free advice to
Pres. GEORGE P. MAGILL, A.M., D.D.
HIGHLAND PARK COLLEGE
Des Moines, Iowa
NEXT TERM OPENS NOVEMBER 30, 1915

If you do not see what you want advertised in this issue, write us and we will put you in touch with the makers.

MONEY FOR FARMERS
 With a \$300,000,000 wheat crop rushing to a market which apparently can take all the grain that is offered, the financial position of the West is improving every day. Of course the price of wheat might be a great deal better and would be without affecting the cost of bread in Great Britain if the Ottawa government would permit free wheat and stop the practical piracy of the ocean freight rates, but nevertheless the Western farmer has the biggest and most valuable crop in history in his hands at present. The grain, however, cannot all be sold at once, and credit is needed to allow some of the farmers to hold their crop for awhile. One of the large banks, whose name cannot be mentioned here, has sent out a circular to the branch managers in the West, instructing them to make advances to farmers to enable them to market their grain slowly. The circular reads as follows:
 With reference to the numerous enquiries now reaching us from the branches, as it is undesirable in the general interest that the grain crop should be marketed at a faster rate than it can be absorbed, we beg to say that in the case of really deserving farmers we shall be prepared to grant reasonable extensions of time for the liquidation of existing advances rather than force them to sell their grain during the period of heaviest deliveries.
 In some cases we are asked not merely to carry advances, but to make new advances to pay off outside creditors. There is, of course, a limit to how far we could possibly go in taking over the outside indebtedness of the farming community, and as a general rule we should not set out to do this. A farmer whose financial position is not quite unsatisfactory ought to be able to arrange with his other creditors to accept payments on account based on deliveries of grain spread over a period of a few months. Where, however, a customer is in the position of having ample grain to clean up all his floating liabilities, including his advances from the bank, we would be prepared to consider applications for increased credits to take care of pressing obligations.

HIGHER INTEREST AFTER THE WAR
 Theodore E. Burton, addressing the Investment Bankers' Association of the United States, predicted higher rates of interest from property destruction in the war.
 He estimated the total destruction of capital to date in Europe amounts to \$46,689,950,000, or one-seventh of total European capital.
 He drew the following conclusions as to effect of the war on capital available for investment:
 (1)—Enormous decrease in capital available for investment.
 (2)—Temporary shrinkage in aggregate of commercial and industrial activities. Expenditures for rehabilitation and reconstruction will have preference over development of new enterprises.
 (3)—Higher average rates of interest. This certainly will be the case if attempt is made to prosecute all the varied classes of undertaking which heretofore required loans.
 (4)—Greater discrimination on part of investing public, and, consequently, a wider disparity in rates of interest among various categories of investment. It is altogether likely that interest on certain high grade bonds will decline.
 (5)—The United States will occupy a much more important position in the world investment market.

BANK CLEARINGS
 The amount of money that has been put into circulation by the marketing of the grain crop is indicated by the Winnipeg bank clearings for the last few weeks. These figures represent the value of the checks, drafts, etc., which pass from one bank to another thru the clearing house.
 The statement posted in the clearing house was as follows:—
 Week ending Oct. 28, 1915... \$50,853,027
 Same week, 1914... 35,974,103
 Same week, 1913... 44,829,046
 The figures of the last five weeks, with a comparison in each case with the figures for the corresponding weeks in 1914, are as follows:—
Two Years Compared

	1915	1914
Sept. 30	\$32,719,468	\$31,916,389
Oct. 7	44,064,167	40,244,232
Oct. 14	43,453,023	32,979,078
Oct. 21	52,343,346	40,280,392
Oct. 28	50,853,027	35,974,103

Every Railway Station

Has an Express Office. In every town and city in the country there is at least one place where you can get

Dominion Express Money Orders

To send currency in a letter is never safe; even when sent by registered mail there is danger of loss.

Dominion Express Money Orders are Safe

You cannot lose a single cent because the Express Company will reimburse you for the full face value of your order if your letters should be lost in the mail. Call on your Express Agent—you'll find him courteous and obliging. Ask him to explain a few of the advantages of

DOMINION EXPRESS MONEY ORDERS and FOREIGN CHEQUES

RAW FURS Wool and Hides

At all times, whether peace or war, you will do better by shipping your Raw Furs to the fastest growing and most reliable Fur House in Toronto. We have a large demand for all kinds of Raw Furs and are paying highest market prices; it will pay you to ship to us. We pay all express charges. Remittance same day as shipment received. Price list and tags sent on request by personal letter. Write today and be convinced and receive honest assortment.

British Raw Fur Co.
 28½ West Market Street, Toronto, Ont.

GROCERY ECONOMY

Splendid Values, Low Prices, Free Freight. Established over ten years. Supplying hundreds in Alberta.

Mail Order Specialists. Write for Catalogue
S. G. FREEZE
 P.O. Box 449 CALGARY

PETTIT'S HONEY

Pettit's Honey is Clover Honey, mixed by the bees with a little from other flowers to give it that delicious blended flavor so much sought after in high priced confections. It is a light colored, heavy bodied, table honey, sold direct from the beekeeper to the consumer in 60 lb. and 10 lb. pails. All orders filled promptly. Write for prices stating quantity desired, to—
R. B. PETTIT, Georgetown, Ont.

Furs - Hides - Wool

If you want quickest returns and most money for your furs, hides, wool, etc., ship them to
FRANK MASSIN
 BRANDON, Man.
 Write for prices and shipping tags.

CARE OF FIREARMS

Throught this great Western country where wild game, both feathered and furred, is still to be had for the killing, it is the exception, not the rule, to find a house without firearms of some kind, either shotgun or rifle, and usually these guns are thought of only when the owner wants to use them. Very often, to the great disappointment of said owners, they refuse to work when wanted, then maledictions are heaped upon the arms, their makers and the sporting goods dealers who sold them. The truth is, the gun is not to blame as the cause of it all, nine times out of ten is carelessness. For some reason guns seem to be thought of as capable of taking all kinds of rough usage and in spite of it, to be efficient at all times. Guns and rifles on the contrary should be well looked after, as dirt and rust will soon spoil the best gun or rifle made.

The barrels of a gun should be wiped dry and oiled immediately on coming in. The rest can be done at a more convenient time, tho it is just as well to do it as soon as possible.

Cleaning the Shotgun

The best way to clean a shotgun is to take it apart, use a scratch brush and oil, and give the inside of the barrels a good scouring out, then wipe out with a piece of clean soft cloth, and as a finish run an oiled rag thru them.

The outside of the barrels should be carefully wiped off and oiled. Clean the action also, wiping off all dirt which has accumulated around the breach and bolts, then oil. Use a good animal oil or one of the prepared oils sold for the purpose. Avoid vegetable oils, as they gum up the locks and are altogether unsuitable. For guns that have become rusty, either thru carelessness or inability to take care of them at the proper time, use scalding water on the barrels inside and out, swab out thoroughly and dry them, then oil. Scour the rust off the action—kerosene does good work here.

If the barrels are badly pitted, send to some reliable gunsmith and have them lapped out.

Be careful of your gun, give it half a show, and if the arm is any good at all it should do good work for years. Bear this in mind—a gun that is not cleaned or looked after carefully will soon become unfit for use, if not absolutely dangerous, no matter what its quality may be.

Care of the Rifle

Rifles need, if anything, more care than shotguns, if they are to retain their accuracy, and accuracy is the most important quality in a rifle. Owing to the very cold weather which is usual during the open season for big game in this country, it is hard to keep rifles from rusting, as immediately on entering a warm place, either house or tent, the frost in the barrels and action causes the moisture in the air to condense upon the steel and if this is not immediately cleaned off and dried it causes rust. Rust is sudden death to the rifling of the barrels. It eats away the lands, causing friction to the bullet and results in poor shooting. The best plan is to leave the arm outside in the cold during the expedition, then, on reaching home, take care of it at once, wiping every part dry. Scour with a brass or wire brush, using a little nickel solvent, if a high power rifle, swab out with a clean rag, oil up well, then put away in a flannel case. If the lock mechanism is simple it is just as well to take it down and clean thoroughly, otherwise run some kerosene oil into it and when this drips out squirt gun oil in with an oil can.

Of course it is the easiest thing in the world to put off cleaning until next day, which always seems to be the appointed time, and it keeps on being the next day and the next until an entirely good rifle is spoiled. If users of rifles would only go right at them and clean them up, as should be done before putting them away, satisfaction and content would be the reward.

A Narrow Escape

Another cardinal sin against arms is the careless way in which they are transported in vehicles. I have seen a good gun bumping around in the bottom of a wagon like a hay fork and, by the way, this one was getting fixed to play even on its owner, for its ears were laid back (hammers full cock) when I discovered it



Consigned Grain

has made most money for the shipper this season

When you want to consign a car, just send it forward to The G.G.G. Co. Ltd.

If you prefer to sell immediately after it is loaded, wire or phone us for a bid.

Prompt Returns

Liberal Advances

Absolute Security

In either case doing business with the farmers' pioneer company means money in your pocket. Your interests are our interests. Service counts in the handling of your grain

The Grain Growers' Grain Co. Ltd.

Branches at
REGINA, SASK
CALGARY, ALTA
FORT WILLIAM, ONT.

Winnipeg - Manitoba

Agency at
NEW WESTMINSTER
British Columbia

WANTED!

Copies of The Guide

Issue of January 31st, 1912

The Circulation Dept. of The Guide requires ten copies of our weekly issue which was published January 31, 1912. Any subscriber who has a copy of this issue in his possession will confer a favor by mailing it to The Guide. At the same time mail us a postal card telling us that you have sent the copy and giving us your name and address. We will pay 25 cents each for the first ten copies we receive in good condition.

Circulation Department
The Grain Growers' Guide - Winnipeg

Kidd's Flour

A Reputation for Quality of 25 Years standing

THE KIDD MILLING COMPANY LIMITED
Prince Albert - Sask.

and warned him in time—fact. No gun will stand this kind of usage. Standing out in the barn for a week or more does not tend to heighten the value of a gun or rifle, nor does snapping the hammers help. If, when putting a gun together, a little difficulty occurs and it does not go together smoothly, jamming it against your knee or other strong arm work does not help matters much, generally you will find that either the extractor or leg has become gummed up with dirt or rust and needs cleaning and pushing back so that the cam on the action will go to its proper place, or that the firing pins are set down from the same cause and the barrels hitting them are prevented from closing properly. Adjust these and your gun will generally go together.

During Close Season

Guns and rifles are generally all right and will work for you willingly if you give them half a show—and when the season is over and all good and true sportsmen hang up their arms until the open season comes again, take another good look over your old friends. Clean them up, give them a coating of vaseline or Winchester gun grease, and don't be stingy; slap it on inside and out, shove them into their overcoats and hang them up in a dry place. Then, when the good old hunting time comes around again, wipe the surplus grease off, run a rag thru the barrels and go to it.

Glencarnock Stock Farm

We are offering during the months of October and November, 15 choicely bred young

Aberdeen Angus Bulls at \$150 and \$175 each

These bulls are from ten to fourteen months old, are well grown and every one is a good individual. If you are in the market for a herd bull don't miss this opportunity. Write today for a list of our offerings and description.

SHEEP

We are now booking orders for our Suffolk Down Rams for delivery in November. These rams are all well grown, are of the best breeding possible to obtain and will leave you the kind of lambs that always top the market.

PIGS

We still have a few spring Berkshire and Yorkshire boars and sows for sale. They are of the right type and we can furnish pairs or trios not akin.

Price \$20 each

*Get Your Breeding Stock from Glencarnock
where the Champions are Bred*

JAS. D. MCGREGOR, Prop., BRANDON, Man.

Snaps in Stallions

Vanstone and Rogers' Announcement

Our Name is Your Safeguard

We have a new and carefully selected stock of

Clydesdales - Percherons - Belgians

on hand at the present time and would advise intending purchasers to get their horses now. This will give plenty of time to get acquainted with the horse, and, to advertise him; also he can be properly exercised all winter. Nearly every Stallion we have is broken in and all are gentle to handle.

We have several aged horses that we have taken in exchange, which are sound, good stock horses and absolutely sure. We have the record of each, which will speak for itself. These horses will be cleaned out at about one half of what they would earn in a single season.

Write and let us know what you want

North Battleford - Saskatchewan

100 Shropshire and Oxfordshire Rams 200 Shropshire and Oxfordshire Ewes

All pure bred and of highest class now offered for sale

**CLYDESDALES AND SHORTHORNS—Big Selection Always on Hand
GOLDEN WEST BALGREGGAN**

P. M. BREDT - P. O. Box 2089, CALGARY, Alta. - Phone M1003

PERCHERONS

**THE BREED BEST
ADAPTED TO CANADA**

No more imported animals until after the war is over. Native bred stallions and mares are now coming into their own. Buy a team of pure bred Percheron mares safe in foal and get started right. It pays to breed the best.

Breed to Percherons and Get Into the Breed That is Commanding the Market

TAMWORTHS-WHITE LEGHORNS-AYRSHIRES

BACON EGGS CREAM
"In time of war prepare for peace." Now, better than ever, will it pay you to raise good stock. Order your Herd Boar, Herd Bull and Cockerels from HIGH HOW STOCK FARM. I can please you.
THOS. NOBLE - DAYSLAND, ALTA.

Advertisers in The Guide

are in position to give good service to you and your family. The Guide will not knowingly carry the advertising of any unreliable concern. In writing to the advertiser, be sure to mention that you saw his announcement in The Guide, Winnipeg. It will insure good service.

How to Sell Livestock

(Continued from Page 9)

breeders sell only for cash with order where they are not personally acquainted with the purchaser. This is undoubtedly the safest method and the most satisfactory. It is a good rule to follow, particularly where the sale is not a large one. The sooner the whole business is placed absolutely upon a cash basis the better it will be for all concerned. Some breeders who sell on time adopt the method of writing to the local banker for the standing of the farmer at the same time they answer the enquiry. They will have the reply from the banker about the time they get the order and can then decide whether it is safe to ship without the cash. Some breeders have practically ruined themselves by giving indiscriminate credit and have found that collections were hard to make. It is better to sell less and get paid for it.

Some breeders sell their stock too cheaply. This is a mistake. Good stock in good condition will ordinarily command a good price, particularly if it is well advertised and followed up by real good sales letters. A breeder is entitled to a fair margin of profit on his stock and should fix his prices accordingly.

How to Keep Records

Some successful breeders keep a card index of all their purchasers and also their enquirers. This is done by taking small cards about 2½ inches by 4 inches (or stiff paper will do equally as well) and writing on them the name and address of the purchaser or enquirer and the stock that he has purchased or enquired about, together with the date and any other details that may seem necessary. These cards can then be put in alphabetical order in a pasteboard or wooden box made for the purpose, or a specially constructed file can be purchased if desired. When the breeder has any special stock for sale he can then very often do it cheaply by sending out a descriptive letter to those farmers in his card index who have expressed an interest in that particular kind of stock or have purchased from him previously. This system is very cheap, but very helpful.

Supplying Pedigree Transfers

Some breeders in Western Canada have acquired a bad reputation among farmers by not supplying promptly pedigree transfers on registered stock. No breeder should advertise registered stock unless it is actually registered or eligible for register. Registered stock will bring a higher price than equally good stock which is not registered, and it costs comparatively little to register. Whenever registered stock is sold the pedigree transfer should be made at once. Some breeders do it by sending the transfer papers and the fee direct to Ottawa and having the new papers made out and mailed at once to the purchaser. Others supply the transfer papers to the purchaser, properly filled out, and allow him to make his own registration. Either way is satisfactory, provided it is done promptly. Where a farmer, however, purchases registered stock and fails to get his certificate of registration from the breeder, even after he writes several letters for it, he is justified in having a poor opinion of the breeder and he naturally will decline to purchase any more stock from him and it will become a subject of conversation when he meets with his neighbors. Carelessness in supplying pedigree transfers is one of the best methods of killing business, and the breeder who follows this method is very likely to have the bailiff call on him sooner or later.

Time to Advertise

The matter of timeliness in advertising is an important one. The largest breeders find it valuable to keep their advertisements in the farm papers regularly, either every week or every other week throughout the year. In this way their names become familiar to farmers and they become recognized as leading breeders. When the farmer decides to purchase, no matter what time of the year it may be, he will naturally remember the advertisements that he has seen most frequently and is most likely to enquire from those breeders regarding the stock he wants. To the small breeder, however, who cannot afford to spend so much money in advertising, it is necessary to consider the season and conditions. By keeping in touch with the livestock situation through his own farm papers and in meeting with other breeders, he can generally decide the best time to

Sell Your Experience

Books as Prizes Contributions Wanted

Would you like to add to your library? Just glance over the titles of these books:

1. Farm Management
2. Agricultural Engineering
3. Audel's Automobile Guide
4. Farm Blacksmithing
5. Gasoline Engines and Installation
6. Farm Conveniences
7. Gas, Oil and Steam Engines

For the benefit of all our readers we want to publish articles on CONVENIENCES FOR THE FARM HOME. We know that a great many farmers employ different ways to save time, labor and money and we want to help pass this information on. In order to get practical information, we are offering the above books to be competed for by our readers.

PRIZES

For the best article received on either of the subjects mentioned below, we will give any two of the books 1, 2 or 3. For the second best article we will give either one of the first three books or any two of books 4, 5, 6 or 7. For each third best article we will give either one of the last four books (Nos. 4, 5, 6 or 7).

SUBJECT 1

The Mechanical Hired Man

Articles on this subject should describe the various uses to which the small gasoline engine has been put on the farm. Drawings, sketches of the layout of line shafting, etc., or photographs showing the arrangement of the engine and power machines will all help to make the article more interesting and will be considered when awarding the prizes. Articles should contain the cost of the engine and the installation of the various labor-saving devices, the cost of operation, full details of installation and a short note on the advantages of the layout.

SUBJECT 2

Water Works on the Farm

This subject will include the manner of locating the source of water, its position, the manner in which it is laid on in the house and buildings, whether it is a gravity or pressure system, how the outside pipes are insulated to keep them from freezing, how much the installation cost.

SUBJECT 3

The Farm Automobile

What uses can it be put to? Do you use it as a power plant? Is it cheaper than a pair of drivers? How long during the year can you use it? How much does it cost in gasoline and repairs? What kind of car is most satisfactory in your district?

RULES—Read Carefully

No article should exceed 600 words in length. Write plainly on one side of the paper only. Commence each subject on a separate piece of paper and sign name and address in full on each article. Do not attempt to fill out the articles with unnecessary words. The prizes will be awarded on the facts which each article contains. Any photographs which are available should accompany articles. All articles for competition must reach this office on or before November 17, 1915. The result will be published in the November 17 issue of The Guide.

ADDRESS ALL LETTERS TO

Grain Growers' Guide
Winnipeg, Man.

ABSORBINE
TRADE MARK REG. U.S. PAT. OFF.

Will reduce Inflamed, Strained, Swollen Tendons, Ligaments, Muscles or Bruises. Stops the lameness and pain from a Splint, Side Bone or Bone Spavin. No blister, no hair gone. Horse can be used. \$2 a bottle delivered. Describe your case for special instructions and Book 2 K Free.

ABSORBINE, JR., the antiseptic liniment for mankind. Reduces Strained, Torn Ligaments, Enlarged Glands, Veins or Muscles. Heals Cuts, Sores, Ulcers. Allays pain. Price \$1.00 a bottle at dealers or delivered. Book "Evidence" free. **W. F. YOUNG, P.D.F.** 435 Lyman Bldg., Montreal, Can. Absorbine and Absorbine, Jr., are made in Canada.

BOOK ON DOG DISEASES And How to Feed

Mailed free to any address by the Author

H. CLAY GLOVER, V. S.
118 West 31st Street, New York

America's Pioneer Dog Remedies

DELORAINE DAIRY STOCK FARM

Here we are again! Back from the big Fairs with the Long Improved English Berkshires. We have some of the best stock in young boars and sows for breeding purposes we have ever raised from our present stock hog, "High Bluff Laddle" (32012), which won first and reserve champion at Brandon, Regina and Saskatoon, and won high honors in all other classes. Can supply pairs not skin. Holstein (pure-bred) bulls, heifers and cows for sale; also nice grades. Apply **CHAS. W. WEAVER, DELORAINE, MAN.**

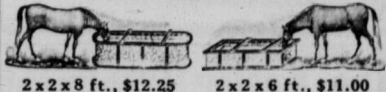

Brandon Livestock Exchange


I will sell the balance of my Angora Nannie Goats in kid at \$10.00 per head f.o.b. Brandon, and this price will hold good till further notice. Also 400 Western Ewes and Pedigreed Leicester and Oxford Down Rams for sale. Prices reasonable.

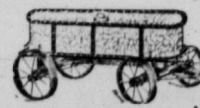
J. J. CLEGG, Mgr. - Brandon, Man.

We Pay the Freight!

From Factory to Farmer at Factory Prices

 2 x 2 x 8 ft., \$12.25  2 x 2 x 6 ft., \$11.00

Twenty Gauge  Rust Proof 5 x 2 ft., \$13.00

 1: Barrels, \$27.00  16 Barrels, \$42.00
12 Barrels, \$35.00

An Unconditional Guarantee with every Tank

Send for Catalogue

Freeland Steel Tank Co.
HALBRITE, Sask.

Dobell Coal

Instead of paying for shale, clay and impurities, with heavy freight on same, try our absolutely clean, specially selected, **DOUBLE SCREENED** lump coal. Its value is proved by the high independent test made by the government.

PER TON **\$2** PER TON

F.O.B. THE MINE

Orders filled day received. Farmers and Co-operators supplied direct.

The **DOBELL COAL CO. OF TOFIELD LTD.** TOFIELD Alberta

advertise. It is well to advertise for a month or two in advance of the time when the stock is actually ready to ship, because it will take some weeks to complete the sale from the time that advertising commences.

Keep Service Records

It is important that breeders should keep careful and accurate records of the dates of service of their breeding animals and the names of the sires. Any one purchasing a pure bred heifer with calf should be given the date when she is due to calve and the name and pedigree of the bull. The same applies to all other females. These records should be kept in a note book or "Service Book" specially for the purpose. It is then ready to refer to at any time. It is not safe to trust to the memory in such matters. Accurate information on such matters is not only necessary to the breeder, but it will also add to the number of sales he will make and will give satisfaction to the purchasers.

Preparing Your Advertisement

When you have stock for sale advertise it well in advance in the farm papers. First look over the advertisements of the successful breeders. They will give you some ideas. Describe your animals accurately and give only the real facts regarding their breeding and condition. If you are spending \$40 or more on a single advertisement it is well to have a picture of one of your best animals or a group of them to appear in the ad. There is some debate as to the policy of quoting prices in your advertisement, but the leading breeders are steadily coming to favor this plan. There is, however, the danger that if the price is very high it may scare off all enquirers, whereas if they did not know the price it would not be such a shock to them after they had received a letter giving them all the good points in favor of the animal. If you are in any doubt as to how to prepare your ad., send all particulars, prices, breeding, condition and photographs to the farm paper in which you wish to advertise and they will prepare a good ad. for you. That is a part of their business.

SEAGER WHEELER'S PRIZES

The returns which Seager Wheeler received for his exhibits at the International Soil Products Exhibition, held at Denver, Colorado, last month, are as follows: Cash, \$340; a silver trophy value \$25; John Deere sulky plow; set of cultivators, hoes and Midget weeder, and a manure spreader, value \$125. Writing concerning his crop yield he says that altho he has not yet had time to figure out exact yields, they have been very good considering the season. One quarter acre hand selected seed plot of a selection of his own from Marquis yielded 80 bushels per acre. While it may not be possible for each farmer to obtain as splendid results as these from careful selection and cultivation, there are several valuable lessons which can be learned by studying Seager Wheeler's methods. The average yield of crops in the West can be increased considerably if farmers will use proper methods of cultivation and seed selection. The average farmer is trying to work a great deal more land than his equipment can properly handle. How can this be remedied? Seed selection can be started now. Pick out and save enough of the best grain you have to use for seed next spring. Save out enough to allow of its being run thru the fanning mill until it is absolutely free from weed seeds and the kernels left are all plump and bright. Thru the winter read carefully the articles in The Guide from Seager Wheeler explaining how he has made such a success of grain growing. Attend all the extension lectures put on by the Departments of Agriculture in your locality and determine to at least give the methods advocated a fair trial on some part of your farm during the coming year.

PROHIBITION AND UNEMPLOYMENT

Canadians spend about \$100,000,000 a year in alcoholic drinks. While this, of course, is their privilege, it is interesting to note that if this colossal amount of money was spent each year in useful articles and commodities, it would give employment to about forty thousand men,—nearly eight times as many as are engaged in the manufacture of liquors.—Ottawa Citizen.

DE LAVAL SEPARATORS

Make Fall and Winter Dairying More Profitable



THERE are special advantages in using a good cream separator during the fall and winter months. The milk from cows long in lactation is hardest to cream, and likewise hardest to separate with an inferior separator.

Moreover, cream and butter prices are highest, so that the waste of gravity setting or a poor separator counts for most.

Then there's the sweet, warm skim milk for stock feeding, alone worth the cost of a separator in cold weather.

There is surely no reason to delay the purchase of a separator or to continue the use of an inferior one.

You can't afford to wait until next spring. Let the De Laval start saving cream for you right now and it will earn its cost by spring. See the nearest De Laval agent at once, or if you do not know him, write us direct for any desired information.

DE LAVAL DAIRY SUPPLY CO., LTD.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA. Sole distributors in Canada of the famous De Laval Cream Separators and Alpha Gas Engines. Manufacturers of Ideal Green Feed Silos. Catalogues of any of our lines mailed upon request.

MONTREAL PETERBORO WINNIPEG VANCOUVER
50,000 BRANCHES AND LOCAL AGENCIES THE WORLD OVER

Canadian Northern Railway

Announce Opening

New Canadian Route

Between

Winnipeg and Toronto

NOVEMBER 1, 1915

Winnipeg  Kingston
Brandon Ottawa
Regina Montreal
Saskatoon Quebec
Prince Albert Edmonton Eastern Provinces
North Battleford Port Arthur and
Calgary Toronto Eastern States

Passenger Service

EASTBOUND Leave Winnipeg Monday, Wednesday, Saturday 5.15 p.m. Arrive Toronto Wednesday, Friday, Monday 2.30 p.m.	WESTBOUND Leave Toronto Monday, Wednesday, Friday 10.45 p.m. Arrive Winnipeg Wednesday, Friday, Sunday 5.45 p.m.
--	---

Standard Electric Lighted Trains. All Modern Conveniences
TICKET OFFICES: Main and Portage, Phone Main 1066, Winnipeg Union Station, Main and Broadway, Main 2826 Baggage Transfer, Main 3099

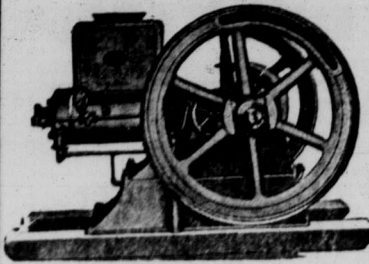
H. C. WHALEY, Pres. H. E. CRABBE, Vice-Pres. N. F. McINTYRE, Sec.-Treas.

Rice & Whaley Limited

Live Stock Commission Merchants

PHONE: Union Yards M. 5681 UNION STOCK YARDS, ST. BONIFACE, MAN.
Bill Stock in Your Own Name—Our Care—We'll do the rest

The Judson Gasoline Engine Is a Real Good Engine



Backed by the good-will of thousands of satisfied farmers, preferred by the most users on its merits alone, and not through "Reduced Prices," "Discounts" or "Offers." The engine that won the gasoline engine contest at Winnipeg.

**That is Why You Need Our Catalog
FROM 1 TO 25 H.P.**

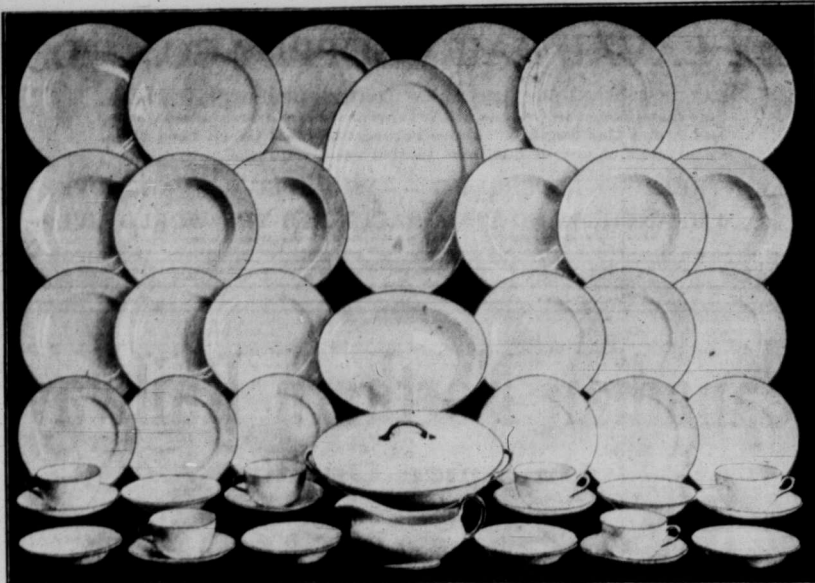
Whether you want a little 1 H.P. engine for the farm pump, separator, washing machine or fanning mill, a 7 H.P. for the grain grinder or wood saw to a portable engine on steel trucks to do the threshing, you'll find the size and style you need in a Judson, and whatever you choose, you have an unconditional guarantee of your money back at any time if you are not perfectly satisfied, and our selling direct to you enables you to save money. Every Judson gasoline engine is required to pull 10 per cent. more than its rated horse power before it leaves the factory. We also carry a fine range of Cream Separators, Grain Crushers, Pumping Outfits, Sawing Outfits, Fencing, Harness and Hardware. Our Catalog tells all about them.

C. S. Judson Co. Limited

WINNIPEG - Corner Logan and Sherbrook Sts - CANADA

LADIES!

Don't Fail To Read This!



A Set that Sells Regularly for \$10.00

Would you like to have one of the splendid dinner sets illustrated and described below?

This handsome present has been selected with a view to quality. The dishes are of tested value and will be useful and enduring as well as ornamental. This splendid set will be given absolutely free to anyone who will devote only a few hours of spare time to some work for The Guide in your locality; you will not even have to pay cost of transportation, as we prepay all charges before shipping, and you will be surprised what a small service we require to enable you to secure this useful prize.

We have selected what we consider (and what we believe, you will agree with us) the most complete and useful dinner set. All the pieces of this beautiful set are full size. These dishes are supplied by one of Winnipeg's leading merchants and are the same as those sold over the counter to their best customers. In case you should happen to break any piece at any future time, you can always replace it, as this is a stock pattern. This set is made of a very rich English semi-porcelain and is the produce of the celebrated Ridgways' factory of Stoke-on-Trent, England. The exceptionally graceful plain shapes are decorated with a rich border design in plain gold on every piece and the handles are entirely covered with gold in the bright finish. The regular retail price of these dishes is \$10.00, but two or three hours' work for The Guide will bring it to you free of cost.

Each set contains the following pieces: 6 dinner plates, 6 soup plates, 6 tea plates, 6 bread and butter plates, 6 fruit saucers, 6 cups, 6 saucers, 1 meat platter, 1 covered vegetable dish, 1 oval salad bowl, 1 gravy boat.

Fill out the coupon plainly with your name and address, put in an envelope and address to the

SALES DEPARTMENT
GRAIN GROWERS' GUIDE
WINNIPEG

COUPON

SALES DEPT., GRAIN GROWERS' GUIDE, Winnipeg
Please send me full particulars of your free dinner set.

Name

P. O.

Prov.

WHAT IS EXTRACTED HONEY?

Morley Pettit, Ontario Provincial Apiarist, Guelph, Ont.

Honey is nectar of flowers gathered by bees and ripened and stored by them in honey combs. Fresh nectar is thin and watery and contains a larger percentage of cane sugar. Honey has had a large amount of its water removed by the bees' own evaporating process, and has had its cane sugar inverted or changed to grape sugar. When the honey is thus sufficiently ripened the bees seal it in the comb with wax cappings over the cells. Then, and not till then, is it ready to be removed from the hive and extracted.

The Extracting Process

The extractor is a centrifugal machine which may be turned by hand or power. The combs are first uncapped with a sharp, heated knife, then whirled in this machine, which removes all the honey, leaving the combs quite intact. By using an extractor, the apiarist is able to use the same combs repeatedly for honey storage for an indefinite number of years, thus saving the expense of having new combs built every year.

The extracted honey collects in the bottom of the machine and is drawn off by gravity, or is pumped into large vats holding anywhere from 500 pounds to 2,000 pounds. In these it is allowed to stand until all particles of wax and air bubbles rise to the surface, and these are skimmed off. It is then filled into the selling packages before granulation takes place. The popular tin packages are the 2½ pounds, 5 pounds and 10 pounds gross weight pails, and 60 pounds net weight tins. The last two mentioned are the most suitable for fair sized families. There is some demand in towns and cities for honey in glass, but the use of this package should be discouraged as much as possible because of the expense and the greater shipping risk.

Test for Adulteration

With a few exceptions all honeys granulate. When honey granulates evenly it is a proof of its purity. When it is found to be granulated in the bottom and liquid on the top, it is not a proof of adulteration, as pure honey a year or more old frequently goes that way. When bottled honey remains liquid for a length of time, it does not prove adulteration, but may only prove great care in bottling. When the purity of any sample of honey is in question, it should not be submitted to a local chemist. He may be a good chemist without having had experience in testing honey. It should be sent for analysis to the Department of Inland Revenue, at Ottawa, Canada. They will gladly send a report on it free of charge.

Granulated honey is ready to serve without any preparation. It should be served with a knife and may be spread with a knife on bread, toast or rolls, with or without butter, and eaten with milk, tea, coffee, etc. The tea or coffee will require very little sugar. Honey should never be served with cake or cream, the combination is too rich, but it is an excellent substitute for sugar on cereals for breakfast.

If liquid honey is preferred, the tin may be placed in a larger vessel containing water and left over a slow fire or low gas flame until the honey is perfectly clear. If on pouring the honey any granules can be seen, the heating must be continued, as these few grains would cause the whole to granulate again in a short time; but if properly liquefied it will stay clear for several weeks or months. On the other hand, the water around the honey must not become too hot to bear the hand, else the flavor and color of the honey will be injured by over-heating. It takes about twelve hours to liquefy a can of honey properly. Before serving, be sure that the honey is quite cold. It should on no account be served warm. That is a time, and the only time, when it might well be placed in the refrigerator. At all other times it should be kept in a dry place, preferably warm.

There are as many different varieties of honey as there are flowers that produce nectar. Each one has its own peculiar flavor, odor and color. It is very seldom, however, that honey purely from one source is produced, but when clover honey predominates, it is called clover honey. As this is the main source of light colored honey in Canada, practically all light honey sold is called clover honey.



**EVERY APPLE HAS ITS SEASON,
EAT IT THEN—YOU'LL TASTE
THE REASON**

The Jonathans, Cox Orange, Kings, and Wagners are the British Columbia apples that should be purchased now. It is now that they have the luscious, health-giving goodness all their own, as well as the crisp, tender texture, the rich sprightly flavor and the delicious ripe juiciness.

GET A B.C. APPLE BOOKLET and become acquainted with the Champions of the World. It is sent free by **W. E. McTAGGART, B.C. Fruit Markets Commissioner, 328A Eighth Ave. West, Calgary, Alta.**

FURS REPAIRED

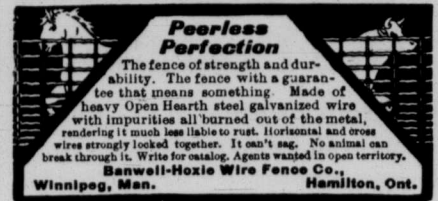
Prepare for winter now. FUR COATS, STOLES and MUFFS relined and remodelled at reasonable charges. Expert workmanship. Satisfaction guaranteed. Prompt delivery.

Raw Furs Bought and Sold or Made Up
Taxidermy in all its branches.
Write us today for full particulars.

CLEAT & CO.

Repairing Specialists

Dept. "G" 549 Portage Avenue - WINNIPEG



The Keeley Treatment

The Keeley remedies are best known in their application to inebriety. There have been hundreds of thousands of people who have taken the treatment and it has been in successful and continuous administration for more than thirty-five years. The Keeley Institute system has been extended so that there is now one or more Keeley Institutes in nearly every state in the Union, besides two in Canada and one in England. The time required to effect a cure of the liquor addiction is four weeks, and there is no confinement. We look after patients carefully in order to see that they take their medicine with the utmost regularity and indulge in no misconduct, but this is managed in such a manner as not to irritate or annoy the patient. Liquor is not cut off abruptly, but its use is continued until such time as the patient is able to get along comfortably without it; usually patients voluntarily give up the use of liquor the second or third day. As our remedies are tonic in their effects, the general health is always improved.

In addition to the treatment for drunkenness, there is also a tobacco cure and a neurasthenia remedy. If a person who is addicted to tobacco does not inhale tobacco smoke or does not use snuff, good results can be obtained by the use of home remedies; snuff takers, however, and smoke inhalers should go to a Keeley Institute for treatment; these addictions are serious and no delay should be permitted in obtaining relief.

Our neurotine is adapted to ordinary cases of neurasthenia or nervousness and good results always follow from its use. We do not recommend it where the nervous debility is extreme or in cases where the patient's mentality is affected; for a case, however, where a nerve tonic would be beneficial, we have no hesitation in recommending our remedies; there is nothing in any of them which would be injurious to the most delicate constitution. Correspondence confidential. Treatment administered privately. Address: The Keeley Institute, Dept. G., 676 Jessie Ave., Winnipeg.

Farm Women's Clubs

NOTE.—Any woman in Saskatchewan who feels that she would like to have a Woman's Section of the Grain Growers' Association in her district, should communicate with the provincial secretary, Miss Erna Stocking, Delisle, Sask.
Any Alberta woman who would like a Woman's Section of the United Farmers in her district should write to Mrs. R. M. Barrett, Mirror, Alta., who is the women's provincial secretary for Alberta.

FOR THOSE WHO CAN ONLY HELP IN SMALL WAY

I have received numerous enquiries as to how members can help in Red Cross work, who have only a little help to give.

The most simple plan is to communicate with the nearest Red Cross Society, preferably in one of the cities or larger towns. The Society will send all kinds of literature upon request. Money is the most acceptable item. Send all the money the clubs can raise. The Society will supply tags, etc., which, if sold for a trifle, will easily realize a nice little sum.

Sewing comes next in importance. If the clubs cannot undertake sewing or making bandages, etc., it is very easy to ask the Society to send wool and then canvass the district for volunteers to knit socks.

One thing every woman can do. Send a weekly paper to our wounded soldiers. Papers should be sent in good condition and of recent date to Lady Drummond, Red Cross Society, 14 Cockspur St., London, S.W., and marked "By Canadian Steamers." Postage one cent for every four ounces.

I wonder did any of our members ever experience the longing for reading matter in a hospital. The long, weary days, with every scrap of paper read, down to the smallest advertisement. You promise nurse you will fold hundreds of compresses, when you can sit up, if she can only find you a book. Hours after she comes in with the remains of a magazine from another ward, which proves to be a story "To be continued in our next." You are grateful.

You make up to the ward maid and beg her to bring you something to read (and afterwards find it against the rules). She returns from below stairs with "Mother Seigels' Almanac." Still you are grateful. You bestow the same attention on "Mother Seigel" as on your favorite magazine, but at night it goes the way of all papers. Then the next day and the next, how you long for books and papers.

The screen has been drawn around the bed of No. 4 for the last time and you know when next you see the bed it will be empty, and how you long to read and forget. And you have not just passed thru that hell perfected by modern civilization—war.

So once more may I ask our members to remember that one cent, a little trouble and a few papers will bring to some wounded soldier returns a hundred fold.

By the papers and reports, many of our clubs are doing magnificent work in aid of the Red Cross, Belgian and Patriotic funds. It is not for these I am writing, but for those who hesitated to start because they felt they could do so little.

I am looking forward to reports at next convention that will show that every member has "done her bit."

Yours sincerely,
VIOLET McNAUGHTAN,
Pres. Sask. W.S.G.G.A.

A DUAL REPORT

Dear Miss Stocking:—The June meeting of the Gravelbourg Women Grain Growers was held at the home of Mrs. Napoleon Aussant.

Mrs. Aussant read a paper on "Good Housekeeping," and explained how to maintain order in the home.

Mrs. Armand Morin then followed with a paper on "The Women of the Twentieth Century." The women have been dormant long enough, but the woman of this century has finally awakened and since then many improvements have been made in the home.

Mrs. Onesime Adams read an address and explained why it is our duty to belong to the Association.

Refreshments were served by our hostess during the afternoon.

The meeting of July 31, which was held at the home of Mrs. Adolph Adams, was well attended. We had a few visitors, three of whom enrolled in the Association.

Mrs. Adams read an interesting paper on the advantages of the farm. She spoke of the hope and the ambition that each new day brings, and of the independence of farmers, for all other industries depend upon the products of the farm.

A very good salad recipe for the blues was read by Mrs. Remilard. Mrs. N. Aussant advertised the "Prosperity Washing Powder," which is sold by the cooperative department of the Association.

An interesting paper on "Co-operation" was read by Mrs. O. Adams. If our union is strong, co-operation will aid us in removing the stumbling block that we often find in our path. We will be able to buy and sell without the aid of speculators. We women must use our united efforts to discuss questions and laws which concern ourselves, and to protect society.

It is true that a woman's sphere is in the home, but she can also do a great deal of good outside.

After the meeting an excellent lunch was served by our hostess.

MRS. L. A. MORIN,
Sec. Gravelbourg W.G.G.A.

We are pleased with the splendid class of subjects discussed at the Gravelbourg club meetings. The secretary has made her report interesting by mentioning a few points taken up in the papers read.
—E. A. S.

HOLDING TEN CENT TEAS

Dear Miss Stocking:—Owing to illness this spring I was unable to attend to the work of secretary, but am glad to say that I am able to undertake it again.

We are having weekly ten cent teas at the homes of our members. The money goes toward getting supplies for our sewing and knitting for Red Cross work. We gather quite a lot of money in this way beside having a nice sociable time. We try and have a business meeting every two weeks. At these teas we do our sewing and knitting, as most of us have not enough time at home for the Red Cross work during the busy season.

At the convention last year I was appointed assistant organizer and I have been trying to get the ladies in two districts interested in our Association. As soon as the busy season is over we will see what can be done.

Yours in a good cause,
MRS. W. H. FRITH,
Sec. Success W.G.G.A.
Birmingham, Sask.

SOCIAL LIFE ON THE FARM

Dear Miss Stocking:—I enclose, under separate cover, the paper: "Social Life on the Farm," read at one of our meetings by Mrs. Romily.

Our last meeting was held Thursday, Sept. 3, at the home of Mrs. W. Thomas. Only seven members were present owing to all being busy with threshing. The topic was: "The little things that make success."

MRS. W. WILLIS,
Sec. Cluny W.G.G.A.

We are pleased to receive the paper mentioned and appreciate the regularity with which reports are received from the Cluny Club.—E. A. S.

DUTY

There is an idea abroad among moral people that they should make their neighbors good. One person I have to make good: myself. But my duty to my neighbor is much more nearly expressed by saying that I have to make him happy—if I may.
—R.L.S.



MAKES THE WHITES LIGHTER

MAGIC BAKING POWDER

MADE IN CANADA

MAGIC BAKING POWDER

CONTAINS NO ALUM

Makes pure, delicious, healthful biscuits, cakes and pastry. It is the only well-known strictly high class baking powder made in Canada, selling at a medium price.

Read the label

E.W. GILLETT COMPANY LIMITED
WINNIPEG TORONTO, ONT. MONTREAL

Good for bread,
good for pastry,
good for you.

PURITY FLOUR

"More Bread and Better Bread"

Only Fine, Flavoury Teas
are used to produce the famous

"SALADA"

blends. Every leaf is fresh, fragrant full of its natural deliciousness. Sold in sealed packets only.

B 107

GOLD DUST

MADE IN CANADA

For every brightening and cleaning purpose

Gold Dust is used at least three times a day in millions of homes.

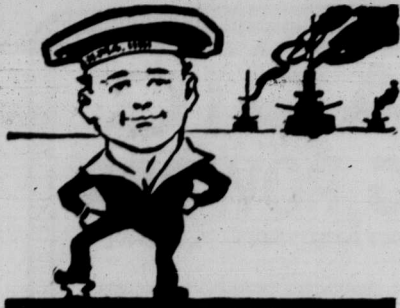
Yet there are many thousands of housewives who think Gold Dust is only for a few uses—
Gold Dust should be used for cleaning everything.
Gold Dust truly works for you. It is most economical; it is most satisfactory and it is most sanitary.
It cannot scratch or harm any surface, and it will dissolve and remove all dirt and grease.
This active principle of Gold Dust is so remarkably thorough that you rinse away the dirt and grease, leaving a newness, a cleanness and a brightness which delights.
10c and larger packages sold everywhere



THE FAIRBANKS COMPANY LIMITED MONTREAL

"Let the GOLD DUST TWINS do your work"

RED ROSE TEA "is good tea"



The Salt that's helping Canada-Windsor Table Salt

Do you want to earn \$10 a week or more in your own home?

Reliable persons will be furnished with profitable, all-year-round employment on Auto-Knitting Machines, \$10 per week readily earned. We teach you at home, distance is no hindrance. Write for particulars, rates of pay, send 2c. stamp.



AUTO-KNITTER HOSIERY CO. Dept. 104, 257 College St. - Toronto (Also at Leicester, England)

Send for the 1915-16 Edition of our FUR STYLE BOOK

34 pages, illustrated, of beautiful fur sets and fur garments for men, women and children. IT IS FREE. Address: JOHN HALLAM, LIMITED Room 176 Hallam Building, TORONTO

Young Canada Club

BY DIXIE PATTON

ANOTHER PICTURE COLORING CONTEST

The interest of the club members in the picture coloring contest was such an agreeable surprise that we had the artist set to work at once to draw another picture to be colored.

All the little boys and girls who get The Guide and who are under seventeen years of age are invited to color the picture with water colors or crayons, write their name, address and age at the bottom, fold it once with a bit of tissue paper between and mail it with all haste to Dixie Patton, Grain Growers' Guide, Winnipeg, Man.

For the picture which our artist judges to be the best, a prize of a box of water color paints will be given. The last prize was won by a little lad of seven, so there is no reason why any boy or girl should be afraid to try.

DIXIE PATTON.

A CLEVER SQUIRREL

One day last winter my chum and I went to look after some snares which we had out in the woods for catching rabbits.

When we approached one of the snares we heard a strange noise which sounded like a squirrel's shrill tones. We hurried to the snare and there we saw a beautiful little brown squirrel in it. The snare had caught his hind leg and he was pulling and straining to get loose. My chum wanted to help the little squirrel, but I told him to wait awhile as the squirrel was likely to find some clever way to get loose himself, which I loved to see. My chum consented.

We went a little nearer to the dear little squirrel and then it was that he first noticed us, and that made him more eager to get loose than ever. He turned around and looked at the cruel snare which kept him a prisoner and then he happened to see the string that fastened the snare to the pole. He made a loud noise, and if we could have understood what he said, I am sure he would have said this: "Now I see a chance to get loose and I will do it whatever happens." So he began to chew the string and after a great deal of hard labor he succeeded in chewing it in two. He gave out a shrill noise because he thought that he was loose, but unfortunately the snare was still around his leg and he soon got stuck on a small willow twig. Again he began to strain and pull, but it was of no use, and this time his keen eyes saw the knot on the snare which was around his tiny foot. Again our little friend applied his cleverness. He took around the wire with his teeth and soon was able to free his poor little foot out of the snare, and away he ran up a big spruce tree to its highest branches. He looked down at us making a very loud noise which, in his language, would have meant: "You are not going to fool me again as long as you live."

HEIDMAR B. BJORNSON.

Vidir, Man., Age 13 years.

A WISE DOG

About seven or eight years ago my grandfather had a dog and his name was Curly. If he saw any strange cattle or horses coming into my grandpa's yard he would stand on his hind legs and see whose they were and then he would jump the fence and take them home to where they belonged. If my grandpa was away any place and grandma thought he was away very long, she would send Curly after him. The dog would go to wherever he thought grandpa would be. He would go to the door and scratch and scratch till somebody would let him in to see if he was there. If he was not there he would go to other houses until he found him. Every time grandpa heard Curly coming he would say, "It is time I was going, here comes Curly." Then they would go.

If the baby was sitting on the floor and he thought she was getting too near the stove, he would go and lie down in front of her. He used to carry in the eggs, one by one, and put them on the floor in front of grandma, and then she would put them away.

If grandma was outside any place and a stranger came to the door, he would not let him in till grandma came back.

Some time after they gave him away. One day he was chasing a deer and he ran across the ice and went in and was drowned. This is a true story.

LOTTIE SIMONS.

Oxbow, Sask., age 13.

THE WREN

I think the wren has a very easy life. It is a well known bird, and always builds a very nice home. Its food is worms and insects. The nest is very seldom destroyed by other birds, and I don't think there would be one person out of ten who would destroy this innocent bird's nest.

Last year a pair of wrens built their nest in a little hole by our old shed where we kept our cattle. When there were six eggs in the nest the female bird began to set. She sat on the nest day after day and the male wren brought her food.

When the little wrens were hatched the two parent birds began to feed them. The female bird sat on the edge of the nest and the male bird brought little worms to her and then she would give them to the baby birds.

When the little wrens were all feathered out they were taught to fly, and they would stand facing each other, chattering away as tho they had something very important to talk about. This year they had their nest under the shingles of grandmother's house, who lives eight rods from us.

I have not seen a wren's nest destroyed. They always have a comfortable home, always find food without any difficulty, and never have any kind of a disease, and very seldom there is an egg that does not bring forth a little bird. Therefore, I think the wren has the easiest life of all.

LAURA HEBNER.

Gilbert Plains P.O., Man., age 12.

Deafness



Perfect hearing is now being restored in every condition of deafness or defective hearing from causes such as Catarrhal Deafness, Relaxed or Sunken Drums, Thickened Drums, Roaring and Hissing Sounds, Perforated, Wholly or Partially Destroyed Drums, Discharge from Ears, etc.

Wilson Common-Sense Ear Drums

"Little Wireless Phones for the Ears" require no medicine but effectively replace what is lacking or defective in the natural ear drums. They are simple devices, which the wearer easily fits into the ears where they are invisible. Soft, safe and comfortable. Write today for our 168 page FREE book on DEAFNESS, giving you full particulars and testimonials. 313 WILSON EAR DRUM CO., Incorporated LOUISVILLE, KY. Inter-Southern Bldg.

THIS WASHER MUST PAY FOR ITSELF

A MAN tried to sell me a horse once. He said it was a fine horse and had nothing the matter with it. I wanted a fine horse, but I didn't know anything about horses much. And I didn't know the man very well either.

So I told him I wanted to try the horse for a month. He said "All right, but pay me first, and I'll give you back your money if the horse isn't alright."

Well, I didn't like that. I was afraid the horse wasn't "alright" and that I might have to whistle for my money if I once parted with it. So I didn't buy the horse, although I wanted it badly. Now this set me thinking.

You see I make Washing Machines—the "1900 Gravity" Washer.

And I said to myself, lots of people may think about my Washing Machine as I thought about the horse, and about the man who owned it.

But I'd never know, because they wouldn't write and tell me. You see, I sell my Washing Machines by mail. I have sold over half a million that way. So, thought I, it is only fair enough to let people try my Washing Machines for a month, before they pay for them, just as I wanted to try the horse.

Now, I know what our "1900 Gravity" Washer will do. I know it will wash the clothes, without wearing or tearing them, in less than half the time they can be washed by hand or by any other machine.

I know it will wash a tub full of very dirty clothes in six minutes. I know no other machine ever invented can do that without wearing the clothes. Our "1900 Gravity" Washer does the work so easy that a child can run it almost as well as a strong woman, and it don't wear the clothes, fray the edges nor break buttons, the way all other machines do.

It just drives soapy water clear through the fibres of the clothes like a force pump might.

So, said I to myself, I will do with my "1900 Gravity" Washer what I wanted the man to do with the horse. Only I won't wait for people to ask me. I'll offer first, and I'll make good the offer every time.

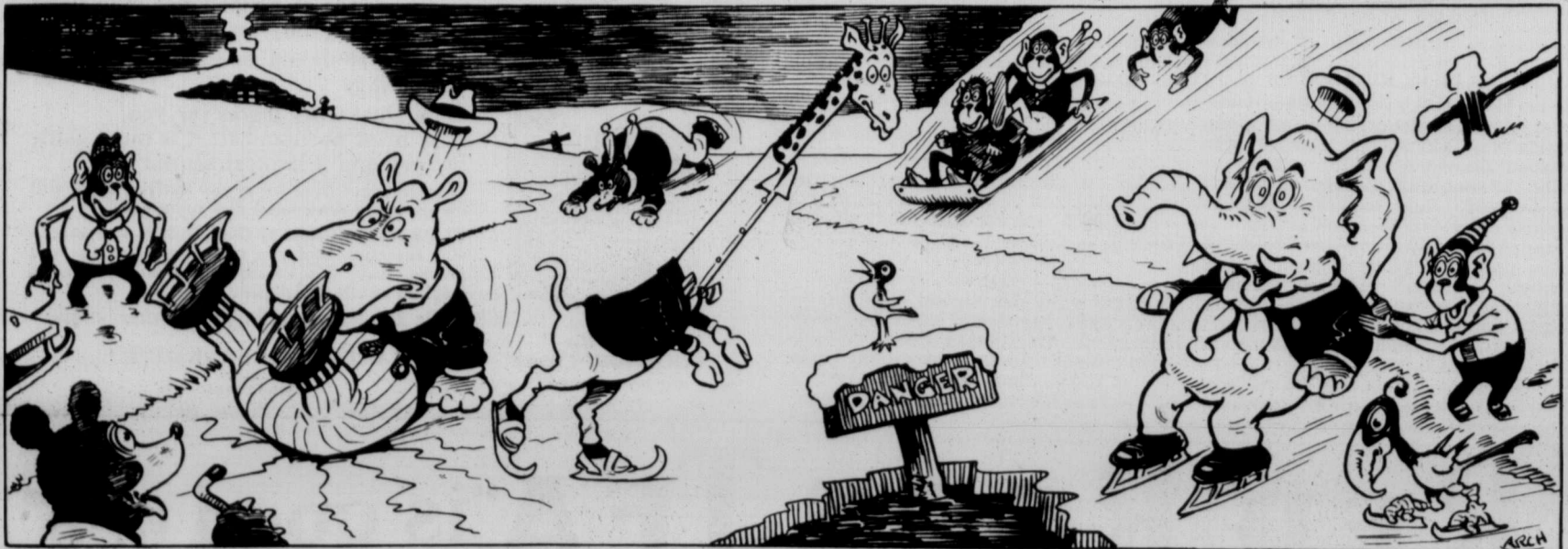
Let me send you a "1900 Gravity" Washer on a month's free trial. I'll pay the freight out of my own pocket, and if you don't want the machine after you've used it a month, I'll take it back and pay the freight, too. Surely that is fair enough, isn't it? Doesn't it prove that the "1900 Gravity" Washer must be all that I say it is?

And you can pay me out of what it saves for you. It will save its whole cost in a few months in wear and tear on the clothes alone. And then it will save 50 to 75 cents a week over that on washwoman's wages. If you keep the machine after the month's trial, I'll let you pay for it out of what it saves you. If it saves you 60 cents a week, send me 50c a week till paid for. I'll take that cheerfully, and I'll wait for my money until the machine itself earns the balance.

Drop me a line to-day, and let me send you a book about the "1900 Gravity" Washer that washes clothes in six minutes.

Address me personally— N. G. MORRIS, Manager NINETEEN HUNDRED WASHER CO. 357 Yonge Street, Toronto, Canada (Factory 79-81 Portland St., Toronto)

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE



WRITE YOUR NAME, AGE AND ADDRESS HERE

The Larger Family

By J. S. Woodsworth
Secretary of the Canadian Welfare League

III.—The People's Forum

In Winnipeg the forum movement is extending rapidly and seems to be filling a need that is becoming more clearly recognized. It would appear that in the "forum" we have discovered an institution that would be suited to our Western communities where it could perform a most important function.

The first people's forum in Canada was organized in North Winnipeg six years ago in an attempt to draw together into helpful intercourse the mixed foreign population of that district. This mother-organization is now a regularly incorporated body with a record of years of successful work and an experience that has demonstrated something of the possibilities of such an institution. Half a dozen other forums have since been organized and it has been shown that the forum is adapted to purely English speaking urban districts. It remains to be seen how far it will succeed in the little towns and rural districts. Our impression is that once tried out and possibly modified it will be found to be "just what we were looking for" and that forums will spring up all over the prairie.

The forum is simply a meeting for free discussion and is open to everyone in the district irrespective of nationality, religion, politics, social standing or sex, men and women, Liberals and Conservatives and Socialists, Protestants of all denominations, Roman Catholics and Jews, Canadians and foreigners all simply as members of the community have an equal right to be present and to participate in the discussions and in the management of the forum.

The forum breaks down the artificial barriers that so seriously divide our Western communities. It takes people out of their own little circle. It broadens their interests and makes them tolerant and sympathetic towards those who hold views different from their own. It helps to create a common interest, to develop a community spirit and thus to prepare the way for a more disinterested and efficient citizenship.

Sunday Meetings

In Winnipeg the meetings are held on Sunday afternoons. This appears to be the most suitable time. It does not interfere with the regular church services, it provides an interesting and profitable way of spending the day devoted to rest and higher interests, it attracts many who do not attend frequently the ordinary church services. Many churches are now attempting to organize brotherhoods. In many districts if each denomination did this there would be half a dozen poorly attended meetings. If the forum idea was adopted there would be one well attended meeting uniting on Sunday those whose interests are during the week practically the same.

In Winnipeg, again, the meetings are held in one of the splendid public school buildings. The school belongs to the community. Every citizen has an equal right to the use of the building. The use of a church or lodge room may prejudice some against the meeting. In the school everyone feels at home and under obligations to no one. More and more our public schools will be used for all kinds of community activities.

A Wide Program

The subjects discussed cover a wide range. Last year's program at the People's Forum in North Winnipeg included the following:—
Mrs. Nellie L. McClung—"Women and War."
City Solicitor Hunt—"The Rate-payer Pays."
Professor Stoughton—"The Gothic Cathedrals."
F. J. Dixon—"The Land Speculator."
Roderick McKenzie and others—"The Rural Life Problem."
Herman Saltzmann—"The Social Democratic Movement."

Health Inspector Hague—"The Housing Problem."

Dr. Bland—"God's Family of the Nations."

Miss Francis Beynon and others—"The Woman Movement."

Rev. Father Blain—"The Planetary System."

Geo. F. Chipman—"Railway Nationalization."

T. A. Crerar—"The Canadian Banking System." The underlying idea is that "views extensively held and opinions widely entertained should be stated publicly in the interest of all."

Some may object that these are not religious topics. In our earlier articles we tried to show that the distinction between sacred and secular was artificial and must be broken down. We have left religion out of our politics and economics, and what a mess we have made of them! Sunday is none too holy a day to devote to promoting a higher type of citizenship and securing greater justice for those who now do not have a chance to live out

their highest and best lives. Even the scientific lectures which the ordinary workman would not have the opportunity of hearing may lead men to broader views and higher aspirations. The Psalmist himself is responsible for the statement that "the heavens declare the glory of God." Why, then, bar astronomy on Sunday?

Music

In addition to the lecture there are often one or two musical items. There are few who do not enjoy good music. The ordinary procedure is to have the lecture followed first by questions and then by discussion on the subject of the lecture. A time limit is set so that while everyone has a chance, no one will monopolize the time. The chairman insists that there shall be no irrelevant discussion.

No resolutions are permitted. Such a proceeding would be contrary to the spirit of the forum. The forum does not stand for any particular policy or reform. It is simply an open platform. Truth is strong enough to take care of itself!

Membership in the forum is open to any one interested who pays the small fee which has been found necessary for printing programs and other incidental expenses such, for example, as providing a lantern for the illustrated lectures.

The management of the forum is in the hands of a board elected by the members and which is really representative of all sections of the community. It has been found necessary in the city to have a musical committee, an ushers' committee and a publicity committee.

A Basis of Citizenship

It is important that great care should be given to the selection of the board of management. Sometimes it is suggested that there should be a federation of the churches and that one or more members should be appointed from each church. Such an organization may be very good, but it is not in harmony with the forum idea. It is still a church affair and in practice it will be found impossible to unite, say, Protestants and Catholics on a church basis. These same Protestants and Catholics will unite on the basis of a common citizenship. So while there should probably be a member of each denomination on the board, let him come not as a representative from his church, but as a "representative man" in the community. Similarly while the board would include members of the various political parties, these men—or women, we should now say—would come simply as citizens, not as representatives of their party. This is important, more important than might appear. It is vital to the forum idea. In the forum, denomination and party are, as it were, for the moment set aside. In attempting to find points of



J. S. Woodsworth

Your Gift Buying can best be done from Dingwall's by Mail

YOU get a greater variety of choice.
YOU make your selection comfortably by your own fireside.
YOU get better values—guaranteed goods at reasonable prices.
YOU are sure of satisfaction—otherwise your money will be refunded.
YOU are given a catalogue free of charge that illustrates in actual colors and black and white the finest goods we have in stock.
YOU can order from us just as easily and confidently as though writing to a friend. Sit at your desk or table, write your wishes, mail the letter to us, and by the next mail a reply or the goods will go forward to you.
YOU are fully protected by our standard of business—"Thorough satisfaction or your money refunded."

G-200—Pearl Star Brooch with safety catch and pendant ring. 14K. \$5.00

G-201—Pearl Crescent Brooch. 10K. \$3.60

G-202—Pearl Fleur-de-lis Safety Pin. 14K. \$3.00

G-204—Gold-filled Brooch. \$2.25

G-203—Buckle Blouse Set, gold-filled, set of 3. \$0.75

Write at once for this Catalogue

G-205—Gold-filled Collar Pin one name engraved. \$0.75

Maurice

The illustration shows the cover of our new 1916 Catalogue. The original is printed in 4 colors, as are many of the rings and brooches shown in it; the body of the book is filled with the finest black and white illustrations of our goods that we could procure. If you haven't received a copy of this book, write, sending your name and address, and we will see that one is forwarded, post paid and free of charge, by return mail. Mention the Grain Growers' Guide.

D. R. DINGWALL

LIMITED
Jewellers and Silversmiths
PORTAGE AVE. and MAIN ST.
MAIN ST. and LOGAN AVE.



Another Household Convenience

The best tea on earth will speedily deteriorate if exposed to air and moisture.

The old lead wrappers for tea were good. But the world moves, and a better way has been found. Heavy parchment, impervious to moisture, dust-proof, air-tight, now brings

BLUE RIBBON TEA

to your home in perfect condition. An outer covering of almost impenetrable cartridge-paper makes security doubly sure. No possible deterioration can occur.

You know "BLUE RIBBON TEA"—the best on the market. Now look for the new packet—a perfect wrapping for a perfect tea.

ADVERTISING is the foundation of all successful enterprises. If your advertisement appeared in these pages it would be read by over 34,000 prospective buyers. Patronize our advertisers—advertise yourself—and we will all be successful.

The
W. W. Cooper Company
Departmental Store

Twelve Departments Combined, and Every Department Complete in Itself

Groceries

Selected Stock—Always Fresh—Quality the Best that can be bought—Prices Positively Right—Quotations gladly given on Carlots or Caselots—But just here let us call your attention to our Coopers' "C" Flour—Equal in quality to the best—Guarantee in every sack—Price per 98 lbs. sack **\$2.75**

Dry Goods

Ladies' Ready-to-Wear Boots and Shoes. Gents' Furnishings

In these Departments you will find the latest Styles, Patterns and Designs—Write us for our price list—you will find it as interesting as the "wheat markets."

FURNITURE—Beds, Buffets, Cabinets, Chairs, Davenport, Davenettes, Diningroom Suites, Dressers, Mattresses, Springs, Shades, a complete stock with all the new features in each line, which gives to furniture that real appearance.

HARDWARE—Complete in every detail. Special attention given at this season to Threshers' Supplies. In Builders' Hardware we excel. McClary's famous Stoves and Ranges. The Garry Range, fitted with Duplex grates, high warming closet and copper reservoir, six 9-in. cooking holes, with 17 pieces cooking utensils, all for **\$47.50**

Orders shipped same day as received

Goods Guaranteed. Money Refunded if not Satisfactory Send us your Mail Orders. You will get Quality and Service

The W. W. Cooper Company
SWIFT CURRENT - SASK.

Fairweathers' Furs

Through the most attractive mail order proposition ever arranged

Careful selection of skins, expert workmanship, and study of fashion all go to make Fairweathers' Furs last longer and look better than ordinary furs. Note these special values:

Ladies' Raccoon Coats

Made from fine selected dark skins, belted at back. Very stylish designs in both ¾ and full length styles. Special value at **\$100.00**

Natural Wolf Sets

Stole is made crossed at back and finished with head, tail and paws. Muff is large animal effect trimmed to match. Set complete **\$30.00**

WE GUARANTEE TO SATISFY YOU

You can rely on our high class catalogue. Write for it. You have the opportunity of inspecting furs on arrival and if not satisfactory return them at our expense and your money will be refunded.

Fairweather & Co. Limited
297-299 Portage Avenue
WINNIPEG

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

contact all are found to present the universal side of themselves.

This does not mean a lopping-off of our cherished beliefs; it means a growing bigger till we are, as it were, able to look over the back-yard fence and shake hands with our neighbor, a feat, by the way, impossible to children!

Why not give the forum a trial. If you have any community effort of this kind let us know and we will pass it on. This department, remember, is in itself a sort of a people's forum.

Editor's Note:—We believe that the "sermons" which Mr. Woodsworth is preaching to the readers of The Guide week by week are different from the sermons that are heard from any other pulpit. They present a new conception of Christian citizenship and we know that many readers of The Guide find in them an expression of ideas which they have felt perhaps vaguely, but could not quite put into words. Some readers perhaps do not agree with Mr. Woodsworth in all that he says. But whatever the readers' view may be, these "sermons" certainly deal with a most interesting field of thought and are well worthy of careful study and discussion. Mr. Woodsworth will probably be helped in writing further articles if he knows the thoughts of his readers, and we shall be glad to receive and publish letters on the subject.

Cherry

Continued from Page 8

doors; that President Robertson, instead of being somewhere up in the Temagami district on a fishing trip, had absconded; that he had been preying upon the company's resources for years, his defalcations amounting to over half a million dollars.

The sensation which the verification of this would create would be almost unlimited; for not only was Robertson a prominent figure in church and social circles, but his company's business had its foundation in a great co-operative system of weekly collections from small investors, with the poorer working classes as patrons. The effect of the failure would be widespread thruout a large section of country and would undoubtedly create something very like a panic.

"Lord! what a peach, if she's true!" "Cherry" ejaculated as the possibilities of the story dawned more fully upon him. And at that, he had yet to make his startling discovery.

First he paid a visit to President Robertson's residence. He went straight from there to Detective Tommy Allison, and because Detective Tommy Allison knew "Cherry" for a man to be trusted, he took him down to the morgue and pledged him to secrecy for twenty-four hours. He also accompanied the reporter to hold private conference with some of the company directors. It was a thing that was bound to become public property before long anyway, and on the twenty-four hour condition and the detective's guarantee, "Cherry" got what he was after.

"Just one more favor, Tommy, old man." They were back at the police station again. "I want to see you alone for a jiff—important and confidential."

Allison opened the door to his private office, shut it again and locked it. They remained closeted together for perhaps three-quarters of an hour.

Old Tom Jeffreys, walking thru the park on his way to the office about dusk next evening, was startled at being suddenly accosted by a stranger who stepped unexpectedly in front of him; he had not noticed the fellow standing by the lilac bushes.

"Mr. Jeffreys, of the Recorder?" he inquired gruffly. "I want to see you, sir, for a minute, on a matter of great importance both to you and your paper. Shall we sit over here?" The man was leading the way as he spoke, to a bench close by, almost hid in the shadow of the trees. Jeffreys noted that the stranger's trousers were badly frayed and, in fact, his general appearance was exceptionally seedy. The old man sat down timidly, filled with mild wonder and curiosity.

To be Concluded Next Week

COBDEN AND THE SINGLE-TAXER
You who shall liberate the land will do more for your country than we have done in the liberation of its trade.—Cobden.

Have You Had the Remark Made to You

That Dr. Robinson, Dental Specialist, stands for confidence, reliability and quality of work?

If you have not, inquire among your friends—you will find it so.

The Greatest System of Dentistry known to World of Science and Art today

Painless

No more Dread of the Dental Chair—do all this for you

Teeth Extracted, Filled, Crowned, Bridgework WITHOUT PAIN

Oxygenated Gas for painless operations.

Easy, sweet and harmless as the sleep of nature. Somnoform Anesthesia quick and pleasant. All operators American or Canadian graduates. No students. Lady attendants.

Special attention to out-of-town patients. Have your impression taken in the morning and go home with teeth the same day. All languages spoken. Free examination. All work guaranteed for twenty years.



Crown and Bridgework

New System Bridgework

Bridgework is the modern method of filling space caused by one or more missing teeth—without the use of a plate to cover the roof of the mouth.

It permits the fullest enjoyment while eating and does not interfere with the sense of taste.

It is performed without pain, is permanent, and in every way comfortable, being strong, clean, light and agreeable to the tongue and gums.

Even if the tooth be decayed and broken down to the gum line, and the nerve dead, the root can still be successfully treated and crowned, and restored to comfort and utility.

Dr. Robinson

Dental Specialist

Over Birks, cor. Portage Ave. and Smith Street

WINNIPEG

Office Hours:

8.30 a.m. to 8 p.m. Phone: M. 1121



MAKE YOUR BIKE A MOTORCYCLE

at a small cost by using our Attachable outfit. FITS ANY BICYCLE. Easily attached. No special tools required. Write today for bargain list and free book **FREE BOOK** describing the SHAW Bicycle Motor Attachment. Motorcycles, all makes, new and second-hand, \$35 and up.

SHAW MANUFACTURING CO.
Dept. 111, Galesburg, Kas., U.S.A.

If you do not see what you want advertised in this issue, write us and we will put you in touch with the makers.

Beef Hides

Why not ship us your cattle hides and get the high prices now ruling. We will pay

15c per lb.

for No. 1 salted hides shipped us until further notice. We also buy wool, sheep pelts, horse hair and raw furs.

North West Hide & Fur Co. Ltd.
278 Rupert Ave., Winnipeg

If you do not see what you want advertised in this issue, write us and we will put you in touch with the makers.



Painless

When Using Our Latest Method we, the

New Method Dental Parlors

guarantee to complete Dental Work of any description without pain, or
REFUND YOUR MONEY

**No Person too Nervous
No Work too Difficult**

New system Teeth, without plates; crowns, inlays, all kinds of fillings; extractions or any other form of work performed for you by the most up-to-date methods. Samples of our work shown and estimates given upon request.

OFFICES:

Corner Portage and Donald
WINNIPEG

CANADA'S BEST AND MOST UP-TO-DATE DENTAL OFFICE

A Grateful Patient

Writes:

Chiropractic and Electro Therapeutics are being practiced by Dr. Axtell, in the McGreevy Block, Portage Avenue, Winnipeg, with wonderful success.

He returned only two weeks ago from Chicago, where he took a post graduate course in the Illinois School of Electro Therapeutics. The doctor is one of those practitioners who believes in keeping abreast with the times. The people seem to recognize his ability, for they are pouring into his office daily, from the city and surrounding country. He seems to have the very best class of people for patients. He has a lady assistant who acts well her part. The doctor has had wonderful success in removing goitres, curing constipation, rheumatism, kidney and liver troubles, lame back and all sorts of nervous diseases. He never fails to diagnose a case accurately, consultation is free, and his terms for treatment are reasonable. A visit to his offices or inspection of his electrical apparatus of various kinds would convince anyone of his superior ability and up-to-date methods.
A PATIENT.—Advertisement.

Increase Your Range

Remington UMC

Big Game Cartridges

For 50 years, we've made Cartridges for every sporting and military Arm. For 50 years, every lot of Remington-UMC Ammunition has been tested against every other kind.

50 years' tests stamp Remington-UMC as World-Standard Ammunition. Prove its superior energy, accuracy, penetration and speed. Other rifle manufacturers recommend Remington-UMC Ammunition. And we GUARANTEE your rifle if of standard make, to the full extent of the maker's guarantee when used with Remington-UMC.

Try a box of Remington-UMC Cartridges in our Model 14 Rifle. They increase your range—add to your accuracy—insure you a better day's sport.

Write for FREE COPY of "Straight Shooting Tips" and our Catalog.

Remington Arms - Union Metallic Cartridge Co.
(Contractors to the British Imperial and Colonial Governments)
WINDSOR, ONT.
London, Eng. New York, U.S.A.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

"CHILDREN, YOU MUST GET RIGHT UP—
It will be nice and warm here in a few minutes."

Perfection Oil Heaters make a room comfortable quickly, save health and save money. Easily carried from room to room.

For best results use Royalite Oil—the economical fuel.

THE IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

PERFECTION
SMOKELESS OIL HEATERS
MADE IN CANADA

Licensed and Bonded

Each of the grain companies whose announcement appears on this page is licensed by the Canada Grain Commission to handle consignments of grain from farmers on commission. Each company is also bonded in accordance with the terms of the Canada Grain Act, to a sufficient amount which in the opinion of the Canada Grain Commission will ensure the full and prompt payment for all grain shipped to them by farmers. No grain dealers' advertisements are published in The Guide except those licensed and bonded according to the above provisions.

THE GRAIN GROWERS' GUIDE

MACLENNAN BROS. LIMITED

Grain and Commission Merchants

BONDED for \$41,000 Under the Canada Grain Act **NOT** Members of the Winnipeg Grain Exchange

INDEPENDENT AND UNRESTRICTED

1040 Buyers operating under our Track Buyer's License in the Three Prairie Provinces

WANTED FOR EXPORT!

10,000,000 BUSHELS OATS 5,000,000 BUSHELS BARLEY

WIRE US FOR HIGHEST BIDS IN THE MARKET

705 UNION TRUST BUILDING, WINNIPEG

Farmers and Grain Shippers

Save a week on outturns and settlements by shipping your grain to

Interior Elevator, St. Boniface

"The Terminal Elevator for Winnipeg," which gives you the advantage of American as well as Local and Eastern Markets.

You can make your shipments through any Grain Firm.

Fort William Prices—or Better, Guaranteed

INTERIOR ELEVATOR COMPANY LTD.

611-619 Grain Exchange, Winnipeg, Man.

The Northern Elevator Co. Limited

GRAIN AND COMMISSION MERCHANTS

The Oldest and The Best

ASK THE MAN

Get best results by careful personal attention given to all consignments

209 Grain Exchange, Winnipeg

Sharp Fluctuations Every Day

We will carefully check the grading and weight. Highest possible prices are obtained by our aggressive methods. Liberal advance on Bill of Lading, and settlements forwarded promptly.

Write, Wire or Phone for our Bids on Track

Blackburn & Mills

GRAIN COMMISSION MERCHANTS AND TRACK BUYERS

531-535 Grain Exchange, Winnipeg

PHONES: MAIN 46 AND 3570

If you do not see what you want advertised in this issue, write us and we will put you in touch with the makers

GRAIN DEALERS TRACK BUYERS COMMISSION DEALERS

Acme Grain Co. LIMITED

804 UNION TRUST BUILDING WINNIPEG

CAR LOTS

Get our prices before selling

AGENTS WANTED

where not represented Telephone Main 3790

Bartlett & Langille

Grain Commission Merchants

We aim to give satisfaction in the handling and selling of your grain. A trial will convince you.

510 GRAIN EXCHANGE, WINNIPEG

Your Questions Answered

In this department of The Guide questions dealing with legal matters, farm problems, livestock, or anything relating to practical farmwork will be answered. It may not be possible to answer all of them for lack of space, but those of most general interest will be answered in the order in which they come. Those wishing replies to legal or other questions by mail must enclose \$1 in payment. Veterinary questions cannot be answered, as we have not the space available. No questions will be answered for subscribers whose subscriptions are in arrears.

LETTERS UNSIGNED

Several letters have been received at this office during the past few days containing questions, but to which the name and address of the sender has not been signed in full. As a guarantee of good faith it is necessary for us to make it a rule that all correspondents must sign their names. The "Questions and Answers" column is a valuable service which we maintain solely for the benefit of our paid up subscribers. A question has been received recently from Dinsmore, Alta., having one dollar attached for a private reply, but no name was signed. If the sender will communicate with this office a reply to this query will be promptly forwarded.

LIABLE TO FORECLOSURE

Q.—Can loan companies foreclose on farm land loans that are due, interest being paid up and company for some unknown reason being unwilling to renew loan? The farm is much more improved than when the loan was made and is in good shape.—L. W. L., Sask.

A.—Company may foreclose if payments are in arrears. Probably you could make some amicable arrangements.

ASSIGNMENT OF NOTE

Q.—A gave a note to B for a team of horses, value five hundred dollars. Later A paid \$250 on the note. Then B asked for and obtained one horse back and also a second mortgage on a quarter section for the balance of note. B's lawyer was to return the note when the horse was sold and also give information about the sale, etc. A did not get any information of any kind from B's lawyer, neither was the note returned to A. B now states he has assigned the mortgage, that it will have to be paid this fall or action will be taken. What should A do?—Reader, Sask.

A.—Assuming from the facts stated that B took the horse back before assigning the mortgage, the assignee would have no better claim against A than B would have. A should pay the assignee the amount he would have paid B had the mortgage not been assigned in return for the note and a discharge of the mortgage.

SALE OF GRAIN

Q.—(1) If a grain buyer gets a farmer to sign a paper selling him wheat to be delivered at Port Arthur by October 1 for 80 cents per bushel, does this give the grain dealer an option on this quantity of wheat up to that date?

(2) If owing to the weather or other causes the farmer is unable to deliver the wheat by that time, has he still to deliver this wheat as soon as he can after that date or is the agreement null and void after that date?

(3) Is the farmer compelled to deliver this wheat to the buyer or in default is he liable to be fined?

(4) If the farmer sells this grain to some one else has he to pay anything to the grain buyer?

A.—We take from this letter that the reference is to some grain sold for future delivery to a commission firm. In fact, to our knowledge this has been done quite extensively during the present season at a loss to the farmers and as a source of great trouble to the commission firm who have handled the purchase. The matter of a contract of this nature comes entirely under the common law of the province and is in no way connected with the Grain Act or the Board of Grain Commissioners. The purchase note or paper which is mentioned which is signed is a contract and must be lived up to. There have been several actions to recover on contract grain, and in each one of them it has been found, that it was necessary for the farmer to either deliver the wheat or to pay any loss which might be sustained thru non-delivery. The weather, threshing or any other delay which might occur has no connection at all with it. If grain is sold for October delivery it must be delivered in October, otherwise it is necessary to buy in the same quantity to fill the sale, and the loss sustained would be charged to the farmer. He is not liable to be fined, but there is no doubt that in a court the grain company with whom he did business would get judgment against him.

We do not quite understand the fourth question. The grain buyer to our knowledge has no rake-off in any way on farmers' grain unless he may possibly refer to elevator charges, which it would be necessary to pay before he could get his bills of lading, if he was shipping to some other firm beside the company whom the grain buyer represented.—Grain Growers' Grain Company Ltd.

YOUR SUCCESS IN BUSINESS DEPENDS ON THE SERVICE YOU GET

TRY US!

The Smith Grain Co.

Grain Commission Merchants

Liberal advances made on Bills of Lading. Highest possible prices. Prompt returns. Write us for Daily Market Cards.

WINNIPEG

Live Poultry Wanted

We guarantee to pay you prices quoted below:

Hens 10c
Spring Chickens—
3lbs. up, and in good shape.. 14c
Under 3 lbs..... 13c
Roosters 10c
Ducks, Young and Old..... 11c
Turkeys 15c
Geese 10c

These prices are for live weight, f.o.b. Winnipeg, and if they are satisfactory let us hear from you how many you have and we will forward crates for shipping. Prompt returns.

Golden Star Fruit & Produce Co.
91 Lusted St., Winnipeg

LIVE HENS WANTED

Hens 10-11c
Young Ducks 12c
Turkeys 15c
Old Roosters..... 9c
Geese 10-11c
Spring Chickens. Best Market Prices

The above prices will hold good for one week. Let us know what you have to sell and we will forward crates for shipping. Prompt cash on receipt of shipment.

ROYAL PRODUCE & TRADING CO. - 97 Aikens St., WINNIPEG

LIVE POULTRY

Hens—Any size 10c to 11c
Roosters 9c
Spring Chickens 14c
Turkeys 15c
Ducks 11c
Geese 10c
Express Money Order mailed same day received. Crates furnished on request. Prices absolutely guaranteed.

WINNIPEG FISH CO. LIMITED Winnipeg

SHIP YOUR LIVE POULTRY

to us. We buy direct for cash. No commission charged. Coops supplied. Get our price list.

The W. J. GUEST FISH CO. Ltd.
WINNIPEG

CREAM WANTED!

Highest cash prices paid for Cream, sweet or sour. We remit on receipt of each shipment; also pay express charges.

MANITOBA CREAMERY CO. Ltd., Winnipeg, Man.

Raw Furs

Trappers, Traders and Farmers. We are paying highest market prices for Furs. Send immediately for FREE PRICE LIST and all information regarding trapping and hunting.

A. & E. PIERCE & CO.
233 KING STREET - WINNIPEG

Advertisements

are Short Stories

READ THEM!

You will find them both interesting and profitable

The Farmers' Market

WINNIPEG FUTURES

Wheat—	Oct.	Dec.	May	Nov.
Oct. 26	99	93	99	96
Oct. 27	101	93	98	96
Oct. 28	100	93	98	96
Oct. 29	103	95	100	99
Oct. 30	101	94	99	98
Nov. 1	95	95	99	99
Week ago	99	93	99	96
Year ago	117	123	117	113

Oats—

Oct. 26	43	36	39	39
Oct. 27	47	36	39	40
Oct. 28	46	36	39	41
Oct. 29	48	37	40	42
Oct. 30	44	40	39	40
Nov. 1	37	40	41	41
Week ago	42	36	39	39
Year ago	55	58	56	56

Flax—

Oct. 26	165	162	165
Oct. 27	165	161	164
Oct. 28	166	164	167
Oct. 29	164	162	165
Oct. 30	165	162	165
Nov. 1	164	169	166
Week ago	165	162	167
Year ago	113	120	113

MINNEAPOLIS CASH SALES
(Sample Market, Oct. 30)

No. 1 hard wheat, 1 car	\$1.03
No. 1 hard wheat, 2 cars	1.04
No. 1 hard wheat, 3 cars	1.03
No. 1 hard wheat, 4 cars	1.04
No. 1 hard wheat, 5 cars	1.03
No. 1 hard wheat, 6 cars	1.03
No. 1 Nor. wheat, 1 car	1.01
No. 1 Nor. wheat, 2 cars	99
No. 1 Nor. wheat, 3 cars	1.02
No. 1 Nor. wheat, 4 cars	99
No. 1 Nor. wheat, 5 cars	99
No. 1 Nor. wheat, 6 cars	99
No. 1 Nor. wheat, 9 cars	1.00
No. 1 Nor. wheat, 1 car	1.01
No. 1 Nor. wheat, 2 cars	99
No. 1 Nor. wheat, 3 cars	1.03
No. 1 Nor. wheat, 4 cars	1.02
No. 1 Nor. wheat, 5 cars	1.01
No. 1 Nor. wheat, 6 cars	1.01
No. 1 Nor. wheat, 9 cars	1.00
No. 2 Nor. wheat, 1 car	95
No. 2 Nor. wheat, 2 cars	96
No. 2 Nor. wheat, 3 cars	96
No. 2 Nor. wheat, 4 cars	96
No. 2 Nor. wheat, 5 cars	96
No. 2 Nor. wheat, 6 cars	96
No. 2 Nor. wheat, 9 cars	95
No. 2 Nor. wheat, 1 car	92
No. 3 wheat, 1 car	90
No. 3 wheat, 2 cars	90
No. 3 wheat, 3 cars	92
No. 3 wheat, 4 cars	90
No. 3 wheat, 5 cars	90
No. 3 wheat, 6 cars	90
No. 3 wheat, 9 cars	90
Rejected wheat, 1 car	80
Rejected wheat, 2 cars	81
Sample grade wheat, 1 car	90
Sample grade wheat, 2 cars	92
Sample grade wheat, 3 cars	90
No. 1 mixed wheat, 1 car	98
No. 1 mixed wheat, 2 cars	91
No. 2 mixed wheat, 1 car	94
No. 2 mixed wheat, 2 cars	93
No. 2 mixed wheat, 3 cars	94
No. 2 mixed wheat, 4 cars	90
No. 2 mixed wheat, 5 cars	90
No. 2 mixed wheat, 6 cars	92
No. 2 mixed wheat, 9 cars	89

No. 4 wheat, 1 car	91
No. 2 hard winter wheat, 650 bu. arr.	1.01
No. 2 hard winter wheat, 2, 00 bu. arr.	1.01
No. 3 hard winter wheat, 1 car	94
No. 3 durum wheat, 4 cars	89
No. 1 durum wheat, 1 car	1.01
No. grade durum wheat, 2 cars	90
No. 3 white oats, 6 cars	34
Standard white oats, 1 car	34
Mill oats, 3 cars	25
No. 3 white oats, 2 cars	34
No. 3 white oats, 3 cars	34
Mill oats, 3 cars	26
Mill oats, 1 car	27
Sample oats, 1 car	36
No. 4 white oats, 1 car	33
No. 4 white oats, 3 cars	33
No. grade rye, 1 car	94
No. 2 rye, 1 car, choice	97
Sample grade rye, 1 car	92
No. 1 feed barley, 1 car	51
No. 1 feed barley, 3 cars	52
No. 4 barley, 1 car	55
No. 2 feed barley, 1 car	52
No. 2 feed barley, 1 car	53
No. 2 feed barley, 1 car	56
No. grade barley, 4 cars	51
Sample barley, 7 cars	52
Sample barley, 3 cars	54
Sample barley, 5 cars	51
Sample barley, 8 cars	58
Sample barley, 5 cars	52
Sample barley, 1 car, No. 2 raw	59
Sample barley, 1 car	58
Sample barley, 5 cars	55
Sample barley, 7 cars	50
Sample barley, 1 car	50
No. 1 flax, 600 bu., to arr.	1.85
No. 1 flax, 1 car	1.80
No. 1 flax, 1 car	1.82
No. 1 flax, 1 car	1.83
No. 1 flax, 1 car	1.84

declined 15 to 25 cents the past week, and on late days practically all grades of butcher steers, she stock and bulls sold fully 25 cents lower than a week ago.

Everything in the cattle receipts was on the grassy order. Most of the steers were of the kind to sell between \$5 and \$7, altho \$3 was still within reach of the best grassers. But there was relatively little business over \$7 and there were many cheap steers of both native and Dakota origin.

Butcher cows and heifers ran largely to the grades worth \$4.25 to \$5.50, altho the latter figure commanded only a medium good sort. Cutter and canner cows escaped packers' pressure and continued to sell mainly between \$3 and \$4. The bull market proved slow on most days, with butcher sorts chiefly at \$5 to \$5.50, scarce and Bologna kinds between \$4 and \$5 in the majority.

Receipts of stockers and feeders were too heavy to make it possible for salesmen to hold prices fully up to the closing basis of the previous week, and a break of 15 to 25 cents was recorded after a strong start on Monday. Dairy men have been very partial to the good to choice milkers and forward springers, neglecting other kinds. Veal calves dropped to a \$9.25 top.

Hogs started to decline on Oct. 20 and have been on down grade practically every day since. Expansion of supplies and packers' determination to get cost of droves down to a substantially cheaper basis before getting under way on winter operations forced the sweeping declines, which have amounted to about \$1.50 a 100 in a week and a half. Recent sales were largely at \$6.50 to \$7. November is certain to witness heavy shipping of porkers from Northwestern country points, traders believe.

Fat sheep and lamb prices fluctuated some during the week. Mature stuff of fat grades broke 25 to 50 cents early, and rallied only slightly. Best handiweight ewes brought only \$5.25, and heavy kinds stopped at \$5 when choice, and lower when deficient in quality. Other grades sold accordingly. Lambs gained a quarter on Thursday, natives topping at \$8.25, while westerns earned about a quarter premium.

Toronto, Oct. 29.—A light run of cattle was quickly cleaned up at the local yards yesterday. A few dealers held their choice heaves back for Friday's market. The market was strong for good, medium weight butchers. Bulls and cows were weak, but canners and cutters were active and firm.

Stocker trade was quieter, except for some inquiry from the States. One load topped the market at \$6.95. These animals were very choice, averaging 1,150 pounds. Milkers were more active, choice animals remaining firm.

Calves were quoted 50 cents weaker, on top prices, but this feeling did not affect the market for veal as a whole. It simply meant no choice stuff was offered yesterday. Small meats remained steady with Wednesday's close. Sheep were scarce at \$6.75, \$6 to \$6.50 being more common.

Hogs were steady and active, quotations remaining unchanged at \$9.40 to \$9.65 off cars, \$9.25 fed and watered, and \$8.90 f.o.b.

Chicago, Oct. 29.—Hogs—Receipts 12,000; slow at yesterday's average. Bulk, \$6.55 to \$7.25; light, \$6.50 to \$7.45; mixed, \$6.45 to \$7.65; heavy, \$6.25 to \$7.55; rough, \$6.25 to \$6.45; pigs, \$3.75 to \$7.

Cattle—Receipts 2,000; weak. Native beef steers, \$5.90 to \$10.50; western steers, \$6.50 to \$8.60; cows and heifers, \$2.80 to \$8.25; calves, \$7.25 to \$11.

Sheep—Receipts 10,000; weak. Wethers, \$6 to \$6.65; ewes, \$3.90 to \$5.85; lambs, \$6.75 to \$8.90.

Hogs held steady in price today because of big shrinkage of receipts compared with the number that arrived last week. The call for cattle was poor and for sheep and lambs was only fair.

Calgary, Oct. 30.—The Livestock Department

LIVERPOOL WHEAT MARKET
Liverpool, Oct. 30—

Spot Wheats

No. 1 hard winter	\$1.58
Walla Walla	1.67
Rosafe	1.61
No. 2 Manitoba	1.59
No. 3 Manitoba	1.58
No. 1 Nor. Duluth	1.60

Future Parcels

No. 1 Man., Oct.-Nov. delivery	1.54
No. 1 Man., Nov.-Dec. delivery	1.53
No. 3 Man., Oct. delivery	1.50
No. 1 Man., Oct. delivery, London	1.58
No. 1 Man., Nov. delivery, London	1.57
No. 1 Man., Dec. delivery, London	1.56
No. 1 Man., Jan.-Feb. delivery, London	1.55

Note.—These cable quotations have been translated into dollars per bushel at the rate of \$4.65 exchange; this will be varied from day to day as it is obtainable, but Broomhall's decline to commit themselves to a rate at present.—Manitoba Free Press.

The Livestock Markets

South St. Paul, Oct. 30.—Downward trend of cattle and hog prices, due to liberal receipts here and bearish news from other market centers, featured the closing trade for the month of October. Business during the month reached a volume practically duplicating that of October, 1907, which has stood as the record for the local yards. Nearly 7,500 carloads of stock arrived here during the month, and that the strain imposed by this big run caused breaks in prices occasioned no surprise among traders. Fat cattle prices

WINNIPEG and U.S. PRICES
Closing prices on the principal western markets on Saturday, Oct. 30, were:

Cash Grain	Winnipeg	Minneapolis
1 Nor. wheat	\$1.00	\$1.00
2 Nor. wheat	.97	.97
3 Nor. wheat	.93	.95
3 white oats	.39	.34
Barley	56-65	50-57
Flax, No. 1	1.65	1.86

Futures—

Oct. wheat	1.01
Dec. wheat	.94
May wheat	.96

of the Alberta Farmers' Co-operative Elevator Company, Limited, reports as follows: Last week's receipts were 253 horses, 1,827 cattle, 704 hogs and no sheep. This week's receipts were 232 horses, 2,311 cattle, 1,517 hogs and 395 sheep.

Outward Shipments—Ten cars cattle South St. Paul, seven cars Moose Jaw, and twelve of hogs Moose Jaw. Thirty-three cars of stock cattle were shipped South and East.

Cattle and Hogs—The feature of the market was the heavier receipts of stock cattle and fat hogs, and prices suffered accordingly. The fat cattle trade held its own and we sold a mixed lot of choice heifers and cows at \$5.25, and steers at 6 cents. We handled 8 cars of stock today and the week's yard receipts were heavy.

The movement of stock cattle is from North to South. Prices broke unevenly owing to the unexpected supply, but we look for them to remedy quickly. Yearlings sold from \$5.35 and we got \$5.75 for best feeding steers, and \$4.75 for light weights and poor grade and quality.

The hog market tumbled to pieces. A week ago prices were \$9.25, Wednesday \$9.75, Thursday \$8.50, and Friday \$8.10. We look for still lower prices to rule.

Sheep—Wethers \$7, ewes \$6 to \$6.50, lambs \$7.50 to \$7.75.

Winnipeg, Nov. 1.—Cattle—The supply of cattle at the Winnipeg yards during the past week has been lighter and the local buyers have taken practically all the stuff fit to kill that has been offered. Prices are a little higher than a week ago, the best steers fetching \$6.85. Best fat cows sold for \$5.75 and bulls up to \$5.00. There is still an over supply of common grades of stockers and feeders.

Hogs—Hogs are away down. The best that could be got on Saturday was \$8.25, and the prospects are for still lower prices this week.

Sheep—Lambs are bringing \$7.50 to \$8, and good sheep \$6.50 to \$6.75.

Country Produce

WINNIPEG PRODUCE—Note—All prices are f.o.b. Winnipeg, unless otherwise noted.

Butter—Butter prices are the same as a week ago, fancy dairy being worth from 22 to 24 cents, No. 1 dairy 21 to 22 cents, and good round lots from 19 to 21 cents per lb.

Eggs—Eggs are coming in slowly and the dealers could handle more. The price has gone up two cents since a week ago and store eggs are worth 25 cents a dozen, subject to candling.

Potatoes—Potato prices have not advanced yet and the dealers are still getting them from Manitoba points for 50 cents a bushel. Alberta shipments, which are said to be of much better quality, are fetching 52 1/2. British Columbia is now offering potatoes for delivery during the winter at about 65 cents delivered here, and it is reported that they have a big quantity to dispose of. The crop is very poor in the Prairie Provinces and also in the East and dealers are now looking to British Columbia to prevent scarcity and high prices.

Milk and Cream—The supply of cream is still very short and prices are up again. Sweet cream has been advanced two cents since a week ago and is now worth 37 cents per lb. of butterfat, while sour cream is up three cents and is bringing 32 cents.

Hay—The hay market is unchanged. Hay is being cleaned up just about as fast as it is coming in and Red Top is selling for \$14, Upland \$12, Timothy \$16 and Midland \$11, all for No. 1.

For the week ending Oct. 30, cars inspected were as follows:

Wheat	1915	1914
	10614	1827
Oats	1570	428
Barley	243	135
Flax	100	110
	12527	2495

Cash Prices Fort William and Port Arthur from October 26 to November 1 inclusive

Date	WHEAT					OATS					BARLEY			FLAX							
	1*	2*	3*	4	5	6	Feed	2 CW	3 CW	Ex 1 Fd	1 Fd	2 Fd	No. 3	No. 4	Rej.	Feed	1 NW	2 CW	3 CW	Rej.	
Oct. 26	97 1/2	95 1/2	91 1/2	..	..	..	..	42 1/2	39 1/2	39 1/2	38 1/2	37 1/2	65 1/2	61 1/2	51	51	165 1/2	162 1/2	..	..	..
27	98	95 1/2	92	88	..	..	..	42 1/2	39 1/2	39 1/2	38 1/2	37 1/2	65	61	52	52	165	162	..	..	..
28	98 1/2	96 1/2	94 1/2	..	..	..	..	43	39 1/2	39 1/2	37 1/2	36 1/2	65	62	53	53	166	163	..	..	..
29	101	98 1/2	94	..	..	..	..	44	41	41	38 1/2	37 1/2	66	63	56	56	164 1/2	161 1/2	..	..	..
30	100	97 1/2	93 1/2	88 1/2	..	..	..	42	39	39	38 1/2	37 1/2	65	61	57	57	165	162	..	..	..
Nov. 1	102 1/2	99 1/2	95	90	83	78	73	43	40	40	38 1/2	37 1/2	65 1/2	61 1/2	57	57	165 1/2	162 1/2	..	..	..
Week ago	100	98	94 1/2	90	85	80	75	41 1/2	39 1/2	38 1/2	38 1/2	36 1/2	58 1/2	56 1/2	47	47	165	162	..	..	..
Year ago	117 1/2	114 1/2	109 1/2	103 1/2	99 1/2	95 1/2	91 1/2	56 1/2	53 1/2	53 1/2	52 1/2	51 1/2	69	64	60	59 1/2	..	..	..	..	..

THE MARKETS AT A GLANCE

LIVESTOCK	Winnipeg		Toronto Oct. 28	Calgary Oct. 30	Chicago Oct. 29	St. Paul Oct. 30	COUNTRY PRODUCE										
	Nov. 1	Year Ago					Nov 1	Year Ago	Nov 1	Year Ago	Nov 1	Year Ago	Nov 1	Year Ago			
Cattle	\$ c s c	\$ c s c	\$ c s c	\$ c s c	\$ c s c	\$ c s c	Butter (per lb.)										
Choice steers	6.50-6.85	6.00-6.25	7.50-8.00	6.00	8.60-10.50	7.00-9.00	Fancy dairy	22c-24c	23c	30c							
Best butcher steers and heifers	6.25-6.50	5.75-6.00	7.25-7.50	5.00-5.75	6.00-10.40	6.00-8.00	No. 1 dairy	21c-22c	20c	25c							
Fair to good butcher steers and heifers	5.50-6.00	5.25-5.50	7.00-7.25	4.75-5.00	6.00-10.40	4.00-6.25	Good round lots	19c-21c	17c-18c	22c	25c	25c-26c	25c	20c			
Best fat cows	5.25-5.50	5.00-5.25	6.00-6.50	4.75-5.00	7.00-8.25	4.00-6.25	Eggs (per doz.)			25c	20c-21c	37c-40c	25c	25c			
Medium cows	4.25-4.50	4.25-4.35	5.50-6.00	4.00-4.50	6.00-7.00	4.00-6.25	Subject to candling	25c	20c-21c	37c-40c	(New laid)	40c	40c	45c			
Common cows	3.50-4.00	3.25-3.50	5.00-5.50	3.25-3.50	6.00-7.00	4.00-6.25	Potatoes	50c	55c-60c								
Choice heifers	5.50-5.75	5.00-5.25	6.00-6.60	3.75-4.25	6.00-10.40	4.00-6.25	In sacks, per bushel, new										
Best bulls	4.00-5.00	4.75-5.25	5.25-6.00	2.50-3.50	6.00-10.40	4.00-6.25	Milk and Cream										
Common and medium bulls	2.50-3.50	4.25-4.50	5.25-6.00	2.50-3.50	6.00-10.40	4.00-6.25	Sweet cream (per lb. butter-fat)										
Best feeding steers	5.50-6.25	5.50-5.75	6.25-6.75	5.50-5.65	6.00-10.40	4.25-7.00	Cream for butter-making purposes (per lb. butter-fat)	37c	32c	30c-32c							
Best stocker steers	5.00-5.25	5.00-5.25	6.00-6.50	5.00-5.25	6.00-10.40	4.00-6.75	Sweet milk (per 100 lbs.)	32c	27c	26c-28c							
Best milkers and springers (each)	\$65-\$7																

Cater's Wood Pumps

WILL STAND
MORE FROST
PUMP EASIER
LAST LONGER
COST LESS

In Wells not more
than 40 feet deep,
than any pump made.

For deep wells get Cater's
fig. 730. "So easy to put
in and so easy to repair."

A Full Line of
GASOLINE ENGINES
WINDMILLS
WATER TANKS, Etc.

Kept in Stock. Write for
Catalogue F. Address:

H. CATER
Dept. O
Brandon Man.

We will end your TEETH TROUBLES



Why Pay Big Dentistry Bills?

Note our Prices:

Bridge Work \$5 PER TOOTH
BEST 22k GOLD

\$5 22k Gold Crowns
Plates, Whalebone, \$8 up

If you have false teeth that do not
fit properly call and see the dentists
who know how to make perfect
plates. We operate our own me-
chanical department.

Our Emergency Department is
at your immediate service. If you
break your artificial plate send it
to us. We will return it repaired
by next mail.

Keen Personal Attention to Every Case
Take advantage of our long experi-
ence as specialists in making teeth.

Dr. PARSONS
McGreevy Block

258 1/2 Portage Ave., Winnipeg
Over G.T.P. Ticket Office. Phone Main 899

IF YOU DO NOT SEE WHAT
YOU WANT ADVERTISED IN
THIS ISSUE, WRITE US AND
WE WILL PUT YOU IN TOUCH
WITH THE MAKERS

The Farm Automobile

How to take care of it during the winter

By A. C. Emmett

Many motorists are now beginning to consider the question as to whether the car shall be kept in service during the winter months or put into storage until the spring weather once more makes motoring pleasant and comfortable.

The tendency, however, is to keep the car in service as long as possible and to those who intend doing so a word of caution as to the care of the car during the cold months will be in season. First and foremost the motorist should consider the question of a good non-freezing compound for use in the radiator and for this purpose a mixture of wood alcohol, glycerine and water will be found the best for service in Manitoba and Saskatchewan, where the thermometer has a trick of slipping down to forty below zero. This mixture can be obtained in cans from most of the motor supply houses, but for those who prefer to make up their own mixture the following quantities will be found strong enough to prevent the cooling system from freezing. Glycerine, one-third; wood alcohol, one-third; water, one-third. Have water almost boiling and then add in the glycerine, stirring well so as to ensure a good mixture, and when cooled down add the wood alcohol, again stirring for ten or fifteen minutes. Fill the radiator with required quantity and put away the balance for replenishing radiator from time to time to make up for loss from evaporation.

It will be found necessary with most cars to use a somewhat lighter grade of lubricating oil to that used during the winter months and this will be found particularly necessary by the owners of Ford cars, where the high speed engine demands an oil that will flow freely in the coldest weather. A special oil is kept in stock by most dealers for this purpose.

Where a car is equipped with a storage battery, it will be found necessary to watch it a little more carefully and see that it is kept fully charged and in good working order. Failure to take this precaution is liable to lead to a big expense bill for renewals.

Care must be taken to see that any cuts made in the outer casings are properly and promptly filled with plastic cement or vulcanized, as if left without attention the wet will rot the inside canvas and result in a bad blow out. A stitch in time in this direction will materially reduce upkeep expenses.

In applying non-skid chains, make sure that they are not put on so loose as to allow undue friction on the surface of the tire. Nothing will ruin a tire quicker than continual spinning inside a loose skid chain before traction is secured. The fastening ends of the chains should not be allowed to hang loose and strike the inside of the mudguard every time the wheels make a revolution. This is a somewhat common practice, but should be avoided as the flapping ends will eventually punch a hole thru the mudguard.

Storing the Car

Where the car is to be stored for the winter, the following rules should be observed if the car is to be ready for service in the following spring. Firstly, the car should be thoroughly washed and cleaned and the metal portions of engine and frame brushed over with vaseline, which has been warmed so as to allow it to flow like thin paint. This will prevent the formation of rust and the application of a rag when the car is again taken out of storage will result in all the engine parts being bright and clean. Before applying the vaseline it is, of course, understood that all the accumulations of dirt and grease will have been washed off with coal oil. For the nickel plated parts of a car the use of transparent lacquer is recommended, as it can be easily applied with a brush and need not be removed when the car is first put into commission again, but can be left until the spring rains are over, when it can be easily removed with methylated spirits. Particular care should be taken to see that every drop of water is drained from the cooling system, all pet cocks under radiator and engine being opened and left open.

When this work has been done on the

car and the place selected for storage, the car should be jacked up and the tires removed from the rim and placed in a cool dark place for the winter, but not where there is danger of the rubber becoming frozen. The rims should be rubbed off with sandpaper to remove any traces of rust which may have developed from the year's work, and then given a coating of japan. If tires are cut or damaged, now is a good time to send them to the repair man for attention when ample time can be allowed for a good job.

Unless the owner has a good knowledge of his car and engine, he should not attempt to do more than the lightest mechanical work, as tinkering is liable to make the next repair bill twice as heavy as if the motor had been entrusted to the expert in the first place. There is, however, no reason why the owner should not do the following work for himself and he will at the same time be able to satisfy himself that there are no loose nuts or broken parts.

Overhauling by Owner

1—Remove the wheels and clean all the old grease from the bearings, wash out with coal oil, fill with new grease and then replace.

2—Remove the cylinder heads from the engine and thoroughly wash out all the interior parts with coal oil, turning over the motor several times until the kerosene has drained out. Allow all oil to drain from the crank case and wash this out also with kerosene until the kerosene runs out clean.

3—Remove the top from the gear case and use the coal oil here for washing all gears free from grease. Examine thoroughly to see that none of the gears are loose or broken or the shafts unduly worn. Then repack with grease or oil, whichever is generally used on the car, replace the cover and see that all nuts and bolts are properly replaced and screwed down tight.

4—Clean out the differential in the same manner as gear case and then repack with fresh grease.

5—Remove the storage battery and send it to one of the battery service stations in the city, where it will be stored and charged each month for a very moderate sum, thereby ensuring its being in perfect condition in the spring. If living in the country away from a service station, the battery can be taken out and kept in a fairly warm temperature, but it would be as well before again using it to ship it to one of the service stations for cleaning and re-charging.

6—Put up the top on the car and keep it up thru the winter, as it will keep in better condition than if it is put away in cold storage with all the creases and folds that are there when the top is down. Attention to the details outlined above will ensure the car being in the best possible shape when it is again put into service and the annoying wait for batteries and other little incidentals which are generally met with by the owner who leaves everything to the last minute will be avoided.

A light cover, which can be made from cheese cloth, should be thrown over the car to prevent the accumulation of dust and dirt on the painted parts of the body and will be better if made sufficiently large to cover the entire car and allow

of sufficient loose cloth to tie the cover tightly down over the hub caps of the wheels.

With a weather-tight garage the car will now be in good shape to stand over for the winter and, unlike our friend the horse, will not need feeding and cleaning every day.

When the car has been kept in cold storage thru the winter, it should not be put into a garage or building where the temperature is too warm, but should be allowed to thaw out gradually. If subjected to too quick a change of temperature the paint will crack and peel off.

LORNE SCHOOL FAIR

The second annual School Vegetable Fair was held at Lorne school, October 22, under the auspices of Inspector Gordon and the school trustees, this being part of the school study in agriculture. The vegetables were quite an improvement on last year's in size and quality. In some classes there were as many as nineteen contestants.

A new feature at the fair was the poultry exhibits, comprising a pair of white leghorns and some fine birds were shown.

The attendance at the fair was good, showing the keen interest taken in it by the grown ups as well as the children.

The judging of the vegetables and poultry was ably done by J. Hill and W. C. White of this district.

The vegetables were grown by the children at their several homes. A plot was given to each child who wished to compete and the seeds were provided them by the school district. There were prizes given for the best planned and kept plots.

After the judging and inspection, lunch was kindly provided by the ladies. After partaking of lunch the prizes were distributed by the trustees, G. W. Sandy, S. Andrew and A. Sumgair.

The chairman of the board of trustees called upon a few of the ratepayers of the district to give their views on the school gardening. W. C. White spoke a few words of encouragement to the children, saying that they had exhibited better vegetables than had been shown at some larger fairs where he had been judge. Mr. Ching spoke a few words of encouragement to the competitors who were not successful in obtaining a prize and advised them not to be discouraged, but to try again.

Another feature deserving mention was the raffia work done by the children under the instruction of the teacher, Mrs. E. E. Harris. The articles made included baskets, bags, photo frames and mats, all of which were a great credit to the teacher and children.

Every one present was well pleased with the results of the day.

SOLDIERS' ADDRESSES

In order to facilitate the handling of mail at the front and to insure prompt delivery it is requested that all mail be addressed as follows:—

- (a) Regimental Number.....
- (b) Rank.....
- (c) Name.....
- (d) Squadron, Battery or Company.....
- (e) Battalion, Regiment (or other unit), Staff appointment or Department.....
- (f) CANADIAN CONTINGENT.....
- (g) British Expeditionary Force.....
- (h) Army Post Office, LONDON, England.....

Unnecessary mention of higher formations, such as brigades, divisions, is strictly forbidden and causes delay.

Farm Produce

We are receiving large quantities of farm produce, but our business has grown so that for the past month we have not been able to fill orders. Ship us BUTTER, EGGS, POULTRY, HIDES, WOOL, DRESSED MEATS and LIVE-STOCK, anything you produce. We pay the highest cash prices (without middleman's profits.) There is a special demand for Butter, Eggs and Poultry of all kinds. We have on hand a variety of Winter Apples as follows:

No. 1 BATTLE GREENINGS, per barrel.....	\$4.75
These are an extra good winter apple.	
No. 1 BLENHEIM, per barrel.....	4.25
No. 1 WINESAPS, per barrel.....	4.00
No. 1 FALLAWATER, per barrel.....	3.75

Also several other popular varieties. If you are looking for good apples at right prices don't delay in mailing your order, with money attached, and you will receive our prompt attention. We handle Livestock in carlots on a commission basis.

Farmers' & Gardeners' Produce Exchange Ltd.

Successors to The Central Farmers' Market Association Limited
Winnipeg, Man.

Farmers' Market Place

FARM LANDS

FOR SALE—320 ACRES NEAR VIRDEN, MAN.
250 acres broke, 50 acres fall plowed, price \$8,000, terms \$500 cash, balance \$700 per year. Also 160 acres near Neepawa, \$10.00 per acre, spot cash. Apply: E. J. Blaquier, Port Arthur, Ont 43-2

FARMERS AND OTHERS—ARE YOU GOING to the Pacific Coast this fall? We have the largest exclusive list of houses both furnished and unfurnished, for rent and for sale, and B.C. farm lands. Call or write the old established real estate house of A. E. Austin and Co., 328 Granville Street, Vancouver, B.C. 43-4

MONEY-MAKING FARMS THROUGHOUT 15 Eastern States; one acre to 1,000 acres, \$10 per acre up; many with livestock and tools included; big illustrated catalogue free. E. A. Strout Farm Agency, Station 3201, 47 W. 34th St., New York. 35-3

FARM STOCK FOR SALE

ORCHARD FARM OFFERINGS—12 YOUNG registered Shorthorn cows due to calve soon; 50 grade Shorthorn heifers and steers; also fine young Yorkshires. J. Bousfield, Prop., MacGregor, Man. 26tf

THIRTY SHORTHORNS, FORTY ENGLISH Berkshires; both sex registered. W. N. Crowell, Napinka, Man. 44-5

MISCELLANEOUS

PRINTING—MUNICIPAL FORMS, ELEVATOR Stationery, Egg Boxes, Stallion Route Cards, Sale Catalogs, Voters' Lists, Prize Lists, Auditors' Reports. Everything in Printing. Public Press Limited, Winnipeg, Man.

SAFES—ALL SIZES NEW AND SECOND- hand. Safe Cabinets, Cash Registers. Low prices; easy terms. Write for catalogue. Winnipeg Safe Works, Limited, 50 Princess St., Winnipeg.

APPLES, SUGAR, SALT, LUMBER, FENCE Posts, Fence Wire. Carload lots, direct from factories. Get our prices always before ordering elsewhere. McCollom Lumber and Supply Co., Merchants Bank, Winnipeg, Man. 37tf

STEAM AND DOMESTIC COAL—SCREENED lump on cars at Tofield \$1.90 per ton. Tofield Coal Company, Limited. 38tf

IMPLEMENT SHEDS—SKELETON WOOD Frame, Corrugated Steel Roofing and Siding, Fire-proof, Lightning-proof, Handsome and Permanent, giving satisfaction everywhere. Buildings to suit every size farm. Write for list of Plans. The Western Metal Products Co., Dept. G., Office: 481 Toronto St., Winnipeg. 39-6

FILMS DEVELOPED—ROLL 10c PRINTS 3c up—Mail orders promptly filled. Barclay, Sparwood, B.C. 42-4

BEES FOR SALE

FOR SALE—TEN HIVES OF ITALIAN BEES. price \$7.00 per hive, purchaser pays express. Wm. G. Cooley, Solsiqua, Man. 42-3

CONDUCTED FOR THOSE WHO
WANT TO BUY, SELL, OR EXCHANGE

RATES ON CLASSIFIED ADVERTISING

4c Per Word—Per Week

Address all letters to The Grain Growers' Guide, Winnipeg, Man.

Count each initial as a full word, also count each set of four figures as a full word, as for example: "T. B. White has 2,100 acres for sale" contains eight words. Be sure and sign your name and address. Do not have any answers come to The Guide. The name and address must be counted as part of the ad. and paid for at the same rate. All advertisements must be classified under the heading which applies mostly closely to the article advertised. No display type or display lines will be allowed in classified ads. All orders for classified advertising must be accompanied by cash. No orders will be accepted for less than fifty cents. Advertisements for this page must reach us seven days in advance of publication day, which is every Wednesday. Orders for cancellation must also reach us seven days in advance.

SEED WANTED

ANY GOOD, CLEAN VARIETY OATS, BARLEY. Wheat and Beardless Barley. G. P. Crossing, P.O. Box 233, Winnipeg. 37tf

HORSES AND PONIES

U. A. WALKER AND SONS, CARNEGIE, MAN.—Importers and breeders of Clydesdale Stallions, in-foal Mares and Fillies for sale.

PRIZE WINNING PERCHERONS FOR SALE—For the next 30 days I will offer all my heavy Percheron stallions, also yearling and spring stallions, and a few fillies for sale at rock bottom prices. Terms 1-3 cash, balance time notes. These horses were inside of the best money at 1915 Western fairs. Address all communications to C. D. Roberts and Sons, 330 College Ave., Winnipeg. 38tf

I HAVE ALWAYS ON HAND A GOOD SELECTION of farm mares and geldings. If you are in want of a load, wire or write me. Have also on hand a lot of good stallions for sale or trade. Sales every Thursday. J. W. Durno, Auctioneer, Calgary Sales Repository, 106 5th Ave. E., Calgary. 11tf

BARRISTERS

P. A. MACDONALD, BARRISTER, 10 BANK of Hamilton Chambers, Winnipeg. 46tf

C. L. ST. JOHN, BARRISTER, ETC., MINNE-dosa, Man. 53tf

ERNEST LAYCOCK, B.A., LL.B., BARRISTER and Solicitor, Wilkie, Sask.

BONNAR, TRUEMAN & HOLLANDS, BAR-risters, etc.—R. A. Bonnar, K.C.; W. H. Trueman, LL.B.; Ward Hollands. Offices 503-504 Winnipeg Electric Railway Building, Winnipeg. P.O. Box 158. Telephone Garry 4782.

LUMBER, FENCE POSTS, ETC.

FARMERS—WRITE FOR PRICES ON CEDAR fence, corral and gate posts and telephone poles. F. J. Bosaley, Solsiqua, B.C. 2tf

LUMBER—FOR GRANARIES, BARN AND Farm Buildings. Get our Catalogue and Price List now. 2 x 4, 2 x 6, 2 x 8, No. 1 Com. \$19.00; 1 x 6 No. 1 Shiplap, \$20.00; XXX Shingles, \$2.80; good No. 2 Boards, \$17.00; 11 sizes Doors at \$1.75 each. Our catalogue gives prices on a great variety of windows, doors, paints, hardware and other material. Get Storm Sash and Doors Now. They save fuel. A. B. Cushing Lumber Co. Ltd., Calgary, Alta. 41tf

SAVE BIG MONEY ON LUMBER—WRITE today for our "Mill direct to user" prices before ordering elsewhere. Satisfaction guaranteed or money back. Prairie Lumber Co., Vancouver, B.C. 42-4

WRITE FOR PRICES ON POPLAR, TAMARAC and spruce cordwood; tamarac and cedar fence posts; hard and soft coal, and lime, in carlots. Teulon Wood Co., Teulon, Man. 44-10

SWINE

IMPROVED YORKSHIRES — FROM PRIZE winning and imported stock; also Shorthorn cattle. A. D. McDonald and Son, Sunnyside Stock Farm, Napinka, Man. 7tf

DUROC JERSEY AND POLAND CHINA SWINE—all ages. J. J. Kerr, Goodwater, Sask. 44-4

REGISTERED YORKSHIRE PIGS — BOTH sexes, \$20.00 each. Brooks and Burrill, Indian Head, Sask. 42-4

IMPROVED YORKSHIRES—SPRING BOARS and sows from splendid stock. Sutter Bros., Redvers, Sask. 42-6

FOR SALE—LARGE ENGLISH BERKSHIRES, fine two-year-old; also nice long, smooth year-old boars; some fine May, June and September pigs. Steve Barich, Herbert, Sask. 44-6

POULTRY

BRED TO LAY WHITE WYANDOTTES FOR sale—Hens \$1.50, pullets \$1.00 and 75 cents, and cockerels \$2.00. Edwin Davis, Emerson, Man. 44-3

HUNDRED LEGHORN, PLYMOUTH ROCK hens, thirty-five cents. Jeremiah Lutz, Redvers, Sask.

DRESSED POULTRY

HIGHEST PRICES PAID FOR DRESSED poultry. Alex Cooper, 376 Portage Ave., Winnipeg. 40-12

SHEEP

2000 SHROPSHIRE, LINCOLN AND COTSWOLD grade ewes, also range ewes, no old stock. 15 Registered Shropshire ewes and lambs. 200 Registered and grade Shropshire, Oxford, Suffolk and Rambouillet rams. 400 Shropshire lambs. Buy sheep to turn your your stubble fields and waste feed into money. Simon Downie & Sons, Carstairs, Alta. 43-1f

SHROPSHIRE RAMS AND RAM LAMBS—Satisfaction guaranteed. A. A. Titus, Napinka, Man. 40-6

SHEEP WANTED IN SMALL OR CARLOAD lot; send full particulars to Chas. Gloeckler, Waldheim, Sask.

CATTLE

BROWNE BROS., NEUDORF, SASK.—BREED-ers of Aberdeen Angus Cattle. Stock for sale.

ABERDEEN ANGUS CATTLE—CHAS. ELLETT, "Sandy Lake," South Edmonton P.O., Alta.

HOLSTEINS—4 NICELY MARKED YOUNG bulls, 5 choice young heifers. Entire herd of grades; some splendid family cows. D. B. Howell, Langenburg, Sask. 39-10

REGISTERED SHORTHORNS — 7 BULLS from 8 to 16 months; the big, smooth, easy feeding kind; also a number of young cows and heifers of best dual purpose strain. Prices easy, freight paid. Charles Graham, Port Perry, Ont. 40-8

AUCTIONEERS

W. H. ENGLISH, HARDING, MAN.—LIVE-stock Auctioneer of all breeds. Write early for dates; have a wide acquaintance among breeders in Manitoba, Saskatchewan and Alberta; well posted on the livestock situation.

PATENTS AND LEGAL

FETHERSTONHAUGH & CO., PATENT SOLI-citors—The Old Established Firm. Head Office: Royal Bank Building, Toronto, and 5 Elgin St., Ottawa, and other principal cities. 7tf

A Man's Felt Shoe
For Outdoor Hard Wear

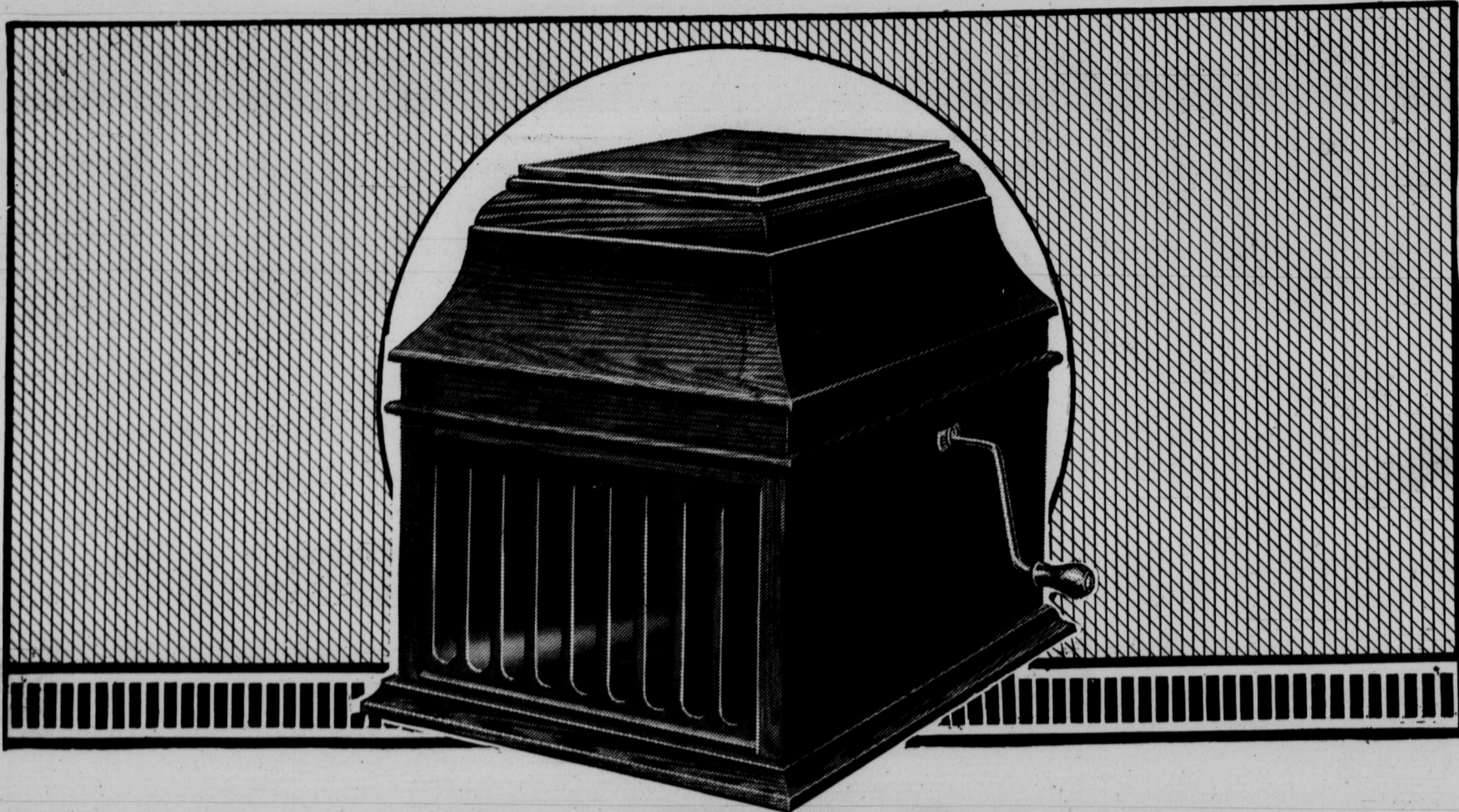


The boot shown in this illustration is extremely heavy and strong and will reach well up the leg. It is made from pure wool felt, made by special machinery in our own factory, and will keep your feet warm in the severest weather. The name **Great West** is stamped on the sole and is our guarantee to you that the boot is what we claim for it. Sold by good dealers. Look for the name. **The GREAT WEST FELT COMPANY Limited** Elmira, Ontario 7

Advertisers in The Guide are in position to give good service to you and your family. The Guide will not knowingly carry the advertising of any unreliable concern. In writing to the advertiser, be sure to mention that you saw his announcement in The Guide, Winnipeg. It will insure good service.

Shippers and Trappers
We Buy for Cash and Pay Highest Prices for all kinds of **FURS**
Send today for our Free Price List and let us prove to you that we actually pay more than any other house for Fine Fox, Mink, Marten, Rat, Lynx, Wolf and all other Furs, Hides and Ginseng.
We offer you best facilities in America for handling all your furs. Send for Free Price List and Shippers' Tags. No commission charged.
ROGERS FUR COMPANY, Dept. 433 St. Louis, Mo.

The War Lords
This is the most widely read and most interesting book of the war. Mr. Gardiner is one of the most brilliant of British journalists; he knows personally nearly all the big personalities in the war and in this book he has described them. Every reader of this book will have a clear idea of the cause of the war and a knowledge of the men conducting it. Post-**35c** paid
BOOK DEPT., GRAIN GROWERS' GUIDE
Winnipeg - Man.



Mr. Edison's
Wonderful
New Instrument

NEW!

Master
Instrument
Edison's Latest Invention

Just Out! The perfected musical wonder of the age. And shipped now on a stupendous special offer *direct from us*—Write for new catalog.

WRITE today for our new Edison catalog—the catalog that tells you all about the wonderful new model Edison with Mr. Edison's new diamond point reproducer—the new parlor grand style. It will also tell you about our new Edison offer! Now read:

Free Loan—

We will send you the new model Edison Phonograph and your choice of all the brand new records on an **absolutely free loan**. We want you to hear all the waltzes, two steps, vaudevilles, minstrels, grand operas, the old sacred hymns, every kind of comic and popular music, also your choice of the highest grade concerts and operas, as rendered by the world's greatest artists. Entertain your family and friends. Give plays and concerts right in your own parlor. Hear the songs, solos, duets and quartettes, the pealing organs, the brass bands, the symphony orchestras, the choirs of Europe's great cathedrals, the piano and violin concerts, virtuoso—all these we want you to hear free as reproduced on the new Edison.

Then, when you are through with the outfit, you may send it back at our expense.

Remember, not a penny down—no deposit—no guarantee—no C.O.D. to us—no obligations to buy—a full free trial in your own home—*direct from us—direct to you*. Returnable at our expense or payable (if you want to keep it) at the actual rock-bottom price direct from us.

The Reason: Why should we make such an ultra-liberal offer? Why should we go to all this expense and trouble just so you can have all these free concerts? Well, we'll tell you: we are tremendously proud of this magnificent new instrument. When you get it in your town we know everybody will say that nothing like it has ever been heard—so wonderful, so grand, so beautiful, such a king of entertainers—so we are pretty sure that at least some one, if not you, then somebody else, will want to buy one of these new style Edisons, especially as they are being offered now at the most astounding rock-bottom price and on easy terms as low as a few dollars a month. But even if no one buys, there is no obligation and we'll be just as glad anyway that we sent you the new Edison on our free trial; for that is our way of advertising quickly everywhere the wonderful superiority of the new Edison.

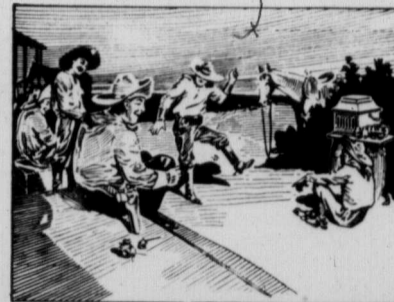
Mr. Edison's Pet and Hobby



among all his wonderful inventions is his phonograph. He worked for years striving to produce the most perfect phonograph. At last he has produced this new model. Think of it; over 25 years of work on all these epoch-making inventions—then his pet and hobby perfected!

A Happy Home

Happiness is life—and real happiness is found only in a real home. And by a real home I do not mean a house with a yard or farm around it. Oh, no! A real home is the place where the happy and united family gather together for mutual enjoyment and recreation. And the Edison makes this possible, for it stands supreme as the greatest home entertainer. It will mean more than entertainment and merriment, more than an hour of amusement—yes, it will mean genuine pleasure of the lasting sort—helpful entertainment and culture of the most beneficial kind. It will mean the family united—a new home.



Such a variety of entertainment! Hear the latest up-to-date song hits of the big cities. Laugh until the tears stream down your face and your sides ache from laughing at the funniest of funny minstrel shows. Hear the grand old church hymns, the majestic choirs sing the famous anthems just as they sing them in the cathedrals of Europe. Hear the pealing organs, the crashing brass bands, the waltzes, the two-steps, the solos, duets and quartettes. You will sit awestricken at the wonderful grand operas as sung by the world's greatest singers. You will be moved by the tender, sweet harmony of quartettes singing those old melodies that you have heard all your life. Take your choice of any kind of entertainment. All will be yours with the Edison in your home. Send the coupon today.

COUPON

F. K. BABSON, Edison Phonograph Distributor
Dept. 9508, 355 Portage Ave., Winnipeg, Man.

Gentlemen:—Please send me your New Edison Catalog and full particulars of your free trial offer on the new model Edison Phonographs.

Name _____

Address _____

Our New Edison Catalog Sent Free

Your name and address on a postal or in a letter, (or just the coupon) is enough. No obligations in asking for the catalog. Get this offer—**while this offer lasts**. Fill out the coupon today.

F. K. Babson, Edison Phonograph Distributor
Dept. 9508, 355 Portage Ave., Winnipeg, Man.
U. S. Office: Edison Block, Chicago