

THE GRAIN GROWERS' GUIDE

Organization · Education · Co-operation

Winnipeg Man

February 16, 1916

\$ 1.50 per Year



THE FAMILY PET

Circulation over 34,000 weekly

Is Your Live-Stock Thriving?

For nearly thirty years International Stock Food Tonic has been used with immense success by farmers and stock raisers everywhere. It puts life and strength into horses, invigorating them and giving them a sleek, glossy coat. It helps to fatten cattle quickly and your cows to give more milk. Hogs thrive and fatten quicker than you ever saw them before. Colts grow strong and lusty. International Stock Food Tonic will save you money on your stock-feed bills.—Here is the reason why—International Stock Food Tonic invigorates your live stock and enables your animals to assimilate more nourishment from the food they eat. International Stock Food Tonic supplies the medicinal value of roots, herbs and vegetables which the animals would get if they were running at large. Thus it invigorates the digestive system so that the animal gets greater value from its food. The food is digested more thoroughly and the animal is kept at all times in the very best of health. International Stock Food Tonic can be purchased from dealers everywhere in convenient sizes. Put up in packages 25c., 50c., \$1.00 and \$1.50 lithographed tins, also in 25-lb. pails at \$3.75. If you do not know the name of your nearest dealer, write us direct.

For HORSES Hundreds of horse owners swear by International Stock Food Tonic. For instance, S. Thane Belyea of Browns Flat, Kings Co., N.B., writes under date of January 8th, 1916.—“I have used INTERNATIONAL STOCK FOOD TONIC for the past eight years and I find it very profitable. I am never without it in my barn. It is the best life preserver I ever had for a horse.”

Here is a testimonial which was received on November 30th, 1915, from P. F. Rundle, of Plenty, Sask.—“I have used International Stock Food Tonic when I was in charge of sixty working horses and found it was a great saver of feed and a GOOD REGUL-ATOR.”

International Stock Food Tonic tones up the system of horses, giving them new life and a glossy coat of hair. You could not give your horse anything better for Epizootic, Indigestion, Liver Trouble, Cough, Influenza, Hide Bound or Blood Trouble.

FOR HOGS International Stock Food Tonic is endorsed as the surest Hog Tonic in the world. It is not what the hog eats, but what is digested and assimilated that counts. The forcing process that is used to mature a hog for the market, weighing 200 to 300 lbs., in less than one half the time he would naturally take to arrive at that weight, is apt to weaken the digestive system. It is just here that International Stock Food Tonic helps so much. International Stock Food Tonic has never been equalled, giving rapid growth to fattening hogs. You will obtain an extra gain of one half pound a day when you feed International Stock Food Tonic. Try it on a bunch of hogs. You will be agreeably surprised at the wonderful results and rapid growth. Over two million farmers and stock-raisers testify to the superior merits and extraordinary economy of International Stock Food Tonic.

INTERNATIONAL STOCK FOOD TONIC

“3 Feeds For 1 Cent”

Convince yourself, buy the small package first. You will be so satisfied with the results that you will quickly see where you can save money by feeding it to all your stock. When an animal gets run down or the digestion becomes weak a large part of the grain eaten passes through the system of the animal without being assimilated. International Stock Food Tonic corrects the defective assimilation of the animal and so aids digestion that full value is obtained from all food eaten.

For CATTLE The farmer who feeds cattle for the market increases his profits greatly if he uses International Stock Food Tonic. It promotes the weight, quality, and health of the stall fed cattle, and you get quick results. The coats get glossy—an indication of the improved health of the cattle and the growth in weight is remarkably rapid.

For Dairy Cows, International Stock Food Tonic gives splendid paying results. Some milch cows consume a large amount of food, but their digestive organs are not in a proper condition to assimilate it. A large proportion of the food passes through the cows without being converted into milk or flesh. International Stock Food Tonic corrects the defective assimilation; the flow of milk is increased and tests higher in butter fat.

Read These Letters Everyone Recently Written

Waterford, Ont., January 5th, 1916.
We have used a lot of your International Stock Food Tonic and have found it very satisfactory for horses, cows and pigs. It is the best thing for little calves we have ever found yet. I have been advertising your Tonic all I could by telling of the good results we get from it.
Herbert C. Coliver.

Orilla, Ont., December 6th, 1915.
I have fed your International Stock Food Tonic to 11 pigs and they are in better health than I have ever seen them before. I am now using your International Poultry Food Tonic and will continue to do so as I find it makes hens lay when they would not otherwise do so.
Thos. E. Childerhose.

2051 South St., Regina, Sask., December 20th, 1915.
I thought it might interest you to know that I am using your INTERNATIONAL POULTRY FOOD TONIC again this year and having had such good results knew that you would like to hear of same. I hatched last year, twenty-two (22) Andalusian Pullets and they started laying January 20th, and by June 20th they laid 2150 eggs. I am using your INTERNATIONAL POULTRY FOOD TONIC now and my hens are laying well—which I think is a good record as new laid eggs in Regina to-day are 60c per dozen. This letter is entirely unsolicited.
A. E. Baker.

Blenheim, Ont., November 17th, 1915.
We have always used International Stock Food Tonic with good results. We have always had a good batch of pigs and have mostly always raised every one of them while the neighbors around us would only have from three to six and their sows would be a lot larger than ours.
For instance our sow recently came in and had fifteen nice pigs. Its International Stock Food Tonic that does the trick.

Some of the ones around here that we know have been feeding International Stock Food Tonic find that their hogs are doing a lot better in less time than usual.
Dewayne Johnston.

Boisevian, Man., December 31st, 1915
I am always a large user of your International Stock Food Tonic. I find I cannot keep my young horses and calves in as good shape without it as I can do when I use it. It is certainly great stuff.
Wm. Moncar.

Thomas H. White, in charge of the Live stock of E. J. Henry, Ridgetown, Ont., owner of nearly 1000 head of live stock, writes on Dec. 13th, 1915
I have used your INTERNATIONAL STOCK FOOD TONIC on our horses particularly on “Frankie Simon” colt foaled May 10th, 1915, with splendid results. I was successful this year in winning all prizes for 1915 roadsters and foals and special prizes in the county of Kent with this colt. I have used considerable of your INTERNATIONAL STOCK FOOD TONIC and always found it satisfactory. I am sure that anybody who will give your INTERNATIONAL STOCK FOOD TONIC a fair chance will be well satisfied with the results. I enclose you herewith a picture of the colt in question. I might state that I have also used your INTERNATIONAL STOCK FOOD TONIC on our cattle with splendid results.

Calumet, Que., December 26th, 1915.
I have been using INTERNATIONAL GROFAST CALF MEAL this year and never used the like of it. My calves are as fine a bunch as I ever raised on milk and am enclosing herewith an order for 500 pounds.
John Bennett

Entwhistle, Alta., December 7th, 1915.
I have used International Stock Food Tonic and found it not only good but THE BEST I ever used, and I have been using all kinds for the last 27 years.
Dennis S. Harrington.


INTERNATIONAL POULTRY FOOD TONIC
International Poultry Food Tonic is a preparation which will greatly increase the egg production of any flock by invigorating the egg producing organs. We positively guarantee a great increase in the number of eggs received when International Poultry Food Tonic is fed during Winter or Summer season. It cures and prevents disease and sickness, promotes good health in your poultry, and invigorates the digestive organs. It costs only 8c per month for 12 birds, 25c, 50c and \$1.00 per dozen or in 25 lb. pails for \$3.75.



INTERNATIONAL GROFAST CALF MEAL
International Grofast Calfmeal is a scientific, high-grade substitute for milk in the quick growing of calves. It is easily mixed and calves like it and they grow and develop as rapidly as they would on milk. Feed your milk, and raise your calves at a very low feeding cost, which would net you much more money. Grofast Calfmeal will raise three or four calves at the cost of raising one on raw milk. We have a little book, entitled “HOW YOU CAN RAISE AND GROW CALVES AT A LOW COST WITHOUT MILK”, which we will gladly mail to anyone interested. Grofast Calfmeal is put up in 25, 50 and 100 lb. bags. If your dealer cannot supply you, write us direct. Try it and prove to your satisfaction the possibility of successfully raising the stock, healthy, thrifty, call in every way an equal of the “new milk” call, and at a much larger profit.



INTERNATIONAL LOUSE KILLER
International Louse Killer will destroy fleas, etc., on poultry and on horses, cattle, sheep, hogs, dogs, pigs, etc. Contagious disease germs are quickly killed. It is a reliable, safe and sure disinfectant. It will not discolor feathers or plumage of the whitest bird. Your dealer sells it for 25c for the large round box with the tin sparkling top.



International Stock Food Company, Limited

TORONTO ALSO MANUFACTURERS AND SOLE PROPRIETORS OF CANADA

Silver Pine Healing Oil
International Worm Powder
International Distemper Remedy
International Heave Remedy
International Colic Remedy
International Gall Cure
Dan Patch White Liniment
Dan Patch Hoof Ointment
International Foot Remedy

With your purchase of any or all of the above preparations, we give you the spot cash guarantee that absolutely protects you in trying them. Your money will be refunded if you are not satisfied—if International Stock Food Tonic fails to keep your stock in better health and make you a big extra profit for its low-usage cost. SO DON'T ACCEPT COUNTERFEIT PREPARATIONS.

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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.

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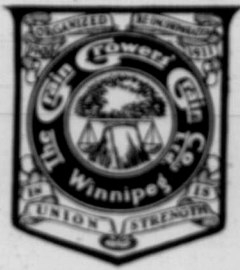
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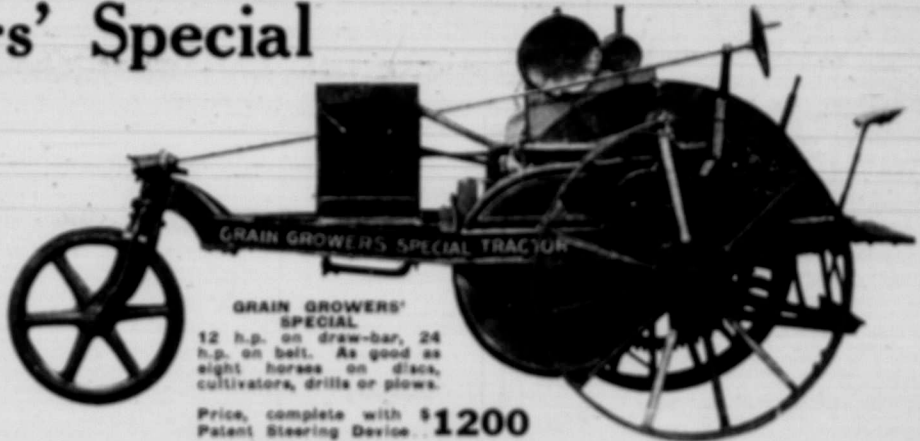
Field Artillery" For Seed Time

Artillery for Productive not Destructive Purposes

You are lucky if you got your plowing all done last Fall. Quick work will be the watchword once Spring opens. Can you do what you want done with your present equipment?

The Grain Growers' Special Tractor

will help out your teams. One man can stay on the job for a good full day every day. Hitch this medium sized tractor to one of our Plows, our Combination Disc and Drill, our Engine Tandem Disc, or our No. 47 G.G. Forkner Cultivator. You'll cover a whole lot of ground in a week and never turn a hair. If you are not well fixed for horse power, you should write at once and get details about this one-man outfit.

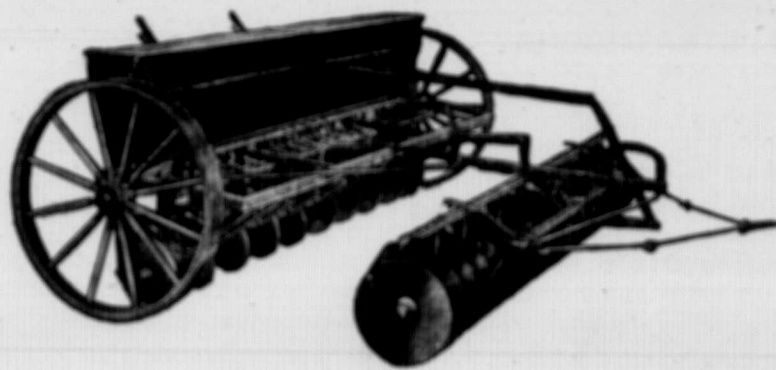


GRAIN GROWERS' SPECIAL TRACTOR
GRAIN GROWERS' SPECIAL
12 h.p. on draw-bar, 24 h.p. on belt. As good as eight horses on discs, cultivators, drills or plows.
Price, complete with Patent Steering Device. \$1200

Following are some of the Specifications:

- WEIGHT—6700 lbs.
RATED HORSE POWER—In traction 12, on belt 24. Does the work of 8 good horses in the field.
SPEEDS—Two forward and one reverse; both forward speeds direct. First speed 2 3/4 miles an hour; second speed 3 1/2 miles an hour.
WHEELS—Main drive wheel 63 inches diameter, 20 inch face. Land wheel 63 inches diameter, 8 inch face. Front wheel 36 inches diameter, 7 inch face.

If you want full details about The Grain Growers' Special Tractor, as well as land implements and threshing outfits to be used with it, write for our special Power Farming Catalog. If you would like to have first hand information from those who have bought The Grain Growers' Special, write us for names of those who had it in operation in 1915.



Combination Single Engine Disc Harrows and G.G.G. Imperial Seed Drill

Prepare your land and sow your seed with one trip across the field, by using The Grain Growers' Special Tractor and this outfit.

Our New Catalog

Have you received a copy of our 1916 Catalog? If not, write NOW for Catalog G. For Saskatchewan farmers a special Catalog has been issued jointly by the Saskatchewan Grain Growers' Association and this Company. Copies can be had by writing to the Central Office at Moose Jaw or direct to us.

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The Farmer's Book Shop

Our Big Catalog is Free for the Asking

SECRETS OF THE GERMAN WAR OFFICE by Dr. A. C. Graves. This is one of the most sensational war books published. Dr. Graves was for 15 years a secret service spy in the employ of the Kaiser. He "knew the inside" as was betrayed by the Germans into the hands of the British and spent some time in an English prison. Upon his release he wrote the famous exposure of the German spy system and the German war office. He shows how the German Kaiser employed men and women in all the leading courts of Europe to obtain the British and French. He tells of secret meetings between Winston Churchill and German war lords, and other startling facts. It is the inside story of the German plot to rule the world. Printed in large, clear type. **70c**

SECRETS OF THE HOHENZOLLERNS, by the same author. The family game of the German Kaiser is "Hohenzollern." And the title of this book would be better as the "Secrets of the German War Lords." This book gives the inside story of how the German war lords made their preparations for the war. It tells how the great war Zeppelins were made in parts and secretly stored away, and the same thing with regard to submarines. It tells how the Kaiser was captured as a child and still has not returned home, and of his hatred of his mother as a result. This is a companion book to the one described above and every page contains startling revelations of the German plot to wipe out the other nations and rule the world alone. **\$1.60**

GERMANY AND THE NEXT WAR—The most discussed work ever written. Foretelling of new national ethics, by General Von Bernhardi, of the German general staff. There has never been a work so much discussed by without thinking the world over as this volume by General Von Bernhardi. Indeed, a close perusal of this remarkable work leaves the reader divided between indignation at the author's cold-blooded calculation of the most stupendous carnage the world has seen, and unbounded admiration for the brain power of the superman. **85c**

WHAT GERMANY WANTS, by Edward Van Meer. A rapid, to the point, and yet German-Canadian, and clear-cut statement of Germany's position up to and preceding the outbreak of the war. With these facts before the reader you interpret correctly the diplomatic and military acts with which Germany opened hostilities. **\$1.10**

GERMANY AND THE GERMANS—From an American point of view, by Ethel Inghel. Contents: The Crisis of Modern Germany. First with the Great War. The Industrial Revolution. German Political Parties and the Press. Berlin: A Land of Damned Professions. The Duffel Coat. Some Army Jargon. Deutschland's German Problems. From East, Hated and Hated. Malice. Conclusion. **\$1.65**

ENGLAND AND THE ENGLISH—From an American point of view, by Ethel Inghel. **\$1.65**

THE MEN AROUND THE KAISER, by Frederic W. Wise, with portraits. To know the men behind Germany's war machine you must read this book. **\$1.10**

THE ANGLO-GERMAN PROBLEM—Dr. Chas. Savelle is among those who foresee the conflict, and his book makes particularly pointed reference to that the threatened has fallen. **75c**

HOW ARMIES FIGHT, by "Ullstein." A complete account of Modern Warfare. **35c**

THE MAINSPRINGS OF RUSSIA, by The Mac. Maurice Series. To understand the past Russia is to play in this conflict, you cannot do better than read Mr. Maurice's terse and lucid monograph. **75c**

FAMOUS MODERN BATTLES, by Captain Alington. After written by a military expert, the author's style is so lucid that the most points of the tactics and strategy are clear as in the ordinary reader. **35c**

IN ACTION, by F. Britton Austin. **75c**

THE BURDEN OF THE BALKANS—If you want to know how the trouble began, Miss Edith Durham's book will tell you. She has lived many years in the Balkan States and during the Balkan war observed the indications of being the only woman seeing as war correspondent. **35c**

THE WAR IN THE AIR, by H. G. Wells. Mr. Wells' famous romance is particularly appropriate reading at this moment, and in Canada the fighting at Niagara for the electrical power plants is of special interest. **25c**

THE RED WALL, by Frank Sault. The story of this new novel in the French Canal and an advanced German colony, where a plot is discovered to seize the canal. **75c**

PROTECTION OR FREE TRADE, by Henry George. This is probably the widest exposure of the Protective Tariff ever written. In book form, colored paper covers, large type, 29 cents. Pamphlet form, smaller type, 19 cents. Three copies, 25 cents.

HOW BRITAIN WON FREE TRADE, by J. A. Swenson. This little booklet tells how Richard Cobden with John Bright organized the common people of Great Britain and brought the "Free and Fair" Bill before the House of Commons which was to abolish the Protective Tariff which was deterring the people into poverty. 19 cents per copy. Three copies 25 cents.

A MODERN GOLIATH. This is the debate between the Tariff and the Free Trade. It is a modern tale on the Protective Tariff. It is good free trade in plain language. It is a good free trade tale to read. 19 cents. Three copies 25 cents.

FARMER'S PRIVATE SECRETARY PAYS FOR ITSELF TEN TIMES EVERY YEAR

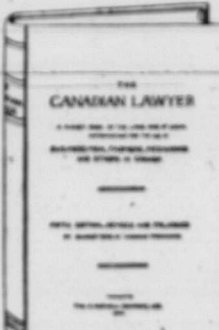
Make all the money you can out of your grain by doing your business right. Have copies of all your letters and keep them in a file where you can put your hand on them instantly. You can then keep your business in just as good shape as any business man in the city. Many farmers would have saved from \$10 to \$50 on a car of grain alone if they had kept copies of all their letters and saved them, to avoid disputes.

The Farmer's Private Secretary in use.



The Farmer's Private Secretary is prepared especially for farmers. It contains the following one letter file, like the picture, 11 1/2 by 9 1/2 inches, with a pocket for each letter of the alphabet. This file, when closed, is only 1 1/2 inches thick, but it opens like an accordion and will hold 1,500 letters. Made of tough paper reinforced with linen. It will last 20 years if handled with care. Two handsome Green Bond Writing Tablets, each containing 20 sheets of ruled paper 8 1/2 by 10 1/2 inches (to fit the file); and bound in a beautiful cover with two full size blotters. One Hundred fine quality white Envelopes, six sheets "Manifold" Carbon Paper, same size as writing tablets, for taking copies of your letters. Six "Manifold" Pens specially made for making carbon copies of letters. Ordinary pens will not serve the purpose. One set of Complete Instructions. The whole outfit is all sent in one order, carefully packed and all **\$2.00** charges prepaid.

THE CANADIAN LAWYER



is the title of a book which has been prepared for the very purpose of giving farmers information that will help them to keep out of law suits and protect their rights. It will not make a lawyer out of a farmer, but it will help to protect the farmer against the sharp practice of agents or anyone else who would like to get him into a tight corner. We have sold hundreds of copies. This book is just what the farmers of Western Canada have been looking for for some time. It gives the most important provisions of the laws of Canada, and especially of Manitoba, Saskatchewan and Alberta. The information is given in simple every-day language, so that farmers will be able to do a great deal of their own business strictly in accordance with the law without engaging the services of a lawyer and paying him from \$5 to \$10 each time for a little bit of ordinary advice. Every farmer loses a lot of time, and more or less money, during the course of his career, because he is usually unacquainted with his legal rights and the proper method of redress. Half of the law suits before the court are brought about because some person was ignorant of a simple fact of law which he should have known. In addition to this most valuable information on the various laws, this book also gives definite information and simple but correct forms for the preparation of all kinds of legal documents that a farmer would have occasion to use. Chattel mortgages and bills of sale are explained fully, how to make them and the law in regard to them. Similar information is given on checks, lien notes, land mortgages, promissory notes, receipts and wills. This book also instructs farmers on exemption from seizure of debts; the law in regard to line fences; the law in regard to naturalization; the law of partnership; how to have inventions patented and protected; the use and form of powers of attorney; the law in regard to the succession duties; how to prepare land transfers under the Torrens system, which is used in Western Canada; the law in regard to trust and trustees, and practically everything else that a farmer would **\$2.00** require to study. Price, postpaid.

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LIFE OF LORD STRATHCONA BY W. T. R. PRESTON

This remarkable book on the wealthiest man Canada ever produced has created a tremendous sensation through Canada and Great Britain, and is selling in enormous quantities. It gives an inside view of the financial history and the political life in Canada which explains very much of the corruption prominent in our public life. This book tells how Strathcona made his start in the wilds of Northern Canada as a servant of the Hudson's Bay Company; how he acquired a high position in the Bank of Montreal; how he secured the contract of the N.P.C.; how he achieved to get the charter of the C.P.R.; how he and "Doc" McLean acquired the Northern Pacific, and other stories of his great wealth getting attention. Mr. Preston also gives the inside story of Strathcona's life, while he was a member of the House of Commons. The book can safely be called the most gripping book of the times. Being a new book it still sells at **\$2.50** high price. Postpaid to any address in Canada.

THE HISTORY OF CANADIAN WEALTH BY GUSTAVUS MYERS

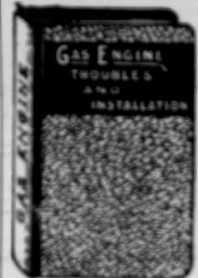
Without exception it can be said that this is one of the most remarkable books ever published on any Canadian question. The author spent several years in Canada studying the records of the past and present. It shows how the national resources of Canada have been exploited for more than a hundred years by a small number of men. He exposes the system by which the foundations were laid for the fortunes of many of the wealthy families in Canada. The story of the fiscal system as existed in the early days of Canadian history is set forth in all its details. The record against speculation and the establishment of the rule of the law and the landed gentry is described with fact and date and the names of the players. Mr. Myers goes beyond a doubt that many of our greatest Canadian fortunes were founded by graft, and he names the families without fear or favor. The era of railway rule and the appropriation of one road, timber and public lands is exhaustively dealt with. Any person who wants to know the secret of why there are multi-millionaires in Canada and also knows and understands it better clearly after reading "The History of Canadian Wealth." The book contains 312 pages, and is attractively bound in blue cloth. **\$1.50**

Conducting Public Meetings

"Cushing's Manual" of Parliamentary Procedure is the standard book of instruction for conducting public meetings. It contains complete information on rules of order, the rights and duties of members, making motions and amendments, order of business, suspension of rules, manner of debating, time of speaking, committees, their functions and their organizations. The book is simply written and easily understood. It should be in the hands of all men who take an active part in the local associations of the men and women. Bound in green cloth covers, 228 pages. **50c** Postpaid.

Gas Engine Troubles and Installation

NEW AND REVISED EDITION By J. B. RATHBUN, Consulting Gas Engineer and Instructor Chicago Technical College.



This book shows you how to install, how to operate, how to make immediate repairs, and how to keep a gas engine running. The book is written in plain, non-technical language so that the ordinary farmer will be able to turn to it readily for what information he wants. Particular attention has been paid to the construction and adjustment of the necessary appliances, such as the ignition system and carburetor, as these parts are most liable to derangement and as a rule are the least understood parts of the engine. The illustrations are very numerous and show the parts of the engine as they are actually built. The Trouble Chart makes all the information at once available, whether or not the whole book has been read, and will greatly aid the man whose engine has gone on "strike." There is no better book on the subject on the market. It has just been revised and greatly improved. 142 pages. Bound in stiff red covers. **\$1.00** Postpaid.

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Training and Breaking Horses

By M. W. HARPER. A properly broken and well-trained horse is worth a great deal more than a vicious animal with equally good physical qualities. It is, therefore, a matter of dollars and cents to every horse raiser to have all his horses gentle, obedient and ready to work and in the meantime. This book is by one of the best authorities and can be called for real practical instruction to horse owners. The time to begin training a horse is when it is a young colt. Professor Harper begins with the colt and discusses his handling. He divides chapters on "Training the Work Horse," "Training the Trotter," "The Saddle Horse," "Training and Subduing the Wild Horse." This chapter is very valuable to those who have range horses to break and train. All the whips and stons of horses, both outside and inside the stable are described, as well as the method to overcome them. Special attention is given to the care of the colt in training, which is the most important of all in developing a valuable horse. The book contains 284 pages and is handsomely bound. There are over 100 illustrations showing the various positions and stances recommended by the author. **\$1.80** Postpaid.

Sheep Farming

By JOHN A. CRAIG. One of the results of the war will be to give a great impetus to sheep raising. The stimulus demand for all kinds of wearing clothing for the soldiers is rapidly depleting the world's wool stocks. Wool prices need advance and remain at a higher figure for some years to come. In addition the prices of mutton and lamb are steadily increasing. There will be more money in sheep farming in Western Canada in the next few years than ever before. This book contains the sheep question from the standpoint of the mixed farmer who may have a bunch of sheep along with other stock. It discusses everything from the practical standpoint. Sheep farm equipment is described, the various breeds of sheep and their characteristics, how to start a flock, how to improve the flock, care of the flock in each season, grazing and production of wool, early lamb raising, fattening sheep, preparing sheep for the show ring, diseases of sheep and their treatment. The book is profusely illustrated showing devices for feeding sheep, instructions for killing and types to avoid in judging. Handsomely bound. Large clear type. **\$1.60** Postpaid.

CANADIAN NATIONAL ECONOMY, by J. J. MURPHY. 50c

THE TARIFF IN OUR TIMES, by Ida M. Tarnell. This book shows how the protectionist policies of the United States have used the politicians to raise the tariff and deprive the people. It explains why well give to Canada. **\$1.60**

THE TARIFF AND TRUSTS, by Franklin Pierson. Farmers will be specially interested in this book as it shows just how heavily the protective tariff bears on all classes, with special reference to farmers. **65c**

Book Department, Grain Growers' Guide, Winnipeg, Man.

The Grain Growers' Guide

Winnipeg, Wednesday, February 16th, 1916

THE MAIL ORDER TAX

In the light of the present discussion on taxing mail order houses, a very timely article appeared in the current number of the New York Outlook, a magazine of very high standing. The article is written by a special investigator employed by the Outlook to examine into the newer business developments in the United States. On another page we reproduce the article for the benefit of our readers. The longer the discussion continues on taxing mail order houses the more unjust and iniquitous the proposition appears. There is absolutely no sound principle upon which the Government can levy a tax upon one line of business for the benefit of another line, and if the farmers of Manitoba are not on the alert they will find a new and additional tax placed upon them. Some persons have assumed that The Guide is taking a special stand in favor of mail order houses, but such is not the case. The retail merchants have for years, particularly in the city of Winnipeg, been protesting against the special business tax levied upon them, and we are heartily in accord with their demand that this unfair tax be lifted. There is no just reason why a business tax should be levied upon retail merchants, because to that extent it interferes with their business and places an extra tax upon the consumers. When the retail merchants, however, are protesting against the business tax upon themselves as unjust, it is inconsistent for them to advocate an equally unjust tax upon their competitors. The Guide is also prepared to help the retail merchants in this country in any possible way to adjust their business so as to perform their necessary function in the community in which they are located. Last week on the editorial page we asked for letters from our readers and also from country merchants discussing both sides of this most important question. We believe that the retail merchants will find it necessary to get together and purchase in larger quantities and at lower prices, by which means they will undoubtedly be able to meet all competition and at the same time to render better service to the people in their own community. We hope that there will be a large response to our request for letters on this subject, and that the retail merchants will write quite as freely as the farmers. The result of such publicity will no doubt be beneficial and will assist towards working out the solution of this problem which is of vital interest to all people in this country.

THE KINGDOM OF GRIEF

In this issue of The Guide we produce a facsimile of a full-page advertisement which was widely published in the New York daily newspapers recently, appealing to the people of the United States to continue and increase the humanitarian work they are doing to save the suffering people of Belgium from starvation. It is literally that. If large sums of money had not been contributed from this continent, thousands of Belgian women, children and old men who have been despoiled of their homes and property by the German invaders, would have starved to death, and if these contributions do not continue, that fate will overtake them in the near future. The story of what the people of Belgium have suffered for their heroism in resisting the Germans in their march upon Paris is familiar to most of us, but no one who has not witnessed their distress can really comprehend it.

The appeal of course is equally strong to Canadians and citizens of the United States, and Canada has contributed generously to the Belgian Relief Fund.

Readers of The Guide have given thru this paper more than \$6,500. We believe that

during 1916, out of the proceeds of a bountiful harvest, our readers can give at least as much again. We shall be glad to receive subscriptions, large or small, and will acknowledge them in The Guide and hand the amounts to the Belgian Consul.

MEN FOR FARM AND ARMY

A problem which has become serious in many districts already and will be even more felt when spring work commences, is the great scarcity of farm labor caused by the enlistment of so many young men in the army.

We received a letter a few days ago from a farmer who is nearly 70 years of age, and who, with one son has to care for 60 head of cattle and melt snow to provide them with drinking water. He finds it impossible to obtain a man, and many other farmers throught the country are in the same position. The problem is equally acute in Ontario, where cattle and farms are being sold because the owners cannot get help to carry on farming operations.

It is evident that if the drain from the farms into the army continues, production will be curtailed and food supplies will be lessened, indeed it may already be regarded as a certainty that Western Canada cannot in view of the scarcity of help and the small amount of fall plowing done, hope to produce anything like the crop of 1915. Apart, therefore, from the individual problem of the farmer and the personal loss which will be suffered by those who cannot secure sufficient help, the situation presents a grave military and economic problem. In Great Britain, where the problem has been dealt with systematically, men are not now being taken from the land to the army, the authorities considering that a man is more useful producing food than in fighting in the trenches. The question is whether or not the scarcity of farm help has yet reached the point where the same is the case in Canada. It must be remembered that the same problem has to be faced in connection with manufacturing, transportation, financial and business concerns. It is announced that Canada is to raise an army of 500,000 men of whom less than half have so far been secured. Where are they coming from? Munitions, clothing and equipment for the troops must be manufactured, crops and merchandise must be transported, and business must go on, and those engaged in each industry are just now pointing out how their men are being taken away and suggesting that the ranks should be filled up from other walks of life.

The Government must look at the problem from every point of view, and weigh the importance and needs of each branch of industry. We believe, however, that the men required for Canada's army can be secured without crippling any of the forces that are necessary to the successful prosecution of the war. If Canada is to put her full strength into the struggle, it is necessary that a vast amount of luxury and extravagance should be given up. While farmers, manufacturers, railways, banks and grocers have difficulty in obtaining help in work that is absolutely necessary to the effective carrying on of the war, large numbers of men and women are being employed in the provision of luxuries and vanities which are totally unnecessary. When a man spends a thousand dollars on a piece of beautiful jewelry, or his wife the same amount on a couple of unnecessary dresses, or in entertaining people who are not hungry at an indigestible dinner and a foolish dance, they are setting labor to work in the production of luxuries which might otherwise be diverted to some useful occupation such as making uniforms and rifles for soldiers, or the growing of grain and feeding of cattle.

Abolish the liquor traffic, close the theatres and picture shows, do away with valets, and

lady's maids, expensive clothing, extravagant entertainments and all kinds of luxuries, and let the people uselessly employed go into the necessary occupations and there will be enough men and women in Canada to produce crops and ammunition and transact the necessary business of the country, and set free those who wish to serve their country in the fighting ranks.

To put such measures into force would require real sacrifice. But if we really want to do our utmost in this war, what sacrifice is too great? The soldiers are making great sacrifices, are those who remain safely at home prepared to do the same?

ONTARIO'S WAR TAX

The advantage of direct taxation over indirect methods such as the customs tariff is well illustrated by the war tax which has been collected by the Ontario Government. Hon. T. W. McGarry, the provincial treasurer, at the last session of the Ontario Legislature, estimated that the province would have special expenditures in connection with the war amounting to about \$2,000,000 during the year 1915. To meet this he proposed a direct tax of one mill on the dollar on all property assessed by the municipalities, which he estimated would yield nearly \$2,000,000. Up to the 20th of January Mr. McGarry had received \$1,585,000, while sums totalling \$400,000 were still to be collected from cities, counties and townships. It is expected that the outstanding amounts will be paid within a very short time and the provincial treasurer will get almost exactly the amount he requires. The new tax was collected for the province by the municipal councils along with the municipal taxes and was based on the regular municipal assessment. No new machinery was therefore necessary, practically no expense was involved in the collection, and each taxpayer knew to a cent how much "war taxes" he paid. He also had the satisfaction of knowing that every cent which he paid went into the provincial treasury. But if the \$2,000,000 required by the province of Ontario had been raised by means of the customs tariff, how differently it would have worked out. The minister would not have known what rate of taxation to impose in order to secure the amount required, no taxpayer would have known how much taxes he had paid and besides the amount which went into the treasury a much larger sum would have been paid by the people in increased prices for home manufactured goods. The customs tariff always costs the people a great deal more than it produces in revenue and the more home manufactured goods the people buy the greater is the discrepancy between what the tariff costs and what it produces.

The federal finance minister would be well advised to profit by the experience of his provincial friend. Sir W. T. White and Hon. T. W. McGarry are both Ontario men and both belong to the same political party so that it would be quite appropriate for them to advise each other. There is an impression in some quarters, which has been spread by those who benefit by the tariff, that the federal government has not the power to impose direct taxation. The British North American Act, however, is absolutely clear on this point, conferring upon the Parliament of Canada, in section 91 (3), authority for "the raising of money by any mode or system of taxation." It is true that the municipalities and provinces also have the power to impose direct taxation, but if that is the best method, and of that there is not the least doubt, it would be good policy for all the taxing bodies to employ that method. If the best way to get water from a well is by means of a pump, and three per-

sons have the right to the use of that well, we imagine they would all use the pump. If one used the pump, one let down a pail and the other went down a ladder, the latter two would be just about as sensible as our Provincial and Dominion Governments when they raise the public revenues in any other way than by direct taxation.

SOLDIERS AND THE LAND

It is announced that Sir Rider Haggard, the British novelist and authority on rural affairs, is coming to Canada this month to investigate the prospects for settling soldiers on the land at the conclusion of the war. Sir Rider Haggard will also visit Australia and will make recommendations thru the Royal Colonial Institute, which will no doubt have considerable effect in directing emigration from Great Britain when the men now engaged in destruction once more seek productive employment for their energies. Canada is physically capable of receiving hundreds of thousands and even millions of men. We have sufficient natural resources of land, forests, minerals and water powers to give employment to many times our present population and we have enough railways to care for several times the present volume of traffic. There is no doubt, too, that in many ways Canada would benefit by an increase of her population thru the incoming of large numbers of self supporting industrious people. But besides physical equipment, we must have proper economic and industrial conditions if the next wave of immigration is to result in prosperity for the new comer as well as for those already here. The war has now been in progress for eighteen months and the end may come any day now or it may be prolonged for years. But so far we fail to see that anything has been done to

bring about conditions which would enable this country to assimilate immigration and give profitable employment to immigrants. Under present conditions, to bring large numbers of immigrants to Canada would simply be to make them the prey of exploiters of various kinds, chief among whom would be the land speculators. Months ago an advertisement appeared in the Winnipeg papers urging people to buy land so that they might make a profit on it when the people of Europe came to this country to seek new homes after the war. If that is our attitude we shall get very little immigration, and the glory our boys have won on the battlefield will be overshadowed by the shame of their fathers who would seek to exploit the misfortunes of our allies. To get people on the land we must give them justice so that they may enjoy the fruits of their own labors without paying tribute to any man. How this can be done was shown clearly and simply in the article on "Back to the Land," from the pen of D. W. Buchanan, which appeared on page 8 of last week's Guide.

We are continually getting reports from different parts of Saskatchewan and Alberta that the elevators are overflowing and the grain is piled in open air bins or sometimes in huge piles on the ground exposed to the weather. We want some photographs of these scenes and will pay \$1.00 each for real good ones. We would also like reports giving the details of the situation and the prospect of relief.

The use of the term "war taxes" as applied to the new and increased taxes imposed by the Dominion Government in February last is justified by the fact that interest on the money borrowed for the war and pensions for disabled soldiers are paid from current revenues,

altho the money spent directly on the war is all borrowed. If this contention is correct we shall always be called upon to pay war taxes, for pensions will be payable for many years, and interest on the debt will go on for ever unless the war debt is either paid off or repudiated. It certainly looks as if the "war taxes" would be permanent.

The Finance Minister has introduced a bill at Ottawa which if passed will enable the chartered banks to make loans to farmers on the security of livestock. This amendment is in accordance with the views frequently expressed by leaders of the organized farmers and was asked for in a resolution passed by the U.F.A. convention at Calgary last month.

The Minister of Militia has announced that soldiers in training in Canada will be given leave of absence at seeding and harvest time in order to permit them to help put in and take off the crop. This will be of great assistance to many farmers and shows that Major-General Hughes recognizes the importance of the part Canada's farmers are playing in the great war.

The patriotism of some of those war manufacturers who have been skinning their "king and country" is the kind that should be recognized by a coat of tar and feathers. But instead they will probably get a title.

There is no good reason why every local association should be without good reading matter. The Guide will donate a splendid library to each and every association entirely free of charge.



WHY IMMIGRATION IS SLOW

A conference of Canadian immigration agents in the United States and Dominion and Provincial Government officials was recently held at Chicago to discuss means of inducing more U.S. farmers to emigrate to Canada. Canada undoubtedly has great natural advantages to offer to the immigrant, and the only thing necessary to make its attractions complete is the passage of laws which will give the people a square deal. The abolition of all special privileges, including the Protective Tariff, and the elimination of land speculation by the taxation of land values would make for real prosperity, and would do more to win immigrants for Canada than all the boasting schemes of immigration departments.

Britain's Fight for Democracy

V.---Britain at War and in the Peace to come

By J. A. Stevenson

It is obvious to all thinking minds that for most of us one world ended on August 5, and whatever may be the issue of the present martial conflict in stricken Europe, it is positively certain that the mere signing of the treaty of peace will never restore modern civilization to the status quo ante bellum. A great many eggs have been broken which no human effort can put together again, and there remain awaiting the whole world enormous problems of reconstruction which will require all the energies and abilities of statesmen and publicists and leaders of finance and industry. If society is wise, it will learn the lessons of the war and resolutely refuse to re-establish some of the institutions which this war has destroyed.

Consider some of the effects upon the British Isles alone. More than a year ago H. G. Wells, perhaps the most forward-looking mind of the day, thus summed up the situation in Great Britain: "The task at home is a new and wonderful one. We have to take a shattered, individualist-competitive state with its credit damaged, its banks timid and perplexed; its capitalists shuffling and hiding behind subscription lists and one another, while they make the most ingenious attempts to escape losses in a crisis when all securities must necessarily depreciate and every honest man must lose; we have to take this state and so handle it that it will maintain an army front of 1,000,000 men for as long as this war continues, stand steady thru all that time of stress, and stand steady when presently peace is declared and amidst a most appalling day of reckoning for financiers, that army comes back home again. The whole scheme of individualism has broken down. The theory that enlightened self-interest would keep a state together, went into the rubbish heap when the prosperous classes scrambled the people's food at the stores and the stock exchange had to be shut up to avoid a national disaster from the floundering terror of the rich. We know quite clearly that the professionally and instinctively and obstinately rich are the greatest danger England has to consider, and that she is at death grips with Germany.

State in Control

Such was Mr. Wells' forecast of the necessities of Great Britain, and events have verified his judgment. Railways in the United Kingdom are in the hands of a committee and the banking system is under strict national control. The Government made enormous purchases of sugar and other food supplies; they have passed an act regulating the price of coal; they have interfered with the property of the rich by pulling down their houses and commandeering their hunters; they are now proposing to legislate against arbitrary raising of rents by landlords; there has been a general attempt, where necessary, to make the interests of the individual subordinate themselves to the welfare of the community. The great grievance of the Labor party, however, is that these measures were in many cases dilatory, and that the coal owners, millers and steamship companies had already been allowed ere their greedy activities were curbed to slice gigantic profits out of the nation's necessities. This evil was partially remedied by the budget which imposed a special taxation of 50 per cent. on what is called "war profits," i. e., all surplus profits over and above the average profit of the three years preceding the war. This step was a striking innovation and there will certainly arise on the part of labor a demand for a special taxation of profits when peace arrives. It is the first and most desirable beginning for a limitation by the state of the profits of capital. If this war has shown up one thing more than another, it is the weakness and wastefulness of the capitalist system, demoralising in its effects both to employer and employee.

Britain also discovered how weak her industrial organization was, and under the pressing demands for increased munitions, David Lloyd George was appointed head of a new Munitions Department, with very extensive powers. Hundreds of factories were made "controlled establishments,"

subject to special regulations and a definite limit of profits set, while simultaneously the state started and equipped many additional national munition factories.

Ever since the war broke out, industrial friction has been rife. The men complained that their trades union rules, won by years of effort, were being disregarded and broken down, and the employers counter-charged that the men were deliberately restricting output. The truth was that each side had its eye on the postponed industrial conflict and was playing for position. There was no alternative but wholesale intervention by the Government, and, as a result, industry in Great Britain is subject to state control hitherto foreign to its existence. When the war is over, the problem of munitions will vanish, but the effects of the present demand for them will be stamped upon the industrial history of Great Britain. The State will be found to have usurped many activities which public opinion will never allow it to relinquish.

Old Conditions Gone for Ever

It is improbable that the railways will ever be allowed to relapse into the overlapping competitive rivalry of the past. The banks will never again regain their ancient power. The stock exchange which, as an institution, has never found much favor in the eyes of disinterested reformers, will see much of its erstwhile glory abated. When peace is declared further drastic reorganization is inevitable, especially of agriculture; if actual nationalization of the land is not carried into effect, the Liberal program of reform which planned the wholesale diminution of the powers of private landowners, will assuredly be carried out. Socialists may well view with a certain chastened sorrow this gigantic upheaval of society, for the aftermath will be the fulfilment of many of their dreams. The state in every European country will obviously increase its

hold over the activities of a community to an unprecedented extent, and the result of the war will be the speedy consummation of numerous reforms, which progressive men have advocated in vain thru generations of peace. Our chief handicaps in the struggle have been a grievous lack of national co-ordination and efficiency as compared with the German; the community had been organized for money-making and the miasma of soulless and selfish profiteering had polluted the whole Empire. "Never again," say the troops in the trenches, who will return with a new outlook on life and politics, "will we suffer the old state of affairs. Our comrades have not died to save the Empire for capitalists, landlords and brewers," and the business of reform will receive thousands of active recruits from the men who have already made desperate sacrifice to secure the world freedom from the curse of Prussian militarism. We need not fear any reaction in Britain after the war, rather will the pace of reform be vastly accelerated.

The Dominion's Gain

There is every reason that the inhabitants of the Dominions should look with favor and approval upon the projects and efforts of British reformers. By the beginning of the twentieth century, the British race had acquired as its special domain more than one-fourth of the earth's surface. Some of the area, India and Egypt, held a dense population long established there, but other portions were new virgin lands, whose only occupants till a few generations ago, had been a few uncivilized aborigines. Their extent was vast and boundless, and to occupy them efficiently and profitably laid a vast undertaking upon a nation whose population at home only began to exceed forty millions in 1890. We pursued no exclusively policy, but retained for the task communities like the French Canadians and South African Dutch, whom our conquest found already in possession, and we welcomed as co-operators, nay, we even invited, settlers from every land who cared to make the venture. Population was the deep and desperate need of all the overseas units of the Empire. For preference, they wanted British population to keep the ancestral stock unswamped by other races, and by the commencement of this century, the tide of British emigration had been diverted for the most part to lands under the British flag.

Canada, then enjoying her great and glorious boom, was the most powerful magnet and people flocked to her shores in thousands from the British Isles. The quantity of emigration was excellent, but there soon arose critics of its quality. The majority of the British emigrants were townsmen, completely innocent of rural life, and brought up in an atmosphere which not only failed to fit them for a pioneer farm, but absolutely unfitted them. It cannot be denied that many of these townsmen found comfortable livelihoods and improved existence by the change, but a larger number did not, and the past immigration policy of the British Empire has been responsible for a needless amount of hardship, misery and suffering. The truth is, that in matters of emigration, the interests of the motherland and her daughter states do not coincide. Britain, with her starved agriculture, needs all the agricultural inhabitants she can keep, and it is exactly these that the Dominion yearns for; while their capacity for the utilization of the myriads of surplus industrialists whom the Mother Country would cheerfully export is limited. Too large a proportion of the latter class are of poor physique and have acquired habits which militate against success in a new country; others are too old to acquire the necessary agricultural skill and rural outlook. Any measures which would increase the rural population of Britain and provide an ample reservoir of capable agricultural emigrants, must meet with unqualified approval in the overseas Dominions, most of whose peoples regard the British system of land tenure, titles and game laws as monstrous archaic survivals. Break up the big estates,

Continued on Page 25

FARMERS' BUSINESS NUMBER

On the Development of Co-operative Buying and Selling

In the near future we plan to publish a special issue of The Guide devoted entirely to the business conducted by the various farmers' organizations in the three prairie provinces. This will include the business of the big farmers' companies and associations, as well as the local associations and any other purely farmers' organizations. In order to make our Farmers' Business Number of real interest and value, we want to receive a report of the business conducted by every local group or association, or union of farmers in the three provinces. We would like to have the secretary or some other member of the association write us a short, interesting article telling us just what business the organization has been doing, what is being purchased, and how much saving has been effected by this co-operative or collective buying. If the association is incorporated that should be stated in the article, and under what Act the incorporation was made. We also want to know whether a retail store is being conducted or a wholesale warehouse, or whether supplies are simply being ordered by the cartons and handled immediately by the farmers as soon as the car arrives. We would like to know how many farmers there are in the incorporated group or the unincorporated group, and what has been the effect of this collective business on the association. We would like to know also whether non-farmers are allowed to participate in the profits, or whether they are allowed to purchase at all. We would also like to know whether any local association or group of farmers have erected Grain Growers' or community halls in which to hold their meetings. Our special number is to show the volume of business done by the organized farmers and the methods by which it is conducted and the benefits it has brought to the community. We do not put any limit on the length of the articles, but we would like them to contain all that would be of interest to farmers living in other communities. Helpful suggestions of any kind in the articles will also be welcome. The articles may be written by the secretary or any other member of any local group. Together with the article we would like to have attached on a separate sheet, a list of the names of firms from which the more important of the various supplies have been purchased. No matter how small the business that has been done, we want a report of it to publish in our Farmers' Business Number.

- For the best report we will donate a cash prize of \$8.00
- For the second best 6.00
- For the third best 4.00
- For the fourth best 2.00
- And for the next five Each 1.00

The best report is not necessarily that which shows the largest amount of business being done. The first prize may go for a well written article, and it matters not whether the volume of business is large or small, so long as it has been well conducted and the benefit to the community has been marked. All articles for the Farmers' Business Number must reach The Guide office not later than March 11. Write on one side of the paper only. Address all contributions to:

THE EDITOR, GRAIN GROWERS' GUIDE, WINNIPEG

Improving Crops by Seed Selection

How the world's best wheat has been developed on Maple Grove Farm

By Seager Wheeler, Rosthern, Saskatchewan

Many people have asked me how I have obtained my prize-winning grain, and while I feel sure that they have the impression that I am doing a wonderful work, there is really nothing wonderful about it, and there is nothing done that any and every farmer can or may not do along these lines. It is simply a case of being interested in crop improvement, combined with a certain amount of care and painstaking effort. No one may take up this work in a single season and drop it again in another and effect any real improvement. It calls for steady, persistent effort along the line of seed selection, together with some study and knowledge of the soil conditions on the farm, and having abundant faith in the work at hand regardless of results that may seem at times to be unfruitful. One must have faith in his work, but faith without works is dead. Success along these lines does not come in a single season; there are always the first small beginnings. As one becomes interested in his work there may at first be some small measure of success. Ideas that in the first place seem far away and hard to reach are soon passed and higher standards may be attained. I am not at this time referring to seed selection in general, known as mass selection, dealt with in a former issue of The Guide, but to the improvement of certain strains and the creating of new varieties.

Looking back upon the past eight or nine years of work along these lines to the present time, and counting up the measure of failures and successes, I might with good reason be content as far as winning big prizes goes, but this was not the aim or the goal that I was aiming for. These seemed naturally to follow and are just incidents by the way.

It is now many years since I first went on a farm—some thirty years ago—and looking back to that time I realize how crude were my ideas then, but at the same time I remember hand-picking my first lot of seed grain. This was in the days when fanning mills were not so perfect as they are today, and might be reasonably termed rattle-traps. They were few and far between, as were the neighbors in those days, and one will had to do service for several. Whilst it may be said that I started right with respect to the seed, I had little or no knowledge of proper soil conditions. But the one helps the other. Start in right with good seed and better cultivation will follow, for no sane farmer will sow good seed that was costly either in the price paid for it or thru days of hand picking and selection and then sow it on any kind of a seed bed. The one leads up to the other. Good seed and a good seed bed go hand in hand.

No Need for New Blood

This picking over the seed in those early beginnings led to more careful work in grading it up with the fanning mill. Then followed the selection of the seed from the better parts of the field, and the best grain was always reserved for seed. Selection of seed potatoes in the field followed. This was done with Beauty of Hebrons, one of the first sorts I then grew and am still growing. Two-rowed barley, Canadian Thorpe, was the first seed used and is still grown, and I may add that

during all the years I have never known a crop failure or a poor yield from these crops, which dispels the general impression that it is necessary to introduce new blood or fresh seed from time to time. A change is only necessary when the seed is contaminated by other sorts or run down by careless methods and handling in the field.

Following these early efforts came the realization of the need for a more suitable variety of wheat. Red Fife was the variety principally grown, and frost caught and damaged the crop before maturity usually every two out of three seasons. There were no early maturing varieties in those early days, and my knowledge as to seed selection for early varieties was nil. When Preston wheat was introduced I obtained a sample from the Central Experimental Farm, and this sort gave me much better results. The work done at the Central Experimental Farm at Ottawa in creating or improving different varieties has had a great bearing on the welfare of Western Canada, even more than many appreciate. As far as I am concerned, practically all the seed I have grown came to me in the first

regard to earlier maturity, I realized the necessity for something still better. I wanted a wheat that was as perfect as possible in many respects. One that could be safely grown without injury from early fall frosts and under all the varying conditions of drought and excessive rainfall, hailstorms, smut, rust, and give satisfactory yields. This may appear to be a rather large order to fill and may seem to many to be impracticable, and yet it is within the bounds of possibility and may be accomplished by scientists in plant breeding, or it may be done by simple seed selection in the field. Starting along these lines with Preston wheat I was able to improve this variety, but discontinued growing it in favor of Marquis. I realized that Marquis was a better sort in many respects, and I continued the work of selection with this variety. I found that Marquis was breaking up into several distinct forms and could not be depended on to come absolutely true to the type, even when hand selected. A selection of some of the types was made and in 1913 over thirty distinct sorts or varieties of Marquis wheat were grown in small head-row plots.

This head-row selection is somewhat different from mass selection. Mass selection is selection of heads from the plot or field massed together and threshed, and is really a mixture of heads from the best plants, whereas head selection is made by single heads from a single plant and the seed from each head is planted in a separate row, so that each head-row represents a single type, or head selection. Thus one may be able to isolate different types and if necessary multiply them each season and by this method the purity of the type may be maintained.

This method calls for some judgment and knowledge of the variety under selection, and unless one has some experience along these lines to be able to distinguish between the good and bad type, mass selection is the safer method.

The Test of the Storm

In 1913, these different varieties of Marquis wheat growing in the head-row plots were coming along nicely and fully headed out when a severe hail storm on July 28 brought out the strong and weak points of each lot. There were also selections from Preston, Bobs, Red Fife, and some other wheats, besides oats and barley. Altho this hail storm was a loss from a financial point of view, it was a revelation and of real practical value to me in revealing the many characteristics of each of the different lots, and I was able to eliminate many selections that were inferior to others, especially from the point of weak straw and where the grain was easily shattered, as these are not desirable qualities. It should be understood that there was no expectation that any single variety or selection would be proof against damage from hail, but it was demonstrated satisfactorily that some varieties and selections were far superior to others. Some lots were totally destroyed while others were only partially damaged, and some showed practically no loss. It showed also that in a slight hail storm where many sorts would be severely damaged, others would show but a slight effect. Amongst one of the better types was a selection



No. 1.—Kitchener wheat grown in 1913

place from the Experimental Farm at Ottawa, including Red Fife wheat, Canadian Thorpe barley, Bobs wheat, Preston wheat, Marquis wheat, brome grass seed, Banner and Ligowa oats, all of which I cultivated with good success and some of which were dropped in favor of other better sorts. I mention this because it has had some direct bearing on what success I have had during the past few years.

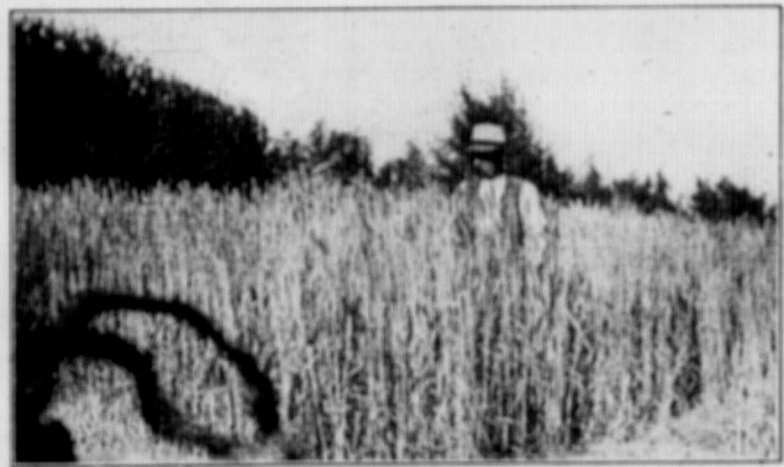
The Preston wheat was the first variety I started in to hand select under the rules of the Canadian Seed Growers' Association, and this sort was much earlier in maturing than Red Fife, which was then dropped. I may say that was the turning point from the discouragement of harvesting unsatisfactory frozen or frosted crops to better results. Bobs wheat, which I shall refer to further on, is an Australian white wheat, but was early in maturing qualities.

Wanted, a Perfect Wheat

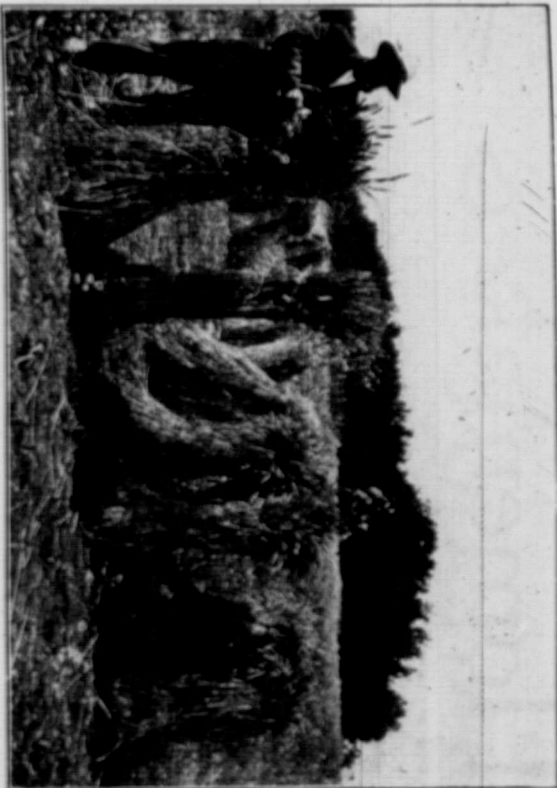
Having got this far toward improvement with



No. 1.—Kitchener wheat, 1913. (Note leaf or flag at right angles, which indicates great strength of straw.)



No. 2.—Kitchener wheat plots, 1914



No. 4.—The two large heads are the new variety winter spring wheat.



No. 5.—Winter spring wheat plot in 1915. Selection No. 1 referred to in this article. The straw grows 18 feet high on a three-inch rainfall. Note large heads.

from Marquis wheat, made in 1911 from a single plant known as Marquis selection No. 1, or Square-head. Before going any further I would say that I had been looking closely for a variety of wheat as perfect in every respect as possible, and the following are some or all of the characteristics necessary to make up this desired type.

Characteristics of a Perfect Wheat

A perfect type of wheat should possess high milling qualities—this is the first consideration; high yielding qualities, good lengths of straw to suit every condition of the season and locality, strength of straw and ability to stand up well in heavy rain and wind storms in heavy crops and on rich soil, good standing or tillering qualities that make for high yields and are necessary in seasons of drought, the stem and leaf as free from disease or blight and rust as possible, erect straw and erect, upright head, the head of good length and compact as possible, differing somewhat from some of the compact club types now grown, which are short and usually leave no room for full development of the grain. While compact types are desirable, length of head should not be sacrificed for compactness. Then shattering of the grain when ripe and over-ripe must be considered and handled by the binder and at harvest and threshing. Then again having these desirable qualities it still must thresh easily.

The grains to suit the requirements of our western standard should be of a good red color, of good size and shape, well developed, heavy and fully rounded with a shallow crease to prevent lodgment of dust and dirt. The shape should be as round as possible, altho this is not absolutely necessary, providing it is well rounded and fully developed. Early maturity is also very important. Early varieties usually do not grow a long straw or tiller so freely as later sorts, and in

a time of drought are forced too rapidly into maturity, so that the grain takes on a plucked appearance and is lighter in weight and consequently reduced in yield. None of the varieties at present grown possess all of these qualities but they have one or more of them. What one variety has the other lacks. Taking up these points separately it may be said that high yield is naturally what every grower looks for. There are many who are not so much concerned in the milling qualities as in the yield. While this is reasonable to some extent good milling quality is equally important. Length of straw is important, as under our conditions where we cannot be assured of sufficient rainfall every season, a short strawed variety would not be suitable to every district.

Some varieties are weak in the straw and are liable to lodge in heavy crops and in high wind storms to break down. The straw should be elastic and strong to stand up under these conditions, with no tendency to lean even when the heads are heavy. These strong strawed types make for resistance to disease and rust, as a vigorous type has

the ability to withstand these diseases. Rust has less effect on these strong strawed types. In upright standing grain the moisture from early morning dews and light showers is evaporated more rapidly, as the air and sunlight can circulate freely, and consequently there is less damage from rust. Frost, also, has less effect as being of good length and strength of straw with heads standing at full height, frost has less opportunity to cause any damage. When the crop is leaning or lodged in heavy crops due to weakness of straw, the heads are lower to the surface of the ground where the frost first makes its appearance, and the grain is longer exposed to the effect of frost. Rust also can develop more rapidly and cause greater loss when the grain is in this condition. For this reason alone upright straw is very desirable.

Value of Erect Heads

Heads that are borne erect on erect straws and are not drooping at the time of development and after the grain is fully filled are very desirable. As I pointed out, there is less loss from hail, frost and rust, but it also allows of forming a close and compact sheaf. Where the heads are lying in a close, compact bundle there is less loss in handling and from weathering. To make for perfection the heads should have also non-shattering qualities.

I have spent several years working in the field keeping close watch for such a type, either by selection among some of our present varieties or any new type that may appear, or from the outside, and also testing out many different strains obtained by selection. In 1913-1914 I had more than 100 different selections growing in head-row plots. I can state with confidence I have a type such as I have described which is the result of a single selection made in 1911 of a single plant in a plot of Marquis wheat.

This plant gave me an indication of something I was looking for, and the testing out of this selection each season since that time has more fully confirmed my first impressions as to the merits of this selection. It is a distinct sort. Since the time it was first selected I have failed to find a similar type growing apart from the progeny that has been continued to small head-row plots and slightly larger increase plots. This selection was known as Marquis selection No. 1, or Squarehead. The seed of this plant selected in 1911 was sown in a head-row plot in the spring of 1912. This season was very unfavorable. A drought during the month of June forced all grain crops too rapidly into head, causing the dying of many stools. This drought was broken up at the end of June and through July heavy rains caused a second growth that at harvest time was headed out but not matured. This caused an uneven sample of grains. Heavy rains continued after harvest and caused considerable sprouting in the stools, and in some instances even while the grain was growing but not to any appreciable extent. Under such conditions this selection showed no injury and gave the best sample that season. The rows in the small plot were standing erect and practically no second growth took place.

In 1913 several head selections beside a larger increase plot were sown. Photo No. 1 was taken just previous to the hail storm referred to. This selection stood the test well. Whereas some other selections were totally destroyed, this one was standing with a few grains only stripped from the head. The grain itself showed less effect from damage from the hail.

In 1914, conditions in this district were very dry with scant rainfall. At this time I had sufficient seed to sow a larger plot. This plot gave the highest yield that season of 50 bushels per acre, which was highly satisfactory and a fine example also.

Again this season many selections were grown in head rows also.

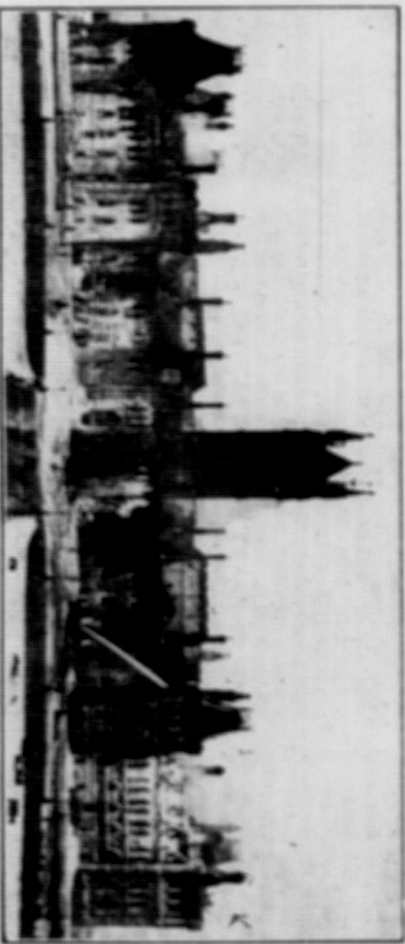
The season of 1915 was again very dry, with only three inches of rainfall. Despite this fact a quarter of an acre seed plot of this wheat gave a yield of 80 bushels per acre.

Kilbucker Wheat

This selection is now known as Kilbucker. None of this wheat has been exhibited for prizes, but a short of this wheat was awarded first prize in the hard spring wheat class at Denver, Colorado.

This selection has practically all the characteristics I have described necessary in a high class wheat. When the plants are well above ground they give indication of a vigorous, healthy growth when grown alongside other sorts and grow rapidly. It stands freely, has strong stems and healthy, leafy growth indicative of resistance to drought. The flag or leaf as it is well out in head stands high and at right angles, indicating great strength of straw. This is plainly shown in photo No. 1. The straw is upright and of good length. The

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THE PARLIAMENT BUILDINGS FIRE

This illustration, from a photograph taken on the morning after the fire, shows the ruins of Canada's parliament buildings. While the outer walls, built of solid stone, for the most part remain, the interior, which consisted largely of wood, is almost totally destroyed. The top of the tower, which rose at the centre many feet above the portions remaining, fell during the fire. The fire broke out in the centre of the building, between the entrance ward thru the Commons Chamber, which was to the left of the tower, the lobby, the apartment occupied by members as recreation and smoking rooms when not in the house, the press rooms and telegraph offices, and the offices of the prime minister and leader of the opposition. On the second story were numerous committee rooms and offices, and the large chamber used by members as a restaurant. Many historic portraits were in this part of the building. Later the flames spread eastward to the Senate wing, and the entire building, except the great library, was reduced to ruins.

The Country Homemakers

CONDUCTED BY FRANCIS MARION BEYNON

PLANTING ABOUT THE HOME

It has always seemed to me a great pity that so many of our farm homes are as naked of vegetation ten years after they are built as they were the day the last nail was driven. The reason, of course, is two-fold. In the first place many of these houses are more or less temporary in nature. They are either one-story shacks or else tall thin houses, with one room downstairs and two up. Feeling that they are just makeshifts the farmer and his wife don't think it worth while to plant vines and trees and shrubs about them. The second reason is the very great rush of work which overtakes the farmer and his wife as soon as the frost is out of the ground. This is a very real difficulty, for the grain must be seeded at the earliest possible date.

But it seems to me that there is a solution of this, as of other problems. In the fall of the year when the rush of work is not usually so urgent as it was this year, time can usually be spared to dig up the ground about the front and back of the house for the planting of vines, and a few holes dug here and there and filled with manure and rich soil for planting trees and shrubs. If the house has been banked up during the winter with manure, the soil is likely to be rich and mellow and the growth of



BEFORE PLANTING

vines should be rapid, provided the hens and chickens can be kept from eating off the first young shoots.

As to whether it is worth while planting about a more or less temporary home I always feel that the less natural beauty a place possesses the greater the need of hiding its deficiencies under Nature's charm. In this connection not half enough importance is given to the use of vines. Old country people are so much wiser in this respect than ourselves, using them profusely to cover ugly fences, to clamber up over porches and walls, and to make sheltered summer houses in the garden. We have not the wide variety of vines to choose from that the old country gardener enjoys, but we have a few varieties that are pretty generally hardy in the North-West. The Virginia Creeper, the native wild grape, native Bitter Sweet, native White Clematis, wild hop and native Smilax are all very beautiful vines or climbers, easy of culture and hardy of growth. The Smilax dies down each year, but is a very rapid grower, and adding to its length at about the rate of a foot a day.

Outside of the vines should be planted low-growing shrubbery such as Van Houtte's Spirea or the native rose bush to fill in the angles of the building and soften down the lines of it.

My reason for emphasizing so continually the importance of making the farm home beautiful is that in my opinion it will never be possible to keep the country boy and girl on the farm until they can feel a genuine pride in bringing town boys and girls to visit their homes. There are certain things country people cannot have, but there is one thing they can have, and that is the most beautiful homes in the world, inside and out.

FRANCIS MARION BEYNON.

THE HOUSEHOLD NUMBER

And don't forget, please, about the Household Number. Prizes of three and two dollars each will be given for the best and second best articles on the following topics:—

Household Efficiency

No. 1. Re-arranging the present equipment in order to make the doing of the work easier. Simple alterations are included, such as building in shelves and simple cupboards. Drawings should be made of the kitchen and pantry in their original state and after the equipment has been altered.

No. 2. Equipping the house with modern labor-saving machinery, a list of which, with the approximate price is given at the conclusion of this article. Drawings should be made showing where each ar-

ticle of furniture would be placed in the model kitchen—and laundry. Since it costs never a cent to fit out houses on paper we especially ask that the women who write on this topic give their fancy free rein and make their homes as efficient as possible.

Mothers' Problems

No. 1. Care of the Very Young Child.

No. 2. Training the Child's Character.

There will be eight prizes in all, two for each of these topics, and I hope that out of loyalty to the Homemakers department many women to whom such small prizes are so special inducement will be willing to give us the benefit of their experience.

All articles must reach The Guide not later than February 22. And they must be written on only one side of the paper and in pen and ink, and addressed to Francis Marion Beynon, Grain Growers' Guide, Winnipeg.

Household Appliances

Building of a small engine room and laundry and equipping for heating in winter, \$250.

A 2½ h.p. gasoline engine, \$90.

Power washing machine, \$75 to \$115.

A 32-inch power run ironing machine for gas or gasoline heat, \$63.50.

Stationary tubs, \$32 each.

Installing an electric lighting plant, \$250.

Installing hot air furnace, \$250. Hot water furnace, \$350.

Installing vacuum cleaning plant, \$250.

Installing water system in house, \$125.

Carpet sweepers, \$2.00 to \$4.00.

Cabinets for kitchens, \$30 to \$60.

Long-handled brushes, \$1.75.

A RADICAL PLATFORM

Dear Miss Beynon: I was much interested in your suggestion of having a discussion of some good books in our page, and also in the letter by "Artist No. 5" discussing Hiawatha. I intend to try her plan sometime, but our bairns are rather young yet to succeed in the picture-making. What book are you going to choose for the next discussion?

There has been some talk of Socialism in our page, and I thought I would add a few words on that topic. The greatest Socialist that ever lived, the one who levelled all class distinctions, was Jesus Christ.

What instructions did he give the rich young man? We read in the early days of the Church (Acts iv., 32), "Neither said any of them that ought of the things which he possessed was his own; but they had all things in common." We are supposed to be a Christian country, but how far we differ in our dealings from that plan. As a matter of fact many of our laws are not framed from a belief in the doctrines Christ taught but from a worship of Mammon. They are framed to protect the interests of the rich, not to help the poor.

Take the law of inheritance. By what moral right should a man be permitted to inherit a million or more while thousands of his fellow beings are starving? It would be better far for the nation, aye, and for the individual himself, if a law were passed forbidding the children or relatives of a rich man from inheriting more than enough to complete their education and give them a legitimate start in whatever business or profession they chose; a start only and not enough to let them lie idle all their days. Let the rest of the fortune revert to the government to be used to endow farms, or provide machinery for factories and mines in which those starving thousands may have a chance to earn their bread.

We hear a good deal of the "Back to the Land" movement; but if the government honestly desires to forward that movement let them make it necessary for people to really work for their living, instead of idly waiting for their money to work for them. Can you explain to me what intrinsic quality in money itself should require the payment of further money for the use of any sum? The laws protect the plan, and people for centuries have agreed to it; but is it just? I can understand hire being paid for a horse, or a machine, for in each case a certain proportion of its strength is taken from it by the work performed; but this is not so in the case of money. One hundred dollars borrowed can be fully returned as useful as it was before. If laws were passed first restricting, then reducing, and finally abolishing interest altogether, another large class of drones and parasites would be eliminated from our cities. The war has cast a lurid light upon the value of a man, not merely as a man, but as his standard of efficiency is such as to permit him to serve his country either at the front or at home. And the means to produce efficiency is work. As Carlyle has said, "Be he never so mammonish and rude there is hope for the man who actually, honestly works; in idleness alone is there perpetual despair."

Linked with the fallacy that a man has the right to exact interest for his money is that kindred fallacy that a man can acquire, whether by purchase, or any other way, the right to hold a certain piece of land idle and unproductive, useless to his country and a menace to his neighbors. As in the case of homesteaders all land owners should be given a definite time to bring their property into a state of productiveness under penalty of its reverting to the Crown, to be given to those who will make a better use of it.

It is undoubtedly true that the present unjust distribution of wealth is largely due to the continued operation of the above mentioned fallacies, permitting the charging of interest and rent; but I suppose it will be some time yet before governments will arouse themselves to take action against them. The mammonish ideal of "Get" rather than the Christian one of "Give" will continue to hold sway in their councils. Still, "Tis a consummation devoutly to be wished"; all the land productive, and all the people producers, or distributors of that produced: all serving their country in some useful capacity.

There was one reform tho I really did expect to see on a political platform, that of the Independents. I refer to Proportional Representation. Surely in



—AND AFTER

adopting Direct Legislation, and leaving out Proportional Representation they are making a mistake. It is like buying an ill-broken team, and then putting extra strong harness on to drive them. Better buy a good team to start with and we're none the worse of the strong harness as well.

Yours truly,

MARGARET M. DICKSON.

I was going to suggest that a good book to study next would be Canadian Civics and let us see what conception of citizenship is being taught in our public schools. I think there is room for some lively discussion of the sentiments expressed on page 146 of this book.

F. M. B.

CONSTIPATION DURING THE RUN-ABOUT AGE

In children of the "run-about" age the ideal treatment for constipation is administered thru the diet. All meals should be at regular intervals. Add different laxative foods to the diet, such as porridge made of Graham flour and oatmeal, stewed fruits, rare scraped beef, and Graham, oatmeal or Indian-meal crackers. Remember that the more milk is heated the greater tendency it has to constipate. After the child is two years of age, reduce the total quantity of milk and give plenty of fresh vegetables, stewed fruits and fruit juices. Plenty of butter is also good in overcoming costiveness at this age. Olive oil is excellent. Don't forget to give generous drinks of cool water between meals.

When dietetic measures fail and when massage has been ineffective, we must get relief by other means. When the daily motion has not occurred, the simplest measure is the injection of several tablespoonfuls of warm water gently introduced into the bowel by a small rubber-ball syringe. This will generally supply the needed stimulus for the natural emptying of the bowel. The soap-stick or pencil of castile soap gently introduced into the bowel is often satisfactory.

An enema of two or three ounces of olive oil given thru a soft rubber tube or catheter at bedtime will generally bring an evacuation after breakfast. A similar enema of glycerin will bring a more rapid result. Suppositories of gluten, glycerin or soap are other means of temporary value. None of these measures, harmless as they are, should be adopted habitually, on account of forming a permanent bad habit by prolonged use. Above all, avoid the use of drugs—even the simplest laxatives or cathartics are not without danger.

Co-operation plus Cash

How the Davidson Co-operative Purchasing Association made four dollars buy what five dollars bought before

"Give them enough rope and they'll hang themselves." So said the tradespeople and business men in one of the small towns in Central Saskatchewan about a Co-operative purchasing association which was being organized and supported by several farmers. That was over two years ago, and from then up to October last year, goods to the value of well over \$60,000 had been handled. Business looks better than ever and some of the townspeople who are members of the Grain Growers' Association are buying their supplies thru the purchasing association now.

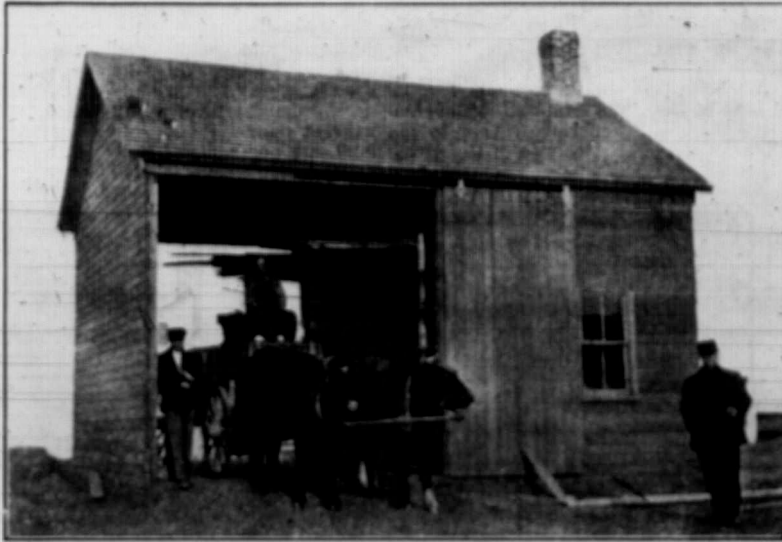
It is estimated that the association was able to handle goods at an average saving of 20 per cent. so that about \$12,000 has been made by members and become available for other productive purposes in the community. The value of an organization which is capable of such a saving is self evident and the manner in which it was organized and developed forms a very interesting, and at the same time, very valuable story.

At a Grain Growers' meeting in Davidson, held after the Moose Jaw convention, in 1914, the question of the hold-up in coal prices happened to come up. One of the members, Mr. Trainer, owned a car of coal then on the track and offered to let the society handle it. This was eagerly agreed to, a price per ton placed on the coal which would cover all expenses and, before the meeting was over, it was all sold. The price set was \$1.50 per ton less than that charged by dealers in town. This served as an eye-opener to many and several more cars of coal and coal oil were bought during that winter. There were two lines of goods in the town on which farmers were being held up. These were coal and lumber. At first an attempt was made to get enough orders from individual farmers to make up a carload, but this did not work satisfactorily. It was difficult to get sufficient orders at any particular time, and when eventually enough were on hand it was generally found that some of the first would not wait and had already purchased their comparatively small requirements from the local dealers. This led to the formation of the Davidson Co-operative Purchasing Association, which was registered under the Saskatchewan Agricultural Co-operative Associations Act in June, 1914. Shares in the association were made \$10 each, part paid at the time stock was issued and the balance at the call of the directors. The amount of stock sold up to October last was \$2,780, the number of shareholders was 66 and the amount of paid-up capital \$425.

Business Rapidly Developed

At first just carlot quantities of lumber and coal were bought as members required. One man, perhaps, who was in sympathy with the movement and wanted to see it prosper, would pay the freight on a car of coal. When the draft attached to the bill of lading came it was usually for thirty days, and long before this time had expired all the coal would have been sold. As things progressed it was thought advisable to have some stock on hand so that members could buy odd amounts. Accordingly a couple of cars of lumber were bought. Business increased rapidly and for the seven months of 1914 over \$10,500 worth of goods were handled on \$3,000 borrowed from the bank. This first year's work showed that the association handled goods at a saving of up to 20 per cent. for all its patrons and had in addition a profit of \$392.

Up to March of last year the business was handled in connection with the Co-operative elevator, but the amount of work was increasing so rapidly that it was decided to hire a manager who could devote all his time and attention to the association work. An office with a set of wagon scales was put up in the association's lumber yard, and from March 1, 1915, W. H. Ketchison was secured as manager. With someone permanently in charge it has been possible to purchase a much more varied line of supplies. The association now handles coal, lum-



The office and weigh scales of the Davidson Co-operative Purchasing Association. W. H. Ketchison, the manager, stands on the left of the picture.

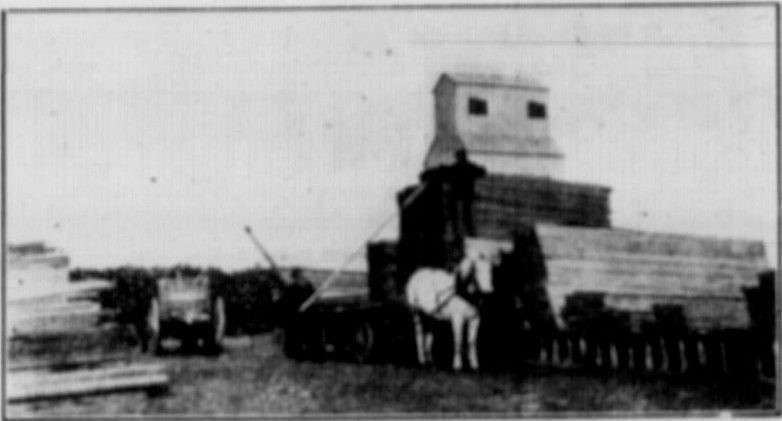
ber, cement, fence posts, twine, flour, etc. From March last year up till the end of October there was a turnover of over \$44,000 worth of supplies. On the day the writer visited Davidson the manager was kept busy. Farmers were in the yard for fence posts, lumber, cement and coal. The value of supplies sold on an average day was about \$400.

Banks Eager for Business

Little or no difficulty has been experienced in financing the association. At first individual members paid the freight on cars and stood good at the bank for the draft until the supplies were sold, but the amount of business increased so rapidly that the banks came to the conclusion that the association was being run on a sound basis and were ready and eager to advance sufficient money to finance its buying operations. The bookkeeping of the association is quite simple. Duplicate bills of supplies purchased are made out. One which the purchaser receives with each purchase serves both as a receipt and record of the value of goods purchased, and from the other the separate items are posted in the ledger, in which a separate account is kept for each patron. At the end of the year 10 per cent. of the profit is taken to form a reserve fund, then interest at 6 per cent. is paid on the paid-up stock and the balance of the profits is divided co-operatively in proportion to the amount of purchases which each patron has made.

Money Saved by the Association

The cash value of the association in the community cannot be accurately estimated, but the following will serve to show some of its benefits. When buying was first taken up lumber in the line yards was \$30 per thousand and coal was \$2 per ton. In October last lumber was selling at \$22 per thousand and Galt coal at \$8 per ton. Of course, the line lumber yards had to bring their prices down to compete with the co-operative association, and consequently not only the members, but everyone benefited. If any more proof of the association's real value is needed, it may be stated that at Girvin, the next town south on the C.N.R., just seven miles away, the old prices are in force. It



Business was brisk in the yard. Over \$400 worth of goods was an average day's turnover.

is no wonder that farmers will come long distances to buy from the association. One homesteader, who lived 24 miles away, drove his ox team into the yard when the writer was there and bought some coal and lumber to take back home with him.

When feed was very scarce last spring the association handled three cars of corn at cost for its patrons. Potatoes, too, were supposed to be scarce and the local merchants started to charge \$1.35 per bushel. This was too much for the co-operators, so they promptly made enquiries from the central secretary of the Grain Growers' Association, at Moose Jaw, and the upshot was that three cars were handled. In this way about 2,500 bushels were sold at an average price of 83 cents per bushel so that on the above basis on this sale alone over \$1,000 was saved, or enough to pay a manager's salary all the year round. Three cars of cement were handled at 90 cents instead of \$1.25, as was formerly charged. Orders were booked for 93,000 pounds of twine and 100,000 pounds were ordered. The association handled this at was 10 cents per pound. The crop was much heavier than anticipated and a great deal more than had been ordered was wanted. As soon as the local branch of a large implement company found that twine was scarce and that the association could not obtain sufficient to fill the extra orders, they raised their price to 12 cents per pound. If the association had not been in existence it is easy to see that everybody would have had to pay a higher price for every pound of twine bought. What was the saving? Well, just as W. H. Ketchison said: "Only a small proportion of the twine used in this district was purchased thru our association, but the fact that we could sell at 10 cents regulated the price of the other dealers to this level, so that I figured, as a conservative estimate, our being in the field saved over \$15,000 dollars to the farmers on twine this year."

Increasing the Buying Power

Perhaps it may seem that too many details have been given as to the saving in cash which the association has meant, not only to its patrons and members, but to all the farmers in the district as well. But dollars and cents count for a great deal in business operations, and when it can be demonstrated that a farmers' organization can make four dollars buy what it took five dollars to procure before it started, the value of such an organization to every farming community is very evident. Said the manager: "Our association increases the buying power of its members, a larger amount of money is kept for circulation in the community, and consequently it must help to make the community more prosperous."

Here is where it would seem that the local merchants are somewhat short-sighted. They are antagonistic to the association and this is having the effect of deciding the executive to increase the number of lines of goods handled. The farmers organized for self-protection. By combining, goods could be purchased more economically and either more money saved or more goods bought with the same money. In either case the community must be more prosperous and increasing prosperity creates a demand for a wider selection of goods. The more lumber that is bought for building purposes, the more hardware will be required with which to put it together and so on.

Difficulties and Suggestions

Of course difficulties are encountered by the association. The usual trouble is experienced of getting members to realize that the very existence of the association depends upon their increasing patronage and support. The local dealers are constantly doing what they can to keep members from buying thru the association. To get business the lumber yards will quote lumber below cost. If members will only stop to consider how much more they had to pay for these supplies before the association was organized, and also that they will surely have to pay similar high rates again if the

Continued on Page 27

Building Up a Dairy Herd

How to develop a dairy herd on the average farm, together with suggestions as to the most suitable feeds to use

By S. G. Carlyle, Superintendent of Alberta Demonstration Farms

In establishing a herd of dairy cattle the first thing to decide is the breed most suitable to the conditions of the district in which the enterprise is to be established. If it is on improved land in the neighborhood of a town or city and where there is good railway service for the transportation of milk and cream for city use, perhaps one of the recognized dairy breeds will be most profitable. If the location is some distance from a town or city and is not favored in the matter of railway communication but is well favored in the matter of open grazing, one of the dual-purpose breeds such as Red Polls or dairy Short-horns will be most suitable. The character of the enterprise would change in this case to suit the conditions. Butter-making would take the place of direct shipment of milk, and young stock which would be raised for beef would be an important part of the output.

When the breed has been decided on, the next thing is to buy some good ordinary grade cows of the breed. It is not advisable to buy pure-breeds or high priced grades until experience has been gained in care and management, as the loss of a couple of high priced cows tends to discourage the owner and drive him out of the business. It is better to buy ordinary cows at a medium price and put a little extra money in a good sire, and thus derive experience from breeding up a herd. This experience is essential in the successful breeding of pure-bred stock, which is generally the ambition of the good stockman. Too much stress cannot be laid on the importance of selecting the sire, as this is where we look for improvement in the herd. He must be typical of the breed

he represents, full of character and quality and possess a strong constitution. Besides this, he should be backed up by a good ancestry, especially his dam and grand-dam, as the daughters of a bull generally revert to his nearest dams.

Records of the cows' milk and per cent. of but-

terfat should be kept, a small spring balance scale and a four-bottle Babcock tester can be purchased at small cost. Only the heifers from the best producing cows or cows that have come up to the standard the owner has set for them should be kept, provided also that they are strong, thrifty

calves and of good conformation. The tendency at present is to raise calves only from the highest producing cows, regardless of type or conformation, with the result that most dairy herds lack uniformity and show a gradual weakening of constitution.

Feed the Calf for Growth

When the calf is first dropped it should be allowed to suck its mother for a day or two in order to get the first milk, or more correctly colostrum, which is so necessary in cleaning the digestive tract. It can then be removed from the cow to a clean dry place, but should be fed on its mother's milk out of a clean pail while the milk is still warm, as scours—the most prevalent and deadly of all calf diseases—can generally be traced to feeding cold milk or in its being fed from a dirty pail. Care should be taken not to over-feed. A quart or a quart and a half fed twice a day is sufficient for the first ten days. After three weeks a little skim milk can be substituted for the whole milk, until when a month old, or preferably six weeks skim milk alone should be fed. A little oil meal or flax seed meal may now be boiled into a porridge and a small amount added to the milk to supply the fat which has been taken from the skim milk—not more than a tablespoonful should be fed at first. This amount can be gradually increased until when the calf is two and a half months old a cupful may be fed. The amount of skim milk can also be increased until a calf consumes twenty pounds a day. It is not advisable to feed more than this at any time. When the calf

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Putting up Prairie Hay

Steer Feeding in Alberta

By G. H. Hutton, B.S.A., Superintendent, Experimental Station, Lacombe

Experiments in the winter feeding of steers for beef have been carried on at the Lacombe Experimental Station since 1909. The numbers of cattle fed have varied from one to five car loads, and the range of experiments has included the determination of the value of frosted wheat for the production of beef, comparisons between feeding cattle in the open without shelter, in a corral, and in a warm, well ventilated barn. During the summer season an experiment with various groups of steers to determine gains on ordinary prairie pasture was carried on and at the present time comparisons are being made with the object of securing data as to the relative value of various coarse fodders in the production of beef.

During the years under which this work has been carried on, there has never been a money loss on the feeding operations, tho the profits per head have been relatively small in some seasons. However, in all years the feed produced on the farm has been marketed thru beef at a fair price—a price which would leave a reasonable profit on the cultural operations and other expenses necessary to produce feed. The spread between purchase and selling price has varied from 95 cents per pound in 1914-15 to 3.15 cents in 1910-11. The prices charged for feed have averaged a cent a pound for grain and \$10.00 a ton for green feed, \$10.00 for timothy hay (when fed) and \$5.00 per ton for prairie hay.

In the experiment carried on to determine the value of frosted wheat for beef production, frosted wheat only was fed and the ration per steer was increased from three pounds per head per day up to sixteen pounds per head per day. After paying for the bulky fodders at the values above

named, frosted wheat was worth, when transformed into beef, \$1.28 per bushel. Of course, in this connection the spread between the purchase price and the selling price should be named and was practically 2 cents per pound. In those districts which occasionally happen to have frosted grain we believe that wheat may be fed either

determine whether it is a wise policy to erect expensive buildings for the feeding of steers have given very interesting results. As these tests cover three years' work and cover a variety of winter seasons, some of them severe, and include quite a large number of cattle, the results are, we believe, a safe guide to farm practice in this matter.

Speaking broadly, we have found that it does not pay to erect expensive buildings or in fact any buildings as a part of the equipment for the feeding of steers for beef in Central Alberta. The cattle in the open without any shelter except brush did not make as profitable use of their feed as the cattle which were protected from the wind by a high board fence surrounding the corral. But the cattle in the open sheltered only by the brush made more satisfactory gains than those fed in a barn which was sufficiently warm to permit of water being kept before the cattle at all times except in very severe cold snaps, when on a few occasions it became necessary to drain the water bowls over night. The cattle in the open were given the crudest form of accommodation as to water, being watered at a slough thru a hole in the ice. Their rough feed was fed in a feed rack and they had all they would eat, as had all the other groups in these experiments every year. The grain was fed in the same proportion to all groups outside, while those in the barn were fed in their mangers. That these results should be secured is a striking compliment to weather conditions in this country. It is no doubt true that cattle bred here and running in the open, as they generally do, develop a thicker undercoat of fine hair than is developed by Eastern

Continued on Page 36



Feeding steers at the Experimental Station, Lacombe, Alta.

alone or in conjunction with other grains, when these grains are available, and a fair price per bushel realized on the grain even tho we may not expect as great a spread between the purchase and selling price of cattle as was the case when this test was carried on.

The experiments which have been conducted to

were fed in their mangers. That these results should be secured is a striking compliment to weather conditions in this country. It is no doubt true that cattle bred here and running in the open, as they generally do, develop a thicker undercoat of fine hair than is developed by Eastern

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.

RETAIL MERCHANTS APPEAL

A letter, of which we print a copy below, was received from the provincial secretary of the Retail Merchants' Association a day or two prior to our recent convention and came before our 1915 board of directors at their session on Monday, January 17. A committee was appointed to draft a reply and it was intended to introduce the whole matter to our convention, but lack of time made this inadvisable, if not quite impossible. The letter itself and the reply of the 1916 executive are given herewith as they are thought worth your careful attention.

The President and Executive,
The United Farmers of Alberta in
Convention, Calgary, Alberta.

Gentlemen:—We have recently had occasion to procure statistics from some of our branches in the province regarding the indebtedness of farmers to the retailers in country districts and the figures which have been reported to us have astonished even ourselves. Thirty towns reported to us, which represent about one-tenth of the province, aggregate about three million dollars, and taking them as a fair average of the three hundred towns, show the whole province at about thirty million dollars. Much of this enormous amount has been owing to the merchants for periods extending to four years.

You can readily understand the disability under which the country retailer is working when you consider these figures. You will realize that this undue extension of credit has been the cause of many a retailer going out of business and causing a loss to himself, his wholesaler and consequently to the commercial interest of the community. On the other hand, if the retailers had not been willing to carry the farmers thru their hard times (and there have been many of them in some districts) the farmers would have had to give up or starve.

We would point out to you that after the agricultural industry, the commercial element of a community is of the greatest importance. Villages, towns and cities are built up and prosper thru commercial enterprise, and in direct ratio to the progress of the villages, towns and cities, so does the value of the surrounding land become more and more valuable. This is an accepted and proven fact.

Now we would respectfully submit to your convention, that in order to promote the growth and prosperity of our province so that its agricultural and commercial status may be second to none in the Dominion, it is necessary for all sections of the community to unite in one common effort. To this end then we would ask this convention to suggest to the farmers of Alberta the necessity of standing by their province in all things, by paying their debts as soon as they are able, by trading as much as possible within their province, supporting their local cities, towns and villages, thereby enhancing the value of their own lands and also enabling the country retailer to give them better service, more diversified stock and better terms.

We would like to point out to you that the farmers of Alberta during the past year sent out of the province about twelve million dollars to Eastern mail order houses. Now you can readily understand that this enormous drain on the circulation of money which rightly belongs to this province is a very serious handicap to the progress of commerce in our own territory, and if that money had been in circulation here the whole financial situation would have been tremendously improved and the merchants would have been much better able to have carried the farmers thru times of stress. We would also submit that it is not quite in accord with good business principles that a debtor should send his ready cash away out of the province for goods which he could get practically to as good advantage at his local store, and at the same time be running further and further behind with the local merchant for such goods as he is obliged to buy locally.

We fully realize that the agriculturalist is the principal factor in our community and we are ready at all times to grant him every indulgence and consideration, but at the same time we would urge that

a reciprocal feeling should prevail, and that as the merchants are anxious and willing to do everything possible to assist the farmer, so should the farmer be just as much prepared to fulfil his obligations to the merchants and thus enable the merchant to get himself into a better position to provide the service for the farmer.

Mr. President and gentlemen, we trust that you will receive this letter in the spirit in which it is meant and that you will give same your careful consideration.

Yours very truly,
W. H. ANDREWS,
Provincial Secretary,
Retail Merchants' Association.
Calgary, Jan. 12, 1916.

Reply of the Executive

Secretary,
Retail Merchants' Association,
Calgary.

Dear Sir:—In reference to your communication of January 12, dealing with the matter of the indebtedness of the farmers of Alberta to the retail merchants and other subjects, our executive have considered your communication and instructed me to reply on their behalf, as follows:—

We note carefully your statement that the retail merchants of Alberta are carrying a credit among the farmers to the amount of \$30,000,000. We are fully persuaded that the evils of such a situation are incalculable and we would be greatly pleased if your organization will co-operate with us in securing relief from a situation so intolerable.

A banking system that is not intended to supply the necessary credit to the farmers forces them to seek credit elsewhere and unfortunately for both parties this credit is often found with the retail merchant. We believe it is conceded that this is decidedly the most expensive form of credit that the consuming public are using. We believe it is a curse to both our farmers and your retail merchants. We do not know what road this credit travels from the banks to the farmers, but we know that the consuming farmers can never get in the right relationship with the local distributor, and that the local distributor can never give the right service to the farmer, till we get a banking system that will serve the farmer direct. Your merchants want their money. Our farmers want to pay them. In fact, our supreme effort at present is to get into a position where we can get all our credit at the bank, the only proper place to ask for credit. In order to accomplish this, we must have a system that will come into more sympathetic touch with the farmers than the present machine system. The banker must know the customer, know his business ability and his moral worth. The greatest asset in any country is the moral character of the people and the least that can be said of our present banking system is that it is not sufficiently encouraging this asset. The future of your organization and the future of ours are involved in the proper solution of the credit system.

We sincerely hope you will co-operate with us in our efforts to solve this problem.

In regard to your appeal to our provincial loyalty we beg to submit that we are not so much concerned about provincial supremacy as we are in human rights and opportunities as they are affected by the right relationship of man to man and class to class. We believe that in an ideal system of distribution the retail merchant will not only have a legitimate place, but that he will be a prime necessity, and we are anxious that he should get on a basis where he can give us a proper service at a fair remuneration. We are anxious to co-operate with him to this end, but we do not believe that this end can be attained so long as we are forced to ask him for credit and he is forced to give it.

We must frankly confess that what you say in regard to granting us indulgence, while well intended, does not appeal to us. Right relations between the different interests and different classes is what we are demanding. That condition can never maintain so long as the farmer has to buy his credit from the retail merchant. As soon as the farmer can get his credit

thru the proper channel he will be able to pay the local merchant cash, the local merchant will be able to buy for cash, and then, and not before, he will be able to compete successfully with the mail order houses, because he will be able to buy right and sell right; to give the right kind of service for the right kind of remuneration. Then and not till then all the balance of the trouble you point out will automatically disappear.

Now in conclusion, we want to say that we, the executive committee of the United Farmers of Alberta, are very desirous of settling all the differences between your people as distributors and our people as consumers on the basis of absolute right and justice. In the solution of the problems arising out of these differences we ask for nothing but justice and right. We believe that we can settle these differences and problems on this basis by mutual sympathy and assistance quicker than in any other way. We will be glad to co-operate with you to this end.

Yours faithfully,
H. W. WOOD,
President, United Farmers of
Alberta.

ENTHUSIASM AT OLDS

Olds Local Union, No. 11, held its regular meeting on January 15 and the secretary, J. A. Kearney, reports that to say the farmers in that district are not enthusiastic would not be true. They enrolled eight new members and more are coming. He goes on to say that the officers and members will not consider their work completed until every farmer in the district is a member of the U.F.A.; for in unity is their strength.

BUSY AT PANDORA

G. A. Forster, secretary of Pandora Union, No. 472, reports that last year this union had fifty-five members and meetings were held regularly on the second and last Saturday of each month, except during harvest and threshing, when one meeting per month was held. The union purchased plow shares and a carload of lumber co-operatively and intend to go into co-operative purchasing more extensively this year. They also hope to increase their membership considerably and have decided to pay their secretary a salary of \$25.00 per year. At the last meeting orders for a carload of cedar posts and a carload of tamarac poles were taken and orders will be given for shipment at once. Next meeting, orders for a carload of lumber will be taken. The union intends to start a campaign for the collection of funds for the Patriotic and Red Cross Societies. There was considerable discussion as to the best way of raising money for these funds, and Geo. Coutts, who was delegate to the convention, gave considerable information in regard to same which he gained while there. There was not time to hear a full report of the convention from Mr. Coutts, but this will be given at the next meeting. Meetings this year will be held on the second and last Saturday of the month, the same as last year.

WILL PULL TOGETHER

R. W. Lumsair, secretary of Lealholm Union, No. 681, reports as follows:—I am pleased to be able to inform you that we have got our union in pretty fair running shape for another year. We held a meeting on Tuesday, January 25, after our delegate came back from the convention, and in spite of the cold weather we had a nice meeting. Our delegate gave us a good address for an hour and a half and everyone present took a keen interest in what he had to say and I am safe in saying that all were quite well pleased with the work done at the convention. All seem to think they have got to pull together better in the future for their own and the farmers' good.

AN ORGANIZATION MEETING

Joshua Fletcher, secretary of Grand Prairie City Local Union, No. 314, recently organized, reports:—After a number of informal meetings of farmers and others directly interested in agriculture, it was decided to call a representative meeting to form a local branch here of the United Farmers, the organization so well known in other parts of the province. This meeting was advertised in the local papers for the afternoon of Saturday, January 15, in the Liberal Hall. The response to this was very encouraging indeed, but the very extreme weather was of course somewhat against a very large attendance. The meeting was

called to order and Dr. Bradford elected chairman, with A. M. Hunsford, secretary. On proceeding to business the chairman called for a show of hands to decide if those present were in favor of forming a branch of the U.F.A. The response was unanimous. The request was then made by the secretary that those wishing to join come forward and sign the roll, and immediately twenty-eight men signed up and paid the membership fee. The officers elected were Dr. Bradford, president; Dr. Sproule, vice-president; and Joshua Fletcher, secretary-treasurer. A board of eight directors were also elected. It was decided that for the present the regular meeting time be the afternoon of the second Saturday of each month.

WINNIFRED DOING WELL

Winnifred Local Union, No. 262, held a good meeting on Saturday, January 8, at which six directors were appointed. The members are interested in co-operative purchasing and inquire for prices on fence posts and wire. They can handle a car of each of these commodities. The union is holding a market day every two weeks; after the market is over the U.F.A. meeting is held and in this way they find they can get a good crowd, both of men and women. They are also holding entertainments and dances every two weeks and in this way are doing good work. A chicken pie supper, entertainment and dance was arranged for Friday, January 14, in aid of the Patriotic Fund. Five new members joined at the last meeting, which brings the total membership up to thirty-eight. Mr. and Mrs. Freeman were delegates to the convention.

TOO BUSY TO CO-OPERATE?

Geo. Rogers, secretary, reports that Carstairs Union, No. 382, has done nearly \$30,000 worth of business during the year, both in purchasing and selling. Livestock, flour, mill products, cedar posts, salt, binder twine and coal were handled co-operatively. The members have been unusually busy this fall and could not get time to hold the monthly meetings, so practically no purchasing has been done for the past four months; however, the members are able to buy their goods at much lower prices locally now, thanks to the U.F.A.

A MISSIONARY PARSON

A new union known as Dunstable Local, No. 345, has recently been organized by F. W. Parson, secretary of Fawn Lake Local, No. 703. The union started off with twenty-one fully paid up members, and Mr. Parson reports that from what he could observe of them they should make first-class members of the U.F.A. as they displayed great interest in the foundation of their local. They have several prospective members in sight whom they hope to enroll at their next meeting. Mr. Parson also reports that he hopes to be able to organize three more locals in the near future.

MINAHIK TRIES AGAIN

Henry Davison, secretary of Minahik Union, No. 621, reports that they have once more got this union together and this time he hopes on a sound basis. A meeting was called on January 8, which was held at the local depot at Darwall and the union was re-organized under the name of Darwall. Officers for 1916 were appointed as follows: Thos. E. Russell, president; Joseph C. Holford, vice-president; and Henry Davison was re-elected secretary-treasurer. Some fourteen persons were enrolled as members and others signified their willingness to join. The failure of this union in the first place was due to the fact that they had no depot and the C.N.R. was not operating. Now they have a service of three trains per week each way, besides freights. A store has been opened and they will probably soon have a post office. The first business taken up by the members was the getting up of a petition to the C.N.R. asking for stockyards and a loading platform, also other improvements about the depot. They also undertook to approach their M.P.P. regarding the proper construction of the roads leading into Darwall. The union has decided to build a log meeting house, size 30 x 20 feet, and the members are now hauling in logs for same. The cost of lumber, etc., is to be defrayed by the proceeds of a basket social to be held in Isle Lake school on the 25th instant. Meetings will be held on the first Saturday of each

What is Auto-Intoxication?-- And How To Prevent It

By G. G. Percival, M.D.

Perhaps the best definition I have ever noted of Auto-Intoxication is "Self-intoxication, or poisoning by compounds produced internally by one-self."

This definition is clearly intelligible because it puts Auto-Intoxication exactly where it belongs; takes it away from the obscure and easily misunderstood, and brings it into the light as an enervating, virulent, poisonous ailment.

It is probably the most insidious of all complaints, because its first indications are that we feel a little below par, sluggish, dissipated, etc., and we are apt to delude ourselves that it may be the weather, a little overwork, or the need for a rest.

But once let it get a good hold through non-attention to the real cause and a nervous condition is apt to develop, which it will take months to correct. Not alone that, but Auto-Intoxication so weakens the foundations of the entire system to resist disease that if any is prevalent at the time or if any organ of the body is by low par a more or less serious derangement is sure to follow.

The ailments which have been commonly, almost habitually, traced to Auto-Intoxication are: Languor, Headache, Insomnia, Biliousness, Melancholia, Nervous Prostration, Digestive Troubles, Eruptions of the Skin, Rheumatism, Neuralgia, Kidney Disturbance, Liver Troubles.

There are several conditions which may produce Auto-Intoxication, but by far the most common and prevalent one is the accumulation of waste in the colon, caused by insufficient exercise, improper food or more food than nature can take care of under our present mode of living.

I wonder if you realize how prevalent this most common cause of Auto-Intoxication really is—the clearest proof of it is that one would be entirely safe in stating that there are more drugs consumed in an effort to correct this complaint than for all other human ills combined—it is indeed universal, and if it were once conquered, in the words of the famous medical scientist, Professor Eli Metchnikoff, "the length of our lives would be nearly doubled."

He has specifically stated that if our colons were removed in early infancy we would in all probability live to the age of 150 years.

That is because the waste which accumulates in the colon is extremely poisonous, and the blood, as it flows through the walls of the colon, absorbs these poisons until it is permeated with them. Have you ever, when bilious, experienced a tingling sensation apparent even above the dormant sensation which biliousness creates? I have, and that is Auto-Intoxication way above the danger point.

Now, if laxative drugs were thorough in removing this waste, there could be no arraignment against them—

But they are at best only partially effective and temporary in their results, and if persisted in soon cease to be effective at all. Their effect is, at best, the forcing of the system to throw off a noxious element, and they therefore "jolt" nature instead of assisting her.

There is, however,—a method of eliminating this waste, which has been perfected recently after many years of practice and study, which might be aptly termed a nature remedy. This is the cleansing of the colon its entire length, at reasonable periods, by means of an internal bath, in which simple warm water and a harmless antiseptic are used.

This system already has over half a million enthusiastic users and advocates, who have found it the one effective and harmless preventive of Auto-Intoxication, and a resulting means of consistently keeping them clear in brain, bright in spirits, enthusiastic in their work and most capable in its performance.

The one great merit about this method, aside from the fact that it is so effectual, is that no one can quarrel with it, because it is so simple and natural. It is, as it is called, nothing but a bath, scientifically applied. All physicians have for years commonly recommended old-fashioned Internal Baths, and the only distinction between them is that the newer method is infinitely more thorough, wherefore it would seem that one could hardly fail to recommend it without stultifying himself, could he?

As a matter of fact, I know that many of the most enlightened and successful specialists are constantly prescribing it to their patients.

The physician who has been responsible for this perfected method of Internal Bathing was himself an invalid twenty-five years ago. Medicine had failed and he tried the old-fashioned Internal Bath. It benefited him, but was only partially effective. Encouraged by this progress, however, he improved the manner of administering it, and as this improved so did his health.

Hence, for twenty-five years he has made this his life's study and practice until today this long experience is represented in the "J. B. L. Cascade," during all these years of specializing, as may be readily appreciated, most interesting and valuable knowledge was gleaned, and this practical knowledge is all summed up in a most interesting way, and will be sent to you on request, without cost or other obligations, if you will simply address Chas. A. Tyrrell, M.D., Room 386, 257 College Street, Toronto, and mention having read this article in The Grain Growers' Guide.

The inclination of this age is to keep as far away from medicine as possible, and still keep healthy and capable. Physicians agree that 95 per cent. of human ailments is caused by Auto-Intoxication.

These two facts should be sufficient to incline everyone to at least write for this little book and read what it has to say on the subject.

—Advertisement.

Manitoba

This Section of The Guide is conducted officially for the Manitoba Grain Growers' Association by R. C. Heaters, President, Suite 4, Balmoral Court, Winnipeg, to whom all communications for this page should be sent.

PROPOSED TAX ON MAIL ORDER HOUSES

The Retail Merchants' Association of Manitoba is bringing pressure to bear on the government to impose a tax on the mail order houses doing business in Manitoba.

The necessity of increasing the revenue of the province seems to have led the government to give serious consideration to the proposal. This proposition emanating from the Retail Merchants' Association is rather refreshing in view of the numerous occasions on which they have waited upon the city council to protest against the business tax. They have been heard eloquently denouncing this tax as being unfair, unjust, inequitable, iniquitous, and utterly wrong in principle. Upon these occasions, in my opinion, they presented a complete case for the abolition of the tax on business. If a general business tax on retail business is bad, what must be said of a business tax that is intended to apply to only one class or section of the retail trade?

It must be assumed that the Retail Merchants' Association in making the suggestion to tax mail order business was actuated by selfish motives. In effect they say: "Unless a tax is imposed upon goods purchased by farmers thru mail order houses, we cannot compete with them." In order to make a case for themselves they are compelled to admit that the mail order houses sell more cheaply than they do. The proposed tax will compel the mail order houses to raise their prices and thus competition will be reduced. If the proposed tax does not result in increased prices to the consumer, then the object of the Retail Merchants' Association will have failed. The primary object of protection is to increase the cost to the consumer for the benefit of the home manufacturer. Unless this object is attained the purpose of protection fails. This was frankly admitted by so eminent an authority as Sir George E. Foster.

This proposal then contemplates the introduction of protection as an economic principle into the field of provincial trade. It is admitted that the purpose of the tax is to put the country merchant on a more equal footing with the mail order houses, and this object can be attained only if the tax results in increased prices to the consumer.

The Protectionist Argument

The arguments that are put forward in defence of this proposal are the very arguments that are used in favor of national protection. They parallel each other at every point. It is argued that the competition of mail order houses is driving the country merchant out of business, and thus the town is being destroyed as a rural social centre. The corresponding argument as applied to national protection is that if the tariff was lowered the country would be flooded with cheap foreign goods and Canadian industries would be forced to go out of business, resulting in great unemployment and depopulation of our cities.

It is again contended that the tax will not result in increased prices to the consumer, but will be paid by the mail order houses, altho this contradicts the argument that the effect of the tax will tend to equalize conditions as between the country merchants and the mail order houses. The corresponding argument as applied to national protection is that prices will not be increased to the consumer, but that the foreign trader pays the tax.

The government says it needs revenue. That is also one of the purposes of a national tariff. The tax on mail order houses will build up local trade; the tax on foreign commodities will build up Canadian home industries, and so on. Substitute tax for tariff, country merchant for the home manufacturer, and mail order houses for foreign traders, and the parallel between this proposal, which is internal protection, and national protection is complete.

In view of the sentiment against protection in Manitoba, is the Liberal legislature prepared to adopt this principle? The tax proposed is a small one and would be felt very lightly by some of the large mail order houses, but the principle is a vicious one and is diametrically opposed to the historic principles of Liberalism on the subject of trade. Once it is adopted, where will it end? If the country merchant is entitled to protection against the mail order houses, how can you oppose the demand of the small Fort Rouge merchant for protection against the large departmental stores in the heart of the city? We are at once led into all the absurdities of national protection which in this proposal finds its extreme application. It is an interference with the national economic development of the country and a violation of the fundamental economic principle of traditional Liberalism.

R. McKENZIE.

PATRIOTIC ACRE RECEIPTS

Previously acknowledged	\$5,601.00
Bethany Ass'n, per R. G. Mc-Aree	25.00
Dunrea Association—	
Per J. H. Putnam	\$25.00
Per A. M. Arnold	10.00
Manson Ass'n, per T. Benson	22.00
Basswood Ass'n, per secretary	150.00
Ridgeville Association—	
Per H. Steward	\$25.00
Per A. McBean	25.00
Per J. Morrison	20.00
Per G. Loughhead	20.00
Per J. Loughhead	20.00
Per W. McBean	20.00
Per B. Seward	20.00
Per T. Collins	20.00
R. Mansfield, Moore Park P.O.	22.00
John I. Smith, Shoal Lake P.O.	20.00
Total	\$6,045.00

BOOKLETS

The Central Office has received an order from the Saskatoon University Y.M.C.A. for 55 copies of the booklet, "Studies in Rural Citizenship," this week. If any of our branches or other organizations taking up rural questions desire any of these booklets, I may state that we still have a quantity of these on hand at the Central Office. Special prices to organizations, church societies, etc., on request.

BASSWOOD ASSOCIATION

The Basswood G.G.A. has sent in a contribution of \$150 to the Patriotic Acre Fund, and the secretary states that they expect to forward considerably more from their district very soon, as they have as yet only made a start in covering their district.

POINTERS ON MEMBERSHIP

The best way is to get everything by the carload and let them have it at cost. 66 members.

Canvassing. 38 on roll, 100 in district not members.

I am afraid a good many of our members joined to be able to buy goods with us. Number on roll 74, number of farmers in district not in Association 2.

We do not sell commodities to any but paid up members. Number on roll 125.

Co-operative buying for members only. Number on roll 46, farmers in district not in association 4.

None. We started out to double our membership, but failed. Number on roll 42.

Co-operative buying and our regular social evening thru winter months. Number of farmers in district not in Association 7.

Canvassing. Co-operative buying. Number on roll 105, farmers in district not members about 30.

Always canvassing farmers to come into the Association. Have got some that at first inclined to give up. Won at last.

By making them prepay their membership when we buy co-operatively. 87 on roll.

The Farm Garden \$10 in Prizes

Every farm should have a good garden. If the money value of the fruit and vegetables used in the farm home were estimated, it would be a considerable item in housekeeping expense. We want to have a big number devoted to experiences in the making of a farm garden, and we want our readers to furnish us with this material. Everyone grows some garden stuff. Let us know how you do it. We are offering \$5 for the best letter sent in on this subject, \$3 for the second best, \$2 for the third best, and any other letters which we can publish will be paid for at our regular rates. Keep the article short. About 500 words is enough. All letters for this competition must reach this office by February 21.

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.

DISTRICT 1 CONVENTION

The annual convention of District No. 1 was held in Elbow, on January 13 and 14, and was presided over by District Director W. H. Beesley.

R. Webster, of Elbow, was appointed convention secretary, and Messrs. Warren, Kaldor and Houghton were appointed a resolution committee. The

privileges of the convention were extended to visitors on the motion of Messrs. Warren and Miller. The secretary was appointed a credential committee.

The chairman, Mr. Beesley, in his address gave a summary of the work of the association during the past year and predicted a greater future.

Several delegates gave reports of conditions and progress in their various districts, and these were generally in an optimistic tone.

Mr. Johnston, of Moose Jaw, outlined the changes in the boundaries of the various districts, and this was approved, subject to the suggestion that the numbering give some hint as to the geographical relation of the districts to each other.

At the evening session, G. L. Keeling, representing the town, extended a hearty welcome to the visitors.

An address was given by Mrs. Haight of Keeler on the methods of organization of the Women's Section of the Association.

The following resolutions were adopted:

That we reiterate our oft-repeated demand for free wheat.

That we regret the under representation of the West in the Dominion House.

Resolved, that we favor the extending of the franchise to women.

Resolved that we re-affirm our stand on Direct Legislation.

Supplementary Hail Insurance

Considerable discussion took place regarding grievances in connection with the doings of the Hail Insurance Commission, and the following resolution was endorsed: That we recommend to the provincial government to empower the Hail Insurance Commission to devise a system of supplementary insurance in those municipalities not under the act, also to empower the commission to increase the indemnity at their discretion, instead of lowering the assessment.

An adjournment was made until Jan. 14, at 9.30.

Mr. Johnston, District Director No. 4, outlined in a clear and concise manner the various methods proposed by Central for financing trading operations, and a resolution was passed endorsing the system proposed.

It was resolved that one of the most effective means of dealing with the gopher trouble would be increased payment for covering vacant lands.

Mrs. Haight spoke of the aims and desires of the Women's Section, and laid special stress on the weakness of our rural schools. Her remarks evoked considerable discussion.

Care of Soldiers

Resolutions were carried as follows: That as the care of soldiers and dependents should rest with the state, therefore, the requisite funds should be raised by equitable taxation.

That we urge the strict enforcement of the act regarding noxious weeds. That all resolutions to be submitted to the Provincial Convention be first passed thru the District Convention, except in case of emergency.

A resolution that the representation be decreased to one delegate to twenty-five members, was defeated.

It was also resolved that legislation be enacted empowering municipalities to double their hail insurance at the same rate as at present.

That we petition the provincial government to submit a referendum on prohibition, as in Alberta, at the earliest possible date.

That we express disapproval at the injustice of the present arrangement of rural school districts, whereby so many are more distant from their own than from a neighboring school.

That this convention extends its thanks to the school board and others who helped to make the convention a success.

Secretary Robt. Webster was untiring in his efforts for the comfort of those attending the Convention.

FREE!



This exquisite "Thoughts for Daily Meditation" Colored Art Wall Calendar, 10 1/2 x 15 1/2 inches (Price 25c) will be sent you absolutely free, if you will send us a list of 25 names and addresses of people who read good literature. The names must be genuine, only one to a household, and residents of Western Canada. To each of these we will mail our new Book Catalogues. Rush in your list to

Russell, Lang & Co. Ltd.
Largest Distributors of Books in Western Canada
SOMERSET BLDG., WINNIPEG

MONEY To Loan

on Improved City and Farm Property at current interest rates. Direct applications from borrowers accepted. Agents wanted at places where not represented.

NETHERLANDS Mortgage Co. of Canada
Electric Railway Chambers, WINNIPEG

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

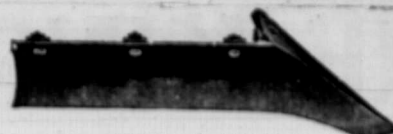
Dominion Express Money Orders

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



Reduced Prices - Order Now

12-in.	13 and 14-in.	15 and 16-in.	18-in.
\$1.80	\$2.00	\$2.25	\$2.50

F.O.B. WINNIPEG


This is the lowest price in Canada on plow shares and you can save money by sending in your order for shares AT ONCE. We will not guarantee these prices for any length of time, but you will be money ahead by sending us your order TODAY. Give make of plow, size wanted and number stamped on back of old share. Orders shipped same day as received.

The John F. McGee Co.
"The Reliable House"
74 HENRY AVE. E. WINNIPEG, MAN.

A-Ranch Clydesdale Stallions

For immediate sale "Night Honor" (18786), three years old, weight 1,600 pounds. This horse is a half brother to the championship colt at Calgary Fair last spring. Also good two-year-old off the same mare, and another three-year-old colt from imported sire and dam. These stallions are of the best Clydesdale blood to be found, with clean flat bone and silky hair—"The kind that wins and the kind that sells." For prices apply—

WILLIAM S. MCKINNON, OLDS, ALTA.



This Is The Genuine Kill-Em-Quick Gopher Poison

SO DECREED BY KING'S BENCH DECISION.

The same old name—The same old package
The same fluffy, white powder
The same certain death

It never fails to kill. Gophers are attracted by its odor and hunt for it. They like its sweet taste. The tiniest particle kills instantly. SAFEST—no danger in handling. EASY TO USE—simply stir into moistened oats or ground feed, then drop into holes or near them. QUICKEST—one application kills all gophers. CHEAPEST—costs 1 cent an acre. GUARANTEED—we return your money, if it fails. Guaranty on every package.

3 sizes, 50c, 75c, \$1.25; enough for 40, 80, 160 acres. Don't be misled, get the genuine Kill-Em-Quick from your druggist. If he can't supply you, we ship direct upon receipt of price. Send for FREE Gopher Book.

KILL-EM-QUICK CO., Ltd.
Successors to Mickelson-Shapiro Co. Dept. B WINNIPEG, CANADA

THE KINGDOM OF GRIEF!

A penny a day from every American will clothe the ragged women and children of Belgium and Northern France.

Think of it; One cent per head from the inhabitants of the United States means a million dollars daily if all of us did our share.

But that would mean calling upon the babe in arms and the cripple on crutches—the slum dweller and the backwoodsman—farmers and villagers and city folk—it would demand an organization, not only to carry the news of Belgium's plight, but to collect funds and do any number of other practically impossible things.

While all America must, in theory, provide for Belgium's destitute, a few Americans will, in actuality, have to do the work.

The burden of relief falls upon the big cities, where concentrated action is possible and where the daily press can bring the condition of these innocent sufferers of a World's War constantly to the notice of the community, until every one comprehends their dire straits and the pressing need.

In such instances as these, you, the average man and woman, are all too likely to assume that your co-operation is not vitally required.—that there will be enough assistance rendered without your individual aid, and, contrasting your means with the income of a multitude of richer men, will, in genuine sincerity, figure that a general call for aid is not specially directed at you.

But you probably have not stopped to think that the wealthy have already donated millions for relief, while the need continues and steadily grows more severe.

Don't think of the millions of dollars that have been raised, but think of the three millions in Belgium and

Northern France who are still destitute. Previous contributions seem stupendous until you consider the number of beneficiaries, and then you'll find what a short end the individual gets.

The Commission for Relief in Belgium at no time has been able to allow more than seven cents per day for man, woman, or child. (Imagine how luxuriously you could live upon 50c. a week!) And yet this miserable pittance has been received with great gratitude that you (whose notion of poverty has never included even the idea of a week of existence without shelter or provision) cannot possibly imagine.

Get this picture fixed in your mind and dwell upon it; whole communities, including families which fifteen months ago were dwelling in opulence, are without money, without clothes (except the horrible rags in which they stand) and without hope of survival, except through the prompt aid of America.

No other country can undertake the tremendous task. The aged, the children, and the women will perish by the hundreds of thousands if we do not continue to clothe as well as feed them.

You surely don't want it on your conscience that for lack of a few dollars' worth of aid (with which one human being can, in that war mangled kingdom, be kept alive) an old man or a young girl perish for want?

And yet it is not overstating the situation to say that your refusal to aid may mean such a tragedy for at least one person.

There are so many selfish and thoughtless among us—so many who won't or can't be reached, that every man convinced of Belgium's necessities must not only do all that lies within his power, but constitute himself a campaigner and appeal to his friend and acquaintance to do their best for the cause.

CLOTH MUST BE SENT TO MAKE WOMEN'S DRESSES.

CLOTH MUST BE SENT TO MAKE CHILDREN'S CLOTHES.

CLOTH MUST BE SENT TO MAKE MEN'S SUITS.

Here are people who can't help themselves: here is a land in which every family shares the heaviest cross that history knows.

Clothe them—a little bit from every little purse!

Three millions of voices are sobbing for aid—three millions of out-cast old men and women and mothers of children are turning their faces to America in anguish.

Can't your soul hear the call from the Kingdom of Grief?

GIVE—In God's name, and—GIVE NOW.

The Mail Order Business

By Theodore H. Price

EDITOR'S NOTE—The proposal of the Manitoba government to impose a special tax upon mail order houses has directed a great deal of attention to the mail order business. The real question at issue in the attempt of the retail merchants to check the growth of the mail order business is whether or not the latter can and does give real and economic service to the community. This article, which is taken from *The Outlook*, of New York, one of the leading magazines of the United States, is a valuable contribution to the controversy. It shows how the retail merchant may himself profit by the mail order system and use it to build up his own business and improve his own service to the community in which he lives.

A retail store, or shop, as the English call it, that was visited in a single morning by 93,000 customers, each of whom spent an average of \$7.43, or a total of \$690,900 in cash, is doubtless as inconceivable to most people as it was to me before I saw it.

An organization which could handle that many orders and a stock out of which they could be instantly filled, so that the majority of them were packed and shipped before nightfall, is almost unthinkable to anyone who has had any experience of the infinitude of detail connected with a retail business, and especially with a retail business that undertakes to sell everything from a paper of pins to a grand piano, or from a garden rake to a mowing machine.

Yet this is what the mail order business in the United States not only aspires to be but is, and not the least of its benefits is that it has given a new distinction to shopkeeping and raised business to the dignity of a science.

By force of a curious tradition of society, the retail merchant in America was for many years denied the social recognition given to the wholesale dealer, and the professional man or scholar took precedence over both.

This was probably an inheritance from Europe, where a land-owning aristocracy patronized letters and made "trade" unfashionable; but it is also attributable to the idea that shrewd bargaining was necessary to success in trade, especially the retail trade, and that this bargaining implied practices that were unworthy of a gentleman because they were essentially deceitful.

Honesty the Best Policy

The legal doctrine of caveat emptor, "let the buyer beware," seemed to recognize the right of the seller to misrepresent his goods, and the old story of the devout Yankee grocer who enjoined his clerk "to come to prayers after you have sanded the sugar and watered the molasses" is another expression of the theory that dishonesty was to be expected of the commercial classes.

The successful mail order business is the direct negation of this theory, for exact and truthful representation is its corner-stone, and the complete confidence of the buyer in the absolute honesty of the seller is indispensable to its stability.

But honesty and mutual confidence are not all that is required to make a mail order business successful. There must be the scientific skill that is shown in a large and nicely balanced organization, the knowledge and ability to buy or manufacture so that goods can be sold at a fair price, the willingness to accept small profits, and, most important of all a breadth of vision that recognizes that the permanency of any economic institution is directly dependent upon the reality and value of the economic service rendered.

It is for these reasons that the business of selling by mail has immensely advanced the ethical standards of trade and the science of commercial distribution in the United States.

The growth of the business was necessarily slow at the start because the goods are sold on description and paid for before the buyer sees them.

Selling by Catalog

To secure trade on these conditions, it was first necessary to educate people to visualize an article from a description or picture, and then to believe in the honesty of the representations made and the willingness and ability of the seller to live up to the guarantee given. Any one who has had experience in learning to read a plan or blueprint or in forming a mental conception from written words will realize how difficult it has been to accustom

those who were used to buying after actual inspection of the thing bought to make their choice from a catalog. Even after this had been accomplished and the public imagination had been trained to select from the printed page rather than the counter, the slow-growing plant of confidence had to be brought to full fruition, and this was the work of years.

Within the last decade, however, the business of selling by mail has found itself and has now reached proportions that entitle it to be considered as one of the most robust and promising youngsters in the Big Business household of the country.

Strictly speaking, the term "mail order" is a misnomer except as applied to the distribution of catalogs and the method by which the goods are ordered. Many people have the idea that the mail order business is one in which the goods are both bought and shipped by mail, but, as a matter of fact, most of the things sold are shipped as freight; and while the establishment of the parcel post has made it possible to forward the lighter articles by mail, the great bulk of the traffic still goes in freight cars.

Wholesale and Retail

Many of the department stores and some of the wholesale houses who usually sell thru salesmen or on sample do more or less business by mail, but the strictly mail order concerns are comparatively few in number, and most of them are now well known to the public.

They may be divided into two classes:

1. Those who do a retail business and sell directly to the consumer.
2. Those who do a wholesale business only and sell exclusively to retailers who deal with the consumer.

A fairly well-informed guess at the total business thus transacted from catalog would put it at about \$300,000,000 a year, which does not include the mail order sales made by the concerns whose trade is mainly in goods that are visually offered.

I hesitate to go into the details or figures that have been so frankly and courteously furnished me by the heads of the various mail order establishments whom it has been my privilege to meet. To do so might suggest invidious comparisons or lead me into a seeming violation of confidence.

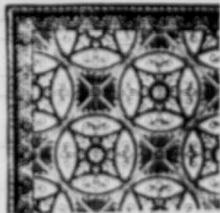
There is a wealth of commercial romance in the early history of the business, and the men who now direct and control it are in most cases distinguished for their public spirit and philanthropy, tho whether they are public-spirited because they are in the mail order business or in the mail order business because they are public-spirited is difficult to determine, for I have come to believe that public service and the economical distribution of the things that society requires are closely related.

In every case the business has been developed from a very small beginning by men who had the imagination to see its possibilities and the courage to believe in themselves and their fellow-men.

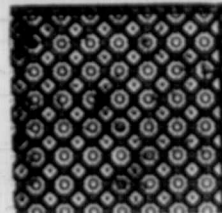
The Merchants' Opposition

At first they were ridiculed for entertaining the idea that merchandise could be sold "sight unseen;" then they were told that the women, who do most of the retail buying in America, would not forego the pleasurable excitement of shopping; and finally, when they commenced to succeed, they were attacked because it was alleged that they were ruining the "home merchant" by underselling him. This last

MAKE YOUR CHOICE



Ceiling No. 1



Ceiling No. 2

TWO NEAT DESIGNS OF "METALLIC" CEILINGS FOR A FARM HOME AT A LOW PRICE

WE WILL SEND FREE BOOK SHOWING MANY MORE DESIGNS FOR BOTH CEILING AND WALLS UPON REQUEST

They can't crack or fall off like plaster and will out-last the house. Easily kept clean—just wash them down! They always look fresh and good! Beautiful designs for any style of room, for a new house or to fix up the old home. The working plan we send makes laying easy.

WE MUST HAVE SIZES TO QUOTE PRICES. PLEASE SEND THEM

THE METALLIC ROOFING CO. LIMITED

Manufacturers, 797 NOTRE DAME AVENUE, WINNIPEG

Did you ever figure how much money you could save if you had a

"Waterloo Boy" Gas Engine



to do the work on your farm? Hitch it to one of our pump jacks and it will pump more water than the best of hired men and cheaper too. It will cut more wood in one day than you need for 12 months. It will grind your feed, run the cream separator and churn, and as soon as the wheel stops turning the engine ceases.

One of your neighbors has one. Ask him if he would part with it. We handle "Waterloo Boy" Engines from 1 1/2 H.P. to 12 H.P. Price is determined according to H.P. It can be adapted to run on Kerosene. Write and tell us what engine you require and we will be pleased to quote you. We also handle Grain Grinders, Cordwood and Pole Saws, Electric Lighting Machinery, Hand and Power Washing Machines, Grain Elevators, Pump Jacks, Small Threshing Machinery, Engine Gang Plows, Belting and Threshers' Supplies.

ASK US ABOUT THE "WATERLOO BOY" ONE MAN KEROSENE TRACTOR

THE GASOLINE ENGINE & SUPPLY CO. LTD. 104 Princess Street WINNIPEG, MAN.

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



We Prepay the Freight To Your Station

On Orders of 25 Shares or More

Guaranteed Plow Shares

Any Defective Shares Replaced



Fitted and Bolted

Give Size and Number on Back of Old Share and Name of Plow

OUR DELIVERED PRICES FREIGHT PREPAID TO ANY STATION IN SASKATCHEWAN

Orders for 75 Shares or more—	Orders for 25 Shares and less than 75—
12 in. \$2.06	12 in. \$2.10
14 in. 2.30	14 in. 2.35
16 in. 2.60	16 in. 2.65

OUR DELIVERED PRICES FREIGHT PREPAID TO ANY STATION IN ALBERTA

Orders for 75 Shares or more—	Orders for 25 Shares and less than 75—
12 in. \$2.10	12 in. \$2.15
14 in. 2.35	14 in. 2.40
16 in. 2.65	16 in. 2.70

Write for our Hardware and Grocery Catalogues. F.O.B. SWIFT CURRENT, SASK. Write for our Delivered Prices on Cedar Fence Posts.



Quick, March!

—to the nearest Columbia dealer's, to hear these two heart-stirring battle songs

—full of the thrill and swing of victory. Sung on a Columbia Record—as they have never been rendered before.

“We'll Never Let the Old Flag Fall” and “Good Luck to the Boys of the Allies”

Sung by a splendid Canadian artist, Mr. Herbert Stuart with wonderful fire, feeling and swing. Quartette and orchestra accompaniment, with drum and bugle effects. This Columbia Record provides two magnificent recruiting songs. Hear it and learn the words and air. No. R2300, price **85c**

Your nearest Columbia dealer is waiting to play it for you. He has a full Columbia list of Records for you too.

Columbia Graphophone Company
Canadian Factory Headquarters—365-7 Sorauren Avenue, Toronto, Ont.

Columbia

WISCONSIN INCUBATOR AND BROODER BOTH FOR \$13.90

130 Egg INCUBATOR
130 Chick Brooder
BOTH FOR \$13.90 freight and Duty PAID

If ordered together we send both machines for only \$13.90 and we pay all freight and duty charges to any R. R. station in Canada. We have branch warehouses in Winnipeg, Minn. and Toronto, Ont. Orders shipped from nearest warehouse to your R. R. station. Hot water, double walls, dead air space between, double glass doors, copper tanks and boilers, self-regulating. Nursery under egg tray. Especially adapted to Canadian climate. Incubator and brooder shipped complete with thermometers, lamps, egg testers—ready to use when you get them. Ten year guarantee—30 days trial. Incubators finished in natural colors showing the high grade California Redwood lumber used—not painted to cover inferior materials. If you will compare our machines with others, we feel sure of your order. Don't buy until you do this—you'll save money—it pays to investigate before you buy. Remember our price of \$13.90 is for both Incubator and Brooder and includes freight and duty charges. Send for FREE catalog today, or send in your order and save time.

WISCONSIN INCUBATOR CO. Box 238, RACINE, WISCONSIN, U. S. A.

Write Us Today—Don't Delay

criticism need not be seriously considered. It is one that is always directed at any machine or organization that adds to human wealth or comfort by saving labor or increasing economic efficiency.

The first power looms were wrecked by the hand weavers of Lancashire because the men thought the labor saved would be unemployed; but an increased demand for the cheaper cloth soon provided work for twice the number of hands previously required. The use of the sewing-machine was opposed because the seamstresses maintained that it would deprive them of their livelihood; but their fears were baseless. And the opposition to the mail order business is just as unfounded and unwarranted. The truth is that any device which reduces the cost of things men consume must add to the wealth of the community; and while it may result in the temporary displacement of some one class, it is ultimately to the

advantage of all because it reduces the cost of living and adds to the comfort of existence.

Wasteful Methods

Few indeed realize the extent to which the cost of living in this country is increased by the expense incidental to the distribution of goods under the older methods in vogue.

These methods used to involve the employment of three intermediaries. The manufacturer sold to the wholesaler, the wholesaler to the jobber, and the jobber to the retailer. While the jobber still survives in some lines of business, he has absorbed the functions of the wholesaler in most. For the purposes of this article, therefore, the words jobber and wholesaler may be regarded as interchangeable terms; both buy from the manufacturer and sell to the retailer; and the expense of distributing goods thru other than mail order houses nowadays may be

roughly estimated as follows, the basis being an article of merchandise sold by the manufacturer at one dollar:

Cost to wholesaler or jobber	.. \$1.00
Net profit to wholesaler or jobber, 5 per cent. on cost	.. .05
Expenses of wholesaler or jobber, 15 per cent. on selling price	.. .18 .23
Cost to retailer \$1.23
Net profit to retailer, 10 per cent. on cost12
Expenses of retailer, 23 per cent. on selling price	.. .40 .52
Cost to consumer \$1.75

These figures are, of course, more or less guesswork, but they are submitted after consultation with a number of wholesalers, jobbers, and retailers who agree that they are fairly representative of the average of collective experi-

ence—thruout the entire distributive trade of the country.

In the case of staple merchandise, such, for instance, as shirtings or canned tomatoes, the percentage of profit allowed is perhaps too high, but it is far less than must be calculated upon perishable goods or luxuries, the demand for which is fickle or occasional. In a department store where the goods are sold on credit and delivered free at distant points "on approval" the percentage of expense greatly exceeds the allowance made.

The cost of shipping twice over the same route is another addition to the expense of distribution that is not considered. Thus a wholesale merchant in Boston may sell cotton goods to a jobber in Chicago, who will in turn distribute them to retail dealers in Indiana and Ohio at the very places thru which they traveled in going from Boston to Chicago.

This may be in a measure offset by the difference in freight rate on the longer haul and the economy of "car lot" shipments; but as against any saving in these items there are to be put the terminal charges and cost of re-handling at the place of secondary distribution.

The Cost of Middlemen

The foregoing figures indicate that the consuming public in the United States pays about 75 per cent. over the manufacturer's price, on the average, for most of the things bought. If this is so and the retail trade of the country averages only \$200 per capita, which is a minimum, it aggregates twenty billion dollars, three-sevenths of which, or say, eight and one-half billions, is the cost and profit of distribution, not including freight.

From the data furnished me I am led to conclude that the consumer who buys thru an honest and well-managed retail mail order house saves about one-half of these costs and gets his goods at thirty-seven per cent., instead of seventy-five per cent. over the manufacturer's prices.

The calculation is as follows:

Cost to retail mail order house \$1.00
Net profit to mail order house, 10 per cent. on cost10
Expense of mail order house, 20 per cent. on selling price27 .37

Cost to consumer \$1.37 as compared with \$1.75 if bought thru the local retailer.

It is true that those who buy from the mail order concern must pay freight, expressage, or parcel postage on their purchases, whereas they would be delivered free by the local retailer; but the cost of this delivery, plus the freight paid must be included in the price charged. Moreover, the local retailer dealer is rarely a manufacturer, whereas some of the largest mail order establishments are also manufacturers on a large scale and are able to share the manufacturer's profit with their customers.

One of the large mail order concerns has shoe sales of approximately \$12,000,000 annually, and the greater part of this product is manufactured in its own factories.

All of them, both wholesale and retail, manufacture many of the goods they sell or are financially interested in the factories from which they buy, and the economies thus effected run into the millions.

The Wholesale Mail Order

The wholesale mail order house does business chiefly with the smaller retailer, who would otherwise have to be reached by traveling salesmen or put himself to the expense of "coming to town" to buy in person.

There are but two wholesale mail order concerns of the first magnitude in the United States, and their remarkable success seems to be largely due—

First, to the elimination of the "drummer" and his expense account;

Second, to the comprehensive and miscellaneous line of goods they catalog and the volume of trade they are thus enabled to do.

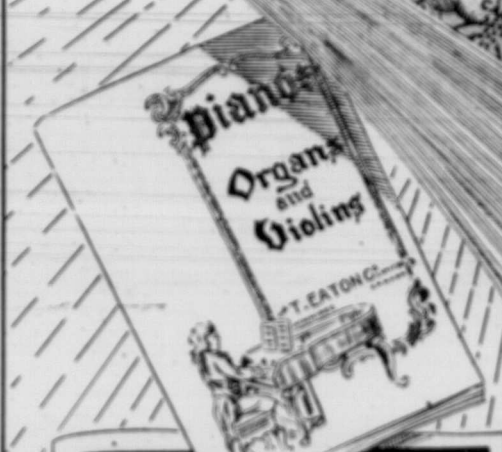
They are both manufacturers on a

WRITE TO-DAY DO NOT DELAY

EATON'S NEW BUYING GUIDES

FREE

A BIG BOOK OF PERSONAL AND GENERAL NEEDS AND SEVERAL SPECIAL BOOKLETS COVERING IMPORTANT LINES



WRITE FOR ANY OF THESE YOU WANT.

SEND IN YOUR NAME AND ADDRESS AND STATE CATALOGUES IN WHICH YOU ARE INTERESTED. WE WILL SEND THEM FREE BY RETURN MAIL.

THE T. EATON CO LIMITED
WINNIPEG CANADA

Free Distribution of Trees

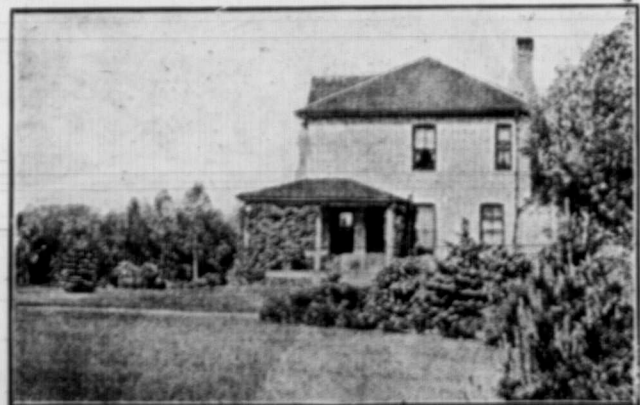
By the Government of Canada

Over 4,000,000 Will Go Out This Spring



Superintendent's Residence, Nursery Station at Indian Head, 1905

MAKE
YOUR
FARM
A REAL
HOME
BY
PLANTING
TREES



Same Place in 1914

ANY FARMER living in Manitoba, Saskatchewan or Alberta can procure, FREE OF CHARGE, enough seedlings and cuttings of hardy forest trees to establish a good shelter-belt round his farm buildings and garden. Thousands of successful plantations have been established as a result of this distribution.

Already over 27,000,000 trees have been given away FREE.

Over 4,000,000 will go out this spring.

ALL APPLICATIONS for trees to plant in 1917 must be received BEFORE March 1st, 1916.

A limited number of EVERGREENS is available for delivery this coming spring under special conditions.

All Applications and Inquiries should be Addressed to

Norman M. Ross, Nursery Station, Indian Head, Sask.

Write For Bulletins on Tree Planting

large scale; but disregarding the profits earned in this way, we may compare their business with that of the wholesaler selling thru traveling salesmen as follows:

Cost to wholesale mail order house	\$1.00
Net profit to wholesale mail order house, 5 per cent. on cost05
Expenses of wholesale mail order house, 10 per cent. on selling price11 .16
Cost to retailer	\$1.16

as compared with \$1.23, cost to retailer under the older method. The saving to the retailer who deals with the wholesale mail order house, is however, greater than these figures would indicate.

The small dealer who buys of the wholesale mail order house can, for instance, turn over his capital more frequently than if he buys from traveling salesmen two or three times a year. He can order from a catalog as frequently as necessary, and instead of keeping a large stock that may become shopworn, can have a smaller one that is fresh and well assorted. He is, moreover, less subject to loss thru a change in fashion, and can supply any sudden demand promptly by telegraph. These are all important considerations to the small dealer or the merchant who carries a "variety" stock.

The catalog of one wholesale mail order concern contains over twelve thousand items to retail at five and ten cents each in addition to the list of staple goods.

To be able to select from such an assortment as this and to buy only as the goods are needed is a greater advantage to the proprietor of the "variety store" than would be inferred from a superficial study of the figures submitted.

A Wonderful Organization

The organization of the great mail order houses where from fifty to one hundred thousand letters are received each day and as many orders filled and

shipped is a wonderful thing to see. The letters are opened by machinery, the remittances grouped and added mechanically, the letters and packages move from room to room over endless belts or thru gravity chutes. The stock-rooms cover acres of floor space, and the goods are assembled and packed with an accuracy and speed that are remarkable. In one establishment messenger girls on rubber-tired roller-skates move swiftly and noiselessly carrying messages from one department to another, and in all of them there is a branch post-office where government employees make up the enormous mail that has to be handled, an express office for the express matter, and a freight house where the goods are loaded directly into the railway cars.

The detail of the business is enormous and great speed and efficiency are necessary that it may be promptly and economically handled. In the retail houses the names of from four to six million customers are contained in a card index that is, so to speak, the very heart of the business, and this card index is being continually corrected and kept up to date.

It shows what the customer has bought from the beginning, whether he is the head of the family—and sometimes the other members of the family—how long he has lived at the address given, and any other information obtainable that is of value in dealing with him. To this list, which is carefully guarded, the wonderful catalogs that describe the goods offered are sent out by mail. A description of these catalogs is beyond my power and is unnecessary, for most people have seen them. They contain from 1,000 to 1,500 pages of closely printed matter which describes the thousands of articles offered for sale.

Elaborate instructions for self-measurement and transmission of orders are given, and every effort is made to diminish the difficulty of buying by mail.

To produce these catalogs, which are sent out twice a year, elaborate printing departments are maintained and kept constantly busy.

Catalogs Costly

The catalogs cost from sixty to eighty cents each and another ten or twelve cents to mail. As from eight to ten million copies a year are distributed by the larger establishments, the outlay is enormous and is the chief item of expense connected with the business. In most establishments one catalog will be sent to any person writing for it, but additional copies are sent only to those who have become customers, for it does not pay to supply catalogs regularly to those whose purchases are less than \$10 or \$12 a year.

All these features of the business are supremely interesting, but they are of subordinate importance in comparison with the reduction in the cost of living which it has made possible for those who choose to patronize it.

Thus far the facilities offered are used chiefly by the agricultural classes who live on the farms or in the smaller towns. Few of those who reside in the larger cities have as yet learned to resist the lure of the shop window or the pleasurable excitement of "shopping."

Altho the last census showed that 53.7 per cent. of the population of the United States lived in the country or in towns of less than 2,500 inhabitants, it is probable that a large portion of the rural population still prefers to "go to town" to do its shopping.

The farmer goes to the village. Those who live in the village go to the nearest large city, and the residents of the smaller cities make one or two pilgrimages a year to New York or Chicago to buy what they think they cannot obtain at home.

It results that probably two-thirds of the money spent by consumers in the United States goes into the tills of the retail dealers in the more important cities.

As there were in 1910 only 229 cities in the United States with a population of 25,000 or over, it is plain that the home merchant in the small town suffers more from the competition of his fellow-merchant in the regional metropolis than from the "price-cutting"

that is laid at the door of the "catalog concerns."

The Shopping Habit

It is also plain that the high cost of living in the United States is due not only to the expense of distribution by this method but to the waste of the buyer's time and energy which it entails. It may be useless to inveigh against the American habit of "shopping," but it certainly increases the breadwinner's burden enormously. The car-fares spent, the shoe leather worn out, the clothes that are torn and soiled, and, worst of all, the time and energy that are frittered away by the millions of women who are to be seen every day going from shop to shop in our larger cities is depressing to contemplate.

Reduced to a money equivalent, it would represent an enormous sum, to say nothing of the envy and unhappiness it brings to those who look longingly at things they cannot buy or the extravagance it induces in those who buy what they should not afford.

When I asked the head of one great mail order establishment why he had made no attempt to capture at least a small share of this great city business, he replied that it was impossible to educate those who can get to a shop in a street car up to the mental effort of buying from a catalog.

He said that it seemed so much easier to spend a morning in picking over a stock of goods and buying something that was sent home in the evening than to spend fifteen minutes in selecting the things needed from a catalog, that he has despaired of ever changing the habits of the American people in this respect.

Doubtless he knows his business, but I am optimistic enough to believe that he has underestimated the willingness of our American women to learn methods of economic efficiency.

Feminine Extravagance

It is a weakness of American men to encourage feminine extravagance. When they can afford it, they are

Continued on Page 47

HOW I RAISE STRONG CHICKS
(Second Prize Article)

The first thing to be sure of when you are thinking of running an incubator is to get a supply of good eggs. I use my own eggs, and about one week before I wish to set my incubator, I pick out all the nice smooth-shelled, even-sized eggs, and put them in an egg-crate. Each day, as I put more in, I turn the crate upside down and I keep them in a cool place. A day or so before I set my incubator I give it a good washing out with soap and water, in which is put a few drops of carbolic acid. I also put a new cloth in the nursery tray so that it will be nice and warm for the wee chicks. After that I clean the lamp and put in a new wick. After seeing that the incubator is perfectly level I light the lamp and watch it closely until I have got it adjusted so that it will hold the temperature even at 103 deg. F. It is best to have the incubator in a room where the temperature can be kept pretty much the same day and night, or else there is likely to be too much variation of the heat in the incubator. When I have everything perfectly adjusted I put in my eggs and do not touch them again until the fourth day, when I commence turning them twice a day, until the twentieth day. I turn them by putting an extra tray on top of the one with the eggs in and turn it over. Be sure that you do not leave the door of the incubator open when you are turning the eggs. I let the eggs cool a little every day, gradually increasing the time until it has reached 10 minutes, but it is best to use your own judgment as it is not advisable to let the eggs get cold, as they might do if the cooling is done for long in a very cold room. Another very important thing is the lamp trimming. It is best to see that this is done every day at the same time then it will not be forgotten. Most of the incubator lamps only need filling once in 24 hours. I keep the temperature in the incubator at 103 deg. F. for the first two weeks, but the last week I let it go nearer to 104 deg. F. and it does not matter if it goes higher on the day the chicks are hatched.

On the seventh day I test all the eggs with an egg tester and take out all the clear eggs. I do this again on the fourteenth day, when it is possible to tell all the good eggs, as at that time the good eggs will show three-quarters of the egg dark when looked at thru the egg-tester. I always use moisture in the incubator. Usually about the seventh day I put in a tray of sand on the nursery floor, and keep it wet all the time.

Caring for the Hatch

After turning the eggs on the twentieth day I put a warm wet piece of flannel on the top of the eggs for about twenty minutes, when I then take it off and also take out the tray of sand and see that my thermometer is hanging so that the bulb is even with the top of the eggs. It is better to have it hanging so that the chicks will not knock it down, and after that I do not open the door of the incubators for anything until the hatch is off, because by doing so you would let out a lot of moisture which is specially needed at that time. If one has been careful about keeping a steady heat, especially during the first week, I find it is possible to get an 80 per cent. hatch, and it is a pleasure to see the strong chicks scrambling out of their shells. Do not put the incubator where it will be in a draught, and be sure to see that the lamp does not smoke, because if you get everything smoked up, it is impossible to keep an even temperature.

When the chicks are all size and dry and fluffy I take them out and put them in the brooder, looking at them occasionally to see that they are good and warm, and that none of them have got separated from the bunch, where they are likely to get chilled. I do not feed them for 26 hours, and then I give them a feed of hard boiled eggs and bread crumbs mixed together, without any added moisture. I give them as well some rolled, dried eggshells for grit. After they have had a feed I give them a drink of water, but see that they do not get too much for the first time, and also see that they cannot get into the water to get wet. I do not let them

stay out of the brooder very long, as they easily get chilled. I feed them six times a day, always putting them back in the brooder when fed. After the first three days I change their food to dry rolled oats, until they are able to eat cracked wheat, and I also cut up tender grass for them to eat. I find my chicks do fine when I give them sweet skim milk to drink. It is best to have the brooder in a room or the chicks would get chilled when feeding, and would not stay out to get a feed. I use a fireless brooder and am able to raise strong, fast-growing chicks. When my chicks are old enough I put fifty in an A-shaped colony house, feeding them a mixture of bran, shorts, corn meal, fine ground oats, and oilcake meal, which I put in a self-feeding hopper. I only have to fill it about once a week. In addition to this, if it can be got, give them all the skim milk they can drink.—G. H. L. Alta.

TO MARKET EGGS CO-OPERATIVELY

Canada this year is enjoying a most unique position in respect to her poultry industry. Statistics indicate that for the season now concluding large quantities of eggs have been produced in excess of domestic needs. For a number of years Canada, the essentially an agricultural country had to import many thousand dozen eggs to supply the home market. The industry, however, has been undergoing rapid development and this year there is a reversal of such conditions. Our exports of eggs for the past season of navigation which closed on November 27 last, were 8,396,100 dozen. These supplies have gone almost entirely to Great Britain. Such has been possible chiefly on account of many of the usual sources of Britain's supplies having been shut off by the war.

Unfortunately Western Canadian eggs have not figured prominently, if at all, in this export trade. The simple truth is, they have not been good enough. Eastern agents have been west to purchase supplies for export, but in most cases they have returned disappointed. In some instances lots were purchased to go east, but only to release eastern stock for the export trade. This is a regrettable reflection upon the methods of Western producers and handlers of this extremely perishable commodity, and it is this problem that is occupying the attention of the Poultry Divisions of both the Provincial and the Dominion departments of Agriculture at this time.

A co-operative system of marketing is being suggested, such as that now found in successful operation in Denmark, Sweden, Ireland, England and in many parts of Eastern Canada, and in fact, in a few odd points in the West, notably Ninette, Man., and Lloydminster, Sask. One feature of this system is that the product of each producer is paid for on quality basis. The old custom of allowing so much per dozen regardless of quality is unfair to the producers of good eggs, fosters carelessness, and in a large measure is responsible for the tremendous waste thru loss from stale and bad eggs which the trade now sustains. This system is to be replaced by one which will involve a proper examination of the product as it is presented for market. The eggs are to be candled and graded and remittances made on a graded basis, thus encouraging in a practical way the best methods of production and the exercise of care in the handling of this most highly profitable farm product. Further information concerning this movement will be readily supplied by M. C. Herzer, Poultry Department, Agricultural College, Winnipeg, or R. J. Allen, Dominion Poultry Representative, 44 Hargrave street, Winnipeg.

The Manitoba Department of Agriculture in its latest crop report states: The gradual breaking up of the upland hay areas and the drying up of lower hay lands is responsible for a substantial increase in the total area sown to tame grasses. Our crop reports indicate that western rye grass and bromo grass are best meeting the needs of the livestock farmers of the province, bromo being particularly reliable as a pasture grass. Timothy is not rapidly increasing in favor in this province.



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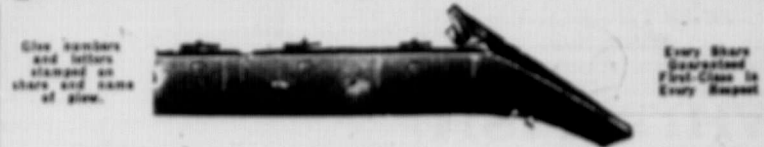
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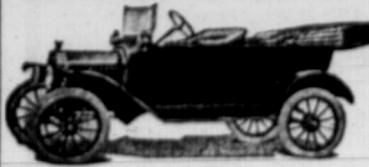
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Everyone securing ten or more new subscribers will be given a cash prize. Write today for subscription blanks. Special \$50 Cash Prize to subscriber sending in the largest amount of subscription money before March 1st.

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This delightful little book of 12 pages describes the early spring fashions with illustrations and prices. It is really a catalogue of the season's newest designs in Ladies' Suits, Coats, Dresses, Blouses and Millinery.

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The Case for the Automobile

By A. C. Emmett

The development of the popular priced automobile during the past few years has been so great as to place it within the reach of practically every farmer at a cost only slightly higher than would be paid for a good buggy and a team of driving horses. In 1912, the banks and loan companies were averse to the farmer buying an automobile, and used every means in their power to put a damper on the growing demand amongst the farmers for a car. At the present time this feeling has altogether disappeared, and it is now recognized that an automobile is an extremely valuable asset to the farmer.

There are many reasons why this is so, but the principal ones are probably the very great saving of time effected by the more up-to-date and rapid means of transportation and the value of a car in increasing the pleasures of life and doing away with the somewhat monotonous existence which the farmer's wife and family led before the space-eating automobile solved the question of rapid inter-communication.

If anyone needs a motor car, it is the farmer. He generally lives at a considerable distance from town, and in order to get his supplies he must make at least one or two trips a week between his farm and town. With horses, the greater part of the day was taken up on such a journey, as the horse has a limited rate of speed and distance which he can cover in any one day. With the automobile the situation is entirely different, as, at a pinch, the farmer who is twelve miles distant from town can, with any style of car, make the return journey in less than two hours, including the time necessary for the transaction of his business. From a home investment point of view, the present day low-priced automobile is worth all that is paid for it. As an example of this, let us take the farmer's wife and study the question from her side. A satisfied wife and mother is easily worth \$500 a year more to the farmer than one that is discouraged by the monotonous round of existence generally found in connection with a farm in the early days of its development by the farmer who has started to carve out a home and competence for himself from the broad bosom of mother earth.

Keep the Boy on the Farm

A satisfied boy on a farm is also worth double the amount that a dissatisfied, cynical one would be, and if the automobile will keep him interested it is a very fine return for the amount invested in the purchase of a car. The automobile also creates an interest in machinery in the boy's mind, which is of untold benefit in connection with the other machinery necessary in the operation of the farm. It teaches the boy the use of gasoline and oil engines and opens up a field for the use of a gas engine in connection with plowing and harvesting operations, with father and son as mechanical experts, who can run and attend to their own outfits without the necessity of hiring an engineer, whose wages are a big factor in the annual cost of production.

Many people are, however, so practical that it is necessary to show them the actual dollar saved before they will admit there is any benefit in changing from the old system of transportation to the modern one. To such people it may be pointed out that the automobile returns interest on the investment in a good many ways. For instance, repairs may be needed to some important piece of harvesting machinery due to a breakdown right in the middle of a busy day, laying idle an entire threshing gang until a new part is secured. With an automobile on the farm such a stoppage is limited to one or two hours, or even to no longer than the time that the threshing gang may be taking a noon day rest. With a car the obtaining of supplies may also be done during the time horses are resting at noon, or even before breakfast, thereby saving half a day, which, in the busy season, means the actual saving of many dollars.

The automobile has benefited the entire farming community in another di-

rection that has not been considered in the light that it should have been; and that is the great improvement that has been made on country roads in every direction owing to the advent of the motor car. This has made it possible for the farmer to haul far heavier loads of grain to market with his teams owing to the improved road surface, with less wear and tear on horses and equipment and adding an item to the profit side of the ledger of no inconsiderable amount during the season. Of such value is a good road, that every farmer should see that the stretch adjoining his own homestead is kept in good condition. Less than twenty hours' labor a year, with one man, a team of horses and a split-log drag will accomplish such a result over two miles of road, and if all farmers would realize the financial benefits resulting from the carrying out of such a campaign the roads of Western Canada would soon be in equally as good a condition as those in North Dakota, where this system was inaugurated three or four years ago, and according to the highway officials, has resulted in the saving of thousands of dollars to the agricultural community owing to the lessened cost of transportation.

The farmer who has once owned an automobile would never be without one again, any more than he would be without a riding plow, or the other mechanical tools that have improved the cultivation of the land or the harvesting of the crop. Besides having played an important part in the pleasure side of his life it has also played an intensely practical part in his work. The "Business Farmer" is the man who conducts his farm along the same lines as the business man in town conducts the organization for which he is responsible. He knows the value of an investment, the reasons which prompt him to make it and the return which he expects to get from his investment.

Good Business Proposition

The farmer owning several hundred acres realizes that the automobile is the only vehicle that will allow him to give proper supervision to the work on every part of his large holding and the purchase of a car is therefore a good investment for this reason alone. Automobiles are generally sold for cash, or on very short time notes, so that the purchase of an automobile by a farmer is an indication that it is considered an excellent investment, and one that will amply repay interest on the capital invested. In seeking for reasons to explain the high cost of living, many writers have attributed it to the fact that there is a shortage of labor in harvesting the crops at the proper time, and that on account of such shortage, our food is dear, simply a case of supply and demand. If this theory is correct, any influence which can be brought to bear to keep the boys at home on the farm instead of bringing them up to take positions in the city, or to divert a part of the immigrants to the land, will undoubtedly be of great benefit to the entire community.

In buying an automobile the farmer adds to the pleasure and usefulness of both himself and his family, and therefore to his usefulness to the human race and an increase in his profits.

WANT STORAGE ELEVATOR AT LETHBRIDGE

A petition asking the Dominion government to erect an interior storage elevator at Lethbridge, Alberta, is being signed by a large number of farmers in Southern Alberta. The leaders of the U.F.A. in that part of the province are actively pushing the project, and S. S. Dunham, James Weir, Gilbert Sloan and Paul Madge are all working for the elevator. The farmers on six railway lines are interested, all points between Lethbridge and High River, Brant, Lundbreck, Cardston, Coult's and Pakowski shipping their grain thru Lethbridge. The erection of a storage elevator would enable the farmers to ship and store in safety a great deal of grain that is now at the mercy of the elements, and a big effort will be made to induce the government to provide the

necessary facilities to avoid a repetition of the present blockade.

ANIMAL POISONS

Stockowners are often greatly puzzled to account for the strange disorders and deaths that sometimes take place among their herds. Most of the poisonous plants are becoming well-known, loco weeds, wild parsley and horse tail being easily recognized. Another plant, not so well known, but poisonous in its nature, is St. John's Wort. The strangest thing about this plant is that its poison has no effect on dark-skinned animals, nor even on the black patches of animals with varied coats. Acute inflammation is set up on the white skin, which peels off and is seen hanging in rags while the black remains unchanged. Sheep suffer thru eating this weed. Their ears swell and the eyes are so affected that blindness sometimes follows, and even death. Cattle as well as horses are affected by the poison. The white skin on their noses often cracks and peels off. Exposure to sunlight is necessary to develop the curious symptoms of this disease. If protected by shade an animal quickly recovers. It seems as if the herb sensitizes the skin so that some chemical rays, possibly outside the solar spectrum, set up the inflammation.

The St. John's Wort family is a large one, some two hundred species being found in Canada. Common St. John's Wort (*Hypericum perforatum*) was introduced from Europe. Its medicinal properties have been known since the time of the Romans, and in Italy today it bears a name which means "devil chaser," the plant having the supposed power to cast out evil spirits. A good illustration of this plant will be found in "Farm Weeds of Canada," but a peculiarity of the leaves enables anyone to recognize it. If held up to the light what appear to be a number of minute holes are seen. These are not really holes but oil glands or cells. With the aid of a magnifying glass some of these cells are seen to contain a purple coloring matter, which, on bruising the leaf, stains the fingers a purple color. The same effect is produced by crushing flowers between the fingers. This coloring matter has been named hypericum red and much resembles an aniline dye. This poison has a depressing effect on the beating of the heart, very similar to that produced by the poison found in the fox-glove. The crown of yellow flowers, well supplied with stamens, may be seen in June and July. It should be avoided when making hay for the plant's poisonous properties remain active even after being cut and dried. S. J. Wigley.

MARKET TOPPERS

It is the aim of every livestock farmer to have the buyer say to them, "The top o' the market to you." Experienced feeders achieve it, but rarely beginners.

Pig-club members have topped the market on the first hogs they have raised. These members followed the instructions given them by the pig-club agent stationed in their state. They fed balanced rations, kept the hogs free from lice and worms, and made their hog feeding a business enterprise, and not a venture.

In Oklahoma 73 boys and 1 girl sold their pigs to two Oklahoma City packing houses at top prices, going 35 cents above the top of the market for the day. These hogs averaged ten months of age and 344 pounds in weight. Eleven of them were judged as perfect market type by the buyers, and only one scored below 90. The average dress out was 84 per cent. unchilled.

The champion hog from Kingsher County weighed 440 pounds on the hoof and dressed out 87 per cent unchilled. This 11-month-old barrow was on alfalfa pasture the first four months of his life, and then was fed tankage, corn, kitchen wastes, shorts, and alfalfa the next seven months. He cost 6 cents per pound to produce, including purchase price, feed, and labor, and gave the boy a profit of \$8.90 in addition to the prizes won.

In Kentucky 15 pig-club boys, with hogs averaging a little over 200 pounds, topped the Louisville market for the day by 25 cents a hundredweight.

Pure Bred Poultry—FREE

For Boys and Girls

Baby Chicks Full Grown Birds

Every boy and girl who would like to have a flock of chickens of their very own can get them from The Guide free. There is nothing that will give a boy or girl more delight than watching chickens grow—if they are their own. By feeding and caring for these chickens they will be worth quite a lot of money in the fall and will help to start a bank account. Any boy or girl who gets one of our flocks of chickens will be able to enter their birds in all the poultry club competitions held at the school fairs and will have a splendid chance of capturing the first prize.



WOULD YOU LIKE TO OWN THEM?

Lots of boys and girls would like to have some full grown birds as well as the baby chicks. The Guide has also arranged to give any boy or girl a cockerel and two pullets one year old and to ship them to the nearest express office with all charges paid. With these three birds any boy or girl by feeding them properly and taking good care of them could soon have a dandy flock of chickens that would bring a lot of pocket money and win the best prizes at the school fair or any other poultry show. All these birds are pure bred and will bring high prices. They are worth \$8.00 per set of three, but we have arranged to give them absolutely free to any boy or girl who will do a little work for us. Every boy and girl thinks more of something they have really earned than of something that has been given to them.

Choice of Seven Breeds

The breeds of poultry which may be selected are as follows:—Barded Rocks, White Wyandottes, White Leghorns, Buff Orpingtons, Rosecomb Rhode Island Reds, from good flocks and The Guide guarantees that every boy and girl who gets them will be proud of their baby chicks or their full grown birds. We can ship these baby chicks to any point where there is a daily train service in Alberta, Saskatchewan or Manitoba.

We will ship them by express with all charges paid to the nearest express office where the boy or girl lives. At the same time we will send a letter telling that the chickens are coming so that you can get them at the train and take them home at once. Baby chicks can safely be shipped for 1,500 miles in this way so that they will be sure to be bright and lively and all ready for something to eat when they come to you. These chickens are worth \$3.50 to \$4.00 per dozen, but any bright boy or girl can get them free.

Shipped by Express

For "Grown Ups" Too

While these offers are made specially to the young folks, we do not bar the grown-ups. In fact, this is a splendid opportunity for any person who is planning on a flock of pure bred poultry. Poultry raising is a branch of farm industry which if given proper attention will yield high returns for the amount of money and time expended. There are many farmers' wives in Western Canada who are making a good round sum of money each year by specializing in this particular branch of farm work, and it is not only a profitable enterprise, but a very interesting one.



We know that every boy and girl who likes chickens will be willing to do some work for us to get them. The work we ask is easy and pleasant. You will simply have to collect a few subscriptions to The Guide at \$1.50 a year and send us the money and we will then send you the chickens absolutely free and all charges paid. It is an easy matter to get these subscriptions. We have men and women, boys and girls who get thousands of them for us every year right in their own neighborhood. If you are in earnest sign your name to the coupon and mail it at once. We will then tell you how many subscriptions to get, how to go to work and we will send you the best season of the year to get subscriptions, in the next two months. We will ship the chickens at the most suitable time, but boys and girls who want to enter for these prizes must not delay.

You are not limited to one dozen baby chicks. There is no limit to the number you may earn. If you are willing to work for us you may have a flock of 48 or 60 baby chicks shipped to you at one time.

If you have spare time and are willing to work and would like our chickens mail the coupon today.



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 Please send me full information and supplies as I want to earn some of The Guide's Pure-bred Poultry.
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Ask your dealer Lankford Collars are sold by good dealers everywhere. If unable to purchase locally, write for name of dealer who can supply you. Powers Mfg. Co., Dept. 52 Waterloo, Iowa

"Making Money from Livestock"

is the title of an attractive booklet that The Guide has prepared for distribution. It is of practical interest to owners of pure-bred stock of all kinds. A copy will be sent free on application. Write for yours today. Address: The Grain Growers' Guide - Winnipeg, Man.

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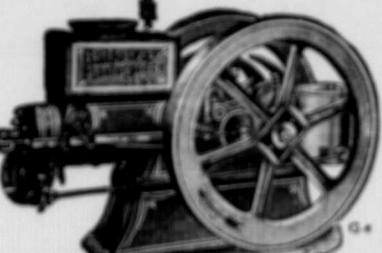
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IT WILL PAY YOU TO INVESTIGATE

We give you more money for your money than any other dealer in the world. We are the only dealer in the world who will give you more money for your money than any other dealer in the world. We are the only dealer in the world who will give you more money for your money than any other dealer in the world.

More Power For Less Money

When you buy a Case Gasoline Engine, you get more power for less money than any other engine in the world. This is because the Case engine is built with more power for less money than any other engine in the world.

Don't Get Fooled

By the kind of talk intended to sell you a light engine, or a heavy engine, or a cheap engine, or a good engine. The only way to get the truth is to see the engine and hear the engine.

WYNLOP BROTHERS, Limited
Dept. 11. Winnipeg, Manitoba

Marquis. Selection No. 68 is an early selection and has ripened for the past four seasons one week earlier than Marquis, but it has one weak point in that it has a weaker straw, and the grain is not so good in color. Some other early strains under test may prove more valuable in this respect. These selections from Marquis are only a few of the outstanding types. There are several others under selection.

Winter Spring Wheats

My winter spring wheats are new sorts originated by selections first made in 1910, and are probably due to an accidental cross. Winter spring is the name I know them under at present as they have the qualities of both spring and winter wheats. The first selection was a single plant and in appearance was nothing like anything I had seen before. This plant was pulled by the roots and the seed was very immature, but was sown in 1911 in a single row, and during that season never got past the leaf stage, indicating its winter wheat character. Excepting a single plant which headed out and ripened the rest of the row went into the winter, but killed out. The seed from the single plant was sown in rows in 1912 and from these several different types sprang—probably over thirty distinct types. A sheaf of this wheat pulled by the roots and tied in two bundles will be noted by reference to photo No. 4.

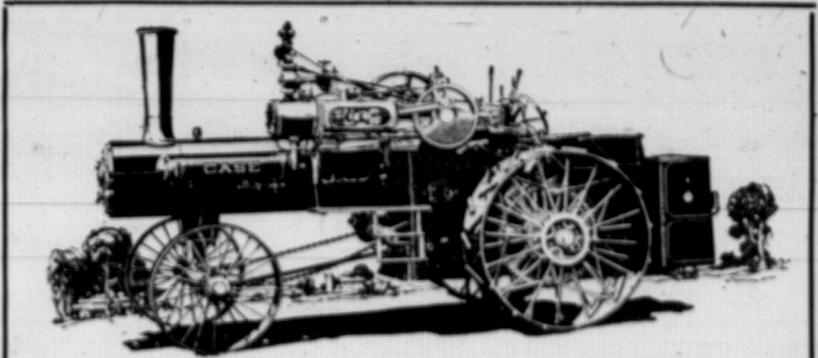
It will be noted that some are taller than others. Selections were made from this lot and arranged according to type and character. These types have stiff erect straws and usually large heads. These selections were sown in 1913 and some were spared by the hail that season. In 1914 during the time of drought some of these showed resistance to drought in the leafy character and large, well filled heads. One type grew this season nearly six feet. In 1915 again during this dry year these wheats made exceptionally good growth, selection No. 1 again growing 6 feet, with very large well-filled heads. Some of these selections were grown as winter wheat and seed taken from some seeded in the spring of 1914, which matured and were sown that season in the fall, came thru satisfactorily and matured good grain in 1915. They differ from other winter wheats as they grow on stiff straws and are erect in head and straw.

Winter Wheat

In the fall of 1908 I sowed a small plot of Turkey Red Wheat. This plot killed out excepting a few stray plants. To fill up the blank space alfalfa seed was sown broadcast and disced in and was clipped twice that season. The alfalfa was cut each season and the wheat plants were noticed. In the summer of 1912, continual rains prevented cutting the alfalfa and these plants coming into head were allowed to mature for seed, as, this being the survival of the fittest, the seed might prove of some value. These plants were harvested by hand and the seed sown that fall. One plant was of a bald character and was sown in a separate row. In 1913 hail destroyed some of this plot, but sufficient seed was saved. The bald selection broke up into bearded forms and selection was made of each kind and seeded down in larger plots in 1914. While there was still a percentage of bearded forms in the plot of the bald form there was less than the previous season. Selections sown in the fall of 1914 came thru satisfactorily. The bearded lot remained constant each season without any breaking up of the type. Beside these there are selections of the Turkey Red wheat still being grown. From some of these selections a hardy strain may be found suitable to our conditions.

Barley Selection

Canadian Thorpe barley is a very desirable sort. Selections were made a few years ago for a stiffer strawed strain as barley sown on rich soil or summer fallow usually lies down in heavy crops, making the harvesting difficult, with loss of grain. Special selections were made to improve it in this respect and each season has proven that they are much stronger in straw and have not laid down since first selected. In 1915 a half acre hand selected and plot of this selection gave



Where Steam is Needed

With the first signs of a demand by the buying public for the gas tractor, many manufacturers seemed to forget their steam tractors. *Not so with Case.* We are keeping our steam tractors right up to the minute, at the same time that we are manufacturing a full line of gas tractors. It is our policy to strive to improve and refine our steam tractors, just as we have in the past.

Our belief is that steam in certain localities is and always will be the most efficient power. In the steam field, Case has always led. In one contest after another Case steam engines have won first place. For years they have established the standards sought by others. So far as economy and efficiency are concerned, our tractors hold unbeaten records. Successful owners everywhere prove this statement by their own operations.

Superiority Acknowledged

Case has been serving farmers successfully for over 74 years. Back of every machine bearing their trademark is experience in design and manufacture. All over the world the name "Case" is known. There is always a nearby Case branch house. This assures service.

Some Important Facts

Case steam tractors are very simple. They are planned with a most generous sized fire-box, and the space before it to permit of freedom in firing and operating. The working parts, too, are in full view and within easy reach. We know of no tractor so thoughtfully built for the operator's convenience and efficiency.



The Sign of Mechanical Excellence the World Over

1. **Simplicity:** As illustrated by the fact that we build the single engine type only.
2. **Stability:** As shown by the fact that our boilers are built so well that they meet the law requirements of practically every country in the world. This means that anyone can use his Case Steam Engine anywhere.
3. **Economy:** Case Steam Engines have won in every contest for fuel and water in which they have been entered.
4. **Accessibility:** All working parts are in full view of the operator.
5. **Power:** Case Steam Engines develop more power per pound of weight than any other.

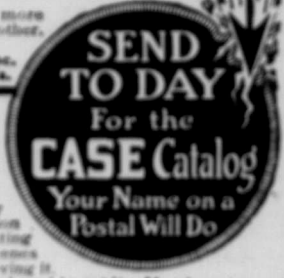
J. I. CASE THRESHING MACHINE CO., Inc.
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Case gas tractors, Case threshing machines, Case road machinery, Case automobiles, and every Case product is such a dominant factor in its own field. Write today for our complete Case Catalog. It is an album of information and should be under the reading lamp in every farm sitting room. It is beautifully printed, with many interesting scenes and reproductions in color. No farmer should miss having it. Especially when it costs you only one penny for a postal card to get it. Merely write, "Send me your general machinery catalog." IT IS FREE.

CANADIAN BRANCHES:

ALBERTA	Calgary—10th Avenue and 4th Street
MANITOBA	Winnipeg—Princess and James Streets
ONTARIO	Toronto—345-349 Dufferin Street
SASKATCHEWAN	Regina—Broad Street and 8th Avenue
	Saskatoon—Queen Street and 2nd Avenue



Our Motto: "ONE PRICE TO ALL - HONEST DEALING"

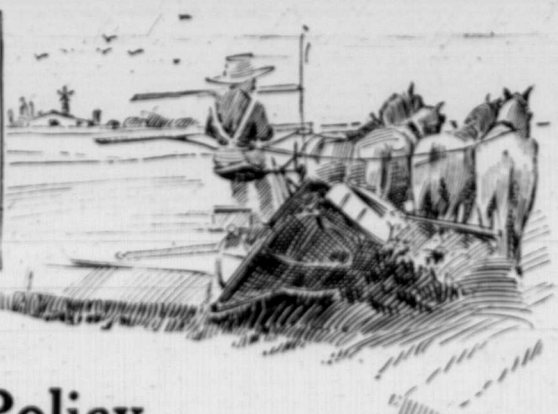
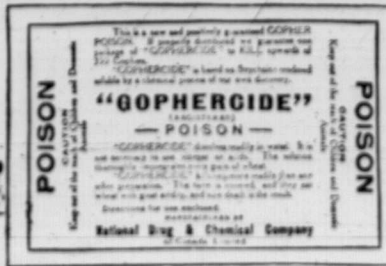
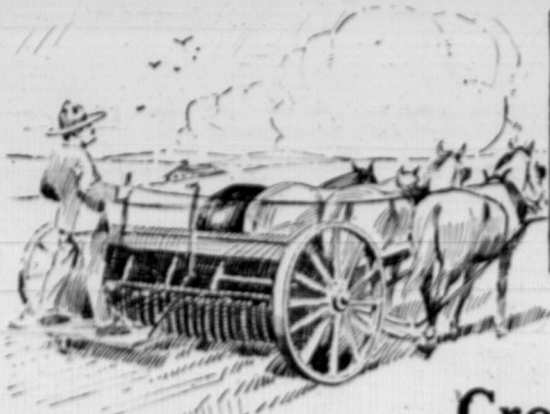
Lumber Shingles

We have a complete stock on hand, ensuring prompt shipment, for that Barn, Silo, School, Church, House, Well Curbing or Granary. If your requirements are not a carload, club together with your members.

REMEMBER! We cater to particular people with our HIGH GRADE lumber. It costs no more. We will give you a delivered price on your bill of materials to any point.

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WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE



A Splendid Crop Insurance Policy

Gophercide

(SOLUBLE STRYCHNINE)

Saves the Crops by Exterminating the Gophers

YOU believe, of course, in insurance against hail, though the best it can do is to partially repay you for the damage to your crops.

"Gophercide" provides an insurance against gophers that positively PREVENTS the damage you would otherwise suffer!

Until our chemists devised GOPHERCIDE, strychnine was the most effective gopher poison known. Its draw-backs were its intense bitterness and the trouble of dissolving it and soaking it into the grain.

A gallon of wheat soaked over night in half a gallon of water in which a 60c. package of Gophercide has been dissolved, will kill 350 gophers. Even though they do not get the wheat for days, it will get them just the same—because the poison is right in the grain, and the weather does not affect it.

GOPHERCIDE is a preparation of strychnine in which these faults are overcome. It is 80 times as soluble as strychnine, dissolving readily in warm water, without the use of vinegar or acids. Preparing it is very easy, and the solution soaks right into the wheat and stays there.

GOPHERCIDE is quite free from the bitter taste of strychnine, so that the gophers eat the poisoned grain greedily—and it kills them quick and sure.

HERE are samples of what GOPHERCIDE has done on Western farms:

Redvers, Sask.

Gophercide is all right. I used two packages on the east half of one section, and strychnine on the other half of the same section, and the Gophercide was by far the most effective.

Yours truly, J. R. SPROULE.

Neville, Sask.

I used the two packages of Gophercide mixed according to your direction, and the next day I was surprised to see the dead gophers lying all over. I have been using gopher poison for years, and the Gophercide is the best I have ever used.

Yours truly, J. M. MINOUX.

Though the ingredients of Gophercide now cost us 100% more than before the War, we have only increased the price by one-fifth—to 60c. per single package—59c. in lots of 5—58c. in lots of 10—55c. in lots of 25. On larger quantities get prices from your druggist, or our nearest Branch.

NATIONAL DRUG AND CHEMICAL CO. OF CANADA, LIMITED, MONTREAL.

Branches at Winnipeg, Regina, Calgary, Edmonton, Nelson, Vancouver, Victoria, Toronto, Hamilton, London, Ottawa, Montreal, St. John, Halifax.

a yield of 76 bushels per acre and stood up well with no indication of weak straw, altho the crop was heavy. One characteristic of this barley is that when ripe the heads may fall off with no shattering of the grain itself. When bound into sheaves this selection makes a nice bundle as the heads lie closely. The grain is large and usually plump and yields well.

As most of the barley is grown for feed purposes the wonder is why so many grow the six-rowed sorts when Canadian Thorpe, a two-rowed variety, is more profitable. The six-rowed barley grains are not to be compared to the two-rowed for feed purposes. Regarding the common impression that two-rowed sorts are late, I have never had a crop failure with this variety and in some seasons it yields higher than the six-rowed sorts. More than this, there is less loss or waste in handling or when ripe.

O.A.C. No. 21 barley is a good six-rowed variety and has been under selection for the past few years. This variety has a strong straw and a compact head and does not shatter the grains nearly so easily when ripe as so many six-rowed sorts do. Manchurian is also a good sort, altho it has not been under selection as have some other sorts.

Potato Selections

Potato selection has been continued each season, especially of the Beauty of Hebron and Wee Macgregor varieties, with excellent results. I have also some that I originated from seed, but cannot determine yet if they are worthy of growing profitably.

Good work may be done with alfalfa by selection also, and at present this is being done with the Crossack variety—one of the Siberian alfalfas. This sort is hardy and somewhat drought

resistant. As a little has been done in this direction time will prove if it may be done profitably.

Eight different strains of Red Clover were seeded down in 1912. They came thru the winter very satisfactorily, and in 1913 a quantity of seed set. The hail destroyed much, but sufficient seed was saved by hand and seeded down in 1914, all of which came thru the winter very well. Seed was taken off the next season. In 1915 seed was taken from the original plants—four years old—and is a good sample. Selection will be made in future of the most promising type, and seed produced under our conditions may have some value in being more resistant to disease and winter killing. When more of the crops are grown it will help solve the weed problem to a great extent and encourage rotation of crops and more mixed farming.

The foregoing are some of the crops under selection. I have omitted the oat classes, but selection of the crops promises to be of some value. At present Victory oats are grown in preference to other sorts, as I find them very profitable. They have good characteristics in high yielding qualities, great strength of straw, and stand up well in heavy crops. Special selected strains are under test and will be multiplied as rapidly as possible.

My experience in the past has shown that great improvement of all crops may be effected by careful selection and the value of selected strain when multiplied, providing they are superior, will have a great bearing on the future of the Canadian West. All the work of seeding and growing these special plots is done apart from the production of registered seed, which is improved by the mass selection method at present. All the small plots are harvested separately, and in the case of

the head rows and the smaller plots they are either pulled up by the root or harvested with a knife. Each lot is tied and labelled for further examination during the winter. The work done along these lines has fully convinced me that great improvement may be effected among existing varieties, and that entirely new sorts may be isolated and multiplied.

FREE TRADE LEAGUE

Last week in response to a very widespread expression of opinion throughout the three prairie provinces the first movement was made towards the organization of a Free Trade League. Provincial headquarters for the Free Trade League of Canada has been established in Winnipeg at 406 Chambers of Commerce. A largely attended public meeting was held at which the feeling was unanimous for the organization of a Free Trade League. On account of the tariff being steadily increased under cover of the necessity of the war the cost of living has increased abnormally. It was decided therefore to organize at once and to carry on a campaign in favor of free trade throughout all Canada. The following provisional officers were elected:—

Honorary presidents, A. McDonald, Winnipeg, and Dr. Michael Clark, M.P., Red Deer, Alta.

President, D. W. Buchanan, Winnipeg. Vice-president for Manitoba, R. C. Henders, Culross, Man.

Vice-president for Saskatchewan, Chas. A. Dunning, Regina, Sask.

Vice-president for Alberta, E. J. Fream, Calgary, Alta.

An advisory board of thirty members was elected from all three provinces,

and from this board an executive committee was elected to carry on the business of the league. The full membership of the advisory board will be published later.

Membership Campaign

It is the purpose of the league to secure membership as rapidly as possible at \$1.00 per year, and also to secure larger subscriptions to carry on the educational and organization work. As soon as finances are available a permanent office will be placed in charge of a permanent secretary and organizers will be placed in the field in each of the three provinces as soon as possible. It is hoped that provincial headquarters will be established in each of the three provinces also. An official organ will be published each month, as soon as possible, devoted to Free Trade propaganda and educational work. All kinds of literature will also be published on the Free Trade question for free distribution. It will require a great deal of money to carry on this work but the Protective Tariff burden has become so heavy that there is no doubt that the farmers and consumers will contribute largely in order to save the balance of their property from being confiscated in taxes. Any person who would like to join the Free Trade League of Canada may send \$1.00 for their annual membership to the following address:

The Free Trade League, 406 Chambers of Commerce, Winnipeg, Man.

Those who feel that Free Trade will be of advantage to this country and can afford to donate to the work, are invited to send in a subscription in addition to the annual membership fee. All donations and subscriptions received will be credited and published either thru the local organ of The League or thru the Grain Growers' Guide.

SEED GRAIN AND GRASSES

ALFALFA AND OTHER BALED HAY FOR sale. Farm Products Limited, Lethbridge. 6-2

OATS—RENNIE'S EARLY YIELDER, THE best on the market. Write for sample and prices of this splendid new oat. Catalogue mailed free on application. Wm. Rennie Co. Ltd., 324 Portage Ave., Winnipeg. 6-8

TIMOTHY SEED FOR SALE—HOME GROWN, well ripened, government tested, \$10.50 per 100 lbs sacked, less than 100 lbs. 25 cents extra. Jno. McD. Davidson, Coalville, Alta. 6-12

O.A.C. NO. 72 OATS HAVE FOR 5 YEARS maintained an average of 27 bushels per acre over the American Banner, their nearest competitor. Pure, bright seed, free of noxious weeds, guaranteed at \$1.60 per bushel f.o.b. Jenner, Alberta, sacks included; one-half cash, balance by March 1st. Investigate the history of the 72's and be convinced. For sale by the grower, H. O. Klime, Redhill, Alberta.

SIBERIAN ALFALFAS FOR EVERYBODY—"Siberian" "Cossack" and "Cherno" Alfalfa Seed, Pure Grimm's Alfalfa Seed, Pure White Sweet Clover Seed. Educational packages of seven nearly Siberian plants. Write for particulars. R. McLaren, Maymont, Sask. 6-3

BROME AND WESTERN RYE GRASS SEED, mixed, 8 cents per lb. Best for pasture and hay. Benj. E. Franklin, Lashburn, Sask. 6-3

QUANTITY OF PURE BROME GRASS SEED for sale, 11 cents a lb., including sacks. Albert McGregor, Arden, Man. 6-3

SEED GARDEN PEAS—WESTERN GROWN, "American Wonder," "Notas Excelsior" Cheap, 5 lbs. \$1.00, post paid. Agents wanted. Bailey & Son, Growers, Wetaskiwin, Alta. 6-3

GOOD CLEAN SPELTZ FOR SALE—RE-cleaned and bagged, 80 cents bushel f.o.b. Traynor, Sask. J. J. Whiting, Wolfe, Sask. 6-4

TIMOTHY SEED—PURE AND CLEAN, beautiful sample. Tested by the Seed Laboratory, Calgary. Refer to test No. 686 for reference. 7 cents per lb., bags free. J. Vogel, Wetaskiwin, Alta. 6-4

CLEAN SEEDS—BIG, STRONG, PEDIGREED farm seeds with money back guarantee. Specially grown, guaranteed vegetable seed at half usual prices. Illustrated catalog free. Harris McFadden Company, Farm Seed Specialists, Winnipeg. 1-14

PURE SEAGER OATS—RECLEANED AND free from noxious weeds, 60 cents, in 50 bushel lots, F.O.B. Guernsey, Sask. Moorman Bros., Guernsey. 6-4

WESTERN RYE GRASS SEED—NEW CLEAN, heavy stock, eight dollars per hundred, sacked. James Strang, Haldimand, Man. 4-6

FOR SALE—A LIMITED QUANTITY OF clean bullock barley, 90 cents per bushel, bags included. R. E. Taylor, Carlyle, Sask. 4-4

FALL RYE FOR SALE—VERY BEST, NO noxious weeds, cleaned and sacked, one dollar per bushel. C. A. Van Brocklin, Turin, Alta. 4-4

GOOD CLEAN SIX-BOWED BARLEY FOR sale, 85 cents bushel, sacks free. Philip L. Rogers, Milk River, Alta. 4-4

WESTERN RYE GRASS SEED—WRITE FOR sample and prices; state quantity required. W. Saunders, Marshall, Sask. 5-4

FOR SALE—GOOD BROME GRASS SEED, ten dollars per hundred pounds, bags included. W. S. Heinswecker, Dundurn, Sask. 5-4

FOR SALE—ONE CARLOAD PURE CLEAN Marquis wheat; also a quantity of six-rowed barley. For prices write A. C. MacGregor, Box 88, Saltcoats, Sask. 5-5

WESTERN RYE GRASS SEED FOR SALE—Guaranteed free of noxious weed seeds, \$7.00 per hundred. T. W. Burns, Stoughton, Sask. 5-11

TIMOTHY SEED FOR SALE—\$7.50 PER 100 lbs., sacks included. Cash with order. E. W. Keeler, Didsbury, Alberta. 7-8

TIMOTHY SEED FOR SALE—SAMPLES ON request. Sacks included, 8 cents per pound. Louis Weller, Vera, Sask. 7-4

SEED SPELTZ FOR SALE—\$1.50 PER 100 lbs., sacks free. Can ship on any railway. Jas. Oliver, Hildesway, Man. 7-4

COMMON FLAX SEED FOR SALE—FREE from all bad and noxious weeds. Pyle \$3.00 bushel, sacks included. F.O.B. Melita. W. T. Daves, Melita, Man. 7-4

O. A. C. NO. 72 OATS—THE GREAT NEW variety introduced by Prof. Zavitz, Ontario Agricultural College. Get a start with these fine oats now with pure seed. Our stocks grown from registered seed. Free from noxious weeds. Cleaned and graded ready for the drill. We are filling orders as received at 80 cents per bushel, sacks included. Absolute satisfaction guaranteed or money instantly refunded. Husky Pedigreed Seed Farm, Melita, Man. 7-2

SEED FOR SALE—FARMERS WILL DO WELL to get good pedigree seed. Registered Red Fife Wheat, Garton's No. 68 Barley, Seager Oats, all prime winners and guaranteed pure and free from noxious weeds. W. S. Fraser, Maripolis, Man. Phone 43 Ring 3 Swan Lake.

PURE CLEAN "SIXTY-DAY" OATS—SIXTY-five cents per bushel, 10 bushels or over, sixty cents, including sacks. G. Sargent, Central Butte, Sask.

REGISTERED MARQUIS SEED WHEAT—WE are now handling orders for our special stock of Registered Marquis Wheat. Growers in our own farms and sold only in bags sealed by the Canadian Seed Growers' Association. Prices on application. State quantity required. Angus Mackay Farm Seed Co. Indian Head, Sask. 7-6

RECLEANED SEED OATS—SIXTY DAY OR Orloff, Gold Rain, Victory, 10 bushels or less, 70 cents; over 10 65 cents. Great French Lizo, 65 cents; Garton 22, 55 cents. Cylinder cleaned, eliminating small oats. Sacks free. Frank Houser, Wilkie, Sask. 7-2

PEDIGREED SEED GRAIN WITH A HISTORY that can be traced to a single plant selection should be in the hands of every grain grower. Don't waste your opportunities in growing low class seed. I have a limited quantity of first generation registered Marquis Wheat, also second generation seed. This seed has won three highest International Sweepstakes. First generation seed Canadian Thorpe Barley. This is a special selection I made for a strong up-standing straw and high yield; won many first prizes. I have not had a single crop failure in the past twenty-five years; develops fine large meaty grains. To clear at a sacrifice, 50 bushels of pure Prelude Wheat. Apply to Seager Wheeler Rosthern, Sask.

OPPORTUNITY KNOCKS AT YOUR DOOR—I have a small quantity of Elite Stock seed of highest selection and purity from my hand selected seed plot. There is no better seed obtainable; just what you need to seed down a small seed plot to multiply your own choice seed. No work or worry for you in seed selection. All you have to do is to multiply it. I have the following lot—Victory Oats; O.A.C. No. 21 Barley, Canadian Thorpe Barley, first generation seed Marquis Wheat. All these lots are registered seed and will be sold in 5 bushel lots. A small quantity of Kitezer Wheat for sale. Apply to Seager Wheeler, Rosthern, Sask.

MARQUIS WHEAT, 98% GERMINATION, \$1.25. Banner Oats, 88% germination, 55c. Fall Rye, 95% germination, 95c. All f.o.b. Viking, Alta. Bags extra, 25c. cash with order, balance on delivery. A.H. Denis, P.O. Box, Edmonton, Alta.

NURSERY STOCK, ETC.

VALLEY RIVER NURSERY OFFERS FOR sale—Hardy without protection Raspberries, "Miller," "Sunbeam," \$3.00 per 100; "Dakota," \$2.00 per 100; Strawberries, only \$2.00 per 100, postpaid; six-foot "Siberian," "Transcendent" Crabs, 75 cents. Full line of Fruits, Ornamentals, Perennials. W. J. Boughey, Valley River, Man. 7-4

Your Questions Answered

EXPERIENCE WITH GRIST MILL.

First we filled 19 bags with wheat and weighed it carefully, the 19 bags and wheat weighing 2,450 pounds. Deducting 10 pounds for 18 bags left 2,471 pounds, or 41 bushels and 11 pounds of wheat. We took this to the mill and the miller said there were 41 bushels, we losing 11 pounds. We told him we wanted 25 bushels ground and would sell him the remainder. Well, he told us for 15 bushels, we losing one bushel. The ticket he gave us called for 825 pounds of A1 flour, 300 pounds of bran and 175 pounds of shorts. The flour was out in 4 grain bags and 5 flour bags, and bags and flour weighed 829 pounds, counting only 4 pounds for the 5 bags. The bran and shorts were out in 18 grain bags and all told weighed 480 pounds. We told the miller \$5.75 for gristing, he paying us for 15 bushels of wheat out of 41 bushels and 11 pounds, leaving 26 bushels 11 pounds, or 1,571 pounds of wheat. Counting one pound for a grain bag and a half pound for flour bags there were 161 pounds to deduct for bags, leaving us to get in flour, bran and shorts 1,282 pounds out of 1,571 pounds of wheat, or a loss of 289 pounds of wheat. In other words it cost us 288.5 pounds of wheat and \$5.75 to have 1,282.5 pounds of gristing done. Now to recapitulate, 26 bushels and 11 pounds of wheat is equivalent to 26.18 bushels of wheat, and 1,282.5 pounds gristing would be equivalent to 21,275 bushels of wheat, and 288.5 lbs. is equivalent to 4.8 bushels of wheat. Now, wheat being worth 83 cents per bushel, our gristing 21,275 bushels cost us \$3.75 plus 4.8 bushels at 83 cents per bushel, or \$3.98, which is \$7.73 or 34 cents per bushel.

Now I don't know the law in regard to gristing, but I have been told that a miller was allowed to charge 18 cents for gristing 50 pounds of wheat and was required to give back for the 50 pounds of wheat 29 pounds of flour, bran and shorts. If this be so, how will the above case compare with the requirements of the law? If a miller is only allowed to charge 18 cents per bushel, according to my figures this miller took double what the law allows. Now I would like to hear from some other farmer in regard to gristing, also I would like to learn thru The Guide what a miller is legally allowed to charge for gristing a bushel of wheat.

The Law

Chapter 70 of the Revised Statutes of Manitoba, 1902, is an act respecting Grist Mills and Millers. Sec. 2 of this act reads:—The owner or occupier of any flour mill doing a gristing business for which toll is exacted within this province shall grind the grain brought to his mill as well as the nature and condition of his mill will permit, and in due turn as the same shall be brought, and may take for the toll for grinding and bolting wheat, rye or other grain, one sixth part; or the owner of such wheat, rye or other grain, or his agent or servant, may pay such sum, not exceeding in any case seventeen cents per bushel, as shall be agreed upon, in lieu of said toll for said grinding and bolting. For grinding corn, barley, malt and other grain not required to be bolted, one eighth part, and for chopping all kinds of grain, one tenth part may be taken.

STEELE, BRIGGS SEEDS

Farm and Garden SEEDS A WISE SELECTION Plant these Seeds because they have been TESTED and SELECTED with care for this climate by the introducers of nearly all the famous new varieties that have made good in the West. WRITE TO-DAY FOR CATALOGUE STEELE, BRIGGS SEED CO. WINNIPEG, MAN.

Clydesdales Hackneys Shorthorns Yorkshires I HAVE FOR SALE 18 Clydesdale Stallions and 10 Mares, both imported and home bred. Four Hackney Mares, all imported, and two of them by the champion "Mathias." 10 Shorthorn Bulls, from calves to 18 months old, including one imported "Nonpareil," a good one, and females of all ages. All the young stock are from imported bulls as well as the dams and grand dams in most cases. I am clearing out the whole herd of 30 YORKSHIRES, as I have not accommodation for them with so much other stock. In the lot there are two imported sows, toppers, one will farrow in January; and all the others descended from them. There are some Fine Sows 18 months old, and the balance last spring litters. Come early if you want them, as they will soon go at the prices I am offering them. JOHN GRAHAM, CARBERRY, MAN.

DIRECT TO YOU \$9 PREPAID ON 30 DAYS FREE TRIAL Our 1916 selling terms allow you to deposit the money in your own bank. We deliver the machines to you promptly, freight paid, for you to give them a trial in your own home and if they don't prove profitable return them and your bank will refund your money. THE BANK STANDS BETWEEN US to see that this arrangement is held up to. Our thirteen years' experience in making and selling Distributors and branches in Western Canada is back of these goods. We want you to be successful this season—that's why we make our selling terms so liberal. Write today for catalog and full details. THE BRETT MANUFACTURING CO. LTD., 503 Erin St., Winnipeg, Man.

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**KEEP YOUR
HORSES IN
PRIME WORKING
CONDITION**



SOUND legs pull big loads. No horse with a Spavin, Splint, Curb, Ringbone, Sore Growth or Sprain, can do itself justice. Thousands of horsemen have been keeping their horses sound by using Kendall's Spavin Cure—the old reliable, safe remedy. Mr. Edmund H. Harrison, Ingoldsby, Ont., writes:—"I have cured two spavins with your Spavin Cure and am at present using it on a lame horse. The swelling is disappearing—also that lameness."

KENDALL'S SPAVIN CURE

acts quickly, leaves no scars or blemishes, and costs little. 5¢ bottle—6 for 25. Get our valuable book—"Treatise on the horse"—free at your druggist or write us 99

Dr. B. J. KENDALL CO., ENOSBURG FALLS, VERMONT, U.S.A.

Retiring from Breeding



We offer for sale all our purebred and grade Clydesdale and French Coach mares and stallions, the result of 30 years' careful selection and mating to the best sires. The mares are in foal to imported horses and have been picked for breeding substance and quality. We have 10 young Clyde Stallions and their imported sires. Also the champion French Coach "Fradivolo," and the best combination mares and geldings in Canada.

Prices Reasonable Buyers Met

G. E. GODDARD

Bow River Horse Ranch - GLENBOW, Alta.

Unequaled Opportunity to Buy a Pure Bred Stallion

OUR SERVICE WILL SUPPLY
JUST WHAT YOU WANT

We have been in the stallion business nearly 15 years and have never had a lawsuit about our guarantee, and the best advertising we get is from our old customers. For the past four years over 50 per cent. of our business each year was with old customers.

YOUR NEEDS—If you or your district needs a good stallion get one now and it will be well advertised for spring.

If you have a stallion that you have had 3 or more years that is sound and sure, we will give you an **EXCHANGE**, merely charging you for the difference in age or quality.

We have taken in exchange several aged horses, 8 to 12 years old, that are sound, sure, and good stock horses, that we will sell for about half of their year's earning power.

Write and let us explain our Guarantee and Insurance Agreement

VANSTONE & ROGERS

Importers of Clydesdales, Percherons, Belgians - North Battleford



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The Horse Market of Alberta

Auction Sales every Tuesday and Friday. Always on hand 200 to 500 head to choose from. Horses of all descriptions always on hand. You can buy one or a carload. Horses delivered free of charge to C.P.R., C.N.R. or G.T.R. stock yards. If you are in need of horses, come and give us a trial. Our prices are right.

Layzell's Horse Repository

RIVERSIDE, CALGARY

Telegraph Address "HORSES," Calgary.

Phone M 2260

20 - CLYDESDALES - 20

I am in a position to offer farmers, breeders and horse associations their choice of the largest and best selection of Clydesdale Stallions to be found in Western Canada today. New importations recently arrived. Ages coming two, coming three and coming six years. Make your selection now. Terms to responsible parties. All business personally conducted. Write or call.

A. L. DOLLAR, HIGH RIVER, ALTA.

TAMWORTHS-WHITE LEGHORNS-AYRSHIRES

BAKON EGGS CREAM
"Is there of our progress for years." None better than you, will it pay you to make good stock. Order your Hens, Hens, Hens and Cockerels from HIGH HOW STOCK FARM. I will please you.
THOS. NOBLE - DAYSLAND, ALBERTA

The Baby Chick Business

How to get best results from hatching and selling baby chicks

By M. C. Herner

Professor of Poultry Husbandry, Manitoba Agricultural College

The business of hatching and rearing baby chicks has as yet received very little attention, but it is one which offers a good chance for anybody having an incubator or two, and is reasonably successful in operating them. The hens required for this line of work must be strong, vigorous and healthy and be certain of producing a fair percentage of fertile eggs, that will hatch strong, healthy and vigorous chicks. It is no use to start in this line of work unless the stock is pure bred.

The future of this business depends largely on the persons who are engaged in it. There is a strong demand for baby chicks in all parts of the country, as there are many farmers who would far sooner pay a good price for chicks already hatched than be bothered looking after broody hens and running chances with them. Then, too, there is the difficulty of getting early hatch chicks on the farm on account of lack of broody hens early in the spring. If baby chicks can be purchased at reasonable prices and all these difficulties overcome, there are but few farmers who would not prefer it. However, if the first venture along this line proves unsuccessful a farmer can seldom be induced to try it again. The persons engaged in the baby chick business can largely determine its success or failure. They control the situation, and by supplying chicks that will live, thrive and develop well, they can make this branch of the poultry business one of the largest and most profitable. The large poultry farms which have their incubation equipment on an extensive scale, are best able to handle the baby chick business. Any person who intends to supply baby chicks should be in a position to furnish them in large or small quantities at any time during the season, and this is where the large poultry farms have the advantage. In order to carry on this business successfully a person must have a few good incubators, at least, and know how to operate them. These machines should not be less than 150 egg size. The large sizes will, as a rule, give a lower percentage hatch. It would hardly be worth while to start this work with one incubator. Two up to half a dozen can be operated quite as readily as one, and with more machines the business could be carried on on a larger scale. It would not pay, however, for a person to go and purchase a number of machines with the idea of going into this business, but if the equipment is already installed it could be utilized to good advantage for this work.

The Price of Chicks

The price of baby chicks will depend on the time of the season they are hatched, the breed, and the age of the chicks. Early in the season all chickens of all breeds are high in price. Supply and demand govern the price here the same as in any commodity. It is rather difficult to get fertile eggs early in the season, and usually the eggs do not hatch quite as well as later. The eggs at this time are high in price also, which will influence the price of the chicks. The number of eggs required to produce one chick will help to determine the price. Chicks from the lighter breeds like the Leghorn are always cheaper than those of the heavier breeds like Rocks and so on, as the eggs are generally higher in fertility and hatch better, thus requiring fewer eggs to produce one chick. Eggs get better in fertility as the season advances, they hatch better and there are fewer losses, hence the price comes down lower. While day old chicks will do better when shipped than older ones, still some people wish to get chicks after they have passed the critical stage. The older the chicks the higher the price. The quality of the chicks will also often determine the

price. We often see day old chicks advertised at remarkably low prices. This is usually an indication that they do not amount to much as pure bred chicks. But few breeders of exhibition stock sell day-old chicks. This business is usually conducted by the breeder who has the ordinary run of pure bred stock, which he can afford to sell at prices that will make it worth while for the farmer to buy his chicks already hatched instead of hatching them himself. The person having a large flock and good equipment can afford to cut down the price lower than those having exhibition stock or smaller scale equipment, as the cost of production will be correspondingly smaller.

A fair price to pay for baby chicks right from the incubator in the latter part of March would be 36 cents each for White Leghorns and 30 cents each for the heavier breeds. During April the price should come down about 5 cents a chick and for May delivery another reduction of 5 cents each, thus making May chicks in Leghorns 15 cents each and the heavier breeds 20 cents each.

At these prices the profits are not very big unless it is a good hatching season. Eggs used for hatching purposes in the day-old chick business should be worth from six to ten dollars a hundred in hundred lots. Figuring the eggs at an average of eight dollars a hundred or eight cents each, an 150 egg size incubator full of eggs would be worth \$12.00. During March a hatch of 90 to 100 chicks would be exceptionally good in the lighter breeds, and 75 chicks in the heavier breeds. This would bring the initial value of each chick in the lighter breeds to not less than 12 cents each and the heavier breeds 16 cents each. The amount of oil required to run an 150 egg size incubator three weeks is about four gallons, which at 25 cents a gallon would add another dollar to the cost of the chicks. Adding to this the cost of labor and incidentals these would probably bring the cost of the chicks up close to 20 cents each. This should include the cost of the baby chick boxes for shipping them. The better the hatch of course the larger the profits. The month of April should be the most profitable.

Shipping Baby Chicks

Baby chicks can be shipped almost any distance if taken out of the incubator and shipped as soon as they are dry. I have shipped them 1,400 miles with practically no loss, but they were taken just as soon as they had been properly dried. They can stand travelling for three days without food at this age. Boxes, made out of paste board, holding 25 chicks each are a convenient size. A partition is placed inside to prevent the chicks from crowding. There should never be more than 12 to 15 in one compartment. Larger size boxes can also be procured. There are small air holes punched in both sides of the box to give the chicks air. They require no artificial heat, as they generate enough themselves to keep warm. Overcrowding, long exposure, and rough handling are the chief reasons for losses in transit. If the chicks are strong, vigorous and healthy when they are hatched and sent out there is very little danger of any heavy loss in transit apart from the above.

On arrival the customer should take them out of the package and feed as soon as possible, unless they were shipped only a short distance. A chick does not require any food for forty-eight hours after it is hatched. The customer should have a hover ready for receiving the chicks when they arrive. If only a dozen or so chicks are purchased they can be put with a broody hen (if she is available) at night time and reared by her. But under most conditions it would be ad-



PROFESSOR HERNER

FREE

We will give absolutely free to any farmer, stock or poultry raiser one of our new 80-page booklets, which tells how to balance rations for feeding stock, milch cows, horses, etc. This also deals with the common diseases in poultry, the symptoms, treatments, etc. Tells how to build poultry houses; how to avoid all kinds of diseases in both stock and poultry; tells how to raise calves without milk, and describes fully the high-class stock and poultry remedies and foods we manufacture.



Royal Purple Stock Specific

Not a dope, but a pure unadulterated condition powder that can be fed according to directions every day. Will make the animal digest its food properly and secure the greatest good therefrom. There has not been a season in a decade when it will be so absolutely necessary to use condition powders as this coming season on account of the enormous amounts of musty grain and fodder that have been harvested. Unless farmers are extra careful, they will have many animals in bad condition due to coughs, heaves, indigestion, etc. Royal Purple Stock Specific will cause the animal to digest every particle of food and will make impurities pass through without injury. Royal Purple Stock Specific will fatten animals you have never been able to fatten before.

Mr. Dan McEwan, the veteran horse-trainer, says: "I have used your Stock Specific a year and have never had an animal out of condition more than a week in all that time. Your stock conditioner is the best I have ever used, and as for your Cough Powder, I can safely say it will cure any ordinary cough in 4 days."

Last year our horses were troubled greatly with coughs and I used 20 tins of your Cough Specific with excellent results."

It will increase the flow of milk from 3 to 5 pounds during the winter. It will help fatten steers a month earlier, thereby saving a month's feed and labor. You can raise and fatten pigs and market them a month earlier, saving a month's feed and labor. Malcolm Gray of Komoka, Ont., says: "In regard to the feeding of Royal Purple, I had two lots of hogs. To the first lot I fed Royal Purple Stock Specific and sold them when 6 months old and they averaged 196 pounds each. On the second lot I did not use Royal Purple Stock Specific and at the same age they averaged only 150 pounds. They were both the same breed and one lot had as good a chance as the other. We have also fed Royal Purple Poultry Specific with excellent results."

Norman C. Charlton, Scott, Sask., says: "I am from Ontario and fed your Royal Purple Stock Specific when in Brownville. My cows made the largest average and tested 5 pounds over average at C. M. P. at Brownville. I believe you make the best conditioner on the market."

Put up in 50c. packages; \$1.50 tins that hold as much as four 50c. packages, and \$5.00 tins which hold four times as much as the \$1.50 tins. A 50c. package will last an animal 70 days. A \$5.00 tin will last 10 animals nearly three months. The cost to use this condition powder is so small that no farmer can afford to be without it, as it will average less than 1/2c. a day if purchased in large tins.

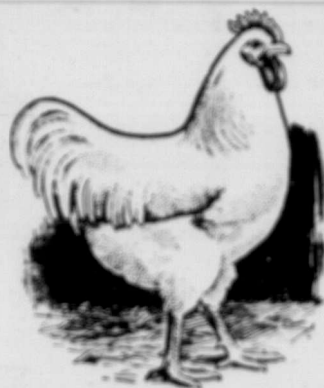
Royal Purple Cough Cure

It will cure any ordinary cough in four days and break up and cure distemper in 10 days. The large quantities of musty grains and fodder harvested this year will start more horses coughing than in any year for a decade past. John Cartier, Bothwell, Ont., says: "I have used one tin of Royal Purple Cough Specific and found it excellent for distemper. One of my father's horses had distemper last fall and inside of two weeks the distemper was entirely cured by using your Royal Purple Cough Specific. I am recommending it to my neighbors."

Put up in 50c. tins; 60c. by mail.

Royal Purple Poultry Specific

Works entirely on the digestive organs of the poultry. When a bird's gizzard is working properly, it will be healthy, and when healthy will lay just as many eggs in winter as in summer. You can fatten turkeys and other fowl in just one-half the time on the same food when they digest their food properly. Royal Purple Poultry Specific should be used in the food once a day through the fall, winter and spring seasons. The cost to use it is so small that it will pay for itself 10 times over in actual results. No poultryman can afford to be without this excellent tonic. It is a hen's business to lay. It is our business to make her lay. Put up in 25c. and 50c. packages, \$1.50 and \$5.00 tins. A 50c. package will last 25 hens 70 days. A \$5.00 tin will last 200 hens for over four months.



visable to get enough chicks to put under a hover or in a brooder and rear them artificially. With proper care there should be comparatively little loss after the chicks get started. It often happens, however, that the chicks have been hatched under conditions that made them weak and low in vitality, or that the parent stock lacked in vigor and vitality, in which case the customer is likely to lose quite a large number, even with the best of care. Chilling on the way will also cause a heavy mortality. Baby chicks hatched with incubators operated at an uneven temperature usually are lacking in vigor and vitality, and heavy losses may follow. Generally where a large number of chicks die off without any apparent reason at all and under the best of care, the person or the firm selling the chicks is to blame.

The Future of the Business

For these reasons it is rather difficult to estimate the future of the baby chick business. There is a splendid opening for it in this country, where it is so difficult to get early hatched pullets on the farm, but the persons

going in for it have to be very careful about the way they handle the business. Each customer should be told how to handle the chicks on arrival and then if he follows the rules laid down and has success he is sure to come back again another year. The chicks should be just as represented, giving more rather than less than full value. A flock of chicks sent out as pure-breds and sold at a low price, which moult out as a bunch of mongrels never bring any customers, because, as a rule, the mongrels could be procured nearer home at a still lower price. It is worth while for the seller of baby chicks to pick out only strong, healthy chicks and then, if a few die, the customer will still be satisfied in that he has left a nice lot of uniform chicks.

A CALL TO SCOTSMEN

The 79th Cameron Highlanders, of Winnipeg, now commanded by Lt.-Col. J. A. Cantlie, have been authorized by the Militia Department to raise two new Highland battalions for overseas service, the first of which is being numbered the 179th, and has already 700

men on its muster roll. There is room for more and it is urgently desirable that the Scotsmen of the west should see that these two Highland battalions are speedily brought up to full strength. They will be equipped with the kilt and full Highland fighting garb and will go into battle with their historic pipes, a fine pipe band having already been organized under the well known, Lachlan Collie. The new battalions, like the 79th of Winnipeg, will be associated with and affiliated to the famous 79th Queen's Own Cameron Highlanders of the Imperial Army, a Scotch regiment whose battle record is second to none. Men who join these new Highland units will thus have a unique chance of sharing in a military tradition of high renown. The 79th Camerons of Winnipeg have already sent 3,000 men to the front, and it is the ambition of their commanding officer to double this number before the end of 1916. If the Scots of the west, highland and lowland, will only recognize that the 79th has first claim on their affections, this laudable aim can be accomplished. Recruits who desire further information should write to the

Royal Purple Calf Meal

You can raise calves on this meal without using milk. It is without doubt the highest grade calf meal on the Canadian market. This year we gave two \$25.00 prizes at the Western Fair, London, Ont., for the two best calves raised entirely on our calf meal. Read what Mr. Lipsit, who won these prizes, has to say about this meal. Mr. Lipsit is probably one of the best-known Holstein cattle men in Canada.

"Stratfordville, Ont., Sept. 28, 1915.

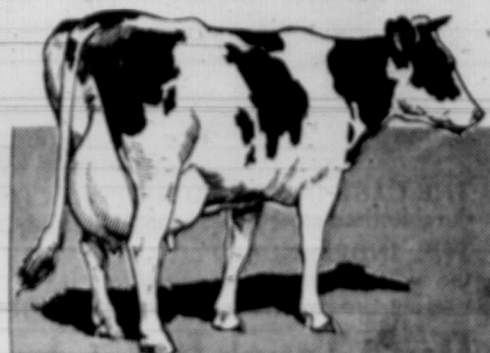
"The W. A. Jenkins Mfg. Co., London, Ont.: Dear Sirs,—Replying to your letter of Sept. 18th, my bull's name is Funderine King May Payne. I am having printed now an extended pedigree of him, which I will be pleased to forward you, along with his photograph, as soon as completed.

"The calves I won your two special prizes on were Forest Ridge Payne Elite and Forest Ridge Payne Calamity End. They were both fed regularly on your calf meal, as well as the calf that won first at the Canadian National Exhibition, Toronto, this year in a class of 33. I also won first and your special prize at the Stratfordville Fair here on another calf.

"The above I believe to be recommend enough for one breeder, as I have used several different calf meals, and have not found any quite so satisfactory.

"Yours truly, L. H. Lipsit."

\$4.00 a cwt. F.O.B. London, Ont.



Peace River Crossing, Alta., Oct. 4, 1915.

"The W. A. Jenkins Mfg. Co., London, Ont.: Dear Sirs,—I used your Roup Cure last spring and can safely say that it saved my flock. Previous to my getting the remedy I had lost 37 hens, and after I began using it I only lost three and the entire flock were affected. Many people here have small chicks and they all complain of the roopy condition of their fowl. There seems to be something in the climate or soil that caused the disease.

"Yours very truly, J. W. MARK."

We also manufacture:

- Royal Purple Sweat Liniment—8-oz. bottles, 50c.; by mail, 60c.
- Royal Purple Gall Cure—25c. and 50c. packages, 30c. and 60c. by mail.
- Royal Purple Disinfectant—25c., 50c. and \$1.
- Royal Purple Worm Powder—25c. tins; 30c. by mail.
- Royal Purple Lice Killer—25c. and 50c. tins; 30c. and 60c. by mail.
- Royal Purple Linseed Meal.
- Royal Purple Chick Feed—25c. packages, 100-lb. bags.

We sell only to the trade, but if you cannot get these goods from a merchant in your town, we will send any 25c. tin by mail for 30c. and any 50c. package for 60c. Larger packages will be forwarded by express or freight.

Made in Canada by Canadian capital and labor.

THE W. A. JENKINS MFG. CO., LONDON, ONT. Grocers, Winnipeg; Saskatoon Hardware Co., Saskatoon, and Latham Hardware Co., Moose Jaw.

Adjutant, Minto Street Barracks, Winnipeg, or Lieut. J. A. Stevenson, 702 Main Street, Winnipeg.

FARMERS MUST FULFIL CONTRACTS

Lethbridge, Alta., Feb. 9.—The first of several suits against farmers for breach of grain contracts was tried here in supreme court this morning before Mr. Justice Hyndman, and decided against the farmer, who in this case is P. Harris, of Winifred. He will have to pay over \$1,200 to Dillings and Co. on a contract made for October delivery of 7,000 bushels.

MAIL TAMPERED WITH

The representative of the markets division of the Dominion Department of Agriculture, R. J. Allen, 44 Hargrave street, Winnipeg, announces that recently his mail has been tampered with. How long this has been going on is not known, but Mr. Allen would consider it a favor if any correspondent who has not received a reply to his communication on reading this notice will again send in his inquiry.

Make Your Home Worth Living In



Live in comfort. Give your folks—and yourself—as cozy a home as your city cousins have. That means a furnace. The solution of the furnace question is a "Hecla," the furnace with

THE STEEL RIBBED FIRE POT which saves one ton of coal out of seven.

THE PATENT FUSED JOINT which prevents gas and dust going up through the registers in the house.

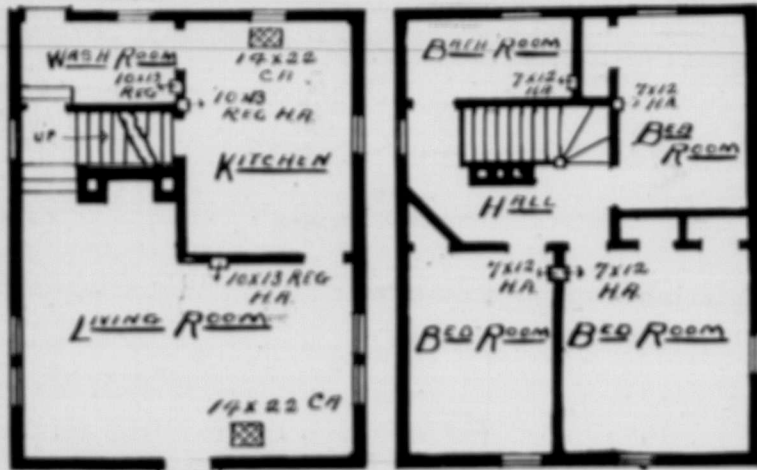
THE CIRCULAR WATER PAN which distributes sufficient moisture to EVERY room.

THE CAST IRON COMBUSTION CHAMBER which is more durable than steel for it cannot burn out.

THE INDEPENDENT GRATE BARS which allow shaking the side bars where the greatest burning takes place without wasting the live coals at the centre of the fire pot.

Don't Tough It Out Another Winter

If your house has not been comfortable or you are building this spring, send for our little book, "Comfort and Health." Also let us help you figure out a heating plan for your home—a plan we will be responsible for. We have men here who can send you the best advice without cost—they will show you what to do and exactly what it will cost.



GROUND FLOOR

FIRST FLOOR

We will furnish No. 19 "HECLA" Furnace with proper size warm and cold air registers and all pipes and fittings for the sum of \$124. This plant installed according to our plans and specifications, we will guarantee to heat a house built on Guide Plan number 6, shown herewith, in the coldest weather.

We also manufacture the ADANAC and IMPERIAL BOILERS for steam and hot water heating.

Our HYDRO-THERMIC RADIATION—for hot water—is the latest and best type of radiation, in efficiency, economy and appearance. INVESTIGATE IT.

We will be pleased to Furnish Plans and Estimates Free of Charge

Clare Brothers Western

Limited

Manufacturers of Heating Goods of Every Description for All Kinds of Buildings

WINNIPEG

MAN.



A Clever Little House

A noted architect, writing recently on the faults and mistakes of home builders, said: "Most home builders think they require about twice the room that is really necessary to house their families comfortably. A well-designed house can be at once small and roomy."

Here is such a house, with accommodation for four or possibly six persons. It will be noticed at once that the gloomy company parlor where poor un-offending guests used to be ushered off to sit in state has been omitted, and a very large and homey combination dining and living room substituted. It is a delightful room, full of possibilities for the homemaker, with the windows cleverly arranged so that no direct sunlight is shut off by the wide front porch,

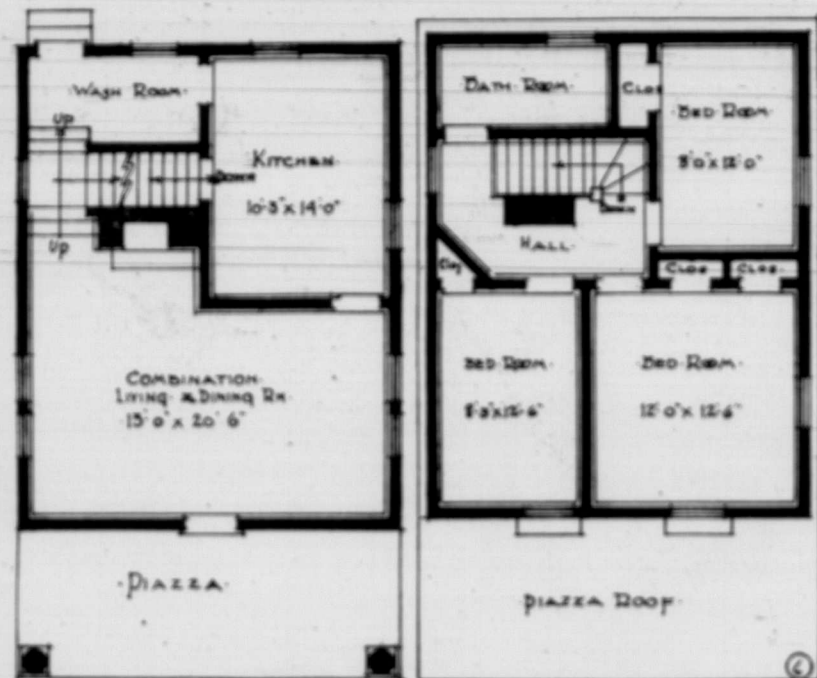
should be found to be a most convenient place to work.

The Architect's Description

For the man who desires something a little more permanent and commodious than the bungalow and yet does not care to assume the expense of a large house, the design shown here is as nearly perfect as can be found. Medium in size (being only 22 feet by 28 feet) it contains all that is necessary to make the ideal home.

The exterior should be built of novelty siding for the first story and shingle laid eight inches to the weather for the upper. The roof should be shingled in the usual manner with wood, metal or asbestos.

Paint or stain the lower portion a



GROUND FLOOR PLAN

BED-ROOM FLOOR PLAN

and yet the most complete ventilation achieved.

A Convenient Kitchen

From this room a door opens into the kitchen which is so designed that the furniture can be most conveniently grouped to save labor. The stove should be placed to the left of the cellar door so that it will enter the chimney used for the grate with the least waste of pipes. The cupboards should be built or placed along the wall between the living room and kitchen, and the sink or work table beneath the window nearest to the door between the two rooms. This arrangement will be found to save a great mileage in steps, and together with the cellar stairs leading directly from the kitchen this

rich golden brown and the upper a dull moss green and a roof a quiet, unobtrusive red.

Make the lower ceiling 8 feet 6 inches and the upper 8 feet, and the rooms will be about right. Build the fireplace of rough brick, and on no account consider omitting it, for it is the soul of the house. Stucco may be used in the place of siding and wall board may be substituted for plaster if desired.

While it is impossible to set a definite price at which such a house can be built, owing to the wide field covered by The Guide and the very different conditions in which our readers are placed it is estimated that a fair average cost for this house fitted with furniture would be about \$2,250.

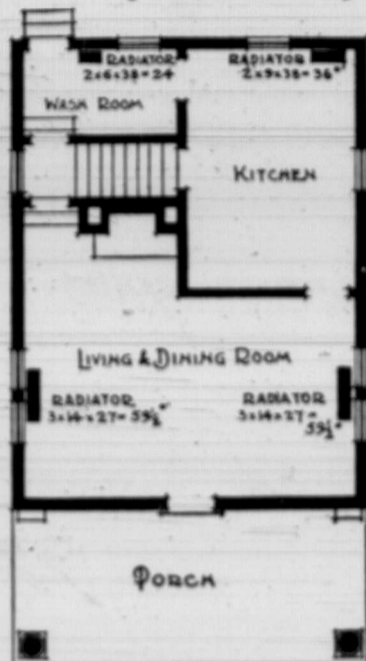
WORKING DRAWINGS \$1.50

Complete working drawings for the construction of Guide House No. 6, together with complete bill of materials and instructions for building, will be mailed to any address for \$1.50.

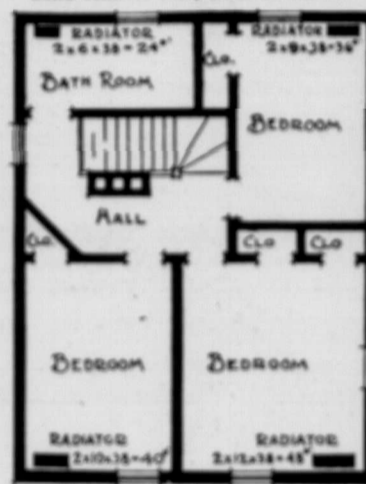
FARM BUILDING DEPT., GRAIN GROWERS' GUIDE, WINNIPEG

Gurney-Oxford Hot Water Heating

Protects the family health with the right kind of heat. Gives your wife and growing family the cozy, genial atmosphere they need for the social pleasures they are entitled to.



Solid comfort every hour of the 24



Let your neighbors see you are progressive and up-to-date

Old-fashioned heating methods waste fuel, give off dust, gas and dirt, wear the women folk out and, then only heat the house in "spots." With Gurney-Oxford Hot Water Heating just one fire is required to heat every room in the house, yet the strongest, bitterest wind or blizzard cannot lessen the steady flow of comfortable heat to every nook and corner.

No Longer a Luxury

The Gurney-Oxford Hot Water Heating outfits are no longer considered "luxuries for the rich." Every farmer can afford one as the first cost is low. They save at least one ton of coal in six, to say nothing of the saving in doctors' bills. They make a wonderful difference in the comfort and health of the family and keep the young folks at home.

To Heat a House Like This Plan

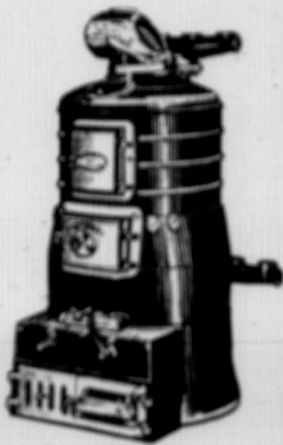
would cost for the Gurney-Oxford boiler, pipes, radiators (327 feet of radiation) valves, fittings, etc., \$310 F.O.B. Winnipeg. This is the price from any reputable fitter, the labor and freight being moderate extras. No running water system is needed—a few buckets of water used over and over again, last for many months.

The Boiler uses either coal or wood, as you select, and, with our famous draft control called the "Economizer," is very easy to manage. Every good city home has hot water heating. The country home needs it far more. Be sensible, make your home comfortable in the winter. We also make Steam and Warm Air Heating Plants, also Stoves of all the best types, and will gladly see that you get prices on any heating system. Our new booklet, "City Comfort for Country Homes," fully explains Gurney-Oxford Hot Water Heating. It is free. We urge you to write for a copy to-day. A postal will do. Address:

Gurney North-West Foundry Co.



Limited - WINNIPEG
Also at Toronto, Montreal, Hamilton, Calgary, Edmonton and Vancouver



70 Years of Success Behind the Gurney-Oxford Boiler

Fire Proof and Lightning Proof

Guide House No. 6—Also Save Insurance and Paint using

"GALT" STEEL SHINGLES

Costing only \$76.05, and

"GALT" FLEMISH BOND STONE SIDING

Costing only \$87.30

The Galt Art Metal Co. Ltd. Cor. Richard and Pine WINNIPEG, Man.

PLAN No. 2

Shown in Feb. 2nd issue of The Guide. Would make a handsome appearance and be

FIRE PROOF and LIGHTNING PROOF

if roofed and sided with

"JUMBO" Galvanized Steel Shingles and Corrugated Siding

Which we will supply, including Ridge, Nails and End Finish for immediate acceptance for

\$267.42 f.o.b. Winnipeg

This does not include the large Storage Tank, Eave Trough, Pipe and Fittings mentioned in our announcement of Feb. 2nd. Send for our Catalogue on Roofing, Siding, Tanks, and Railings.



WINNIPEG STEEL GRANITE & CONCRETE CO. LIMITED
Factories at St. Boniface, Man., and Regina, Sask. P.O. BOX 3054, WINNIPEG



A twist of the wrist trims the roll

A New Invention

Makes Paper Hanging Easy. There's no trimming to do—a simple twist of the wrist takes the whole selvage or edge from the roll exactly as illustrated. It leaves a perfect, clean out edge for matching.

Empire Selvage Trimmed Wall Paper

removes the only real difficulty which stands in the way of neat, workmanlike paper hanging. It costs no more than the old-fashioned kind.

There is an "Empire" Agent in nearly every town in Canada. If your decorator cannot show you "Empire" samples, write us and we will send you, Postpaid, our large sample book free.

THIS BIG BOOK FREE
This Big Book simplifies the selection of Wall Paper. It contains and describes over 100 styles and colorings. Full information will be given regarding the new invention that removes the selvage from the roll so easily and quickly.
21 Address nearest branch.

Newest designs and wonderful values.

WRITE PLAINLY

In sending for FREE book showing 100 newest styles and colorings, write your name very plainly and give full address.

The EMPIRE WALLPAPER Co. Ltd.
Montreal TORONTO Winnipeg

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
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WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

Farmers' Financial Directory

THE CANADIAN BANK OF COMMERCE

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L., President
 JOHN AIRD, General Manager H. V. F. JONES, Assistant General Manager
 V. C. BROWN, Superintendent of Central Western Branches

CAPITAL \$15,000,000 RESERVE FUND \$13,500,000

FARMERS' BUSINESS

The Canadian Bank of Commerce extends to Farmers every facility for the transaction of their banking business, including the discount and collection of sales notes. Blank sales notes are supplied free of charge on application.

S. H. HENDERSON, President ED. DEWART, Vice-President C. D. KERR, Treasurer
The Wawanesa Mutual Insurance Co.
 Head Office - Wawanesa, Man.
 A. F. KEMPTON, Secretary-Manager

Assets Over Liabilities	\$710,596 60
Number of Farmers Insured Dec. 31st 1915	27,175
Amount of Insurance in Force	\$42,299,525 00

A Fire Company insuring all classes of Farm Property at the Lowest Possible Cost to the Assured. FARMERS! Here are Six Reasons why it will pay you to insure your Property in

THE WAWANESA MUTUAL INSURANCE COMPANY

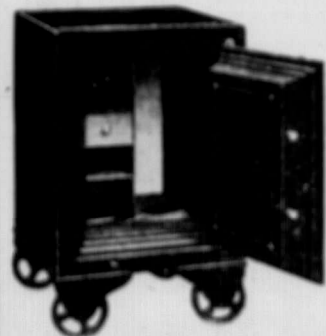
- FIRST—Because it is owned and operated by the Farmers of the three Prairie Provinces for their mutual benefit and not to enrich stockholders of a company formed to accumulate wealth at the expense of the insured.
- SECOND—The cost of insurance is not only very low, but you are not required to pay your premiums in advance unless you prefer doing so, and no interest is charged where premium notes are taken. The agent's fee is all that is required to be paid in cash.
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- FOURTH—The cost of adjustment of loss claims are paid by the Company and not by the insured.
- FIFTH—Insurance on livestock covers them against loss by fire anywhere on the farm, and by lightning anywhere in Manitoba, Saskatchewan and Alberta.
- SIXTH—That this is the Largest Farmers' Mutual Fire Insurance Company in Canada and must therefore be giving the best satisfaction.

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Think it over and see us. No savings deposits taken. Purely Trust business transacted. Wills drawn free. No speculation allowed.

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The Standard Trusts Company
 Standard Trusts Building, Winnipeg



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Easy terms. Apply to
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 P.O. Box 3004, WINNIPEG

A BANK'S DIFFICULTIES

While practically all of the banking institutions of Canada are prospering in spite of war conditions, there was one Canadian bank which failed to make sufficient profit in 1915 to pay any dividend to its shareholders. This was the Northern Crown Bank, and it may be interesting to notice the reasons for the bank's present position and the measures which those in charge of its affairs are taking to restore the business to a satisfactory basis. The balance sheet for the year ending November 30, 1915, was presented to the shareholders at the annual meeting held in Winnipeg on January 18, 1916; and the position was then fully explained by the president, Sir D. H. McMillan. The Northern Bank was established with headquarters at Winnipeg in 1906, and in 1912 it became the Northern Crown by amalgamation with the Crown Bank. The paid up capital of the Northern Crown is \$2,859,272, and the total assets on November 30, 1915, were \$20,298,847.

Reserve Fund Small

An unsatisfactory item in the balance sheet is the small amount of the reserve fund, which amounts to only \$150,000. Seven out of the twenty-two chartered banks have a reserve fund larger than their paid up capital. The Bank of Nova Scotia, for instance, with a paid up capital of \$6,500,000 has accumulated a reserve of \$12,000,000, while the Bank of Montreal has \$16,000,000 capital and the same amount of reserve. These reserves have been built up partly by selling stock above par, but chiefly by withholding dividends or paying only small ones in the early years of the bank and putting away part of the earnings each year against a rainy day.

The management of the Northern, however, was anxious to give the shareholders interest on their money from the start and began to pay dividends in 1907 with a distribution of 2 1/2 per cent. This was continued until 1911, when the dividend was 5 1/2, and in 1912, 1913 and 1914, 6 per cent. was paid. At the amalgamation the Northern shareholders received a bonus, in stock, of \$186,518, and including this sum the profits distributed during the nine years of the bank's history amount to over a million dollars. The business depression, which became acute on the outbreak of war, put many business men in the position of being unable to meet their obligations to the bank when they became due, and as a consequence good banking would have required that a considerable amount should be written off to provide for possible bad debts. The profits of the bank in the year ending November 30, 1915, however, after paying the war tax, were less than \$100,000, compared with a showing of nearly \$300,000 a year for some years past, and this did not permit of proper provision being made for bad and doubtful debts and depreciation of securities.

Capital Cut in Two

To get out of their difficulties the directors decided to pay no dividend for 1915, and to recommend to the shareholders that the capital stock, which is of a par value of \$100 a share, be written down to \$50. This would reduce the capital of the bank as it stands on the books from \$2,860,000 to \$1,430,000. Out of the \$1,430,000 written off it was proposed to place one-half, \$715,000, in the reserve fund, and use the other \$715,000 to write down bank premises and depreciation in assets and to form a contingent account to provide for possible losses in loans, the security for which is not readily realizable. The shareholders at the annual meeting approved of this scheme, which, however, must receive the sanction of the Finance Minister before being put into operation.

It should be said that there was never any question of the bank's solvency. The state of its affairs has been well known in financial circles for many months, but the bank has continued to enjoy the confidence of the public, and between August, 1915, and December, 1915, deposits were increased from \$10,000,000 to \$14,120,000. The steps which have now been taken and the prudent management which is sure to follow, may yet be the foundation on which the Northern Crown will be built up into one of Canada's strongest banks.

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Use a Bax Legal Will Form and make your will at home. You can do it as well as your lawyer, and just as binding. These wills cannot be broken if you follow our instructions. You do not spread your affairs over the whole township. You sit down and fill in the blanks as shown by the sample will accompanying each blank. Don't delay. Do it now. Sold by druggists and stationers, 35c, or by mail (3 for \$1) to BAX WILL FORM CO., Room 1718, 257 College Street, TORONTO

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contract gives you the opportunity of securing a larger business than membership in the Agency force of any other company operating in Canada. For the past nine years Great-West Life Agents have enjoyed the benefit of participation in the largest business written in Canada.

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Head Office: Weyburn, Sask.
 SEVENTEEN BRANCHES IN SASKATCHEWAN
 A Western Banking Institution for Western People
 H. D. POWELL, General Manager

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 UNION BANK BLDG. WINNIPEG MAN.

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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.**



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It contains 150 pages like those shown here—116 pages give practical instructions for improving your farm, explaining the most economical way to construct all kinds of buildings, walks, foundations, feeding-floors, walls, troughs, tanks, fence-posts, and 45 other things needed on every farm. There are 14 pages of information vital to every farmer who intends to build a silo, 22 pages show what concrete is; how to mix it; the tools needed; what kind of sand, stone and cement are best; how to make forms; how to place concrete; and reinforce it, etc., etc. In fact it tells everything necessary to know about the world's best and most economical building material—concrete.


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on what we call a balanced ration, and this for all practical purposes means that the constituents contained in the feed should be in the proportion of one part protein to about five parts carbohydrates. Pasture grass comes nearer this proportion than any other feed; and of concentrates, oats is nearest to a balanced ration.

In the winter for roughage the common feed is prairie hay, green feed, and in some parts tame hay and corn can be grown. The objection to these feeds is that they lack succulence and contain too much of one constituent. The problem confronting the dairyman is to supply succulence throughout the winter months and protein to balance up the bulky, coarse feeds already mentioned. If protein can be supplied in the roughage a much cheaper feed can be secured, and this can best be done by growing alfalfa, as alfalfa contains 10 per cent. digestible protein.

While alfalfa can be grain successfully under irrigation in the western provinces, it is harder to get a stand under ordinary conditions, but if it is sown in rows about 30 inches apart on soil that has been summerfallowed and subsoiled the year before, a sure catch is assured. As high as two and one-half tons per acre have been cut on the demonstration farm at Vermilion, Alberta. This fed in conjunction with green feed makes a good ration for roughage. Succulence can be supplied with roots and also with ensilage. Green feed, alfalfa and corn have all been used for silage on the government farms in Alberta and have given good results. Perhaps a better silage could be had by mixing the three together, and it is the intention of the writer to try this combination next year. For concentrates there is no better feed than a mixture of the three crops most extensively grown in the West, viz.: Chopped oats, barley and bran, about a quarter of the ration being barley and the other three parts equal parts oats and bran, with a little oil cake, about one pound of concentrates to every 3 1/2 lbs. of milk the cow is giving.

Steer Feeding in Alberta
Continued from Page 12

bred and grown cattle. In addition to this advantage which animals bred in the West have is the other fact that weather conditions during the winter are not as variable as they are in Eastern Canada and in the Eastern States. We do not have as many changes of temperature during 24 hours as is commonly experienced there, and we rarely have the sleet and rain storms during winter which are prevalent further east. These two factors account, in my judgment, for the fact that we can so successfully feed beef outside in this country. This feature gives beef feeders in the West a distinct advantage over Eastern feeders who find it necessary to provide shelter which may represent an investment sufficiently large to make it necessary to charge from \$2.00 to \$4.00 per steer to cover interest. An additional advantage is also found in the fact that the money which under these conditions would be invested in buildings could be invested in cattle and turned over more frequently, and the profits increased correspondingly.

Some work has already been completed covering a comparison of different bulky fodders, the most striking result being a comparison between timothy and upland prairie hay, which showed that it cost \$17.25 to produce 100 pounds of beef with the timothy hay valued at \$10.00 per ton, while with upland prairie hay valued at \$5.00 per ton, the cost to produce 100 pounds of beef was \$12.12. Gains cost \$5.95 per 100 and when prairie hay was fed in the corral outside. Further experiments along these lines are being carried on at the present time in which 100 cattle are being used divided into five groups, being fed the same grain ration but different bulky fodders, as follows:—Group 1, prairie hay; group 2, prairie hay and oat straw; group 3, prairie hay and green sheaves; group 4, green sheaves; group 5, timothy hay. Results completed and those under way indicate the superiority of prairie hay and also the

Dobell Coal

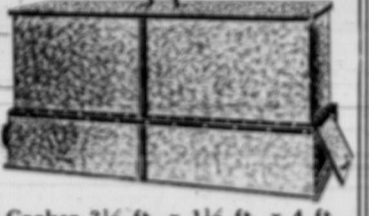
Instead of paying for shale, clay and impurities, with heavy freight on same, try our absolutely clean, specially selected, **DOUBLE SCREEN-ED** lump coal.

PER TON **\$2** PER TON

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Cooker 2 1/2 ft. x 1 1/2 ft. x 4 ft. Fire Box 2 1/2 ft. x 14 in. x 4 ft. **\$13.50**

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No safety-razor can equal the good old-fashioned razor for easy shaving, if it is kept in good condition by regular honing—stropping alone is not enough. A great barber has invented a hone that makes honing easy. It prevents "wire-edge" caused by OVER-honing. You can take your dulled old razor and sharpen it on this Perforated Hone.

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Just like you would sharpen your pocket-knife—back and forth, or round and round—any way you like so long as you keep it flat to the stone. No skill is needed; you simply can't go wrong. These little round holes in the hone trim off the roughness or "wire-edge," and leave a keen smooth edge that is a wonder even to barbers.

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It made new razors out of my old discarded ones. Shaving is now a pleasure for me. —Milton H. Douglas, Bath, Maine. "I had an old razor I had laid aside. I could not get it sharp. Now it shaves as well as a new razor." —Rev. H. W. McArthur, Gainesville, Ga. "I have used up some old razors that 'wouldn't cut soft butter' and they shave fine." —Robert Laking, Kearney, Ont. Thousands say the same.

TRY ONE 30-DAYS

Then, if you don't get the finest shaves you ever had, if it doesn't make your old razor shave like new, we gladly refund price, 50 cents (Large Size \$1.00). At your dealer's, or by mail prepaid. Write for Booklet "Honing Made Easy." **Perforated Hone Co., Leno, Mass.**
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value of green sheaves. We believe that as the quantities of prairie hay available for feeding cattle are gradually being reduced green sheaves can profitably be grown to take the place of prairie hay. At the prices which cattle in these tests have paid, namely \$10.00 per ton, green feed is a profitable farm crop and, after paying for it at this valuation it has always been possible to feed cattle profitably. Last year steers fed green sheaves produced beef at a cost of \$8.75 per 100 lbs. We believe that feeders will not be handicapped unduly by the gradual disappearance of prairie hay, valuable though it is, where it is available.

We have never practised full feeding of cattle, but usually commence grain rations at the rate of three pounds per head per day, increasing one pound per head per day each week. The maximum amounts of grain reached have varied according to weight of cattle, and character of bulky fodder being used, the extremes being from 8 pounds to 16 1/2 pounds at the finish.

Early Maturity the Aim

The ages of cattle have run from two to four years, but as the cattle business develops and the amount of free range decreases, the age limits will be reduced and more cattle will go on the market at two years than at present. Well bred young cattle that are fed well from the time they are weaned should go on the market at two years old and reach the present most popular weights of from twelve to fourteen hundred pounds. The earlier marketing of stock will permit the more frequent use of money and increase the profits by reducing cost of gains since gains on young cattle are produced for less money than on

older stock under similar conditions. It is true, of course, that the amount of free range has made possible the growing of beef at a low cost and the holding of cattle until three or four years old, has, under these conditions, been profitable. Increased land values and closer settlement will, however, necessitate a change from this practice.

Last spring this station purchased 100 head of two and three-year-old cattle and placed them on a fenced section of well watered pasture of native prairie grass. These cattle represented various breeds and were certainly not above the average class of cattle available in this country. It would be an easy matter to secure a superior lot for experimental purposes, but the idea was to secure an average bunch. These cattle were bought in different groups and weighed out to pasture and weighed in from pasture again in the same groups. The average gains made were satisfactory, reaching 358 pounds. While the section of land would not have carried many more animals the pasturage was certainly quite sufficient for this number. The season this year was favorable for growth of grass, and perhaps it would be unfair to say a good grass section one year with another would carry the same number we ran on this land this year. I am, however, inclined to think that such an estimate would not be far from the average.

The following tables give the results in greater detail and the figures open the way for free play in the imagination and lead one to estimate the wonderful wealth of the country, were all the grass now going to waste turned into beef and money:

Gains Made by Steers on Pasture

Lot	Date on pasture	Weight	Ax. weight	Date from pasture	Fall weight	Average weight	Gain
54	May 14, 1915	43,154 lbs.	799 lbs.	November 5, 1915	64,420 lbs.	1,193 lbs.	304 lbs.
7	May 22, 1915	5,590 lbs.	799 lbs.	November 5, 1915	7,755 lbs.	1,168 lbs.	369 lbs.
21	June 4, 1915	21,540 lbs.	1,015 lbs.	November 5, 1915	25,800 lbs.	1,371 lbs.	355 lbs.
20	June 9, 1915	18,300 lbs.	915 lbs.	November 5, 1915	23,920 lbs.	1,196 lbs.	281 lbs.
The 102		88,354 lbs.	966 lbs.		124,805 lbs.	1,224 lbs.	358 lbs.

Co-operation plus Cash

Continued from Page 11

association fails thru lack of their support, it will be clear that any slight immediate saving which such an offer might mean will be repaid over and over again by paying a fair price to the association. Among the many ideas which experience in handling the association has brought out, W. H. Ketchison mentioned that it would be better if the shares were higher, say \$25 each, with \$5 cash down, and the balance at the call of the directors. It is natural for a man to take interest in a concern in proportion to the amount which he has at stake in it. The small amount paid down on the shares would not prove too much for anyone who wished to be a member. Then, again, it is best to pay the manager a fixed salary. If a commission on sales is made, altho it might induce greater energy on the manager's part to make the association a success, there is always a chance for some member becoming dissatisfied with the amount of salary the manager is getting if business increases rapidly and becomes large. On the other hand, if the manager does not take a proper interest in the business at a fixed salary, he can be replaced by one who will. The suggestion was made that in order to stop the retail merchants from underselling the association—that is, selling below cost delivered at the station—with a view to causing it to fail, legislation be passed making it illegal for any company having a number of local branches throughout the province to sell its goods lower at one point than at another, due allowance, of course, being made for cost of freight, etc. Another point brought up was that the act was too strict in some ways. A case in point was that of a homesteader who came to town with ten bushels of wheat which he wanted to sell to get money with which to buy supplies. The elevators were all filled up and not buying. He was a Grain Grower and could purchase from the association, but instead of cash he has value in ten bushels of wheat. The association is not allowed to sell on credit. The storekeeper will finance the man and let him trade his

wheat for goods. Naturally the homesteader feels indebted to the storekeeper. Then again, a member has no cash. He wants a few things, but because he belongs to the association the storekeeper will not give him anything on credit. Out of self-protection that man will trade with the storekeeper if he knows that he will be hard up for cash during some part of the year. The suggestion whereby this might be overcome to some extent was that the act be amended to allow a shareholder to borrow or have company credit up to 50 or 75 per cent. of his share value.

These and many other questions are constantly cropping up. One of the very best ways to deal with some of them would be to have a convention of all the secretaries or managers of the co-operative buying or selling associations in the province and there discuss ways and means of improving co-operative work generally. The Davidson Co-operative Purchasing Association has been highly successful. Associations run along similar lines can be operated in every rural community throughout the West. The advantage in the saving of dollars and cents is a strong reason for their adoption, but it is by no means the sole or chief one. The principle of co-operation is fundamental. As J. L. Paton said before the British Association, "It is not by struggle that the fittest survive; it is by mutual aid, by fellowship, by association, by co-operation one with another. That is really the law of evolution hitherto, and it is going to be the law, and principle that will guide progress in the future."

The only class of livestock showing a decline in numbers in Manitoba during 1915 has been pigs. The number of pigs in the province, according to the latest crop bulletin, was 286,433 in 1915, as compared with 325,416 in 1914. The greatest increase in any class of stock showed in cattle, there being 631,065 head in 1915 as against 498,040 in 1914. The increase in horses and sheep was slight in each case.

A Plow for Every Plowman



Oliver Plows

WHEN you are thinking of buying a plow this spring, take time to look over the line of plows Oliver makes for Western Canada. There is an Oliver plow made to meet every plowing condition peculiar to this part of the country:

If you need a riding sulky, or gang, see the Oliver No. 1 sulky or gang, which have the deserved reputation of being the most satisfactory and popular riding plows used today in Western Canada. For other sets of conditions, the No. 39 and No. 11 sulkies have their good points, while in the walking gang, disk gang, and walking plow styles and patterns, the most particular plowman can be suited exactly, so don't fail to look over this complete line of Oliver horse-drawn plows before you buy.

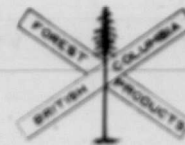
One feature of the Oliver tractor gang puts it in a class all by itself; that is, the flexible joining of small sections—carrying 4, 5, and 6 bottoms—that enables the Oliver tractor gang, no matter how large, to follow the lay of the land and plow roiling ground to an even depth.

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Poultry Raising

FOR THE FARM DINNER TABLE

At very small outlay, and with little extra work, every farm can be made to supply fresh eggs and a welcome change of meat for the dinner table.

AS A PROFITABLE SIDE LINE

The bright dry climate of the Prairie Provinces, the cheap land, cheap feed, and ready markets, make poultry raising a most profitable side line on the farm. It requires little capital to start, does not seriously interfere with other farm work, and is a source of income every month in the year.

SUITABLE HOUSES

After good birds the chief essential to successful poultry raising is a suitable house, so that intelligent care can be given the flock. The bulletin, prepared by the College of Agriculture of the University of Saskatchewan on

POULTRY HOUSES FOR THE PRAIRIE FARM

contains complete plans with bills of material for a number of poultry houses, together with directions for the proper care of hens. It will prove of value both to beginners and to experienced poultry raisers. This bulletin, or any of the others named below will be sent FREE, on application to the Chief Forester, Victoria, B. C.

- 1—General Purpose Barns
- 2—Dairy Barns
- 3—Beef Cattle Barns
- 4—Horse Barns
- 5—Sheep Barns
- 6—Piggeries and Smoke Houses
- 7—Poultry Houses
- 8—Implement Sheds and Granaries
- 9—Silos and Root Cellars
- 10—Farmhouses

SERVICE TO WOOD USERS

The British Columbia Forest Service will be glad to furnish information concerning the uses and qualities of woods to any inquirers. Write to the British Columbia Lumber Commissioner, W. H. Houston, 303 Dominion Building, Regina, or to the Chief Forester, Victoria, B. C.

British Columbia Has a Wood For Every Use

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and have a kern
even to barbers.

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get it sharp. Now
or. —Rev. H. W.
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couldn't cut soft
—Robert Laking,
say the same.

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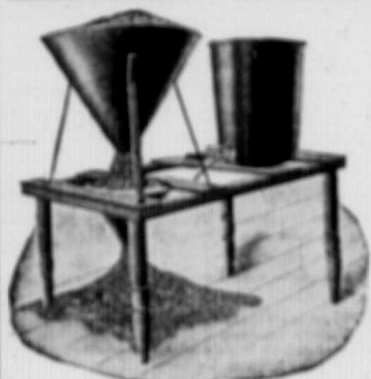


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WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

The Community

Co-operation in Theology

By J. S. Woodsworth

Secretary of the Canadian Welfare League



J. S. Woodsworth

The editor has suggested that I tell of the experiment that is being worked out by the theological colleges in Montreal. For some years there have been four separate theological colleges the Presbyterian, the Diocesan (Anglican), the Congregational and the Wesleyan (Methodist). The numbers of students were not large. Montreal is said to have a population of some 600,000. Of these only about 100,000 are English; 100,000 are French-Canadian, 50,000 Hebrew, and the remaining 50,000 mixed—foreigners. Outside of Montreal, the English or Protestant population in Quebec is not large. So the colleges have no large constituency. They have drawn some students from the West and a number from as far east as Newfoundland. This small Protestant constituency made it difficult to maintain strong well-staffed denominational colleges. But year after year they kept struggling along. Then some of the more progressive laymen began to study the situation. Why should they be so heavily taxed to maintain inefficient institutions? They examined the various courses of study and discovered to their surprise that many of the same subjects were being taught in each of the four colleges. Why could not one man teach these subjects to twenty students rather than four men each teach them to five students?

The result was a co-operative arrangement that brought the resources of the four colleges together. Two or three professors from each college made a good staff of ten or twelve specialists. A united board administered the affairs, and supplemented the finances of the individual institutions. A joint faculty arranged the courses. Each institution retained the control of its own internal affairs and taught a few special subjects. For example, the Anglicans have special lectures on ecclesiastical architecture and the Methodists on Church discipline. But for the greater part of their work all the students meet in the same classrooms in "Divinity Hall"—the building secured by the Co-operating Board. They listen to the same lectures, read the same text books, pass the same examinations.

When they graduate will they preach a different Gospel? When they graduate will they regard one another as enemies or rivals? We think not. The common training, the personal friendships, the spirit of co-operative effort will go with them into their various "parishes" and "circuits" and "charges."

Why Not?

But if this can be done in Montreal why not in Toronto and Winnipeg and Saskatoon and Edmonton?

If the theological colleges can co-operate why cannot a group of local churches co-operate. If an Anglican professor can teach Sunday school methods to Presbyterian and Methodist students, why cannot an Anglican minister teach Presbyterian and Methodist Sunday school teachers, or why cannot one of these Sunday school teachers instruct a class of boys or girls in which there are members of various denominations? If a Methodist professor of Church History can teach Anglican and Presbyterian ministers, why should not a Methodist minister teach Anglican and Presbyterian laymen?

Yet these Montreal people have not given up their own beliefs. They have simply discovered that they held much in common and could co-operate up to a certain point. And they are co-operating up to that point. This has

not meant the giving up of anything except jealousy and misunderstanding and suspicion and exclusiveness! It has meant the gaining of much—among other things efficiency and community goodwill.

Church union between certain denominations may or may not come in the near future. But co-operation among all the denominations is essential if we are to attain efficiency and community goodwill. Few realize what a large measure of co-operation is really possible. Let me again give illustrations from conservative Montreal. Students from all the colleges attended the class in Sociology. In the course of their investigations into local conditions they had occasion to visit a number of Roman Catholic institutions and to interview various Roman Catholic priests. Much to the surprise of some of them, they were everywhere received kindly and given all possible assistance in carrying on their work. On one occasion a lecturer in Loyala Jesuit college came to Divinity Hall and gave a very stimulating lecture on the development of social work in Montreal. Again let us ask: if a Roman Catholic lecturer can help train young Protestant ministers, why might not a Roman Catholic clergyman or layman have some contribution to make to the social welfare of the local community?

At the Synagogue

Yes, we may go still further. The students in their investigation of conditions among immigrants visited the Baron de Hirsch (Jewish) Institute, and there received an invitation to attend a meeting at one of the Synagogues, where they were given a special welcome by the Rabbi. Later on their "professor"—a Methodist minister—was invited to take the pulpit at the regular Sabbath (Friday evening) service. He opened his address by reading the words of the prophet Isaiah—

The Spirit of the Lord is upon me, Because he hath anointed me to preach good tidings to the poor.

He hath sent me to proclaim release to the captive,

And recovering of sight to the blind, To set at liberty them that are bruised,

To proclaim the acceptable year of the Lord.

These were the words which Jesus had read when he spoke in his home Synagogue at Nazareth.

These self-same words had a few days before been quoted by the Roman Catholic lecturer as he impressed upon the young Protestant ministers the need of being true to their calling as ministers to the suffering and needy. What other words could the Methodist minister quote when he was asked to give a message to the congregation of Temple Emanuel?

Here was common standing ground for Roman Catholic and Jew and Protestant. Again, what about co-operation of the various sects in the local community? We may not be able to worship in one building or even to exchange pulpits. But there are a hundred places where we can come together and there are a hundred ways in which we can exchange ideas and helpful services. If we cannot yet pray together, let us at least work together. If we work together, we may some day, to our surprise, find ourselves united in some great common aspiration in which our differences fade into insignificance. Such an aspiration as it passes upward becomes a common prayer!

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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 Irma 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 woman's provincial secretary for Alberta.

FORTUNE CLUB ACTIVE

Fortune Women Grain Growers have had a most successful year. Their new officers are:—President, Mrs. Bookbank; vice-president, Mrs. Boyle; secretary, Mrs. Javens; directors, Mesdames Franklin, Macey, Crossman, Brooks, Ward and Miss J. McMechan. They have taken up a line of work I am glad to hear about, in helping the hospital at Rosetown. The personal interest that members show in their nearest hospital is a means toward building up that necessary institution. The club has also done Red Cross work, remembering also the sick and dying on the field of battle. We are proud of the topics Fortune has discussed during the past year; they make me wish I had heard some of them: An Ideal Home, Influence of the Home and Surroundings, Sunday Dinners for Summer, Home Nursing, Etiquette and Good Manners in the Home, Canning and Preserving, Ways to Lighten Labor, Principles of Cooking and Food Values.

BURNHAM ELECTS OFFICERS

The Burnham members are enthusiastic workers and are willing to meet twice a month. Mrs. Runyan, their new secretary, writes that at their annual meeting Mrs. Madden was elected president, and Mrs. White vice-president. We are certain that their meetings will go far toward giving them a social and unselfish interest in each other.

WORKING FOR REST ROOM

Netherhill has reported again and given some interesting news. We would like to hear from them more frequently. There are twenty members, giving them a splendid opportunity to do much for their community. They made a good start by renting a room to use for a rest room. The method did not prove satisfactory and they are attempting to establish a permanent room. We wish them success.

In July they gave a picnic that proved a good the arduous way of adding to their treasury. Their desire to aid the Red Cross Society prompted them to give two teas in their rest room; one half of the members giving one and the other half the next one. They sold dressed chickens, pies, cakes, buns, vegetables, etc., and from the two teas realized \$26.70, after deducting expenses. Good use for a rest room, wasn't it? Miss Stirling, their secretary, writes that the members are scattered over a wide area, ranging from fourteen miles north of the most central place and eleven miles south. We admire the "stiff" those members are made of.

LAURA WOMEN'S GREAT WORK

We can all join in praise of the Laura Women Grain Growers. In conjunction with their Grain Growers' Local they have raised \$500 for the Saskatchewan unit of the field hospital. They have received the heartfelt thanks of the medical association of the province for their generous gift. How did they raise it all? Every way from donations to a pie social. They also had a big Christmas cake made and sold tickets for it to help with the fund.

Their membership is now up to twenty-four and still growing. Their December meeting was held at the home of Mrs. Winch. A paper on Christmas gifts was given by Miss Douglas. Mrs. Jefferson was asked to continue as president, Mrs. Carr was elected vice-president, and Miss Douglas secretary.

Dear Miss Stocking:—The reason that I have not furnished you this year with any report of the activities of the Silton Women Grain Growers is that since the passing of the resolution last spring at the convention, whereby the women had to pay one dollar membership fee for a year, 50 cents of which went to the Central Association and 50

cents to the men's local association, I have not been able to do anything among the women at all. As you know, a great many of the women in this country have not been accustomed to attending meetings and discussing questions, etc., and have to be gradually educated up to it.

In 1914 I sent written invitations to every country woman in this district who could write and speak English, and after a lot of hard work I got a good turnout to a meeting to organize an auxiliary. We agreed to hold our meetings and discuss and study such subjects as women are interested in, according to the program suggested in the 1914 Year Book. Because of illness I was unable to keep up the work for two or three months. In the summer, when a picnic was held, we sold strawberries and cream and earned \$5 over all expenses. We had another meeting before Convention, and I suggested that we use what money we had with our membership fees and send our president to Convention. Several of our members went as visitors at their own expense. All went well until the resolution came up about joining the men's local, and that spoiled the whole work that I had done. They came home with this idea: "Oh, we will all go to the men's meetings and help them. They told us at the convention that we could help the men better by having our meetings together." There are only three women who attend the men's meetings, and there is really no use of their going, even tho they are interested in the questions that the men are discussing. The men would not waste their time discussing what they call the trifling questions that interest women. Then we have no funds to work with now, not even our own membership fees. The men use all the fees as their funds to work with. I hope that you understand the difficulties under which we work. The women would turn out and get interested in meetings of their own, if they had a chance, which they don't.

MRS. B. J. ANDERSON,
 Secretary Silton, W.G.G.

I am glad that the secretary of Silton has told me their troubles, and for fear that the same difficulty may have occurred in other clubs, I will print the above letter.

When women join the local existing in any community, they have voting privileges therein, by virtue of the membership fees paid. The Local is theirs, as well as the men's, and they have a voice in the disposal of the funds. Then the women members can form a Women's Section of that Local, have their own officers, make their own program, hold their own meetings, manage their affairs in a very independent way. But no club or Local is doing its duty when it does not plan for the betterment of its community. For community work, both men and women are needed; by belonging to one Local they both have a vote in common matters when they desire to meet together for the common good. Perhaps the combined meeting will occur only once or twice during the year, or as often as the spirit of co-operation draws them together. But there are many, many times the women want their own meetings; and they have the privilege to hold separate meetings when they form a Women's Section of the Local. They can control all funds that they make, apart from the fees, which stay in the treasury of the Local. But those fees can be used to pay expenses of delegates to convention, for every club should be represented by a delegate. Hold those fees as a reserve fund for delegates' expenses, for delegates must be sent from the combined Local or they do not have voting privileges in the main convention. By thus using the fees to send women delegates, it looks to me as tho we have put it over the men, whatever way you look at it, only don't let them know it. E. A. H.



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Old Dutch



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Yours truly, DAVID CUMMINGS, Rossville, Ont.

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Young Canada Club

By DIXIE PATTON

THREE ATTRACTIVE PRIZES

Three prizes of rollicking good story books will be given for the three best stories of "A Good Citizen." I wonder if it has been made quite clear that the story must tell some particular happening in the life of the hero or heroine which shows that he or she was a good citizen. You all know, for example the story of the little Dutch boy who stopped the hole in the dike with his hand until help came. That little laddie was a very good citizen indeed. The other day Mr. Maharg, president of the Saskatchewan Grain Growers' Association, told the story of a local Grain Growers' Association which put in the crop of a poor Austrian woman whose husband had been sent away to the asylum. Those men were good citizens, because they were showing good will and kindness to a stranger in our land. There are ever and ever so many ways of showing oneself to be a good citizen, and I want you to tell me of one of these in the form of a story. You may manufacture the story out of your own head, or it may be something you have heard about or that you have known to happen to some person, but it must not be a story that you have read or have had told to you from books.

For the three best stories prizes of interesting books will be given, and anyone who is not already a member of the club, but who sends a story good enough to print, and encloses a stamped and addressed envelope will be sent one of our pretty maple leaf pins and the membership card of The Young Canada Club.

These stories must reach me not later than March 7. They must be written in pen and ink, and on only one side of the paper. The writer's teacher or parent must certify that the story is original, and that the age given is correct. Letters should be clearly addressed to Dixie Patton, Grain Growers' Guide, Winnipeg, Man. The contest is open to any boy or girl of seventeen years or under who sees this announcement.

DIXIE PATTON.

DEXTER

I have been reading the letters in your club and find them interesting. So I thought I'd try my luck and send a story about my pony. His name is Dexter. He is such a very gentle animal any small child can handle him. His color is roan, and he is a half pacer. I like to ride him very much. We drove to school with him this summer.

He likes sugar and will shake hands for some. Sometimes I fall off his back when I ride him, but he won't run away. He will stand still and let me get on his back again. I wouldn't sell him for any price.

I don't expect a prize this time, but if I see this letter in print I will try my best next time.

ALVERA NELSON.

Age 9.

WHAT HAPPENED YESTERDAY

About three years ago when I was living in Ontario, mother and I went out to pick berries. When we had picked for about an hour we said we had better go home. So we started home. When we were nearly there we stopped for a minute and looked back at the place where we had been picking, and right beside a little pond we saw a big bear. I was scared for a few minutes, but mother said he wouldn't hurt us, for he only went there to get a drink.

RUBY R. HAWKINS.

Age 11.

Summerberry, Sask.

A HAPPENING OF YESTERDAY

When I was a boy of five years I was sent to the barn, one cold winter's day, to tell the men to come to dinner. I got muffled up and started off.

When I reached the barn door, I found a lot of two-year old colts. Two of them, the largest, a black and a bay, stood before the door. I shouted at them. Then the black rushed at me. She knocked me down and stepped on my right leg. I shouted my brother's name. He came to the door and said,

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and ask all your friends to try a "Fairy Berry." They'll like them so much that everyone will want a package or two at once. Just one little "Fairy Berry" will purify the mouth, soothe and refresh the throat, and they are absolutely delicious. Everybody just love them. You'll sell them all in an hour. "Fairy Berries" are like wildfire.

Then return our \$3.20 and we will at once send you this grand complete in postage free outfit, exactly as represented, and a beautiful full size Kodak Film Camera (value \$1.50) in return for our 1.00 allowing your grand scholars outfit to your friends and getting only five of them to sell our goods and earn our big commission to you. We guarantee to stand behind all transactions changes on point orders. Write to-day—right now while you'll see it. Address

THE REGAL MANUFACTURING CO. Dept. 87. TORONTO, ONT. 34A

"What are you doing there?" "I am tied down with ropes or something," I answered, not knowing that my leg was broken. I then seemed to go into a kind of sleep.

When I opened my eyes I felt something on my head. I asked what it was, and was shown my toque, which was wet with blood. Then I knew that I had cut my head when I fell.

Then for twenty-one days I lay still. At last I was able to walk. Soon I was well again.

My leg was broken at the thigh, but now there are no marks, my leg is not crooked, and I don't limp.
Age 11. JAMES BURKE.

THE THREE RABBITS

One day in the summer holidays my little friend and I went out to the field. While we were there we saw three little rabbits. We caught them and took them home. My friend caught two and I caught one. They were quite frightened at first when we would go to pick them up. We got milk and fed them with a spoon. After we had had them for a little while my friend took her two out and put them on the ground. One got away, but she caught the other one.

One morning when we went out to feed our rabbits we found that they were both gone. We looked all around the box to see where they could have got out, but could not see a hole any where, and the sides of the box were high. So that was the last seen of our rabbits.

KATHLEEN HARRIS.

Age 11.

WHAT HAPPENED YESTERDAY

One night, just after supper, my mother looking out, saw that the straw banking had caught on fire. Father helped to get the heavy things out. Then they put snow on the fire to keep it down, while mother got the small furniture out.

The fire soon got the start of father, and he carried out the most of the remaining things. I was sorry most about my toys, being only two years old.

After the house was almost burnt my mother and brother went to a neighbor's to sleep. My father slept in a granary so that he could watch the remains of the fire.

CLIFFORD HAW.

Age 10.

THE PRAIRIE CHICKENS

The prairie chicken is one of the good birds of Manitoba. It belongs to the grouse family, and it is often called the sharp-tailed or pin-tailed grouse, from the two long soft feathers which project beyond the stiff tail feathers. Its plumage is of a dull color, which prevents it being easily seen by its enemies. The male bird is somewhat ornamented by a bright yellow patch of bare skin above and behind the eye, and a bluish spot on the neck which he can puff out or inflate with air.

Like all wild creatures, the prairie chicken is well fitted for living in its native haunts. Its legs are protected from the cold by a thick growth of feathers, so long it almost covers its toes. The toes themselves are curiously adapted in winter for walking on snow. We might almost say that the bird wears snow shoes.

In autumn a row of scales begin to grow out along the sides of each toe, and by the time it snows the scales appear. When warm weather comes the scales fall off, as they are no longer needed.

In spring the birds leave the shelter of the bush and spread over the prairies. When the snow is nearly melted food is scarce; but they find a good friend in the wild rose, whose red berries or hips form their chief diet at this season. The fruit of the purple sunflower is also eaten by them as well as many more dwellers on the prairie. When warm weather has fairly set in groups of prairie chickens meet in the early morning on some mound or hillock and go thru some curious movements which we call the dance.

ORIN SHARRATT.

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The Cure of the Spoiled Child

In part of what I am about to say I may seem to be playing too frequently upon one or two strings. But tho this may appear to be monotonous, it is a monotony that cannot with safety be avoided. The physician, called in to attend a sudden illness of your child, will take the child's temperature, examine his pulse, inquire what he has eaten; and some such preliminary routine he will follow in every new case he is called in to treat, however different may be the diseases. The same liberty of repetition I must also claim. In previous articles I have written that the way to begin to cure a child of faults that may interfere with his best development is first to examine ourselves to learn if we have any character disease which may be a constant source of new infection to the child; and that if we have, our cure must start with the cure of ourselves. Just so, if we would cure our spoiled child, we must begin by looking into ourselves; the spoiled child usually means a parent who spoiled him. If our child is spoiled, what is there in us that did it?

There may have been any number of things. Perhaps the greatest cause behind the spoiled child is the mother's unthinking indulgence during the earliest years of the child's growth, when his habits are forming. The mother may be unwilling or may shirk to meet directly and frankly the disagreeable situations which arise.

Rather than have an open conflict with her child, making clear to him once and for all what is expected of him, and what he can expect from others, the mother too often yields to the child's caprices, or satisfies his selfish, unreasonable demands. Thus, each successful overawing of his mother strengthens the child's capricious selfishness. Or perhaps the child may have been sickly for a long period, and the mother may have felt that he could not be crossed, and may have arranged the life of the entire family so that it revolved around the child's life—and the child may have become aware that he was a little sovereign.

In such cases the cure must be started by the mother's realization of the injury her policy is doing her child. How one mother was brought to see the seriousness of such a situation as this, and how she handled it, may serve to suggest to other mothers how the tragedy of the spoiled child may be avoided. This mother had a son of eight, naturally bright and kind, but who unfortunately from birth had suffered from attacks of asthma; also she had a son of twelve, strong, generous, energetic, and with a keen sense of justice. Because of his misfortune, the younger brother, Sam, was given the best of physical care, and was shielded by every precaution against over-stimulation. Further, he was allowed to grow up with the understanding that his older brother, David, should yield to him upon all points—should, in fact, be almost his personal servant. Naturally he made demands on David which were unjust and unreasonable. If David would not at once obey, which sometimes he did not, Sam would instantly begin to cry, which invariably brought the mother to the scene. Fearing dreadful consequences from his irritation, she would put all the blame on David. Frequently, without question, she promptly punished the older boy for bringing on such situations.

For a period David received rebuke and punishment as a matter of fact. He was subdued by fear into believing in the dreaded consequences that might result from his brother's illness. But one day when Sam's crying caused the mother to chastise David for some trivial offence that Sam weepingly announced, and the mother told David that, as further punishment, he could not play baseball that afternoon, baseball being his greatest pleasure, David stood for a moment as if dazed by what had happened to him. Then, as if moved by some force outside himself, he flung himself upon his little brother and pummeled him with all his boyish strength.

A scene followed between the mother and David which need not be described here; but David finally managed to express the injustice of the whole situa-

tion. Then he declared that he would not stand his mother's treatment or his brother's tyranny another day—he would run away from home. The mother, in an awakened agony for David, for the first time began to see what was happening—that little Sam was being made into a selfish prig, and that, as serious as was his physical trouble, even more serious would it be for him to grow up a spiritual cripple.

The mother decided then and there that, despite Sam's physical condition, he was never again to have his way, if his way was unjust and unreasonable. She told him that from that day on, unless he could play justly and fairly, unless he could give as well as take in his play, he could not play with his brother; and since his physical condition did not permit him to play freely at large, he would have to play all by himself in a single room at home. This program was strictly adhered to. The first time the mother discovered that Sam was unfair and selfish in his play, she took him right out of the game and put him in a room entirely by himself. Sam was astonished at this change in his mother's attitude and protested violently. The mother, tho fearful of results, let him protest without changing her decision, and soon Sam learned that his mother was in earnest. Several such unpleasant experiences absolutely cured Sam of his habit of unreasonable demands, and also made life happier for all concerned.

The problem presented by one of my correspondents, of the child who "cries violently until he gets what he wants," is a very common one. The child who has this habit is almost invariably a child who has learned from experience that crying hard, and crying long enough, is the most successful method for securing his ends. Sometimes this practice originates from what some parents claim are absolutely unavoidable circumstances—one instance being a sickly child, such as I have just cited—which, the parents consider, require that the child be not irritated, crossed or annoyed in any way. A child so treated, quickly and naturally learns the great value to himself of showing irritation. This coddling in childhood usually develops a selfish, self-centered, self-seeking adult, who, in the end, pays a heavy penalty for it all by being generally disliked.

This use of the cry as a business method of the child is a comparatively simple variety of "spoiledness" to cure, if the mother goes at the affair whole-heartedly, and does not allow herself to weaken and yield in the end. When the child wants a certain thing and begins to cry for it, if what he desires is just and right for him to have, under no circumstances should the thing be given him while he continues his fit of crying. The mother should say simply and firmly to the child, "Of course, Willie, you may have it just as soon as you stop crying." When the child meets the condition the promise must be kept.

On the other hand, if a child is crying for something that is wrong for him to have, or wrong for him to have at that particular time, the mother should, with equal frankness and firmness, tell the child that he cannot have it. If the child is old enough to understand reasons, give him the reasons; if not, make a clear, simple, brief and direct statement, and let it go at that. The mother should go about her affairs, practically paying no more attention to the child, leaving him to cry it out. Crying will not hurt him. Except when frightened or physically injured, a child cries solely to attract attention. When he perceives that his crying is getting him no attention, he wearies of the performance. After a few such experiences the child will learn that his mother means what she says, and that his crying will bring no results, and he will shortly give up this unpleasant practice.

A chief point to remember in this connection is that you must prove to your child, in your every-day relationship with him, that what is reasonable and right for him to have he shall have, and that what is wrong or harmful for him to have he cannot have under any circumstances. You must strive to

16, 1916

Child

What he would attempt or his per day—he home. The agony for began to see at little Sam fish prig, and his physical would it be tual cripple. en and there condition, ave his way, nd unreason- rom that day y justly and ve as well as uld not play ee his physi- it him to play ave to play room at home. y adhered to. er discovered selfish in his at of the game firely by him- shed at this attitude and mother, tho protest with- on, and soon oter was in mplesant ex- d Sam of his mands, and al- all concerned. by one of my ild who "cries at he wants." The child who invariably a om experience crying long cessful method Sometimes this what some par- ly unavoidable nce being a re just cited— sider, require itated, crossed r. A child so sturally learns elf of showing g in childhood, self-centered, n the end, pays l by being gen- as a business comparatively spoiledness" to s at the affair loer not allow iled in the end, a certain thing if what he de- pr him to have, es should the le he continues mother should the child. "Of have it just as g." When the on the promise

establish in the child a perfect confidence in your sense of justice. And this confidence you can hope to secure only by first giving adequate thought as to what really are the child's rights.

The type of "spoiled child" who is destructive, who delights in teasing animals or engaging in malicious mischief, is generally a child whose mental, nervous or physical energy has not been constructively utilized or directed. Therefore his energy escapes in malicious and destructive activities. Back of all his "spoiledness" there may be only, or chiefly, a suppressed desire. The cure is obvious—an interesting and constructive outlet for his natural energy.

"Joe is impossible to have around the house, he is so incorrigibly mischievous!" a mother complained to me. "He simply takes the house apart! He meddles with every clock, lock or screw, and we never know what awful thing is going to happen next." To illustrate, she told me of an unpleasant experience the family had had on account of Joe's wicked mischievousness in the early fall, when the steam had first been turned on. It seemed to them for a while as if the whole house was going to be blown up, for steam was escaping everywhere. Joe calmly came forward and announced that he knew what was the matter, that he had unscrewed certain valves to see what would happen, and that he knew how to fix those valves. This, to the mother's great surprise, he did. "And," concluded the mother, "I fixed Joe, to help him remember not to meddle again with the valves!"

It was very plain that what this "spoiled child" needed was not punishment or suppression of his mechanical inclinations, but a chance to make use of them. I advised the mother to have Joe join a mechanical class in a boys' club-house in the neighborhood. I knew that in connection with that class the boys also had gymnastic instruction under a competent leader. This proved to be exactly what Joe needed. He found great pleasure in his new classroom, he learned the use of certain mechanical devices there, and before very long Joe, instead of being an annoyance to everybody, became a very genuine source of pride to the household. He had a corner in the house which he called his "shop," whence emanated all kinds of original and ingenious mechanical toys.

The child who maliciously teases animals does it perhaps out of idleness, or because he has never been trained or taught to treat animals kindly, or because he has seen those about him careless and unkind to animals. Little children are cruel without meaning to be cruel or knowing that they are cruel. Kindness and sympathy for animals can best be developed in children thru actual personal experience. Every little child should have a chance, and should be required to care for some living, growing thing, animal or plant. Only thru such practices can the finer human sympathies and instincts in the child be awakened and developed.

Miriam Finn Scott, in Good Housekeeping

SYSTEM IN THE HOME

Obedient Youngster—"Mother, may I speak?" Parent—"You know that you must not talk at the table." "May I not say just one thing?" "No, my boy. When your father has read his paper you may speak." Father reads thru his paper and says, kindly: "Now, William, what is it?" "I only wanted to say that the water pipe in the bath room had burst."

BELGIAN RELIEF FUND

Table with 2 columns: Description, Amount. Includes entries for Belgium admirer, Elm, Man., and Elmville Patriotic Fund, Emmaville, Sask.

CANADIAN PATRIOTIC FUND

Table with 2 columns: Description, Amount. Includes entries for Zena and Sartmore Ladies' Aid, Sask.

RED CROSS FUND

Table with 2 columns: Description, Amount. Includes entries for Kirk Conn and Orth Threshing Co., Inglewade, Sask.

DRIVING HOME THE COWS

Out of the clover and blue-eyed grass, He turned them into the riverlane; One after another he let them pass And fastened the meadow bars again.

Under the willows and over the hill He patiently followed their sober pace; The merry whistle for once was still, And something shadowed the sunny face.

Only a boy! And his father had said He never would let his youngest go; Two already were lying dead Under the feet of the trampling foe.

But after the evening work was done, And the frogs were loud in the meadow swamp, Over his shoulder he slung his gun And stealthily followed the foot-path damp.

Across the clover and thru the wheat, With resolute heart and purpose grim, The cold was the dew to the hurrying feet, And the blind bat's flitting startled him.

Thrice since then had the June been white, And the orchards sweet with apple-bloom; And now, when the cows come back at night, The feeble father drove them home.

For news had come to the lonely farm That three were lying where two had lain; And the old man's tremulous palsied arm Could never lean on a son again.

The summer days grew cold and late, He went for the cows when the work was done; But down the lane, as he opened the gate, He saw them coming, one by one.

Brindle, Ebony, Speckle and Bess, Shaking their horns in the evening wind; Cropping the buttercups of the grass— But who was it following close behind?

Loosely swung in the idle air The empty sleeve of army blue; And worn and pale from the cropping hair, Looked out a face that the father knew.

For Southern prisons will sometimes yawn, And yield their dead unto life again; And the day that comes with a cloudy dawn In golden glory at last may wane.

The great tears sprang to their meeting eyes; For the heart must speak when the lips are dumb, And under the silent evening skies Together they followed the cattle home.

KATE PUTNAM OSGOOD

The Extension Department of Manitoba Agricultural College has announced another short course in agriculture and home economics to be given at Dauphin, Manitoba, from February 21 to March 10. The list of speakers is about the same as at the short courses so successfully held at Morden, Virden, Neepawa and Boissevain. In the Dauphin course, however, one important change will be made: The instruction for each week will be concentrated upon closely related subjects. Thus if any student wishes to take up livestock study only, he will need to attend only during livestock week; another week will be devoted to field husbandry and horticulture, and another week to dairying, poultry-keeping and similar topics.

As indicating the demand for instruction in gas engineering, it is noted that at the short course recently put on by the Agricultural College at Morden, Manitoba, students were present from thirteen points, coming from as far distant as Cartwright and Minnedosa.

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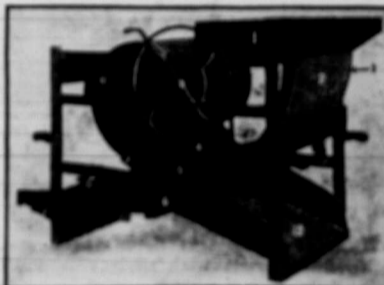
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Extract of a letter from a Corporal at the front to a Suffolk Clergyman:—

"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.

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Our Ottawa Letter

Life of Parliament to be Extended—Bank Act Amendments Introduced.

(By The Guide Special Correspondent)

Ottawa, Feb. 11.—The disappearance of the possibility of an early general election has undoubtedly been the outstanding happening of the week in parliament. For the first time since the commencement of the war the Canadian people can now feel certain that for eighteen months at least they can give their undivided attention to the problems arising out of the great struggle. On one, and perhaps two, occasions an election cloud has disturbed the people, and no one in authority would give the assurance that it would not burst upon the country. At one time it was proposed to mix up a battle of the ballots with the battle of bullets in the trenches of Flanders, and the ballots which were to be used are now stored in London—just useless "scraps of paper" which cost Canada considerable money.

Whatever one's personal views may be in regard to the desirability of disturbing the constitution, it will be admitted that the action of the parliament of Canada in deciding to ask the Imperial house to prolong its life for a year, or until October 7, 1917, will be heard with a feeling of relief by the great majority of the Canadian people.

Laurier Made Decision

Such is the peculiarity of the constitution under which we live that the momentous question of a war-time election was settled not by the government of the day, but by the leader of the opposition. Sir Wilfrid Laurier could have precipitated a dissolution of the house at no distant date, and an appeal by the government to the people had he desired to do so. Sir Robert Borden stated that if the resolution were opposed it would be withdrawn. The Liberals in caucus left the final decision of the matter to their leader, and he undoubtedly chose what most Canadians will consider the wiser course. The announcement by Sir Wilfrid of his determination to make other considerations subservient to the necessity of winning the war was greeted by all the members of the house with warm acclaim, and a number of Conservatives, including Sir Robert Borden and several of his col-

leagues, crossed the floor of the house to shake hands with their veteran antagonist.

The resolution productive of this momentous result was moved by Sir Robert Borden at Tuesday's sitting of the house. In view of the somewhat caustic criticism indulged in by opposition members during the debate on the address, and the declaration by some that they were not enamoured of the idea of an extension of the parliamentary term, there was probably a good deal of excuse for the slightly belligerent tone assumed by the government leader in his speech. Sir Robert, with some little warmth, declared that the government did not come to the house as a supplicant, and that the resolution would be withdrawn if seriously opposed. He quoted voluminously from opposition newspapers against a war-time election, but refrained from mentioning those newspapers which have urged the government to appeal to the people. The prime minister dwelt at some length on the undesirability of the turmoil of an election at the present time, and said that it was the wish of the government from now on to devote all its thoughts and energies to the business of the war. While admitting that in the early stages of the war some mistakes may have been made by the government, Sir Robert maintained that these mistakes were less serious than those which had been committed in other parts of the Empire. He asserted that all the members of his government had met the added responsibilities due to the war in a most worthy manner. It was noted, no doubt with amusement on the part of some, that although the premier referred to Sir Thomas White, Sir Geo. Foster and Hon. J. D. Hazen, he made no mention at all of Sir Sam Hughes, upon whose shoulders the greatest burden of all has undoubtedly fallen. No one for a moment thinks that the suggestion was intentional, and Sir Sam's friends and enemies both unite in agreeing that it does not matter, because he is quite capable of keeping in the limelight without any assistance from his political chief.

Sir Robert stated that there were

only two precedents for an extension of the term of parliament: One in England some 200 years ago, and the other just recently set by the British parliament. He thought it was just possible that it might be necessary to ask for another extension because, according to what he had learned in England, he was inclined to think that the war is only about half over. The prime minister intimated that there were certain members of his own party who were inclined to the view that the extension would not be a good thing politically. He did not, however, take this into account at all, adding, amidst cheers, that "all mere party considerations dwindle into insignificance when compared with the great issues and consequences involved in the war."

After dealing with the constitutional aspect of the question, Sir Wilfrid Laurier said that when the first proposal for an extension was made he deemed it his duty to consult his followers. At a caucus held on the subject some differences of opinion were expressed. This was due in some measure to the fact that there had been some evidence of a determination on the part of the government to hold an election. The feeling of opposition to a war-time election had been aggravated, he said, by the uncertainty of the government's intentions. It might have been dispelled at once by a simple word frankly spoken. Hon. Robert Rogers, in April last, had spoken in the House of Commons of the desirability of a general election. Mr. Rogers had publicly declared that the people were demanding an election because of the senate's attitude. If his declarations, and those of other ministers, spoken with authority and responsibility, meant anything, they meant that the government wanted to try the fortunes of a war-time election. But the reasons against an election then were just as cogent as the reasons against an election today. But now there had been a change of heart, and the proposal as outlined in the speech from the throne was not surprising.

Speaking of the responsibility which had been placed upon his shoulders, Sir Wilfrid said: "I am a servant both of the state and of the people whom I represent. I realize that I have duties of great moment to perform. When the war broke out I had a clear vision of the task which I should follow, and I have not deviated from the course which I have laid out for myself." He reminded the house that since the out-

break of the war the only occasion upon which the opposition had divided the house was upon the question of fiscal policy, when it was deemed that the minister of finance was legislating to the detriment of the trade of Britain at a time when the opposition believed every assistance should be rendered by the Dominion.

Sir Wilfrid stated that he realized that the proposed action was against the letter of the constitution. He deprecated a war-time election, but it was not an impossibility, if the war was unduly prolonged, that an election would be necessary. During the Napoleonic war and during the Civil War in the United States elections had been held as usual, but great and terrible as were these struggles of the past, they were as nothing compared to the present conflict. His best judgment, therefore, was strongly in favor of offering no opposition to the resolution.

"I take it," he added, "that there will be no election until the autumn of 1917." It would be advantageous to the patriotic interests of the country, he said, that it should not be longer subjected to the uncertainty of the last twelve months.

The senate disposed of the resolution just as expeditiously as the commons. After a brief and perfunctory debate, it was passed unanimously. Senator Longheed, in the course of his remarks, said that Western Canada would be the chief sufferer from the extension, as the provinces would for a considerable time longer be deprived of the increased representation to which they are entitled by the redistribution of seats following the last census.

Government Steamships Advocated

There was a debate in the house on Thursday night on the important matter of providing more vessels for the transport of the products of Canada to the markets of the world. Several members for the maritime provinces started the discussion by urging the government to do something to encourage shipbuilding in Canada.

Dr. Edwards, of Pictou, came out flatfooted in favor of a government owned and operated steamship service to carry wheat across the Atlantic. "I cannot see any reason," he said, "why a country like Canada, which owns the Intercolonial, which takes the money of the country to equip and operate these lines, should not also own and operate steamship lines. The difficulty of the

transportation of wheat from the West would be largely overcome if the government would spend some millions of dollars in building and operating lines of wheat freighters which would guarantee to the farmers of the West that their wheat would be carried to the markets of the world at the lowest possible cost. Not only would we be justified in doing that by reason of the benefit that would accrue to the growers of wheat in the West, but it would necessarily mean that instead of about forty per cent. of our surplus wheat leaving Canada by Canadian ports and the other sixty per cent. via American ports, a very much larger proportion would go over Canadian railways thru Canadian ports.

This view was also supported by W. F. Carroll, of Cape Breton. Mr. Carroll referred to the fact that the government is now operating a line of railway from Winnipeg to the Atlantic seaport. Why should they not, he asked, as an auxiliary to their railways, build and own and control ships in this country? He was against the government assisting the Canadian interests to purchase foreign ships, because it is desirable to establish a great ship building industry in this country.

Bank Loans on Livestock

At Thursday's sitting Sir Thomas White secured the passage of a resolution and introduced a bill extending the power of the banks in making loans to farmers. He said that last year the Bank Act was amended by providing that banks might make loans upon the security of "grain purchased, the crops to be grown therefrom, and the seed threshed from the crops." The time was limited practically to last year. The legislation he said had given some satisfaction. It was now proposed to take away the time limit. An additional provision was one which will permit banks to take security for loans to farmers upon livestock. The bill will enable banks to take chattel mortgages for loans on livestock according to the laws of the various provinces. That is to say, said Sir Thomas, that a bank is put in precisely the same position as an individual or an institution that has the power to loan upon chattel mortgage or bill of sale security.

W. A. Buchanan, of Medicine Hat, said that the existing banking system was decidedly unpopular in his district, more particularly with Americans who had been used to a system of local or state banks. With such banks farmers could secure small loans on chattel mortgages. A great many essays and lectures, he said, were delivered by the managers of banks to the farmers as to how they should farm their land and the desirability of going into mixed farming. Those very bankers, however, were the men who refused to permit the farmer to go into mixed farming. Mr. Buchanan thought that there would have to be a change in the method of the management of the banks before the western farmer was satisfied.

Shell Committee Under Fire

Parliament has not heard the last of the shell question. It will be recalled that the operations of the old shell committee were discussed at length in connection with the debate on the address. On that occasion, however, no formal motion was made by the opposition, for the reason that an amendment to the address constitutes a want of confidence vote in the government. On the day after the resolution extending the life of parliament was passed, Sir Wilfrid Laurier gave notice of a motion calling for the appointment of a special committee of the house to investigate the shell committee. A sharp debate is expected when the matter comes up, and there may possibly be a division. It is not expected that the request will be acceded to, and the government will probably again make the plea that the shell committee being an Imperial body, its work does not come properly within the purview of the Dominion parliament.

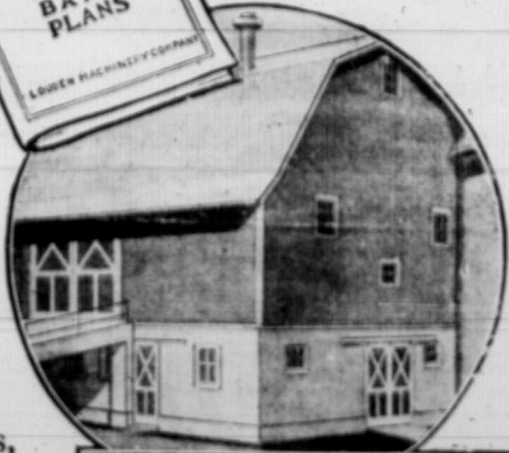
Altho the great fire occurred only a week ago, both the senate and the commons are fairly well established in their new home in the Victoria National Museum. Carpenters are still at work dividing off rooms and there is considerable confusion, but in the course of a few days normal conditions will be restored. The building lends itself to its new purpose to a greater degree than

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OVERDOSE OF FORMALIN

In the season of 1914 I had quite a lot of smut in my wheat, and when I shipped it it graded smutty, therefore being a straight loss of about ten cents per bushel. I decided it did not pay to have any smut and determined to have none in the 1915 crop. I had three hundred acres of land for wheat, all summer-fallow except sixty-five acres, and on this land I sowed 790 bushels by weight of good clean Marquis wheat, which was grown on new breaking by a neighboring farmer. I got twenty-five pounds of formalin and used it on this amount of wheat, thinking I would sure have no smut. Well, I had no smut I can assure you, for the solution was so strong it killed the germ in about two-thirds of the kernels. This I am positive of, for after other people's grain was all up and looked fine, mine was a thin, sickly crop. So I examined the seed in the ground and found that a great many of the grains had never sprouted, and upon squeezing them they were soggy and rotten. Therefore I know I used too much formalin, as my neighbor whom I got the grain from had a dandy crop from seed out of the same bin, his grain averaging forty-five bushels per acre and mine going twenty-three and one-half.

"A WISER MAN."

The proper amount of formalin to use when treating grain for smut is one pound to forty gallons of water. When buying be sure that the solution is fresh.—Ed.

One effect of the war has been to put new life into cheese making in Manitoba. For a number of years this industry has been on the decline, until in 1913 only 499,696 pounds were made in the province. The war, however, with its big demand for so highly nitrogenous a food, furnished an excellent market for eastern cheese, and the Manitoba factories seizing the opportunity to supply the home trade almost doubled their make, producing, according to the department of agriculture's crop report, 726,725 pounds during 1915.

HEREDITY

The laws of heredity are a continual puzzle to breeders of livestock and the oft-quoted maxim that "like produces like" does not always appear to come true. Possibly a slight alteration would be an improvement—like produces like only from like. Not only must sire and dam be of the same type but their ancestry must be of the same type, too. "Throwing back," that bug-bear of the crossbreeder has never been fully explained altho Mendel's researches and discoveries have brought much light to the subject. This breeding back is undoubtedly due to some powerful ancestral influence. Many apparent freaks and "sports" in both animal and vegetable kingdoms are doubtless due to reversion or atavism. Dr. de Vries has found that plants appear at long and irregular intervals that have distinct differences from their parents, and that these new characters are permanent. Hence a new species is established. This is almost a new theory as to the way in which evolution proceeds. Very few plants have been noticed to change in this manner and much study is needed before the theory can be fully established. Variation from type is also brought about in a way not often considered, in the present day.

Imitate Surroundings

It is a well-known fact that animals mimic in the color of their coats their natural surroundings. This mimicry is thought to have taken years and ages to accomplish; was only produced by a long course of selection in which animals that had not this protecting mimicry were killed off by their enemies. Jacob knew better than this four thousand years ago, and surrounding his breeding places with striped and mottled fences and posts he quickly produced striped and speckled animals in his flocks. Doubtless he knew that "nervous impression" produced on the female at the first service, aided nature considerably in her mimicry. Scientists call this phenomenon Teleostony and it is still a force breeders have to meet, as the trite old text says, "unto the third and fourth generation." Climate is also responsible for many variations from the law of heredity. The changes from this cause are certainly very gradual and not much noticed in one generation, we find in every country this adaptation to surrounding circum-

stances producing a difference in type. Cold stimulates the growth of hair till it becomes thick and woolly as in the Iceland ponies. The rocky mountains of Scotland and Wales have produced the hard flint-like hedges of the mountain ponies found in these countries, just as the lowlands have produced the heavy wide-soled draught horses. Rough treatment and fright can hardly be considered a part of nature's great purpose, but they make their influence felt none the less on the young as yet unborn. S. J. Wigley.

CARE OF TIRES

Automobile tires, like machines, should receive some attention and care before they reach the point of "laying down on the job." A little care in looking over a machine occasionally will prevent trouble, so will a close examination of tires while they are still in good condition enable one to prevent much of the trouble to which tires are heir.

The proper use of the extra or "spare" tire, which every autoist should carry, will enable him to make such examinations and repairs at the proper time. At regular intervals the extra tire should be used to replace one of the service tires and the one removed should be gone over immediately. All cuts, cracks and breaks should be sealed by vulcanizing and the weak places reinforced. According to "Motor," if a car is in constant service, one tire exchange per week and in rotation will enable one to keep all the tires in as good condition as possible. Of course this period depends upon the driver and condition of the roads travelled. By this arrangement, the extra tire will be kept in good repair for emergency calls with the emergencies reduced to a minimum and in most cases the tire mileage will be almost doubled.—A. Cammack, Colorado Agricultural College.

NOR GOOD LOOKS

Little Lillian's father, by any stretch of imagination, could not be called good looking, and one day, after gazing intently at him, she turned to her mother and propounded the query: "Mamma, why did you marry papa?" "Because I loved him, dear," was the reply. Lillian looked surprised. "Love will make us women do anything, won't it, mamma?" she said.

The Farmers' Market

WINNIPEG MARKET LETTER

Office of The Grain Growers' Grain Company Ltd., February 12, 1916

Wheat—The feature of the market during the past week was the sharp break which occurred on three different days. Monday's market saw a break of 4½¢ from Saturday and 4¼¢ from the high point of the day. There was a reaction on Tuesday, only to see another break on Wednesday and another on Thursday, with a recovery on Thursday to the previous day's level at closing. The breaks were caused by selling out of long interests, which was done on a particularly large scale by some Chicago dealers. The markets on Friday and Saturday were quiet, due in some measure to the holiday in American markets in observance of President Lincoln's birthday. A good volume of export business was worked on the breaks, and apparently prices are not much out of line. Reports state that more tonnage will likely be available for Argentine wheat, and this may be a bearish influence. Car receipts show a decided increase, but are still small, and the demand for cash wheat is good with prices ½¢ closer to May values than they were a week ago.

Oats—Oats prices suffered declines corresponding to the fluctuations in wheat prices, only in a lesser degree. The close for the week end was just ½¢ lower on May and 1½¢ lower on July than the previous week. Cash oats are commanding from 1¢ to 1¢ 10/16, lower discount than a week ago.

Barley—Barley prices show an advance of 1½¢ to 2¢ for the week. Flax—Flax prices had some sharp breaks, with stop-loss orders to execute, but on the week's business the difference in May prices was only 1¢.

GRAIN IN INTERIOR TERMINAL ELEVATORS

For the week ending Wednesday, February 9, grain movement in the interior terminal elevators was as follows:

Elev. for	Grain	Rec'd during week	Ship'd during week	Now in store
Moose Jaw	Wheat	173,973.50	24,411.10	644,669.50
	Oats	21,875.30	3,780.10	95,256.10
	Flax	2,715.40	1,958.00	9,658.00
Calgary	Wheat	6,607.00	3,874.00	12,192.00
	Oats	1,129.24	7,437.00	94,160.00
	Flax	2,937.44	2,988.14	10,005.19
Lethbridge	Wheat	150,523.50	126,724.50	1,478,404.19
	Oats	41,129.24	2,988.14	250,453.18
	Flax	2,937.44	2,988.14	10,005.19

WINNIPEG FUTURES

	May	July
Wheat	126½	127½
February 8	126½	124
February 9	126½	124
February 10	126½	124
February 11	127	125
February 12	127½	126
February 14	126	124
Week ago	126½	125
Year ago	155½	156
Oats		
February 8	46½	45½
February 9	46½	45½
February 10	46½	45½
February 11	46½	45½
February 12	45	45
February 14	45½	44½
Week ago	45½	44½
Year ago	67½	68
Flax		
February 8	209	210½
February 9	210	211
February 10	211	213
February 11	212	215
February 12	213	214
February 14	214	215½
Week ago	208½	210
Year ago	167	168½

MINNEAPOLIS CASH SALES

(Sample Market, Feb. 11)

No. 1 hard wheat, 1 ear	\$1.35½
No. 1 hard wheat, 2 ears	1.34½
No. 1 hard wheat, 3 ears	1.35
No. 1 hard wheat, 1 ear	1.34½
No. 1 hard wheat, 2 ears	1.34
No. 1 hard wheat, 3 ears	1.31
No. 1 Nor. wheat, 1 ear	1.31
No. 1 Nor. wheat, 2 ears	1.30½
No. 1 Nor. wheat, 3 ears	1.32
No. 2 Nor. wheat, 1 ear	1.27
No. 2 Nor. wheat, 2 ears	1.28

No. 2 Nor. wheat, 1 ear	1.29
No. 2 Nor. wheat, 2 ears	1.26
No. 3 wheat, 1 ear	1.24
No. 3 wheat, 1 ear, wild peas	1.25
No. 3 wheat, 1 ear	1.25
No. 3 wheat, 1 ear	1.24
No. 3 wheat, 1 ear	1.18
No. 3 wheat, 1 ear	1.19
No. 3 wheat, 2 ears	1.25
No. 3 wheat, 1 ear	1.18
No. 3 wheat, 1 ear	1.24
No. 4 wheat, 1 ear	1.10
No. 4 wheat, 1 ear	1.20½
No. 3 spelta, 2 ears	1.20
Mill oats, 1 ear, to arrive	.42
No. 2 rye, 1 ear	.75
No. 1 feed barley, 6 ears	.70
Sample barley, 1 ear	.69
No. 1 feed barley, 1 ear	.68
No. 1 feed barley, 1 ear	.68
No. 1 flax, 1 ear	.29
No. 1 flax, 1 ear, to arrive	.23

STOCKS IN TERMINALS

Fort William, Feb. 11, 1916

	This Year	Last Year	
1 hard	75,723.20	11,186.10	
1 Nor.	10,418,143.50	867,376.50	
2 Nor.	4,648,249.00	1,461,825.10	
3 Nor.	3,002,225.40	1,183,722.40	
No. 4	1,497,812.00	651,637.40	
Others	2,576,950.00	888,969.00	
This week	22,219,104.10	3,064,717.30	
Last week	22,278,608.40	3,264,446.00	
Decrease	59,504.30	Decrease - 299,728.30	
Oats			
1 C.W.	122,877.14	2,463.18	
2 C.W.	4,109,226.33	431,652.03	
3 C.W.	1,983,947.18	432,900.24	
Ex. 1 Pd.	265,467.33	238,716.18	
Others	1,896,091.21	836,663.32	
This week	8,407,611.17	1,942,296.27	
Last week	8,268,664.28	1,863,782.12	
Increase	38,946.23	Increase 78,614.15	
Barley			
1 N.W.C.	733,567.67	697,272.49	
1 C.W.	388,707.12	78,177.41	
Feed	86,820.06	3 C.W.	30,407.30
Others	64,404.08	Others	29,011.43
This week	1,431,502.23	This week	824,870.04
Last week	1,379,117.29	Last week	788,472.36
Increase	52,384.42	Increase	36,397.21
Last year's total	242,766.37	Last year's total	811,295.36

SHIPMENTS

1916	Wheat	Oats	Barley	Flax
(bake)	283,270.50	149,250.30		
(rail)	819,249.00	219,588.11	6,620.08	16,198.44
1915				
(bake)	939.00			
(rail)	823,965.00	75,931.00	6.00	6,613.00
This Year	1,973,637.10	283,132.30		
Last Year	1,973,637.10	283,132.30		

CANADIAN VISIBLE SUPPLY

Week ending Feb. 11, 1916

	Wheat	Oats	Barley
At Buffalo and Duluth			
Not yet reported			
Total this week			
Total last week	39,669,425	16,232,877	1,730,755
Total last year	12,061,944	5,705,530	634,967

WINNIPEG and U.S. PRICES

Closing prices on the principal western markets on Friday, Feb. 11, were:

Cash Grain	Winnipeg	Minneapolis
1 Nor. wheat	\$1.24	\$1.33½
2 Nor. wheat	1.21½	1.28
3 Nor. wheat	1.19	1.24
3 white oats	.81½	.45
Barley	.58-60	.60-75
Flax, No. 1	2.07½	2.35

Futures—
May wheat 1.27 1.26½
July wheat 1.25½ 1.25

The Livestock Markets

South St. Paul, Feb. 12—Livestock receipts during the week showed some expansion as compared with the first week of the month. Weather was more favorable, although country roads have been in such condition as to make marketing of cattle, hogs and sheep difficult.

Price tendency in the fat cattle department was downward, in sympathy with the persistent weakness in advices from other points, where a slump in prices was more severe than was the break locally.

Yard dealers were disappointed in the country outlet for stock and feeding cattle. Counting upon considerable vigor in the demand for such stock, they went after the fresh arrivals of finishing stuff with much zest at the opening of the week and accumulated supplies at average prices somewhat stronger than late in the previous week.

Feeding, that these early purchases were not readily salable at a profit, the dealers took a bearish attitude towards the new stock coming late in the week, and discouraged bids 27 to 40 cents from the early prices on steers. Action was extremely drab for the plainer sorts, while even the better grades were subjected to severe price cuts.

Hog receipts increased, but there was broad outlet at the highest average level of the season. Sales crossed the \$8.00 level daily since Monday, with the best mixed and butcher classes salable to some better advantage than the lighter grades. The \$8.05 figure was upper limit at most times, and \$7.50 was low spot except for pigs, which sold barely at \$6.75 to \$7.25, according to weight and quality.

Some betterment occurred in the fat lamb trade during the week, when top was located to \$10.50. Generally, however, the sheep house clearance was about steady, while outside news was tinged with bearishness much of the time. Scarcity locally was the main support of prices, as very little material was offered purkers on most days.

Toronto, Feb. 10—Another light run of butcher cattle at Toronto Union stockyard's today helped toward a continuation of Wednesday's values, and also there was a clean-up at previous market prices, there was a general feeling that the presence of even a normal offering would have created a recession in values. The demand for even good to choice milkers and forward springers seemed to have exhausted itself for the present, as no buyers could be found yesterday for several loads of really good animals. What little business was done showed quotations steady. Feeders and springers were scarcely asked for.

There was exceptional activity in the lamb market owing to the large offering, and buyers being in need, values for choice lambs were pushed up to \$12.75, but the average quotations ranged between \$11.25 and \$12.25. Choice calves for the same reason were a stronger trade, the best selling from

\$10.50 to \$11.50. Sheep and the poorer grades of small meats were steady, but fairly active.

Hog values continued unchanged, fed and watered selling at \$10.25 and hogs weighed off cars from \$10.50 to \$10.60, but it was intimated that Wednesday's return to transactions at the yards in hogs on the weighed-off-car basis was due to a misunderstanding on the part of the shipper, who ought to have sent direct to the packer.

Calgary, Feb. 12—The Livestock Department of the Alberta Farmers' Cooperative Elevator Company Limited reports that last week's Alberta stockyards receipts were 432 horses, 285 cattle, 3,345 hogs. This week's receipts were 215 horses, 502 cattle, 2,938 hogs.

Outward Shipments—12 cars of hogs to Toronto, 5 cars of hogs to Moose Jaw, 4 of hogs to New Westminster, 1 car of cattle to Winnipeg, and 1 car of cattle to H.C.

Cattle and Hogs—Top price for hogs was \$9.45, and for steers \$7.10. We sold some hogs today as high as \$6.50, and received from \$5.85 to \$6.25 for fair to good cows. Hogs sold from \$8.90 to \$9.45, with \$9.40 ruling generally Friday. \$9.45 was reached Wednesday when competition was keen. This week a year ago select hogs were selling for \$7.10 and fat cattle at \$6.90.

Sheep—Top yearling wethers and lambs, \$8.00 to \$8.60, ewes, \$7.00.

Winnipeg, Feb. 11—The receipts at the Union stockyards during the past week were as follows: 1 at 5.65, 1 at 5.15, 1 at 5.34 and 1 at 2.00.

Cattle receipts have been comparatively small although they are double those of last week. The tendency is towards lower prices and about 50 cents all round is the drop. Best steers are quoted at \$7.25 to \$7.50, while the best class of cows are selling at from \$6.00 to \$6.25.

Hogs have been selling well all week, but Saturday registered a slight downward tendency. Prices were \$9.50, although not many "c" changed hands at \$8.00. Some will around \$7.25 to \$7.75 and pigs \$8.00 to \$8.25.

Sheep and lambs are in good demand at steady prices.

Country Produce

REGINA PRODUCE—Dressed hogs, lights, are worth 12 cents per pound, with heavier weights 11 cents.

BRANDON PRODUCE—Dressed hogs, lights, are worth 10 cents per pound and heavier weights 11 cents.

CALGARY PRODUCE—The Produce Department of The Grain Growers' Grain Company Limited, 241 St. 24, Calgary Public Market, reports that receipts unchanged and supply is still short. Owing to the cold weather the supply of new laid eggs has fallen off and the price is a shade firmer. Potatoes are unchanged. Milk and cream is unchanged. Dressed poultry is scarce with firm prices. Now is a good time to ship live poultry. We would advise chickens being shipped at once before they become too starchy.

WINNIPEG PRODUCE—Note: All prices quoted are Feb. 11, Winnipeg unless otherwise stated.

Butter—Very little business is being done in dairy produce just now. Shipments are small and demand is very slow. Fancy dairy butter is 24 to 26 cents per pound, No. 1 dairy is 24 to 25 cents per pound and good round lots are 21 to 23 cents per pound.

Eggs—There is no change in the price of new laid eggs this week. The weather has been cold and stormy and has held up shipments, consequently the price is holding up. With better weather there is every likelihood of prices going down. Price this week is 25 to 40 cents per dozen.

Potatoes—There is a more pronounced local shortage of potatoes this week, largely due to the bad weather making shipments unsafe so that dealers are offering 90 cents per bushel for potatoes this week.

Milk and Cream—There is no change in prices for milk and cream this week. Sweet cream delivered is worth 40 cents per pound of butter fat, sour cream delivered is 37 cents per pound of butter fat, and milk is \$2.50 per hundred pounds.

Hay—There is good demand for all classes of hay and prices remain steady.

Cash Prices Fort William and Port Arthur from February 8 to 14 inclusive

Date	WHEAT					OATS					BARLEY					FLAX					
	1*	2*	3*	4	5	6	Feed	2CW	3CW	Ex 1 Pd	1Pd	2Pd	No. 3	No. 4	Ref.	Feed	1NW	2CW	3CW	Ref.	
Jan. 8	125½	122½	120½	116	108½	102½	95½	43½	40½	40½	39½	38½	68	63	57	57	203½	200			
9	122½	120½	117½	113	106	100	93½	42½	41½	41½	39½	38½	68	63	57	57	204	201			
10	122½	120½	117½	113	106	100	93½	42½	41½	41½	39½	38½	68	63	57	57	205	202			
11	124	121	119	115	108	102	95	43	41	41	40	39	68	63	57	57	206	203			
12	124½	122	119½	115½	108½	102	95	43	41	41	40	39	68	63	57	57	209	206			
14	125½	121	118	114	107	100	93½	43½	40½	40½	39½	38½	68	63	56	56	203	200			
Week ago	123	120½	118	114	106	100	93½	41½	39½	39½	38½	37½	68	63	56	56	203	200			
Year ago	162	150	147	143	139	135		65	62	62	61	60					162	150			

THE MARKETS AT A GLANCE

LIVESTOCK	Winnipeg		Toronto	Calgary	Chicago	St. Paul	COUNTRY PRODUCE	Winnipeg		Calgary	St. Paul	Regina	Brandon
	Feb. 14	Year Ago	Feb. 10	Feb. 12	Feb. 12	Feb. 12		Feb. 14	Year Ago	Feb. 11	Jan. 22	Feb. 12	Feb. 5
Cattle							Butter (per lb.)						
Choice steers	7.25-7.50	6.75-7.25	7.75-8.25	7.00-7.10	9.50	7.00-8.75	Fancy dairy	24-25c	24c	35c	30c	25c	25c
Best butcher steers and heifers	7.00-7.25	6.40-6.60	7.00-7.75	6.25-6.75	6.50-8.00	5.75-7.75	No. 1 dairy	24-25c	21c	27½-30c	30c	25c	27c
Fair to good butcher steers and heifers	6.00-6.50	5.75-6.25	7.10-7.00	5.50-6.50	6.50-8.00	3.75-7.25	Good round lots	21-23c	18c	25c	25c	20c	20c
Best fat cows	5.75-6.25	5.25-5.50	6.25-6.85	5.75-6.25	7.00-8.00	4.25-6.75	Eggs (per doz.)						
Medium cows	5.25-5.50	4.50-5.75	5.75-6.25	4.50-5.50	3.00-8.00	4.25-6.75	Subject to smelting	25c		30-32½c	45c	25c	25c
Common cows	4.50-5.00	3.75-4.00	4.50-5.50	4.50-5.75	3.00-8.00	4.25-6.75	New Laid	35-40c	30-35c	50-52½c	50c	35c	35c
Choice heifers	6.00-6.50	5.50-6.00	7.25-7.00	5.50-6.50			Potatoes						
Best bulls	5.00-5.25	5.00-5.25	6.25-7.00	4.75-5.50			In sacks, per bushel	90c	55-60c	65c	65-70c	90c	75c
Common and medium bulls	4.25-4.75	4.00-4.50					Milk and Cream						
Best feeding steers	5.25-5.50	5.50-5.75	6.00-6.50	5.75-6.00			Sweet cream (per lb. butter fat)	40c	35c	35-37c	35-40c	25c	25c
Best stocker steers	5.40-5.50	5.25-5.75	6.00-6.50				Cream for butter-making						
Best milkers and springers (each)	\$65-\$80	\$60-\$70	\$80-\$100	\$75-\$85			Purpows (per lb. butter fat)	37c	30c	30-34c	35c	25c	25c
Common milkers and springers (each)	\$45-\$55	\$45-\$50		\$55-\$60			Sweet milk (per 100 lbs.)	\$7.50	\$2.25	50c per lb. of butter fat	60c per lb. of butter fat	\$2.50	\$2.50
Hogs							Chicken						
Choice hogs	\$9.50	\$7.00	\$9.75-10.25	\$9.40	\$8.00-8.45	\$9.05	Fowl	17c	15c	20-21c	15c	20c	20c
Heavy hogs	\$6.75-\$7.25	\$5.50					Ducks	15-16c	11c	17-19c	14-15c	15c	17c
Stags	\$4.50	\$4.25-\$4.50					Geese	15c	15c	18-20c	14-15c	15c	15c

PRICES

Principal western	
Minneapolis	\$1.33
1.28	
1.24	
1.15	
66-75	2.35
2.35	
1.26	
1.25	

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90	33c
100	34c
110	35c
120	36c
130	37c
140	38c
150	39c
160	40c
170	41c
180	42c
190	43c
200	44c
210	45c
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780	1.02
790	1.03
800	1.04
810	1.05
820	1.06
830	1.07
840	1.08
850	1.09
860	1.10
870	1.11
880	1.12
890	1.13
900	1.14
910	1.15
920	1.16
930	1.17
940	1.18
950	1.19
960	1.20
970	1.21
980	1.22
990	1.23
1000	1.24



BEMIS A SEAMLESS

A FULL POUND OF HIGH MERIT

The Best 16-ounce Seamless Bag. Uniform Size, Extra Strength

No other cotton seamless bag at equal price compares with the Bemis A. Price \$27 per bale of 100 bags. Less than bales, 25¢ cents each. Also Triple B Quality, 12 oz., \$22 bale lots of 100 bags. Less than bales, 23 cents each.

BEMIS BRO. BAG CO., WINNIPEG

OATS!

We want some, and are buying continuously any grade. If you cannot get box cars, wire, phone or write us and we will supply sacks to ship in stock cars. Market prices date of inspection.

LAING BROS. MAN.

WINNIPEG

Live Poultry Wanted

We guarantee to pay you prices here quoted. 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.

Live Hens	Per lb. \$0.13
Young Roosters	.14
Old Roosters	.11
Ducks	.18
Geese	.15
Turkeys	.17

Golden Star Fruit and Produce Company
91 Lusted Street - WINNIPEG

LIVE HENS WANTED

Hens	13c
Young Ducks	14c-15c
Turkeys	16c
Geese	13c-14c
Spring Chickens	Best Market Prices

For good Heavy Hens ask for prices. These prices f.o.b. Winnipeg. 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. - 87 Adams St., WINNIPEG

DRESSED HOGS Butter, Eggs

We are now in a position to handle the above produce in any quantity and should be glad to have you write us for prices. You will receive prompt remittance for any shipment made to.

WESTERN PRODUCE CO., 333 William St., Winnipeg

The Mail Order Business
Continued from Page 17

amused. When they can't, they growl, but make no effort to instruct their wives and daughters how to be intelligently economical.

A manufacturer who will make a scientific study of saving a few cents a day in his factory will laugh at his daughter for her extravagance and will not pay her the compliment of showing her how she might buy more intelligently.

In England and throughout Europe women are taught the value of money and goods far more thoroughly than they are here, and the result is the great co-operative establishments such as the "Army and Navy" and "Civil Service" stores in London for the better classes, and the "Union Co-ops" of Lancashire for the wage-earners.

These concerns do a business which in the aggregate far exceeds that handled by the mail order houses of this country, which are as yet the only equivalent we have for them.

Foreign Business

Many of them also conduct a mail order business with thousands of customers who live in the remotest corners of the far-flung British Empire, in which respect at least one of our "catalog" houses has for some years followed their example by maintaining an export department that already does a large trade with Spanish America and some parts of Asia and Africa.

There is a whole magazine story in the history and possibilities of the foreign mail order business in the United States, and I wish that I had the time and space to write it; but these articles are designed to point out the opportunities for young men in connection with the younger business organizations of this country, and I must stick to my text. It is plain that the mail order business greatly reduces the cost of living to those who avail themselves of the facilities it provides; and because it does this, it has become a permanent factor in our economic life.

It is equally plain, at least to me, that it has not as yet commenced to take the place that it is destined to occupy in the commercial organization of this country.

This is especially true of its relation to the retail trade of the cities and our export business with consumers in foreign countries.

Small Percentage

As I have already pointed out, the retail sales in the United States aggregate at least \$20,000,000,000 a year, or about \$200 per capita.

The mail order concerns, wholesale and retail, sell about \$300,000,000 a year, or, say one and one-third per cent. of the total.

Of our foreign business the share that they handle is infinitesimal. The possibilities of the business are, therefore, obvious, and its great future appears to be in the direction of the urban and foreign trade; especially the former.

If I were a young man seeking opportunity to make a place for myself among the captains of commercial enterprise in the United States, I think I should consider seriously whether I had the enthusiasm and ability necessary to convince those who live in cities that they could save a large portion of their money, time, and energy by buying from a catalog instead of from a counter.

I am well aware that in saying this I am suggesting something that is considered impossible by those who know a business of which I am comparatively ignorant; but the greatest railway man of his day scoffed at the air-brake when it was first introduced, and it often happens that concentration makes for near-sightedness.

To me the economic value of the mail order method of distribution seems so great and so easily demonstrable that I refuse to believe that it will not appeal to the great majority of the American people, who, whether they live in the city or country, are daily becoming more intelligent and alert in their study of life's problems.

Farmers Holding Wheat and Oats Should Read the Following Very Important Information from McBean Bros.

While the price of wheat and oats may appear high you must remember the conditions governing these prices, and as we have already stated the great loss sustained by excessive rains in the winter wheat states and this combined with the devastation going on in the countries at war forces us to repeat that if this war continues for another year, it will not be a question of the price of wheat but where will the wheat come from to supply the demand. What we want to warn you against now is a possible but not a probable break in prices which might be engineered by the large Chicago operators, but if the attempt is made and they should succeed in breaking prices several cents per bushel lower, all you have to do is sit tight on your cash wheat and oats and not sell a bushel as it will only be a matter of a short time when the market will recover and go higher than ever. Europe must have your wheat and oats as the United States surplus is cut down millions of bushels and it is of very poor quality.

In another month cars will be plentiful, and we would strongly urge farmers to ship their own grain and don't sell a bushel on track. Wait until grain is unloaded before selling. If you have not the time to ship before seeding, we figure it will be just as profitable after, as prices will be high all summer. Just have patience and wait for your cars as you will make big money by shipping your own grain.

We advance well up against shipping bills, and in making liberal advances this year have enabled a large number of our farmer friends to hold their wheat, thereby helping them to clear as high as \$300 a car extra.

If you cannot wait for shipping instructions ship to Fort Arthur or Fort William as your railway requires. Advise McBean Bros., Winnipeg, Man., so that we can check up the grading, etc. If you need money, draw on us through any bank, with shipping bill attached to draft.

Remember, that we only want a share of your grain.

McBEAN BROS.
Feb. 7, 1916. GRAIN EXCHANGE, WINNIPEG, MAN.

Wheat and Oats

are in strong demand for special shipment. Write us before loading for best destination and secure advantage of any premiums that are going. Careful checking of grade, liberal advances, prompt adjustments.

Established 1857 Licensed and Bonded

James Richardson & Sons Limited
Track Buyers Commission Merchants
GRAIN EXCHANGE, WINNIPEG

FISH!

Now is the time for you to lay in your supply at Fisherman's prices. Don't delay but place order today.

Whitefish, No. 1, nice large ones	\$0.07
Whitefish, No. 1, small	.05
Jackfish	.04
Pickarel	.07
Halibut	.09
Salmon, Red	.10
Salt Cod, whole fish or in bricks	.09

SPECIAL
PICKEREL—Cleaned and skinned, heads and tails off, all ready for the pan, 20 lb. lots \$2.50

PRICES AND QUALITY GUARANTEED TERMS CASH WITH ORDER
Bankers: Dominion Bank, North End Branch, Winnipeg

THE CONSUMERS FISH CO.
Winnipeg - Man.

We are having a heavy demand for Live and Dressed Poultry, Beef, Hogs and Potatoes

Send us your shipment at once, highest market prices paid and without middlemen's profit. We want ALL YOUR

FARM PRODUCE

Live Stock in car lots handled on a commission basis

Farmers' & Gardeners' Produce Exchange Ltd.
305 Carlton St., Winnipeg, Man.

POULTRY DRESSED MEATS BUTTER HIDES EGGS WOOL HAY WOOD

Fish! Fish! Fish!

Fresh white fish and trout direct from our nets to the consumer. We want every farmer in Western Canada to get our price list telling you just what the fish will cost delivered at your station.

DAVIS PRODUCE CO.
P. O. BOX 203
THE PAS - Manitoba

Let us start you in a business that will make you from \$2 to \$10 a day when you work in spare time. Our only business is for men with a...

Improved Powers Combined Well Boring and Drilling Machine

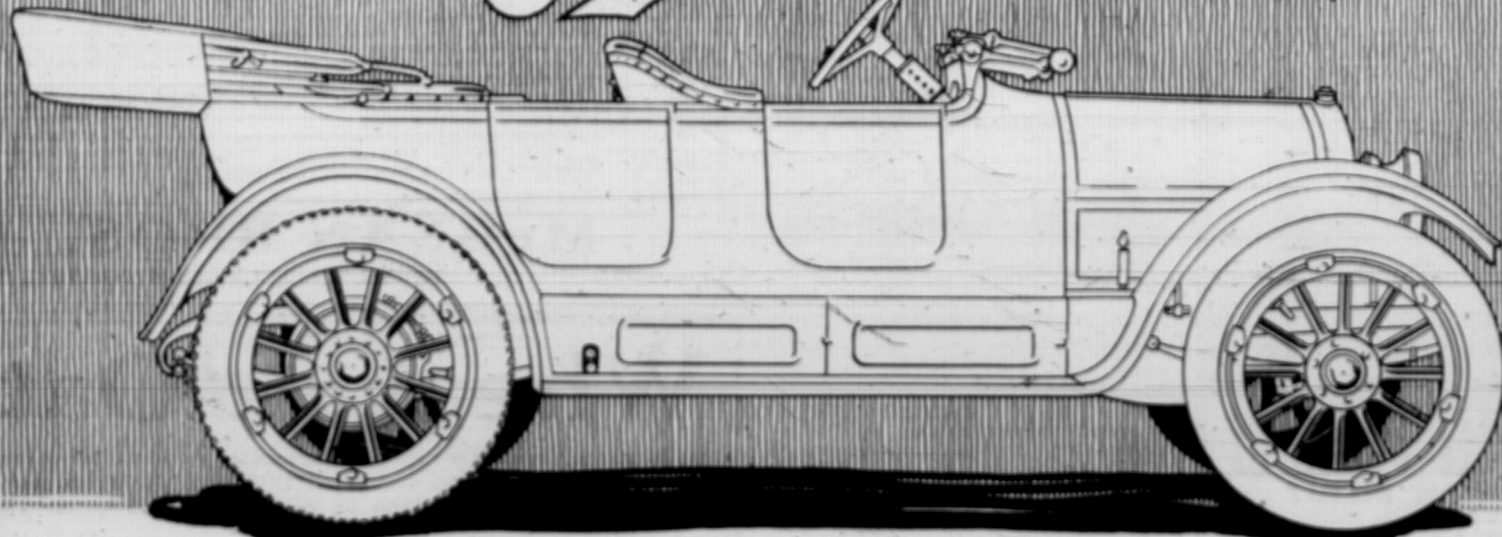
Shows the horse through and all at one of 18 ft. to 12 horse, and drive through rock. One team fits and operates machine. Engine power of machine can be used in an expert's hands. Machine is made in Canada. Write for free illustrated prospectus showing different sizes. Like Manufacturing Co. 200 St. Charles, Mo.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

Overland

TRADE MARK REG.

MODEL
83-B



\$ 965 \$

Roadster \$935
f. o. b. Toronto

*Here is the car which is outselling—
virtually two for one, any other car with a
wheelbase of more than 100 inches.*

Yet when we improved the car we reduced the price.

This was only a further repetition of Overland history—only a re-affirmation of Overland policy.

Time after time upon the completion of one production program we have announced arrangements completed for a bigger production and another new and unapproached standard of value.

But this time there is a difference—one which you must understand to appreciate how big a gap has been opened up between Overland value and any other.

This improved car at a reduced price would be only what you might expect with the announcement of our 1000-car-a-day production program—if conditions were normal.

But with material prices soaring higher and higher, increased output alone would not make possible the value represented in this car at this price.

Two new factors make such value possible at such a time.

And these new and unusual factors are exclusively Overland advantages.

The \$1050 Overland was such overwhelming value that the public bought in six months what we had figured as a year's output.

So all the experimental and preparation expense, all the general or overhead expense which is usually spread over a year was absorbed in six months.

Our material contracts for this model were made at before-the-war prices and we saved three and a half million dollars on aluminum alone and another million dollars on steel.

It is this combination of very unusual and exclusively Overland conditions which makes possible the \$965 price.

In size and comfort it is the same big beautiful Overland which even at \$1050 was the dominant value which outsold, virtually two for one, any other car of anywhere near its size.

But we have improved the upholstery.

And the electrical control box on the steering column is operated by buttons instead of switches.

And it has the very latest en bloc type motor with a smooth flow of abundant power and an exceptionally fast "pick-up."

Invariably conditions even less favorable to the buyer have been accompanied by a long period during which we have been thousands of cars short of satisfying the demand.

These present conditions are unusual and though we guarantee that the price for this model will never be lower, we must reserve the right to increase it at any time.

Now is the time to order your car either for immediate or future delivery.

See the Overland dealer and make your arrangements now.

For those who prefer a smaller car there is the Model 75 Overland at \$850 for the touring car and \$825 for the roadster.

And for those who need a seven-passenger car, there is the big, roomy, comfortable Model 86, six-cylinder Overland at \$1600—all prices f. o. b. Toronto.

Catalog on request. Please address Dept. 880.

Willys-Overland, Limited, Toronto, Ont.