

# The Manitoba Co-operator

A Magazine of Agricultural Co-operation, Formerly The Scoop Shovel

Vol. IX.

WINNIPEG, NOVEMBER, 1933

No. 11



## Help Now!

For three consecutive years a substantial area of Southwestern Manitoba has experienced a crop failure. Many of the farmers in that area are in great distress—food and clothing and feed for stock are urgently required. Children's warm clothing is especially needed.

Manitoba Pool Elevators, instructed by the recent Annual Meeting, has established a relief fund for the aid of those in the distressed area. Read about it on page 4 of this issue of The Co-operator—and then, to the extent that you can afford, put out the neighborly helping hand. And remember the old proverb: He gives twice who gives quickly.



Official organ of  
**MANITOBA CO-OPERATIVE CONFERENCE LTD.**

COMPRISING

Manitoba Pool Elevators  
 Manitoba Co-operative Poultry Marketing  
 Association  
 Manitoba Co-operative Dairies

Winnipeg District Milk Producers  
 Association  
 Wawanesa Mutual Insurance Company  
 Canadian Co-operative Wool Growers

Manitoba Co-operative Wholesale Society  
 Manitoba Co-operative Livestock  
 Producers  
 The Co-operative Marketing Board

Issued on the 20th of each month  
 Office: Wheat Pool Building, Winnipeg. Telephone 995 160

Subscription Price:  
 50 cents a year; 3 years for \$1.00  
 Foreign, 60c a year.

Advertising Rates:  
 Display—\$1c. per agate line flat. (\$2.94 per col. inch).  
 Classified—3c. per word. All advertising copy subject to publishers  
 approval.

## NEWS and VIEWS

The total stocks of wool held in New Zealand on June 30, 1933, were 74,006,003 pounds.

The French government is going to begin a campaign against profiteering and threatens the imposition of a tax on all "excess prices."

Canada was the most important supplier of wheat flour to Norway last year with 16,376 tons as against 13,686 tons from the United States.

The government of Argentina has by legislation expressly exempted co-operative societies from a tax on profits because co-operative societies have no profits.

The Institute of Agriculture, Rome, has set world import requirements of wheat at 525 million bushels. Broomhall's estimate is 552 million bushels; the Wheat Conference set it at 560 million.

Within the past twenty-five years, the wheat and barley crops of Canada have tripled; the oat crop almost doubled; and the rye crop increased by thirteenfold; the alfalfa crop sevenfold; and a 40 per cent. addition to the hay and clover crop.

The New Zealand Dairy Export Board has doubled the levy on exports of butter and cheese for the purpose of raising money for advertising and publicity purposes in Great Britain. Last year the sum of \$50,000 was spent in that way; this year \$150,000 will be spent.

The government of Brazil is beginning to find it just as difficult to destroy economically as to produce economically. They nearly ruined locomotives by trying to burn coffee in them and even when they dumped the stuff in the sea it came back to the coast and was made so objectionable by salt water fermentation that the people on the coast had to retire inland. It's a tough world.

Binder twine figured in Canada's exports to the Union of South Africa last year.

The Dominion Bureau of Statistics now estimates the Canadian wheat crop 1933-34 at 271,821,000 bushels, as against the previous estimate of 282,771,000.

Owing to heavy mortality amongst the flocks in South Africa, the Union's wool crop for 1933-34 season is estimated at a reduction of 40 million pounds or 13 per cent. from last season.

The co-operative organizations of Norway, Denmark, Sweden and Finland have agreed to unite for purposes of education and publicity and have set up a special committee to work out ways and means.

Germany has entered into an agreement with Hungary for the purchase of linseed which will enable Hungary to extend the area under flax cultivation by 72,000 acres. This is part of the campaign to reduce wheat acreage.

It is interesting to note, says the Live Stock and Meat Trade Review, that the percentage of select hogs is today the highest during any of the past five years and that the price of Canadian bacon in Great Britain during August reached the highest point since November, 1930.

According to the 1931 census returns there are 37,973 farms in Manitoba owned by the occupiers and of these 15,067 or 39.68 per cent. report mortgage debts totaling \$47,162,800. If every occupying owner with a mortgage on his place reported the mortgage then these census figures mean that six out of every ten farms in Manitoba owned and occupied by the actual cultivator are free of mortgage indebtedness. In Saskatchewan 46 per cent. of owner occupied farms are encumbered by mortgages and in Alberta 39.62 per cent.

There are 376 agricultural co-operative societies in Argentina, an increase of 119 since 1931.

The British co-operative societies now have a membership of 6,760,432, as compared with 6,590,020 last year. Since 1928 the increase in membership has been one million.

The value of the milk which will be sold by the Milk Marketing Board of England during the coming year is estimated at between \$250,000,000 and \$300,000,000.

Millers in France must make monthly declarations to the government showing the amount of domestic and foreign wheat they have purchased, the amount of flour sold, and the amount of wheat and flour held in stock.

The wheat crop of Europe this year is estimated by the Institute of Agriculture, Rome, at about 165 million bushels above that of last year, and 275 millions above the average for the years 1927-31.

The weekly illustrated newspaper of the Swedish Co-operative Wholesale Society has a circulation of 440,000 out of a total membership of 480,000. The subscription for the paper is deducted from the patronage dividend of the members.

Brazil is buying warships from Japan and paying half the cost of them in coffee. Considering the use of warships this is just another way of adding to the 22,248,489 bags of coffee which the Brazilian government has destroyed to date.

The Swiss government has fixed the purchase price of home-grown wheat for the coming season at 37 Swiss francs per double centner (approx. \$1.95 a bushel), i.e. the same figure as last year. Motions to reduce the price, in view of the slump in wheat prices on the world market to Frs. 34 or Frs. 36 were defeated. The wheat subsidy cost the government 20 million Swiss francs (approx. \$3,860,000) during the past year. The same facilities as last year are to be provided for storing and financing wheat coming on the market. I.C.A. News.

## U.F.M. CONVENTION PASSES UP WHEAT AGREEMENT

On a close vote the annual convention of the United Farmers of Manitoba, held October 31 to November 2, at Portage la Prairie, tabled a resolution endorsing the international wheat agreement. The resolution read as follows:

Resolved, that this annual convention of the United Farmers of Manitoba endorses the International wheat agreement and favors a method of applying the terms of the agreement by carrying the principle of the quota back to the farm, every farmer thus being allotted a quota of delivery proportionate to the whole quota on the basis of his deliveries over a given period.

Professor H. C. Grant attended the convention on the invitation of the U.F.M. to introduce the discussion of the agreement which had also been fully reviewed and the circumstances making it necessary copiously explained on the previous evening by Premier Bracken. F. L. Dickinson maintained that inasmuch as Manitoba was not in any way responsible either with regard to acreage or production for the world surplus of wheat (a fact which Premier Bracken also referred to), the province should put it up to Saskatchewan and Alberta to do the required reducing of production.

## SASK. POOL MEETING ENDORSES INTERNATIONAL WHEAT AGREEMENT

Expressing approval of the principle of international co-operation as contained in the London wheat agreement, the 160 delegates of the Saskatchewan wheat pool, at their annual meeting which commenced on November 7, unanimously adopted a resolution recommending certain steps aimed to implement the agreement. Since raising of the international price level of wheat was recognized by the agreement as a prime consideration, the delegates urged that the Canadian government should initiate discussions with other signatory countries with a view to concerted action to this end. They also recommended the establishment of a national marketing board in Canada with complete control over the Canadian crop and with

authority to administer the quota plan in this country.

### Text of Resolution

The text of their resolution follows:

Whereas, an acute situation exists in all agricultural countries, owing to low prices of wheat, and due in part to production exceeding effective demand, and

Whereas, a steady increase in world acreage, restricted markets and faulty system of distribution are contributory factors; and

Whereas as a temporary measure and in order to meet the present wheat situation with its accumulated surplus in excess of apparent world requirements, it is desirable that steps should be taken to bring production into a better relationship with effective world demand and in order to establish better control of the surplus; and

Whereas the greatest possible measure of international co-operation between exporting and importing countries will be required to accomplish this end; and

Whereas the international wheat agreement recognizes that international prices for wheat must be established at levels which will be reasonably remunerative to the producer and fair to the consumer, and looks to international co-operation in production and marketing as providing the best basis upon which to work out of the present situation; and

Whereas the international wheat agreement provides that after the international price level has averaged a specified figure over a period of four months steps will be taken by the importing countries to lower tariffs against wheat, reduce milling restrictions, etc., all of which should tend to an increased international movement of wheat; and

Whereas it will be easier to secure international co-operation between the exporting countries in their efforts to increase the international price level to the figure specified in the international wheat agreement if there is centralized control of marketing; and

Whereas, as the country exporting the largest volume of wheat, Canada should be prepared to give a lead to the other countries signatory to the international wheat agreement in the

direction of stabilizing price levels; and

Whereas a more satisfactory price level would be established if the marketing of the Canadian crop is under the control of a single selling agency:

### Recommendations

Therefore, we recommend:

- (a) That the government of Canada should immediately initiate discussions with the other countries signatory to the international wheat agreement, with a view to taking concerted action to increase the international price level of wheat;
- (b) That, as a first step toward implementing Canadian participation in the international wheat agreement, action should be taken to establish a national marketing agency which would have complete control over the movement and marketing of the Canadian crop, to be operated with powers generally similar to the 1919-1920 Canada wheat board;
- (c) That the marketing board should have authority to make the necessary regulations to provide the principle of the delivery quota established by the international wheat agreement to be applied to the individual producer;
- (d) That there should be sufficient producer representation on the marketing board to give effect to the views of the producers in the administration of the board.

Investigations undertaken in Germany and the United States show that poor service is responsible for about 99 per cent. of loss of customers by retail stores, and that only one per cent. of such loss is due to dissatisfaction with price or quality of goods.

Seventy per cent. of all flour milled in Great Britain comes from three organizations — J. Rank, Ltd., 20 to 25 per cent.; Spillers, Ltd., 20 to 25 per cent.; and co-operative organizations, 23 to 25 per cent. The Sun Mills of the English C.W.S. are being enlarged and when extensions are completed the C.W.S. plant will be the largest in Great Britain.

# THE MANITOBA CO-OPERATOR

(Formerly *The Scoop Shovel*)

Representing the Agricultural Co-operative Movement  
in Manitoba

Office: 8th Floor, Wheat Pool Building, Winnipeg.

Editor—J. T. HULL

## TOO MANY FARMERS

There was a distinguished professor of political economy in attendance at the Institute of Pacific Relations which met at Banff last summer, and while here he expressed a few opinions about the economic problems of agriculture.

It would appear that there are too many farmers in Western Canada, and a few thousand of them—"the least efficient"—should get off the land and go—well, the distinguished economist didn't know where they could go but anyway, they ought to go. "Nobody," he said in effect, "worries about a retail merchant who goes bankrupt and passes from the retail business scene; why get excited about a few farmers who are not able to measure up to the standard set by free competition. Let the inefficient go and bring farming up to the highest level of productive efficiency."

"But, professor," it was replied, "it is precisely the efficient, the ones who are growing two blades where only one grew before, who are the cause of the trouble; they are producing more than they can sell at a remunerative price, and the more efficient they become in producing the less the exchange value of their produce becomes. Isn't it possible to make things so abundant that they will have practically no exchange value?"

"Oh, well," was the reply, "I give it up. I don't know anything about agriculture, anyway."

We agreed with him, but the gentleman has written books on economics, his name appears in magazines and newspapers as a great authority on the economic problems which are troubling the world just now, and it appears that so far as agriculture is concerned, in his opinion, the number of farmers should be reduced but the remainder by greater efficiency should produce just as much as was produced before. Then the inefficient ones should apparently flock into the cities and clamor for jobs in industrial plants where because of greater efficiency through machinery less and less men are being required. So in the last analysis we reach the proposition that there are too many farmers and too many industrialists, altogether too many people for the purposes of production, but because of greater capacity to produce the world needs more and more capacity to consume—in other words, more and more people.

These professors of political economy are wonderful people, aren't they? The world requires less and less people to produce things, they tell us, but more and more people to consume them, and so we have an unsolvable problem and nothing really can be done about it. Well, how about each individual working only half as long as formerly

thus providing work for everybody and lifting consuming capacity to the level of producing capacity. That sounds sensible as a general proposition to us, but then maybe we will be told that we know as little about political economy as the professor did about agriculture.

## A BANKRUPT WORLD

According to Sir George Paish the entire world is bankrupt but refuses to admit it, that is, the debtors cannot pay their debts but don't want to say it in so many words, while the creditors know that they cannot pay but hate to let them get away with it.

World bankruptcy opens up an interesting field of economic speculation. If the whole area is considered as a unit it is apparent that it includes all the debtors and all the creditors, and that as all the debts are exactly equal to all the credits then the payment of the debts would mean simply a redistribution of wealth within the area but would mean no change whatsoever with regard to the total wealth within the area.

A committee of the League of Nations says that the annual interest and amortization payments of the nations amounts to between \$2,000,000,000 and \$2,500,000,000. What does that mean? That the governments take this sum from some of their citizens and pay it to the other citizens, in other words, redistribute within a certain area of the world a certain proportion of the income of that area, but the total income remains exactly the same. So, debts do not diminish the sum total of wealth; they do lead to a redistribution of wealth, and when the creation of debts becomes for all practical purposes the monopoly of a section of the community then it is apparent that that section can conceivably by the creation of debt transfer to itself more and more of the income within the orbit of the debt. And think of the situation when the debtors must pay with that of which the creditors have secured to themselves a monopoly.

## THE FREE PRESS AND THE WHEAT AGREEMENT

There is a very grave danger of discussion on the International Wheat Agreement being switched, and intentionally switched, from the economic to the political track. The Co-operator is not interested in party politics and is not in the least concerned with the political colors of the party which supports the present Dominion government, but we are deeply interested in those policies of the government, as a government, which touch the interests of agriculture, especially on the economic side. We are, therefore, interested in the International Wheat Agreement and our interest is limited entirely to the Agreement as a co-operative effort on an international scale to cope with a world agricultural problem. There seems to exist an idea that the World Wheat Conference was hastily called and hastily conducted its business; the truth is that the Conference was simply the latest event in a chain of similar events the beginnings of which may be traced to the World Economic Conference of 1927, and what the Conference accomplished was some-

thing that the agricultural countries of Europe have been striving for over a period of years.

The Agreement was entered into by twenty-two nations and it is incontrovertible that the discussions leading to the drafting and acceptance of the Agreement were purely economic and based on the factual evidence regarding the world wheat situation carefully and painstakingly collected and collated for the information and guidance of the Conference.

These being the facts it is painful to note the Winnipeg Free Press referring to Premier Bracken's address at the U.F.M. convention on "Some Problems of Western Agriculture," in which he dealt at length with the Wheat Agreement, as a "political speech" in which he "deprecatd the objections which had been raised against the Agreement," and asked that the consequences of the Agreement to Western Canada be "soft pedalled."

One is reluctant to say it but this comment of the Free Press looks like deliberate misrepresentation. Premier Bracken did not "deprecate" objections to the Agreement or even suggest that there should be any "soft pedalling" in connection with either the terms, the implications or the consequences of the Agreement. He emphatically stressed the necessity of an impartial and searching study of the Agreement, a straightforward endeavor to learn what the Agreement was, why it was negotiated and what its acceptance or rejection might mean. In connection with the Agreement he said:

"If it is useless we should know it; if it is worth while we should support it. When we examine it let us do so on its merits; let us search out its faults and its weaknesses and measure them. Let us admit its advantages if it has any and measure them. Let us examine it without partisanship. Let us examine it critically and then let us pass such judgment upon it as from the balance of argument seems sound."

Nothing there "deprecating objections" or "soft pedalling" on consequences, nor was there anywhere in the whole speech, which was in fact a model of condensed yet lucid examination of the whole problem presented by the wheat situation. Premier Bracken stated in incontestable manner the problem and then proceeded to deal with conceivable methods of meeting it. He set out the arguments for and against the Wheat Agreement and he concluded by saying:

"I wish to say that since the nation is in honor bound to carry it out and since it offers some hope of better prices and since it promises a possible reversal of the tariff policies of Europe, the first dent the nations have been able to make in their tariff armaments, I, personally, shall feel it my duty to lend what co-operation I can to its fulfillment and I would urge that the community in its own interest give this emergency measure an honest trial even though recognizing that it is an untried and unproven plan but one that is not without hope of improving conditions."

The Free Press has been very emphatic in its denunciation of the Wheat Agreement and what is more it has made it perfectly plain that in de-

nouncing the Agreement it is not thinking of the farmers, the growers of the wheat, and what the Agreement might mean to them. It talks about an abstract agriculture as if it were possible to separate agriculture from agriculturists, but when it gets specific it shows concern only for all those economic interests and institutions which live by the handling of grain:

"Reduction of wheat at once goes back to the railways, the industries, the stores and whole set-up of the community."

In those words, supported by a rabid political prejudice, the Free Press reveals the whole reason for its objection to the Wheat Agreement. Whatever may come—remunerative prices or ruinous prices, a decent standard of living or poverty, the preservation or the loss of his home,—the farmer must go on producing more and more wheat in order that the mere bulk of it may give life to "the railways, the industries, the stores and the whole set up of the community." For these the farmer must continue producing even though he sinks deeper and deeper in the morass of debt and destitution.

There is no sense in permitting political prejudice to urge us to economic suicide. There is too much wheat in the world and the nations are producing more wheat than is required. The Free Press calls this indubitable fact "a mysterious hocus-pocus of statistics." This is, to be charitable, an extraordinary way for a presumably intelligent critic to face a disagreeable truth. Suppose the method of argumentation were applied all round—in fact, how often the Free Press has roundly whipped others who have tried to find refuge from disagreeable truths in irrational evasion, or sheerly stupid negation. In discussing the disarmament conference, for example, how warmly the Free Press has denounced the shilly-shallying, the selfishness of the nations, their inability to sink national interests, their determination to get all they can and give as little as they can, their differences over matters that to a common mortal appear almost negligible, and so on. On these matters the Free Press has shown us how necessary to the promotion of the art of living together are goodwill, conciliation and co-operation. But the Free Press has not in these matters been asked to surrender a thing. When in the interest of international goodwill it is asked to link Western Canada in a world co-operative effort which involves a surrender of a little of our economic independence, it proceeds to give us a very fine example of why disarmament and indeed other kinds of world conferences, fail. It is, indeed, a highly instructive performance.

### PREMIER BRACKEN'S ADDRESS AT U. F. M. CONVENTION

We have available for free distribution copies of Premier Bracken's address at the U.F.M. convention on Some Problems of Western Agriculture in which he dealt with the International Wheat Agreement. The arguments for and against the agreement are presented in concise and easily read manner and the address should be read by every farmer in Manitoba. Send us a post card and we will mail you a copy.

# MANITOBA POOL ELEVATORS

P. F. BREDT, *President and Managing Director*

C. H. BURNELL, *Vice-President*

D. A. KANE, *Manager*

Directors: J. W. Baldwin, W. G. A. Gourlay, G. N. McConnell, W. J. Parker, J. Quick

T. J. MURRAY, K.C., *Solicitor*

F. W. RANSOM, *Secretary*

## HELP OUT NOW!

You know what a "bee" is, when neighbors get together to help a neighbor; well, starting from a resolution which, of course, had the unanimous support of the annual meeting, Manitoba Pool Elevators is putting on a kind of "bee" to help their neighbors in the dried out area. It's just for the farm women folk and kiddies; they need woollies and clothing for the winter, and especially the children so that they can go to school and be warm.

You would get 'sore' if you were not asked to these "doings," so here's your "bid" and here's "how." When you draw out your next load of grain (any kind, wheat, oats, barley, etc.), take it to the Pool elevator, tell the agent to take out 5 or 10 bushels, in fact, as much as you like, and put it into the Relief Fund. That's all, he'll do the rest; that is, make out a storage ticket for the Fund with your name on it as donor. For the balance of your load he will settle with you in the usual way.

If you have already hauled out your grain and have it in store, then tell the elevator agent how many bushels you want to give and he will attend to it. And if you have sold your grain, get a few bushels out of the granary and take it in with you next time you go to town and turn it in. Of course, you can give a cash contribution, if you prefer.

Your intention is good; don't put it off. It's mighty cold right now and in the meantime your neighbors' kiddies down there are wishing it was July. Mr. Hunter, school inspector for that district, told me just the other day: "I know about one hundred children who have not sufficient clothing for cold weather and many will be unable to go to school for that reason."

After being dried out three years hand running, not only is the pocket book empty but the clothes are patched beyond repair and its tough going. Marie Dressler says, and she knows, for she's been through the mill: "Don't give till it hurts, give till it brings a warm spot in your heart."

Here are the contributions to the fund up to the Co-operator going to press:

### Pool Elevator Relief Fund (Associations)

Mentmore	Pool Elevator Ass'n.....	\$156.00
Justice	" " " .....	50.00
Fortier	" " " .....	50.00
Clanwilliam	" " " .....	25.00
Elphinstone	" " " .....	100.00
Oakland	" " " .....	50.00
Basswood	" " " .....	96.53
Justice	" " " .....	50.00
Elm Creek	" " " .....	25.00
Decker	" " " .....	200 bus. 1°
Hargrave	" " " .....	100 bus. 1°

### (Individuals)

A. J. Lamb, Secretary, Dunrea..	\$5.00
E. Grierson, Alexander .....	8.30 bus. 1 Nor.

Lyon Bros., Margaret .....	10.	bus. 1 Nor.
R. R. Short, Moline .....	20.30	bus. 1 Nor.
D. L. Stewart, Lena .....	10.	bus. 1 Durum
Chas. Davidson, Rhodes .....	6.	bus. 1 Durum
D. S. Muir, Margaret .....	6.	bus. 1 Durum
W. A. Watkins, Holland .....	10.	bus. 1 Hard
A. G. Sisson, Portage la Prairie	5.	bus. 1 Nor.
K. Campbell, Landseer .....	5.	bus. 1 Hard

## THE ANNUAL MEETING

The eighth annual meeting of the Manitoba Pool Elevators, Limited, was held in the Marlborough hotel, Winnipeg, on October 18th, 19th and 20th. Many delegates expressed the opinion it was the best yet. The acoustics of the hall were good; no one complained of difficulty in hearing anyone from the platform. Only three of the one hundred and fifty-one associations were not represented.

As at the previous annual meeting, as chairman and vice-chairman were chosen from the floor. C. H. Burnell was appointed and filled the position of chairman in his usual efficient manner, with F. W. McIntosh acting as vice-chairman.

After reading the minutes, the Directors' Report, the Auditors' Report and the report of the Canadian Co-operative Wheat Producers, Limited, together with that of the General Manager, Mr. J. I. McFarland, were read and received, to have them in order for discussion.

Mr. F. Sproule, Director of the Saskatchewan Wheat Pool, brought the greetings of his organization. It was an inspiration to hear the vigour and enthusiasm with which Mr. Sproule spoke of the co-operative movement, and many delegates, right after the meeting, asked to have copies of his address.

The discussion on the Directors' Report took up nearly the whole of the first afternoon and part of the next morning. The outstanding feature of the report and Financial Statement was the net operating surplus of \$300,834.00 after taking care of all expenses. This indicated that the organization had turned the corner. It created a feeling of confidence and gave a brighter tone to all the subsequent proceedings.

The section of the report covering the educational activities stimulated a keen discussion. There was a healthy interest in the work of the Manitoba Co-operative Conference, some discussion on the grant, not in opposition but rather as to its application. The grant of \$6,000 was duly passed.

The bargaining power of volume was well illustrated in the report of Canadian Pool Agencies, given by Mr. R. C. Findlay, Manager, who showed how reductions in insurance rates had been secured through that agency.

The review of the report of the Central Selling Agency developed into a discussion on the International Wheat Agreement which took up nearly

one-third of the time of the Convention or practically one day. A memorandum expressing the views of the interprovincial Pool boards and an address by Dr. H. C. Grant, besides the replies to a number of questions, impressed the meeting with the magnitude of the wheat problem, the pressure of the carryover or surpluses and its continuous and depressing effect on prices, the difficulties created by increased production and restricted markets and the necessity for concerted action to adjust supply to the actual demand. The charge that has so often been levelled against the Pool that it held wheat off the market for a higher price, was shown to have no foundation in fact by the action of importing countries and the purpose and terms of the Wheat Agreement. It was shown that the importing countries imposed emergency tariffs and restrictions as a bar to our cheap wheat which was a menace to their agriculture. Hence, and this was emphasized as the significant feature of the London Wheat Conference, both buyers and sellers, both importing and exporting countries, twenty-two of them, got together for one main purpose, namely, to raise the price of wheat and maintain it at a level which will be remunerative to the producer and fair to the consumer.

A resolution was submitted which approved fully of the method of dealing with the wheat situation by international co-operative effort and endorsed the plan for the adjusting of supply to demand, as set out in the memorandum submitted by the Central Board of Canadian Co-operative Wheat Producers to our provincial and federal governments, and requested our government to take, without delay, the steps that are necessary to carry out the terms of the Agreement and adopt the measures that may be required to make the Agreement effective in improving the condition of Canadian growers. The resolution was carried without one dissenting vote.

In answering questions, whether on finances, wheat agreement, policies of either the provincial or central board, president Bredt spared no trouble in making his explanations thorough and clear, whilst on technical questions of grain handling or elevator operation, Mr. Kane gave entire satisfaction to the delegates.

The annual meeting last year decided to make a redivision of the province into Directors' Districts having as nearly as possible an equal number of elevator associations in each. A committee of seven was appointed as follows:

**F. W. McIntosh, J. G. Stewart, A. G. Sissons, W. Gordon, G. G. Dow, R. McPherson, E. C. Ramsay.**

They were to report to this annual meeting. Through their chairman, Mr. F. W. McIntosh, they submitted a plan of redistribution with a minimum of 20 associations in the least and a maximum of 22 associations in the greatest. Delegates studied the maps which were put up on the walls showing the new divisions, and when the report was put for a vote, it carried unanimously. The chairman congratulated the committee on their creditable achievement.

The new or reformed districts formed the basis of election of directors which followed shortly after the adoption of the committee's recommendations.

Inasmuch as under the old plan one of the districts in the north had only seven associations, it was inevitable that it would be thrown in with another district in equalization of the groups of associations. Hence there were two of the former directors in the newly formed district in the north, and in the election it was therefore inevitable that one of them would be retired from the Board.

The new Board is as follows:

District No. 1	C. H. Burnell, Oakville
" " 2	W. J. Parker, Sanford
" " 3	W. E. Ring, Crystal City
" " 4	J. W. Baldwin, Reston
" " 5	P. F. Bredt, Kemnay
" " 6	G. N. McConnell, McConnell
" " 7	W. G. A. Gourlay, Dauphin

Besides the resolution in support of the International Wheat Agreement, others dealing with the control of elevator agents, opposition to the amendment to the Canada Shipping Act, and assistance to those in the drought area, were carried. The resolution on relief is referred to elsewhere in this issue.

Premier Bracken attended and congratulated the organization on its progress. He said, "I do not mind saying to you, as creditor in this instance, that we consider you did a good piece of work during the last year and are living up to your obligations to the government."

At the conclusion of the meeting a very nice reference was made by the president to Mr. Quick, the retiring director after having faithfully served the organization on the Board since 1927.

## DIRECTORS' REPORT 1932-1933

Winnipeg, Man., Oct. 18, 1933.

To the Shareholders,  
Manitoba Pool Elevators, Ltd.

In presenting this report to the Eighth Annual Meeting of Manitoba Pool Elevators, Limited, your Board of Directors has endeavored to lay before the delegates of our 150 Local Elevator Associations, in concise form, a complete survey of the operations of our organization covering the 1932/33 crop season.

It is with deep and sincere regret that we record here the death of Mr. Stewart Gellie, which took place at his home at Harmsworth on April 26th of this year. Mr. Gellie was a member of the Board from its inception in 1924, until he withdrew from active participation in Pool Elevators' affairs in 1931, owing to ill health. There was combined in his nature a warm heart with sound judgment, which made him loved as a friend and neighbor, and respected on the Board by his fellow Directors.

### Condition of Agriculture in Manitoba

While certain sections of the province were again subject to drought conditions and insect pests, the crop in 1932 was considerably better than in 1931. According to figures compiled by the Dominion Bureau of Statistics, Manitoba's total wheat crop amounted to 42,400,000 bushels, the average yield per acre being 16 bushels, compared to 27,000,000 bushels the previous year, and an average yield of 10.5 bushels. Oats and barley also produced materially better returns.

Continued low prices, not only for grain, but for all farm commodities, have accentuated the

agricultural depression and developed the most critical situation ever faced by farmers in this province. The disastrous decline in the farmer's income, his consequent lack of purchasing power, and his absolute inability to pay debts, are clearly and forcibly shown in figures compiled by the Dominion Bureau of Statistics and published in the "Canada Year Book" and the "Monthly Bulletin of Agricultural Statistics."

The following table shows the "Estimated gross annual agricultural revenue for Manitoba from 1926 to 1932":—

1926.....	\$139,913,000
1927.....	123,575,000
1928.....	155,452,000
1929.....	119,472,000
1930.....	90,947,000
1931.....	51,273,000
1932.....	49,113,000

These figures indicate that between 1926 and 1932 the gross annual revenue of Manitoba farmers decreased by \$90,800,000.00, which equals 64%, or putting it in another way, the income of 50,000 farmers in Manitoba in 1926—and this was not considered an outstandingly prosperous year—was almost \$140,000,000.00 or \$2,800.00 per farm and in 1931 and 1932 this income had "shrivelled" to \$1,000.00 and less, a deficiency of \$1,800.00 per farm per year.

Erratic markets with extreme fluctuations in price from a record low of 38c per bushel spot No. 1 Northern, Fort William, on December 16th, 1932, to a high for the season of 95¾c on July 18th, 1933, aggravated the marketing worries of the producer.

The harvest of 1932 was early, being general in Manitoba by August 1st. Good weather prevailed and the crop graded high. Of the total receipts handled by Manitoba Pool Elevators, less

than eight per cent. graded lower than 3 Northern or 3 Amber Durum.

### Membership

On July 31st, 1933, 150 Local Associations constituted the membership of Manitoba Pool Elevators, Limited. These Associations are operating 153 elevators, one of which is under lease. Gladstone Association, which in 1931 also operated a leased house, was unable to renew its agreement, and is now inactive. During the year the membership list of the Local Associations has been revised by the elimination of the names of all deceased members and all those who have permanently given up farming or moved from the district. This is responsible for the reduction in our membership from 10,114, as shown in last year's report, to 9,338, the total of our present active membership.

### Deliveries

Manitoba Pool Elevators, Limited, handled a total of 13,816,534 bushels of grain during the season, made up of elevator receipts amounting to 12,538,421 bushels, and platform handlings of 1,278,113. Comparative figures for the previous year were: total receipts 8,695,282 bushels, including 7,985,666 through the elevators, and 709,626 bushels over the platform.

The percentage of our receipts of all deliveries in Manitoba, as at July 31st, was 28.3% compared to 25.5% in 1931/32 and 27% in 1930/31. The increase last year is an indication of the return of confidence of former members and patrons, and is satisfactory particularly since Pool Elevators operate approximately only 20% of the existing elevators in the province.

A total of 5,584,415 bushels of grain was cleaned for patrons by Pool Elevators:

The following table gives the deliveries to our elevator system since we started to operate in 1925:

Year	Number of Houses	Total Handling (Bushels)	Average Handling per House (Bushels)	Platform Handling	Total Handling By Man. Pool Elevators, Ltd. (Bushels)
1925-26	8	1,433,238	179,154	8,418,403	9,851,641
1926-27	30	5,783,161	192,772	9,322,663	15,105,824
1927-28	59	6,957,021	117,915	3,674,879	10,631,900
1928-29	143	26,048,182	182,155	5,669,653	31,717,835
1929-30	155	15,417,781	99,469	2,348,930	17,766,711
1930-31	153	17,838,111	116,589	2,308,740	20,146,851
1931-32	153	7,985,656	52,194	709,626	8,695,282
1932-33	153	12,538,421	82,489	1,278,113	13,816,534

### Terminal Operation

As indicated in last year's report, Terminal No. 1 at Port Arthur was acquired by purchase in August, 1932, from the Saskatchewan and Alberta Pools for a total of \$371,246.09, and is now shown as an asset on our Balance Sheet. The second annual ten per cent. payment of \$37,124.60 and interest was made on the due date, August 1st, last. This leaves a balance due, payable in the next eight years, of \$296,996.89, with interest at 6%. As in the past, we shall continue to set up the sum of \$60,000.00 per year in our operating account to take care of the principal payment, as above, plus interest.

Terminal No. 1 had total receipts during the last season of 9,678,518 bushels as compared to 8,521,968 the previous year. Diversions to other terminals aggregated 4,212,777 bushels, and the premiums collected thereon totalled \$38,233.07.

While operations of our terminal, which has a capacity of 1,300,000 bushels, have been quite satisfactory, the lack of adequate storage space, particularly in normal crop years, will continue to be a handicap to our organization.

As in previous years, we had an arrangement with the Alberta Pool to handle their Eastern shipments, and on a total of 1,092,671 bushels received from them, we paid premiums amounting to \$8,535.88. Also \$3,767.69 was paid to platform shippers on shipments made prior to September 19th, 1932, when we were obliged to discontinue these payments. Since that time we are keeping separate records of all shipments received over the platform, and when stock in Manitoba Pool Elevators, Limited, is finally distributed to our Associations, stock will also be issued to platform shippers based on the number of bushels received from each patron.



### Voluntary Pool

A Voluntary Pool was again operated for the benefit of those desiring to have their grain handled on a pooling basis, and a total of 615,970 bushels was handled in the 1932/33 season. An initial payment of 35c per bushel basis 1 Northern and 1 Amber Durum, Fort William, was made at the time of delivery, and an interim payment of 5c per bushel was sent out on March 31st. Final payment cheques were mailed on July 31st, last, the net payment to growers, basis No. 1 Northern, Fort William, being at the rate of 51.406c and 54.531c for 1 Amber Durum. Full details as to the payments made on the various grades were given in the August issue of "The Manitoba Co-operator."

Reports received from the country indicate that the results of the 1932/33 Pool were generally satisfactory, in spite of the fact that open market prices in August were materially higher than the Pool price, which, however, compared favorably with the average price for the year, taking carrying charges into consideration. A statement of the financial results, as well as expenses, is given in the Auditors' Report.

### Operating Policy

At the last Annual Meeting the advisability of changing from our individual unit method of operation to a system of working collectively and pooling our resources at least temporarily, was discussed at length and the proposal strongly endorsed. In accordance with the resolution adopted at that time, an agreement supplementary to the Four Party Agreement was submitted to the shareholders of all Pool Elevator Associations at meetings held in January and February this year. This agreement provides that we will operate as a line of elevators, only to the extent of paying operating expenses and interest on our indebtedness to the Government. All other credits will be allocated on exactly the same basis as before.

The provisions of the Four Party Agreement of August, 1931, will continue to govern the conduct of Manitoba Pool Elevators, Limited, and will remain the basis of relationship between the Province of Manitoba and our various Associations. The new agreement is really in the nature of a private understanding, made with the consent and approval of the Government, between individual associations and the parent organization, Manitoba Pool Elevators, Limited, and does not affect or amend in any way the rights of the Province under the Four Party Agreement. As a result of ratification by their members, 145 Associations are now operating under the terms of the Supplementary Agreement, and their respective accounts are being recorded in the following manner:—

1. All revenues, regardless of the source, are pooled in a general fund. From this, payments are made in the following order:
  - (a) Operating expenses.
  - (b) Interest on capital loan at 5%, payable to the Province of Manitoba.
  - (c) Capital instalment at 5% to the Province of Manitoba.
2. The results of operation of the individual stations are determined as in previous years, and the amount of surplus or deficit, as the case may be, established.

3. Associations having produced surpluses will next set aside interest on Growers' Equities.
4. Any surpluses remaining are then charged with proportionate amounts of the deficits established, as in "2" above.
5. Individual surpluses still remaining are next utilized to make contributions to the 10% Government Reserve.
6. Final balances of surpluses still remaining are carried as deferred liabilities to the respective Associations, and are contributions to the working capital of Manitoba Pool Elevators, Limited. Credit for these amounts, based on the number of bushels delivered, is set up to the individual members of the Associations contributing thereto.

Four Associations chose to continue operating under the original Four Party Agreement, but all have agreed to contribute to our working capital until at least an amount equal to twenty-five per cent. of their total capital cost is accumulated.

Bethany, the only Association now operating a leased elevator and not having any capital obligation, also continues on the individual basis, but has agreed to provide its proportionate share of working capital.

The almost unanimous endorsement of the Supplementary Agreement has made it possible to consolidate the individual units into a group without sacrificing local autonomy, and thus to strengthen their financial position and that of Manitoba Pool Elevators, Limited, thereby insuring the continuity and successful operation of our co-operative grain handling organization.

### Financial Statements

The Report of the Auditors, together with accounts covering the year's operations, is attached to this report, and the delegates will have an opportunity to get further details later on in the meeting.

Your Board is of the opinion that the financial results of 1932/33 operations cannot be considered other than satisfactory. The reduction in storage charges put into effect by the Board of Grain Commissioners in the fall of 1932 has naturally decreased our earnings, but all three Pool Elevator Companies agreed to the lowering of this charge as a necessary emergency measure, and thus afford some relief to grain producers.

Our total receipts for the season were approximately 5,000,000 bushels greater than in the year previous. These increased receipts are mainly responsible for the satisfactory financial statement, and also account for the reduction in the per bushel expense as compared with last year. Earnings and handling cost per bushel are controlled to a very great extent by the volume of grain handled. In spite of the material increase in our handlings, expenses have been kept to about the same level, except in the case of country administration which shows a considerable increase owing to full time operation of elevators which in the previous year operated only part time. The consolidated statement of all Associations shows that after taking care of all expenses, the net operating surplus amounted to \$300,834.66, which has been allocated as follows:—

- (a) Interest to Province of Manitoba—
 

5% .....	\$96,485.70
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(b) Instalment of principal to Province of Manitoba .....	95,262.26
(c) Contribution to Special 10% Reserve .....	38,978.10
(d) Interest on Growers' Equities.....	12,389.46
(e) Surplus repayable .....	2,229.28
(f) Contribution to Working Capital....	55,489.86

In addition to the above, Pool Elevators also set aside out of the operations of Terminal No. 1, the sum of \$60,000.00, which, as previously mentioned, was used to make the yearly payment of interest and capital instalment on August 1st last.

The Balance Sheet shows the financial position of Manitoba Pool Elevators, Limited, considerably better than a year ago. The material increase in our working capital has immensely strengthened our position in securing the necessary credits to carry on our operations. The sum of \$300,000.00, which was loaned to Manitoba Pool Elevators, Limited, for working capital purposes by the Province of Manitoba in the two previous years, has again been made available to your organization for the current year.

#### Elevator Improvement Competition

This competition has been carried on as in the past, and has materially contributed to the general good conditions of the grounds and elevators. We have received complimentary letters from the inspectors of the insurance companies, and are advised that recommendations to institute similar activities have been made to the Pool Elevator Companies of the other two provinces. The general care and attention given by our operators in connection therewith, may have been a contributing factor to the absence of fire losses in the past two years.

It has been very difficult to award the cup and certificates of merit this year, due to the fact that over a great area of the Province grasshoppers and drought have made it almost impossible for some of our agents to obtain results commensurate with the labor expended. This has been given consideration in the making of the awards, which are as follows:

Grand Championship—William Murdock, Crandall; who also wins the cup.

The winners in the Superintendent's division are:

Firsts: K. M. McDougall, Mentmore; G. Hyslop, Graysville; H. B. Herron, Boissevain; T. W. Ballance, Reston; W. J. Govier, Crystal City; R. Rusk, Roblin; and Wm. Murdock, Crandall.

Seconds: C. H. Slack, Clanwilliam; J. W. Braithwaite, Homewood; W. P. Smith, Waskada; C. A. Caldwell, Pipestone; F. Russell, Thornhill; W. Waters, Grandview; and D. Gillies, Lenore.

Thirds: A. Pirie, Ipswich; J. H. Whyte, Portage la Prairie; Alex. Jack, Medora; J. R. Morrison, Brandon; W. H. Oakes, Swan Lake; J. I. Taylor, Dauphin; and V. O. Hollier, Oak Lake.

We are very strongly of the opinion that this highly commendable work should be continued, and trust that local Boards will give all possible co-operation and assistance to their operators in this connection.

#### Manitoba Co-operative Conference

Your Directors are anxious that every member of the organization should clearly understand the connection of Manitoba Co-operative Conference with our organization. This body was formed originally on the initiative of Manitoba Wheat Pool, and its purpose was to unite for their common welfare all of the co-operative organizations in Manitoba. When the Wheat Pool suspended operations, Manitoba Co-operative Conference was incorporated and became the educational and publicity agent of the co-operative associations. It issues "The Manitoba Co-operator," which was formerly "The Scoop Shovel," and which goes to every member of Pool Elevators, conducts the radio broadcasting and maintains the library service in precisely the same manner as it was carried on by the Wheat Pool.

Last winter the Conference held a number of meetings in the country and in the summer, the Secretary of the Conference, Mr. Hull, held a series of sixteen meetings in the northern portion of the province at which he dealt with the major economic problems with which the farmers are confronted. These problems have also been given prominent consideration in "The Manitoba Co-operator" and in radio talks and every effort has been made within the financial means of the Conference to create an interest in the country in these problems and their solution. The Conference appeared before the Agricultural Committee of the Provincial Legislature with a plan for uniform debt adjustment, and it presented a memorandum to the Royal Commission on Banking and Currency. The Secretary of the Conference was also appointed representative for Manitoba on the Interprovincial Committee which submitted suggestions to the Royal Commission on Banking, for dealing immediately and effectively with the economic conditions prevailing in the Prairie Provinces.

With every major country in the world striving to save its agriculture from utter ruin, there are matters of great importance relating to the marketing of practically every product of the farm to be brought to the attention of Manitoba farmers, and that is essentially the work of the Conference.

Your Directors feel that Manitoba Co-operative Conference should have the active co-operation of all our Pool Elevator Locals without which it is not possible for the Conference to function properly. The Conference exists for the express purpose of disseminating co-operative information and keeping the farmer in touch with movements and policies, both national and international, which affect his interests, and our Elevator Locals provide the means for reaching the membership. They are an indispensable medium for bringing the educational and informing agency into contact with the member, and it is the member who must always be reached in order to create the solidarity and the understanding which are the basis of co-operative success.

Your Directors are unanimous in recommending that the grant of \$6,000.00 be continued for 1933/34. This will include the subscription of all members of Pool Elevator Associations to "The Manitoba Co-operator."

#### Central Selling Agency

The 1932/33 report of Canadian Co-operative Wheat Producers, Limited, is printed along with

this report, as well as a review of the world wheat situation by Mr. John I. McFarland, General Manager of Canadian Co-operative Wheat Producers, Limited.

### Canadian Pool Agencies

This agency has continued to function in a very satisfactory manner for the purpose for which it was created, and during the past season has been successful in obtaining substantially reduced rates in practically all lines of insurance which are carried for the Pool organizations. This will effect considerable savings in the original cost of our insurance, but naturally will reflect adversely in the earnings of the Agency. We do not feel, however, that the value of Pool Agencies should, or can be considered merely in terms of profits, no matter how satisfactory these may be. Its greatest value in our opinion lies in its ability to control and secure reductions in rates for the benefit of the insured, and this service has been considered without regard to the Agency's own profits. We feel a distinct service has been rendered in this respect:

Pool Elevators' investment in the Agency, as shown in the Balance Sheet, amounts to \$6,660.00, on which a cash dividend at the rate of six per cent. was received during the year. Last year's operating surplus of \$37,168.39 was distributed as a patronage dividend amongst the interested organizations on the following basis:—

Canadian Co-operative Wheat Producers	\$1,278.44
Alberta Wheat Pool .....	11,887.94
Saskatchewan Wheat Pool .....	20,063.51
Manitoba Pool Elevators .....	3,938.50

The amounts paid to our organization have been used by your Directors to pay off the amount due on our allotment of stock in Pool Agencies, and the balance of approximately \$2,000.00 has been put into Reserve Account.

Mr. R. C. Findlay, the Manager of the Agency, will be in attendance at the meeting, and will give any detailed information requested respecting matters of insurance.

### International Wheat Conference and Agreement

The Directors' Report presented to the Annual Meeting last year referred to the depressing effect of world wheat surpluses, and stated that "lack of international co-ordination has so far prevented even an attempt being made to deal with this vital problem in a broad way." Following discussion thereon, the delegates endorsed a resolution adopted at a meeting of representatives of the three Prairie Governments and Wheat Pool organizations, requesting the Government of Canada to convene a conference of the wheat exporting countries, with a view to establishing such measure of international co-ordination as may be deemed necessary or advisable in the best interests of these countries.

While a conference as suggested was not convened by Canada, meetings attended by delegates of both importing and exporting countries were held in conjunction with the Monetary and Economic Conference at London during the last summer. The final result was an International Wheat Agreement signed by representatives of twenty-two of the interested importing and exporting nations, on August 25th last. This agreement is referred to at length in the Canadian Selling Agency Report, and hence does not need further elaboration at this time.

### Governmental Co-operation

The financial support given by the Government of this Province, and the guarantee of our bank credits by the Dominion of Canada, have facilitated the operations of Manitoba Pool Elevators, Limited, during the past year. Your Board is glad of this opportunity to express thanks and appreciation for their helpful co-operation.

### Co-operative Union of Canada

Manitoba Pool Elevators, Limited, this year joined in membership with the Co-operative Union of Canada. Your Board believes that support should be given to any effort to unify and strengthen the co-operative movement. No organization in Canada has been a more insistent advocate and a more determined champion of co-operative principles than the Co-operative Union.

### World Grain Exhibition

Pool Elevators participated with the other two Provincial Pools in an exhibit at the World Grain Exhibition at Regina this summer, which proved to be a meeting place for large numbers of visitors, all keenly interested in co-operative marketing and Pool activities. Our organization has every reason to feel satisfied with the way in which the cause of the Pool was upheld by the speakers from the Central Board at contemporary conferences attended by representatives of the grain trade from Canada and overseas.

### Staff

With sincere regret we record the deaths since our last Annual Meeting of two members of our staff, Mr. J. O. Daley, and Mr. E. L. Donovan.

Mr. Daley passed away on December 29th, 1932. He was Assistant Manager of Manitoba Pool Elevators, Limited, and had been with the Pool from the first year of its operation. Years of experience in the grain trade made him a capable assistant in the management of the business, and leadership in sport activities of the staff did much to promote a feeling of good fellowship amongst the employees.

Mr. Donovan died on September 23rd, 1933. He was one of the younger members of the staff and had been in the service of the Pool since 1927. Eddie was a reliable and faithful employee and was popular with all his co-workers.

In the re-organization arising from the vacancy caused by the decease of Mr. Daley, Mr. R. C. Steele was appointed by the Board in February of this year, to the position formerly held by Mr. H. F. Donovan, the latter now being in charge of the Terminal Department. Mr. Steele has had practical experience in all phases of elevator operation, starting in a country elevator with the former Saskatchewan Co-operative Elevator Company. He joined the staff of the Saskatchewan Wheat Pool in 1924, was subsequently made head of their Grain Inspection Department, and in 1930 was placed in charge of the Coarse Grains Division of the Central Selling Agency. In 1928/29 he served as grain expert to the Saskatchewan Royal Grain Enquiry Commission.

Your Board wishes to again express its appreciation of the wholehearted support and co-operation given by the staff, both at Head Office and throughout the whole organization, during these trying times, difficult alike for employee and employer.



# THE CO-OPERATIVE MARKETING BOARD

Office—Eighth Floor, Wheat Pool Building.  
Members of the Board

Telephone 905 160

Hon. D. G. McKenzie, Chairman  
F. H. Downing

H. C. Grant

W. A. Landreth

Roy McPhail

F. W. Ransom, Vice-Chairman

William Robson

Secretary: John W. Ward

## CO-OPERATIVE STORES

The establishment of successful co-operative stores at as many points as possible in the province would be of great advantage to the members and at the same time would provide a solid basis for the future development of the co-operative movement. On the other hand, to establish stores which did not turn out to be successful would be a very bad thing, and therefore it is necessary for those who are thinking of establishing stores to be very careful in making sure that conditions are favorable before going ahead.

In the first place there should be a need for a co-operative store. If there are already more stores at the point, giving good service, charging reasonable prices and satisfying the people fairly well, it is doubtful if a co-operative would be able to secure sufficient of the trade to be a success.

### Ready Money Counts

It requires a considerable number of steady, cash customers to provide sufficient business to establish and run a store economically. Before starting an association should have sufficient members to put up the necessary capital to fit up the store and

lay in a stock of goods. It must also be sure that when the store is opened there will be sufficient cash customers to give a volume of business that will make it possible to operate at a low percentage of the turnover.

It would be foolish to attempt to start business in debt. The fitting up of the store and the purchase of the first stock of goods should be paid for in cash. Otherwise difficulty soon will arise. This money would of course be obtained by the sale of shares. The payment of commission for the sale of shares is a bad practice. Members should join willingly or not at all. When paid canvassers are sent out to sell shares, they are liable to make extravagant statements as to the savings that are to be made by co-operation and to make promises that the association will not be able to make good. The proper co-operative practice, of course, is to sell goods at current prices in the district and distribute the savings at the end of the year when the surplus—or profit is known.

It is also very necessary that all sales should be made for cash. Credit business is bad for many reasons, of which two are suf-

ficient to mention here. First, there is bound to be some loss from uncollected accounts. Second, if an association does not get cash for what it sells, it will not have money to pay cash for what it buys, and will have to pay more for goods, through loss of discounts or the addition of interest. And once it gets into debt to a wholesale an association will be almost bound to continue dealing there even though it might have an opportunity to buy better somewhere else.

Then in estimating the amount of business expected, one should not expect too much. The association can only sell safely to those who will pay cash, and many people will expect the co-operative to sell its goods just a little cheaper than the other stores. Most people will do their buying where it is most convenient. For example, if a man is in the habit of going to a store when he gets his mail, he might not be willing to transfer his custom to a store in another direction which would entail another trip in addition to the one to the post office. Then in some lines of goods the co-operative will have to compete with the mail

(Turn to Page 15)

## DIRECTORS' REPORT

(From Page 11)

### Conclusion

For our producer-members, 1932/33 has brought no relief or encouragement. It has been a year of further disappointments and reverses, adding to their worries rather than ameliorating their trying conditions. In spite of difficulties and disappointments, in spite of low prices and meagre crop returns, they have given generous support to their own organization to an even greater extent than in previous years. It is in great measure due to this manifestation of their loyalty and confidence, that your Board and Management are able to present such a satisfactory Financial Statement as a result of the year's operations. It is also gratifying to learn of the continued success of our two sister organizations in Saskatchewan and Alberta, and the remarkable showing they have made during the year under review.

The current year, due to the short crop and consequent decreased receipts, will again present serious difficulties to our co-operative elevator organizations, but given the same loyalty and patronage as in the past, there can be no doubt of ultimate success.

Respectfully submitted,

P. F. Bredt, President  
C. H. Burnell, Vice-Pres. } Executive  
W. G. A. Gourlay  
John Quick  
W. J. Parker  
J. W. Baldwin  
Geo. N. McConnell

(A limited number of copies of the Directors' Report, the Auditors' Statement, the Central Selling Agency Report, and General Manager McFarland's Report, have been printed and will be mailed to members upon request as long as the supply lasts).

# Consumer Co-operation

Manitoba Co-operative Wholesale. Head Office: 318 McIntyre Bldg., Winnipeg.

## SOME SUGGESTIONS

In the last several issues of our "Manitoba Co-operator" we have used this space, devoted to consumer co-operation, to tell of the progress of various Consumer Co-op locals throughout the province. The "Co-operator" goes to members of all the local Co-ops which have united in building up their Co-op Wholesale. Through this page, then, the great percentage of our total membership has no doubt read about the development of the other Co-op locals. And the experiences recounted have been both instructive and inspiring. Without exception, each story of each Consumer Co-op local emphasizes certain definite steps which co-operative development should take — and certain other courses which co-operators should shun.

Now that we have arrived at the time of the year when locals are holding their annual meetings, checking up on the year's operations and laying plans for next year—now is a good time to review the lessons learned (some of them painfully) and to build them into the future of our growing organization. All this opens an opportunity for directors of Co-op locals to render a real, lasting service to their own local organization, to their Co-op Wholesale and to the entire co-operative movement. In the meetings of local Boards prior to the annual meeting of the shareholders, Directors will be devoting thought to propositions which may well be recommended to the shareholders in their general meeting. In many Co-ops will be members who urge that the last cent of surplus be distributed to the patrons — and who may urge such a course more insistently than ever in this year. Thinking co-operators know that again and again this has wrecked a Co-op which had otherwise been well on the way to success. Thinking co-operators know that to sacrifice the future on the altar of the present is shortsighted—penny wise and dollar foolish.

All true co-operators will feel

it their duty to emphasize the necessity of strengthening their Co-op locals as well as their Wholesale; to stress the imperative need of conserving finances—and investing every possible dollar in what will, in the end, bring the greatest return, namely: developing their own Co-op and extending its usefulness, local and Wholesale.

### ".....From Little Acorns"

If we are to succeed in our purpose of giving the utmost service to the greatest number of people we must use methods which have been proven in business — and methods which have been proven in co-operative development.

To guide us, we have our own experiences and the experiences of such mighty developments as the Co-operative Wholesale Societies and local Consumer Co-ops of the Old Lands. "Great oaks from little acorns grow." And the vast co-operative movement which spreads its benefits from end to end of Great Britain sprung from one little Co-op at Rochdale — which was weaker in numbers and in cash resources than any Co-op local in Manitoba. The acorn will produce the oak in due time — if properly nurtured. And the Consumer Co-ops of Manitoba will, just as surely, develop into a mighty service for all the people of our province—if the necessary work and resources are invested therein.

The world over, folks are recognizing this. During the three years of the depression alone, 14 million members have been added to co-operative buying and selling organizations throughout the world—bringing the total membership of co-operative organization to 151 millions.

### The Need

Here in Manitoba the need is for a co-operative organization that will give a prompt and complete service in the distribution of all commodities to consumers throughout our entire province. Such complete service necessitates a Co-op Wholesale in the full, true sense of the term—a central agency that can utilize the

total volume of needs of all Manitoba co-operators to command the best price in buying commodities; with adequate finances to handle purchases without delay or hindrance; and possessing facilities to give efficient service in warehousing and shipping. Such a complete co-operative service means Consumer Co-op locals located strategically to serve every neighborhood in Manitoba—locals equipped to supply folks in these neighborhoods with their every need; financed adequately and organized efficiently to render complete service—at lowest cost.

### The Right Direction

True, all this is in the future. It is encouraging that we are making real progress toward that goal. But it is more vital that we **keep facing in that direction!**

Yes, the annual meetings of the local Co-ops this year are a vital part of the year's work—and present an opportunity for progress. Secretaries of Consumer Co-op locals are requested to advise your Wholesale office of dates set for local annual meetings. We can co-operate by publishing these in the "Co-operator" and by radio.

There are today multitudes of promises to bring the millenium over night. The co-operative movement is not one of these. Co-operation is not promises — but action; not speculation—but decision; not illusionary — but practical. And one of the hard facts of this season is that every family in your neighborhood needs fuel. Link that fact up with the fact that your Co-op Wholesale can supply coal of high quality at competitive prices — and then render this service promptly and on the "Service at Cost" basis.

We mention coal, out of the many commodities which your Wholesale can supply, because it is the need of the hour. Co-operation, we have said, is practical. We might change the old adage to "An ounce of purchase is worth a ton of preaching" in promoting our movement. For it is not by talk, but through co-operating, that we are to rebuild this present-day "sorry scheme of things entire" into a co-operative order—where our people shall enjoy economic efficiency, social justice and individual liberty.

# Co-op. Poultry Marketing

## A Message from Manitoba Egg and Poultry Pool

Head Office: 85 Lombard Avenue, Winnipeg

### DRESSED POULTRY POOL

To obtain a sufficient quantity of dressed poultry in time for export shipment, your Pool head office has arranged early shipments at a number of points, commencing November 21. These earlier shipments are being made up in various neighborhoods to allow producers to contribute dressed poultry who have their birds well finished at that time. There will be later shipments at other points in the same districts for producers whose poultry is later in maturing and fattening. Upon the request of our members, both early and late shipments are being made at eleven points: Gilbert Plains, Sifton, Ethelbert, Car-

berry, Bagot, Gladstone, Carn-duff, Boissevain, Morden, Carman, Rathwell.

### Shipping Dates

We have tried to arrange our shipping dates to conform with requests of our locals. But in some cases freight service will not permit us to follow their requests in every detail. When lining up our dressed poultry shipping itinerary, we are forced to consider transportation of men as well as movement of the poultry; and our problem is to do these things as quickly and economically as possible . . . with the very limited railway transportation service that is available. Following is a list of all shipping dates:

1933	No 1	No 2	No 3
Tues. Nov. 21		Virton	
Wed. " 22	Hamiota	Brandon	
Thur. " 23	Shoal Lake	Carberry	
Fri. " 24	Birtle	Austin	Magnet
Sat. " 25	Binscarth	Bagot	Ochre River
Tues. " 28	Gil. Plains	Gladstone	Glenella
Wed. " 29	Sifton	Neepawa	Laurier
Thur. " 30	Ethelbert	Plumas	McCreary
Fri. Dec. 1	Valley River		Kelwood
Sat. " 2	Dauphin	Benito	Arden
Tues. " 5	Togo	Kenville	MacDonald
Wed. " 6	Roblin	Bowsman	Carberry
Thur. " 7	Bield	Swan River	
Fri. " 8	Grand View	Minitonas	Bagot
Sat. " 9	Gil Plains	Renwer	
Tues. " 12	Fork River	Pine River	Gladstone
Wed. " 13	Sifton	Garland	
Thur. " 14		Ethelbert	Pinewood
Fri. " 15			Emo

1933	No. 4	No 5	No. 6
Tues. Nov. 21	Carnduff		Waskada
Wed. " 22	Mellita	Deloraine	Lyleton
Thur. " 23		Boissevain	
Fri. " 24	Hartney	Pilot Mound	
Sat. " 25		Morden	Elgin
Mon. " 27		Manitou	Minto
Tues. " 28	Cypress River	Roland	Dunrea
Wed. " 29	Rathwell	Miami	Belmont
Thur. " 30	Elm Creek	Carman	Wawanesa
Fri. Dec. 1			Baldur
Sat. " 2	Oak Lake		Glenora
Tues. " 5	Dubuc	Oxbow	Somerset
Wed. " 6	Esterhazy	Carnduff	Altamont
Thur. " 7	Tantallon	Pierson	Carman
Fri. " 8	Rocanville	Tilston	
Sat. " 9	McAulay	Lauder	Stephenfield
Mon. " 11	Whitewood		
Tues. " 12	Wapella		Killarney
Wed. " 13	Moosomin		Charwater
Thur. " 14	Elkhorn	Napinka	Darlingford
Fri. " 15		Boissevain	Morden

1933	No. 7	No. 8	No. 9	No. 10
Tues. Nov. 28			Kennedy	MacGregor
Wed. " 29	Lenore	Strathclair	Kipling	La Prairie
Thur. " 30		Newdale	Woodnorth	Oakville
Fri. Dec. 1	Spy Hill	Basswood	Terence	
Sat. " 2	Minitota	Minnedosa		
Tues. " 5	Oak River	Calder	Carlyle	
Wed. " 6		Russell	Redvers	
Thur. " 7	Decker	Angusville	Reston	Ashern
Fri. " 8	Cardale	Rosburn	Pipestone	Eriksdale
Sat. " 9	Rapid City	Vista	Souris	
Mon. " 11		Oakburn		
Tues. " 12	Marchwell	Elphinstone	Glenboro	
Wed. " 13	Foxwarren	Sandy Lake		
Thur. " 14	Solsgrith	Erickson	Rathwell	
Fri. " 15	Kelloe	Clanwilliam		

### Important

Turkey, chicken and fowl will be packed trussed in the same way as usual. But a change is being made in the method of packing ducks and geese. These latter birds take less room in packing—and can also be sold to much better advantage with their heads off. Therefore, ducks and geese should be bled through the mouth as formerly, but should be **deliver to shipping point with heads off.**

### Receipts at Winnipeg Branch

Dressed poultry received at our Winnipeg branch—from Monday, November 20 until, probably, December 15—will be included in the Dressed Poultry Pool. The same advance and final payments will be made on such shipments as on poultry received at country loading points. The advance prices will be quoted upon request at any time.

### U. S. FARMERS CO-OPS

According to the latest published statistics, the number of farmers' selling and buying associations in the United States was 11,000 in July, 1933 (as against 11,900 in 1932; 11,950 in 1931; and 12,000 in 1930). These associations could be distinguished by commodity groups in the following way: 274 for cotton products; 2,293 dairy products; 33 forage crops; 1,268 fruits and vegetables; 3,131 grains; 1,575 livestock; 65 nuts; 154 poultry and eggs; 20 tobacco; 115 wool; 424 miscellaneous selling; and 1,648 miscellaneous buying. The business transacted by these societies is estimated at \$1,338,000,000 during the year 1932-33 (as against \$1,925,000,000 in 1931-32, \$2,400,000,000 in 1930-31, and \$2,500,000,000 in 1929-30).

It is estimated on good authority that the deflation of farmer-co-operation is likely to continue for a while, after which a reaction will undoubtedly send the movement to a higher level than ever before. It can be said that the agricultural co-operative movement in the United States is going through a readjusting process which will develop along lines slightly different from those which characterized the movement during the decade from 1920 to 1930.

**CO-OP. MARKETING BOARD**

(From Page 12)

order houses, and there are some people who will continue to patronize the private store because of family relations or old friendship with the storekeeper. In cities it has been found that a man will join a co-operative and pay for a share, and then his wife will continue to do the shopping at the private stores. So in estimating the amount of business the store is expected to do, one cannot depend on getting 100 per cent. of the business even of the members, and should be sure to make sufficient allowance for the weakness of human nature.

**Management**

A good manager is necessary, a man who understands store-keeping and who at the same time has an understanding of co-operation—who will realize that he is there to do the best he can for every individual member and for the association as a whole. The association will also need a good board of directors, with a president and secretary who will take a real interest and help to get more members and customers. And of course it has to have loyal membership, composed of people who are friendly to one another and not likely to fall out as soon as a little difficulty arises—people in short who are good co-operators.

Local conditions are different in every district. They should be carefully catalogued and studied in the light of the above observations. If the conditions laid down can be met the establishment of a co-operative store is worth considering.

To incorporate a co-operative, application must be made to the Provincial Secretary, Parliament Buildings, Winnipeg. With the application must be a set of by-laws, providing for the election of directors, the holding of meetings, distribution of profits and so forth. It is the duty of the Registrar of co-operative associations to prepare the application and by-laws for those who wish it, without charge.

Fees have to be paid on a scale somewhat lower than for ordinary joint stock companies for the incorporation and registration of the association.

**U.F.M. URGES INTEREST ARREARS BE WIPED OUT**

That arrears of interest on farm mortgages should be wiped out and no interest become due or payable until the level of agriculture prices had reached that of 1926, and that changes be made with regard to liability under mortgage and instalment instruments, were urged in a resolution passed by the annual convention of the United Farmers of Manitoba, October 31—Nov. 2. The resolution read as follows:

Whereas owing to the extremely low prices of farm products that prevail in recent years coupled with the high cost of production, many of our best farmers have reached a condition of insolvency and are in grave danger of losing their farms and homes, the work of many long years, unless very prompt action is taken at the coming session of the legislature.

Therefore be it resolved that we instruct our board to make representation to the government urging the necessity of amendments to the Debt Adjustment Act, giving the Board legal powers to adjust debts in its discretion, and more particularly, power to make adjustments under legislation providing for the following:

1. That in the event of foreclosure on any real property the liability be limited to the property involved.

2. That in the sale of agricultural or other machinery on the instalment plan, the security of the vendor be limited to a lien on the article sold.
3. That in the disposal of the one-third of the crop under crop lease as provided in the Debt Adjustment Act, municipal taxes, including annual payment on consolidated arrears take precedence over interest or principal payments on mortgages.
4. That all payments of interest which have been made on mortgages from 1930 to 1933 inclusive, be credited to principal repayments and interest which has accrued in this period, but has not been paid, be wiped out and that interest shall accrue until the level of agricultural prices reach the level of 1926 as shown in the index tables of the Dominion Bureau of Statistics.

The World Wheat Agreement concluded in London in August is the first definite plan covering the production and distribution of an agricultural commodity to receive the approval of exporting and importing countries representing substantially all the world trade in the commodity. It is a notable attempt to achieve planned economy; it marks a new stage in the development of international economic co-operation.

—Oct. Bulletin of The Royal Bank of Can.

**SAFETY AT LOW COST**

The loss of your will, insurance policies, bonds or mortgage papers may lead to endless trouble. Free yourself from all worry by obtaining a convenient Safety Deposit box at The Royal Bank. It costs very little and gives complete protection.

THE

**ROYAL BANK**

OF CANADA

# Co-operative Dairying

A Message from Manitoba Co-operative Dairies

## ANNUAL MEETING

The shareholders of a Manitoba Co-operative Dairies, Ltd., will gather in their annual meetings as follows:

Eastern District, at Winnipeg on Friday, November 17, in the McIntyre Block.

Western District, at Brandon on Tuesday, November 21, convening at 1.30 p.m. in the city Hall.

Northern District, at Dauphin on Thursday, November 23, convening at 10.30 a.m. in the Town Hall.

At each of these three district meetings, the members of the Co-operative who ship to the same creamery will gather—to discuss the affairs of the whole organization, to elect five members to the local Advisory Board—and who will be delegates to the General Annual Meeting. These delegates will meet in the General Annual meeting at Dauphin immediately following the meeting of the shareholders of that district to make effective the will of the members of the organization—as expressed in the three district meetings.

## The Past Year

The reports which will be presented to the members of Manitoba Co-operative Dairies at the district meetings, will recount details of operations throughout a hard year . . . but will report a much improved position for the organization.

During the year keen competition has depressed prices in retail butter markets—while prices for carlot shipments have been erratic.

The experience of these hard years demonstrate the truth that leaders in our Co-op Dairies have reiterated endlessly, namely: that the producer who ships his entire output to his Co-op, winter, spring, summer, fall is further ahead, in the long run, than if he sells part of his cream elsewhere.

As the prices paid for cream have gone up and the prices for butter have been low, the margin on which our plants must be op-

erated has steadily narrowed. Only drastic economies and highest efficiency have kept our organization operating effectively. Overhead costs, slashed ruthlessly last year, have been still further reduced in the past twelve months; and, with the co-operation of our employees, the cost of manufacturing each pound of butter has been 15 per cent. lower this year than last; and this despite a smaller volume.

## WORLD WOOL PROSPECTS

World prices for raw wool have risen by nearly 50 per cent. since March. Thus at the present level of prices, the value of the new Australian clip would be about £50 million as compared with £34 million realized during the season ended 30th June, although the coming season's clip in Australia is expected to be about ten per cent. smaller than a year ago. The rapid advance in prices is due to the increased figures for retained imports during the current year, in itself a promising feature. France increased her imports from 271 million lbs. for the first half of 1932 to 374 million lbs. during the corresponding period of 1933. Japanese imports rose from 132 million lbs. to 146 million lbs. Germany's foreign purchases rose from 198 million lbs. in the first seven months of last year to 233 million lbs. in 1933, and Italy's imports of 109 million lbs. from January to May this year show an increase of 16 million lbs. Since the U.S.A. clip is not expected to be larger than a year ago it is probable that she will have to buy heavily. The latest information suggests that the current year's wool clip will be considerably smaller than a year ago. While production in South America and the United States will probably not exceed last year's level, the clips of Australia, New Zealand and South Africa are expected to be appreciably smaller. Owing to drought South Africa's crop will be less by about 20 per cent.

—I.C.A. News.

## GOVERNMENT OF MEXICO PROMOTES CO-OPERATION

A special co-operative section was created recently at the Ministry of National Economy of Mexico, the principal task of which is to be the furthering of co-operative organizations of different types. For this purpose an extensive programme of agricultural education is being carried out by the government, based largely on methods adopted in Northern America. Among the features of the programme are agricultural correspondence courses, the organization of children's and youths' farm clubs, and practical instruction in the formation of co-operative farm groups. Assistance is being given to farming communities to organize co-operatives and to bring to an end the isolation of many farmers, which is both economic and social. The small grower bringing his wares individually to the nearest town market has been the rule of the past. This process has been haphazard, and has led to a great deal of waste not only of labor but of arable lands, which should be made more productive, their period of fertility being extended at the same time.

—League of Nations Bulletin.

## CENTRAL BANK FOR U. S. CO-OP. CREDITS

A Central Co-operative Bank with an initial capital of 50 million dollars has been established at Washington under the auspices of the Farm Credit Administration, and according to the provisions of the Farm Credit Act of 1933. The bank will handle all loans above \$500,000 made to co-operative marketing and selling associations and all loans to associations operating on a national scale. Twelve regional banks are also to be established to work in collaboration with the central bank. Two of these have already been founded. The banks are to be financed from the residue estimated at \$150 million of the revolving fund created under the Agricultural Marketing Act. Farmers' societies will be obliged to subscribe shares in these banks as a condition of obtaining loans.



# Co-op Livestock Marketing

Manitoba Co-operative Livestock Producers, Ltd.  
Canadian Livestock Co-operative, Ltd.

## HEAVY DELIVERIES LOW PRICES

The volume of livestock coming forward to the St. Boniface market during October was somewhat heavier than for the same period in 1932. Aproximately 360 cars more were handled on this market. Following is a statement showing the high five firms on the market during the month of October:

1st Can. Co-op..	286 cars—	23 %
2nd .....	182 "	—14.6%
3rd .....	169 "	—13.5%
4th .....	134 "	—10.4%
5th .....	128 "	—10.3%

In the cattle division everyone will agree that we experienced an extremely low market during the month of October, the average price on the St. Boniface market being \$1.96 per hundred, which included baby beef cattle. By excluding baby beef cattle the average price was \$1.68. This is a mighty serious situation. However, it must be remembered that the quality, generally speaking, was poor, a lot of cattle coming forward did not carry sufficient flesh to bring a price. The bulk of cattle was sold for killing purposes, owing to the limited demand for stockers and feeders. The outlook is a little brighter and we are of the opinion that the price will improve somewhat. Anyone feeding should continue to feed until such time as his cattle are carrying sufficient flesh to warrant a price fairly close to the top.

In the hog division the price remained steady to a shade stronger. The indication is that they will remain steady to strong.

In the lamb division the price remained steady and with the run pretty well over we can expect prices to continue fully in line with present basis.

### Considerable Discussion

Considerable discussion has been going on recently, especially in Eastern Canada, concerning transportation and marketing costs in their relation to the net price received by the livestock producer.

It may be of interest to our members to know that our own Co-operative was the first business institution in Canada to draw the attention of the general public to the deplorable condition existing and to place itself on record as being in favor of a substantial all-round reduction of all costs entering into the sale of livestock on our public markets.

### Many Proposed Remedies

While we are heartily in favor of reductions wherever possible, we are yet to be convinced of merit in some of the remedies now being advocated. "Nationalization of public stockyards" may come and as believers in public ownership we are not opposed to the principle, but if by "Nationalization" is meant a scheme whereby the accumulation of mistakes of the private trader should now be taken over by the state then we are definitely opposed to it.

It is commonly urged that if all the livestock were forced to go through the public markets all

would be well. The increased handling of stock on all markets would make possible substantial reductions in costs. The buyers being forced to compete with each other for stock would pay a good price for same and all would go "merry as a marriage bell" so to speak.

We are inclined to be skeptical of this kind of reform. After all (to quote a noted ex-judge), the producer "has the right to be wrong." Why should he be compelled to market his stock scientifically if he choses to turn it over to the buyers to weigh up and price.

### In the Producers' Hands

In the Livestock Co-operative the farmer has an institution of his own creation, directed by farmers, open at all times to the closest scrutiny by its members. And if he chooses to do so he can set up selling agencies throughout Canada entirely independent of the public markets now in existence.

Is it likely that any marketing institution set up under the control of the Federal government would be any more sensitive to the will of the farmer or more mindful of his interests than a farmer-controlled agency? We doubt it.

(Turn to Page 18)

# WHAT "MUTUAL" MEANS

The holders of 200,000 Mutual Life of Canada policies know the dollar and cent value of "mutuality". Write for our new book "Mutual Achievements" which contains information regarding the actual results of policies.

THE  
**MUTUAL LIFE**  
Assurance Company  
**OF CANADA**  
WATERLOO, ONT.  
Established 1869

I am interested in your Pension Policy to help me become independent.

Name .....

Address .....

Age ..... M.C

## CO-OP. LIVESTOCK MARKETING

(From Page 17)

No, painful though the process may be, we are certain that the producer has to learn the art of successfully marketing his produce through his own marketing agencies. He does not need to turn to the state to do his business for him. The remedy is clearly in his own hands.

In the meantime we are quite willing to assist in bringing about changes which will effect immediate, even if only temporary, relief to the producers of livestock throughout Canada.

A recent statistical survey shows that the total export business in ready made clothing of Germany, England, France, United States, Austria, Belgium combined, is now only 22 per cent. in value of what it was in 1931—that is, it is one dollar where it was nearly five dollars two years ago.

In Germany dealing in wheat futures has been stopped, the price of bread grains has been fixed and it has been announced that the agricultural policy of the government is to put all German agriculture on a co-operative basis, to relieve the farmer of dependence on markets and to put German agriculture outside the capitalist system.

A committee of the League of Nations estimates the total annual interest and amortization payments on the fixed international indebtedness at between 2 and 2½ billion dollars. The committee hasn't the faintest idea how the total indebtedness, about \$35,000,000,000, is ever going to be paid. Neither has anybody else.

The French government has authorized the minister of agriculture to issue a decree limiting the cultivation of wheat during the current year. The decree provides for a tax of Frs. 500 on every hectare (about \$8 per acre) which is added to the average area under cultivation during the past three years.

Reports from Melbourne state that the result of the 1933-34 shearing in Australia will be still less than was at first anticipated. The total output is expected to be 500,000 bales less than last year, instead of 300,000 bales less, as was at first estimated. From South Africa it is reported that estimates of the wool output of that country are also too high. A decrease of 210,000 bales is expected, in place of the 100,000 bales decrease officially estimated.

—I.C.A. News.

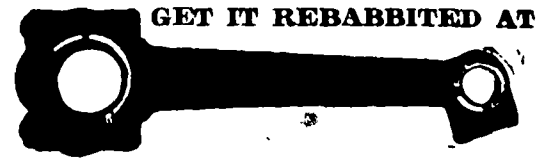
The British National Union of Farmers has sent a resolution to the government protesting against unfair competition of soft wheat and flour from the European continent under export bonusing. British co-operators are pointing out that since the war British agriculture has received state aid to the tune of \$1,250,000,000 and that from the wheat subsidy alone they have got \$22,500,000 this year. Somehow this bonusing business, started always with the best of intentions, runs off into tangled bypaths, and gets mixed up with much that is indistinguishable from avarice.

## NATURE'S USE OF WATER

Probably the most important single factor in plant life is water. One of the marvels of the universe is nature's use of this element as the principal medium in the growth development and transportation of consistent chemical elements from the soil and from the air for transformation into plant structure, and in this work a lot of water is used. Seven years' study carried out by experts of the Dominion Experimental Farms at Swift Current Station show, for instance, that in the production of wheat from 1,000 to 1,974 pounds of water have actually been used in the production of one pound of grain. To put it another way for each bushel of grain produced 30 to 59.4 tons or 150 to 297 barrels of water were used. There was also found that one inch of rainfall over an acre of land is equivalent to 113 tons of water.

## MACHINERY

Say you saw it in "The Co-operator"



GET IT REBABBITED AT  
MANITOBA BEARING  
WORKS, 169 Water St., Wpg.

**AUTO AND TRACTOR PARTS—USED AND NEW**—Generators for charging batteries, at lowest prices, Engines, Springs, Gears, Axles, Radiators, Wheels, Tops, Windshields and Glass. Large stock of parts for all makes of cars. Everything guaranteed. Winnipeg Auto Wrecking Co., 261 Fort St., Winnipeg.

### USED AND NEW AUTO PARTS AND TRACTOR REPAIRS

Grain Crushers, Stationery Engines (used and new), Belts, Electric Motors and Generators; and all kinds of machinery

**CITY AUTO WRECKING COMPANY**  
783 Main St. Winnipeg, Man.

**MOTOR SLEIGH PROPELLERS; LAMINATED**, two—or five—bladed, for any motor; push or pull type Wind-electric propellers for 6-volt or 32-volt generators. Workmanship guaranteed. B. Eggertson, Tantallon, Sask.

**WANTED FOR GAAR-SCOTT STEAM** engine; twin cylinder, crank shaft No. 542K. Roger Crawley, Clanwilliam, Manitoba.

## MAGNETOS

Say you saw it in "The Co-operator"

**ALL MAGNETOS REPAIRED AND RECHARGED.** Generator, starter, ignition service. Windmill generators, propellers and equipment a specialty. Spark plugs, ignition and battery cables, contact points, coils, light bulbs, etc. Armatures and motors rewound. All work guaranteed. Prompt service. Eclipse Auto Electric Co., Ellice at Hargrave, Winnipeg.

## BELTING

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### BELTING

**WRITE FOR SPECIAL BARGAIN LIST** on slightly used rubber belting. The Premier Belting Co., 800 Main St., Winnipeg.

## EDUCATIONAL

Say you saw it in "The Co-operator"

**YOU CAN LEARN BOOKKEEPING, ACCOUNTANCY, SHORTHAND, TYPEWRITING, SALES-MANSHIP, SHORT-STORY WRITING** at home. Write for particulars of course which interests you. Home Study Institute, 554 Furby St., Winnipeg. 12-33

## MEDICAL

Say you saw it in "The Co-operator"

**MEN'S SANITARY RUBBER GOODS** mailed postpaid in plain, sealed envelope. Fifteen latest samples, \$1.00. Write for our mail order price list. Box 353, Dept. B7, Hamilton, Ontario.

**IF MADE OF RUBBER WRITE FOR CATALOGUE.** Best quality, half price. Samples, \$1.00. Reliable goods only. Established 1896. Universal Specialty Co., Box 2704, Montreal.

**GENTLEMEN'S PERSONAL DRUG SUNDRIES**—\$1.00 brings 15 samples, high-grade European importations. Catalogue free to adults only. Plain wrapper. National Distributors, Box 25, North Regina, Sask.

**WHY SUFFER—CUREX HEALS ECZEMA**, all skin diseases. Send 35c. Curex Laboratories, Worcester, Mass. Box 323.

## STAMPS

Say you saw it in "The Co-operator"

**STAMP COLLECTORS! SPECIAL BARGAIN** 1,000 genuine postage stamps. Many countries; splendid mixture; 25c. postpaid. Hamilton Stamp, 110 Alclna, Toronto.

### BUSINESS OPPORTUNITIES

Say you saw it in "The Co-operator"

**MONEY IN MUSHROOMS—EARN \$25** weekly or more growing for us in cellars or outbuildings. We instruct you. Illustrated booklet free. Canadian Mushroom Company, Dept. 36, Toronto 10.

### HOUSEHOLD

Say you saw it in "The Co-operator"

**PRINT QUILTING PATCHES—4 POUNDS,** \$1.00; 9 pounds, \$2.00. Dickinson & Company (Wholesale Remnants), Chatham, Ontario.

**AUTO KNITTERS, YARN NEEDLES—**Also machines for extra coarse socks. Bellhouse, 1446 W. 5th, Vancouver, B.C.



**HO-MAYDE**  
Bread Improver  
Helps wonderfully during cold weather. Batter rises sooner even when chilled. More bread, better bread. Packet sufficient 100 loaves. 20c.

**C. & J. JONES LTD.**  
WINNIPEG

### LIVESTOCK

Say you saw it in "The Co-operator"

**SELLING POLLED HEREFORD BULLS** and females. Oliver Grieve, Lauder, Man.

**PURE BRED TOULOUSE GEESSE; GANDERS** each, \$2.00 Goose and duck pillows, pair, \$5.50. M Anderson, Lenore.

**EARLY HATCHED BRONZE TOMS, \$2.50.** Mrs. Thos. Stuart, Tilston, Manitoba.

**YOUR STOCK WILL THRIVE ON STRAW** when it is treated with our healthful and tasty formula. Fatten cattle at greatly reduced cost. Formula with instructions costs only twenty-five cents. Ingredients can be purchased locally at trifling cost. Formula Service, Department Four, 24 Argyle Crt., Calgary Alberta.

### BUILDING MATERIALS

Say you saw it in "The Co-operator"

**STORM SASH—SPECIAL PRICES. TEN** per cent. discount off regular mail order list for next 30 days, on all glazed sash and windows. State your requirements and we will quote delivery prices. Please mention this advertisement when writing. Millwork Supply Co., P.O. Box 304, Saskatoon, or P.O. Box 522, Regina Sask.

### TOBACCO

Say you saw it in "The Co-operator"

**BURLEY NATURAL LEAF TOBACCO—**Five-pound sample, \$1.00; fourteen pounds, \$2.50, postpaid. Try a 100-lb. freight order, \$7.00, f.o.b. Leamington. G. W. Jeffery, Leamington, Ont.

**CHOICE LEAF TOBACCO—FIVE-POUND** package Burley with pipe and flavoring; or 3-pound package Leaf and Manufactured Tobacco (8 different samples), \$1.00 postpaid. Ruthven Co-operative Tobacco Exchange, Ruthven, Ontario.

### MISCELLANEOUS

Say you saw it in "The Co-operator"

**ABSOLUTELY THE FINEST LINE OF** personal cards selling at \$1.00 per dozen in Canada. Folders, parchments, embossed and printed designs. Sell the well-known Excelsior Line. Liberal commission, bonus. Agents wanted everywhere. Also boxed assortments, 50 per cent. commission. Regal Stationery Co., 73 Adelaide St. W., Toronto, Ont.

**RECEIVE 100 LETTERS AND DIMES** daily. Complete instructions, 10c. coin. Write A. K. Levorson, Battrum, Sask.

**BIBLE READERS — THE TRUTH OF** eternal life. Information free. Write G. Luard, Clover Bar, Alta.

### THE RABBIT RACKET

New York College of Agriculture has added to the warnings being issued by eastern departments of agriculture and agricultural colleges against the prevalent "rabbit racket." In this racket, says R. B. Hinman of New York College of Agriculture the victim is to buy a given number of rabbits of a certified breed and use them as foundation breeding stock. The company which sells these first rabbits to him then agrees to buy back all of the natural increase at a stated sum, a pound for a term of years. The original cost sometimes includes hutches and feed for a few months to make sure that the buyer is on the right track. Five does and one buck rabbit are usually priced at about \$150, a high price for four-dollar rabbits, according to Professor Hinman, but the buyer's qualms are soothed when told that he is "buying a market and not just animals."

The bounds of possibility must be stretched to see reasonable returns, Professor Hinman points out. It would take all the young, born and reared under the best theoretical conditions, for two and one-quarter years to pay the purchase price. The breeding years

of the typical doe, allowing for losses and sterility, can not be safely estimated beyond two and one-half years. All feed costs, after the original supply is exhausted; labor, added equipment, overhead, and interest, must be earned by the progeny of one-quarter year, or one litter, he says.

The index figure of prices for Canadian farm products stood at 57.0 for the month of August as compared with 60.1 for July and 48.4 for the corresponding month last year.

At a meeting of the International Committee for inter-cooperative relations held at Geneva on Oct. 5, the discussions at the World Wheat Conference were reviewed, the Wheat Agreement examined and the general problem presented by the world wheat situation discussed, the committee finally deciding that an extensive investigation should be undertaken into world wheat production and actual and potential world consumption and the aid that co-operative enterprise might give toward solving the problem from both the selling and the buying end.

## "Co-operator" Readers

When you want to sell or buy horses, poultry, cordwood, feed, cattle, hogs, honey, farms, machinery, etc. . . . tell your neighbors in your own paper, "The Manitoba Co-operator." Some of the other 22,000 farm families who read your paper may need what you have to sell—or may want to sell what you need.

### Use this Classified Ad Form

**3c** per word per insertion

**6** insertions for the price of **5**

Count name and address as part of ad. Count figures, initials, abbreviations, etc.,—groups of five or less as one word.


To "The Manitoba Co-operator," Winnipeg, Can.

Publish this ad..... times Name .....

for which I enclose \$.....Address .....

STORES FOR UNEMPLOYED

To open to the unemployed a way to exchange idle labor power for food and clothing, the town of Dayton, Ohio, has incorporated the Dayton Mutual Exchange with 47 charter members and incorporators.

Two stores, where food, clothing and articles of craftsmanship are offered, are now open, the weekly turnover being valued at several hundred dollars. Goods at the exchange are "sold" only for goods certificates, which are issued in return for goods and services given the exchange.

A farmer, for instance, turns in a basket of cabbage, receiving therefor, a goods certificate of certain value. He may exchange this for a shirt, housedress, overalls, sack of flour, canned goods or any of a large list of goods.

The storekeeper who supplies goods for certificates uses them to pay for the services of other unemployed persons about his place of business, who, in turn, again exchange them for food and clothing.

No goods certificates are sold for money. However, they may be exchanged for scrip, in order to obtain cash with which to meet current expense, such as light, power, rent and similar overhead charges, which cannot be met by the exchange of goods. In fact, scrip is given in return for cash, but may be turned into certificates.

A charter as a non-profit corporation has been granted to the exchange by the State of Ohio.

WHY NOT MAKE IT WORLD-WIDE?

A scheme for reciprocal limitation of tariffs on various forms of wool has been agreed upon by representatives of the French, Belgian and Dutch wool industries for submission to the governments of their respective countries. The terms of the agreement are that each of the countries participating shall give absolutely reciprocal treatment to the products of the rest and that the duties imposed shall be subject to the following limits:— carded wool, 2 per cent. ad valorem; woollen thread, 3 to 6 per cent. according to category; fabrics containing a preponderating quantity of wool, 10 to 12 per cent. Mr. Maurice Dubrulle, who represents the French interests,

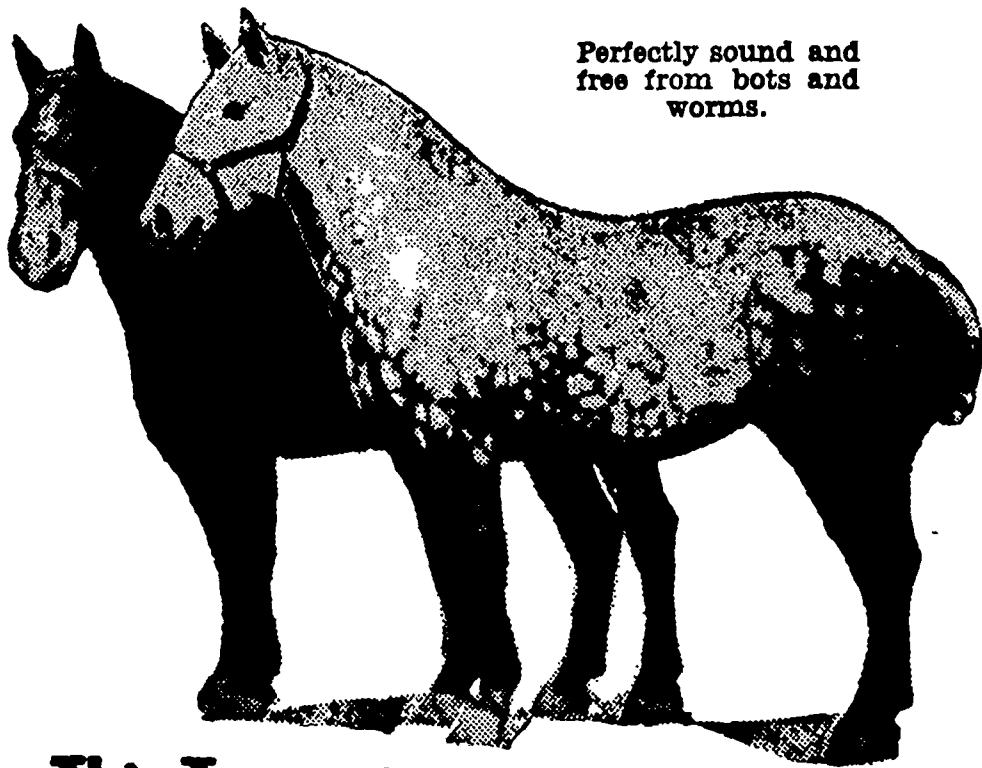
is now negotiating with leaders of the British woollen industry, whose support of the scheme is considered essential to its success.

An enterprising mathematician has figured out that if Judas had

created a trust fund of \$1.00 and interest at 4 per cent. had been compounded semi-annually the estate today would be worth \$10,000,000,000,000,000,000,000,000,000

—Alberta Wheat Pool Budget.

It doesn't seem enough!



Perfectly sound and free from bots and worms.

This Team "LADY SUR and LADY SHOT

FREE! also \$500 in CASH PRIZES 100 Prizes

"Lady Sur" and "Lady Shot"— a fine team of thoroughbred young Percherons—the kind of a team you have always wanted—may be yours if you are fortunate enough to win the first prize in this contest . . . or you may win one of the 100 cash prizes, totalling \$500.00.

Table with 2 columns: Prize Rank and Amount. 2nd Prize \$100.00, 3rd Prize 50.00, 4th Prize 20.00, 5th Prize 15.00, 6th to 14th Prizes each 10.00, 15th to 31st Prizes each 5.00, 32nd to 101st Prizes each 2.00.

THE CONTEST IS SIMPLE

Just estimate the number of "A Sur-Shot" capsules sold by Fairview Chemical Co. Ltd., in Canada, during the Bot and Worm treatment season, from

OCT. 1st., 1933 to MAR. 31st., 1934

The following statistics will help you in making your estimates. There are 3,128,998 horses in Canada (1931 statistics), 99% of all horses suffer from Bots and require "A Sur-Shot" treatment. It takes one large "A Sur-Shot" capsule to treat a large horse, and one small capsule to treat a small horse or colt. "A Sur-Shot" is available to every horse owner from coast to coast and has been made familiar to farmers through advertising in publications of 874,822 circulation. Entries must be made on the estimate forms enclosed in the "A Sur-Shot" package.

Go to your dealer for



GUARANTEED BOT AND WORM REMOVER

—and get your entry in early. In case of tie, first correct estimate received gets preference.

By treating your horses NOW, you will kill all Bot larvae BEFORE they have had much chance to do much harm—before they have grown to any size—before they have left the horses' stomachs and escaped the result of the treatment. The Bot larvae are killed and expelled while they are so small as to be almost invisible to the naked eye—but they are ALL killed, and the cost of the treatment is saved many times over in feed during the winter.

"A Sur-Shot" is the easiest, safest, surest and most economical treatment for Bots and Worms—approved in principle by all leading authorities.



This patented "Gun" makes the administering of "A Sur-Shot" a very simple matter.

TREAT ALL YOUR HORSES

—not only the "poor" ones. If one of your horses has Bots it is probable that the others need "A Sur-Shot" just as much. One infected horse, untreated, will re-infect all the others next summer. Since it only costs 12 1/2c. to 25c. to rid each horse of Bots, you cannot afford to neglect a single one. If your dealer is out of stock, write

FAIRVIEW CHEMICAL Co., Ltd., Regina, Sask.