

The Scoop-Shovel

POOL
ELEVATOR

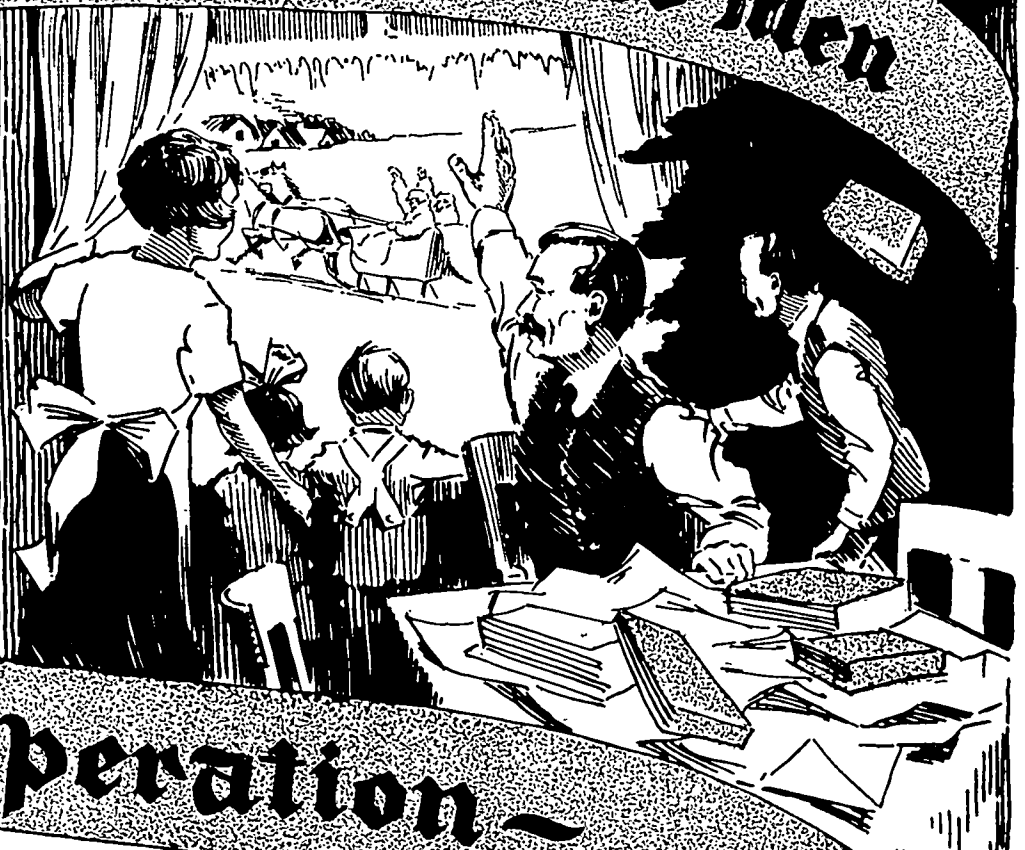
VOL. II

WINNIPEG, MAN., DECEMBER, 1926.

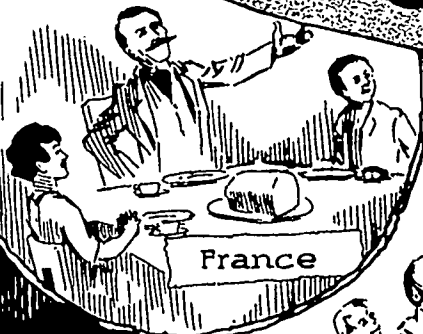
No. 12

Peace On Earth-Goodwill To Men

Your membership in the Pool is an effort to co-operate for Peace & Goodwill. Goodwill, expressed, not only in Better Business & Bigger Bank Balances, but in Happy Homes, Healthy Families and Richer and Fuller lives



Co-operation



France



England



Greece



Italy



Germany

Co-operative distribution of the fruits of your toil benefits you, your family, your community, your country, & those of all countries who need bread

Fight for Co-operative Livestock Marketing

United Livestock Growers Fined \$250 for Breaking Rules of Calgary Livestock Exchange by Marketing in Co-operative Way.

The Calgary Livestock Exchange has imposed a fine of \$250 upon United Livestock Growers. The fine has been paid in order that the operations of the U. L. G. may not be suspended, but the company is preparing to fight for such modification of the regulations of the Exchange as will enable a co-operative to do business without interruption.

This is the outcome of the first stage of the dispute between United Livestock Growers and the Calgary Livestock Exchange, which began last April when the co-operative refused to submit its books to the Exchange for inspection and were suspended. (See The Scoop Shovel for May and June.) The federal government prevented the suspension continuing by issuing a permit to the co-operative, and commencing an investigation into the matter. This permit has been renewed monthly but the government decided not to renew the permit which expired on November 25.

The decision of the government has created considerable surprise, because on October 14, Mr. Rice-Jones received a letter from Dr. J. H. Grisdale, deputy minister of agriculture, in which he said that the investigation of the de-

partment had shown that the violation of the regulations had been merely technical and that United Livestock Growers "were not guilty of any dishonest motive in the way of securing personal gain in the apparent irregularities." Hon. W. R. Motherwell also stated publicly last spring that if the regulations did not permit of co-operative trading they would be changed to meet the needs of co-operative organizations. The Department of Agriculture, however, insisted upon United Livestock Growers apologizing for the technical breach of the regulations, and upon this being done for the sake of maintaining the operations of the company, the Exchange promptly interpreted it as a plea of "guilty" and imposed the fine of \$250.

The technical breach of the regulations was a procedure in the handling of hogs which is unavoidable in the pooling system. The Exchange regulations are to the effect that each shipper must receive the actual amount brought by his own shipment, on grade and weight on the Calgary yards. The co-operative has a different method and accepts grade and weight at the country points. The principle involved in the fight be-

tween United Livestock Growers and the Calgary Livestock Exchange vitally affects the whole question of the co-operative marketing of livestock, and indeed the whole plan of marketing by pooling. The matter cannot be left where it is, and Mr. Rice-Jones has stated that United Livestock Growers will now carry the fight to Ottawa to secure the amendments to the Livestock Products Act which are necessary to permit of co-operative marketing.

BURLEY TOBACCO CO-OP.

A new plan for the co-operative selling of Burley tobacco is announced by the management of the Burley Tobacco Growers' Co-operative Association, Lexington, Ky. Eighteen sales houses, located in Kentucky, Tennessee, Indiana, Ohio and Missouri have been established, at which the tobacco delivered by the members of the association will be sold at public auction after being graded and commingled according to grade.

The present tobacco marketing season is the fifth in which the Burley association has been operating. Its first five years' contract expires with the close of the present season. A new contract is being drafted and will be submitted to growers of Burley tobacco before the close of the approaching delivery season.

This association serves over 100,000 growers of Burley tobacco in Kentucky, Ohio, Indiana, West Virginia, Tennessee and Missouri. It began operating in November of 1921. Total sales have amounted to \$155,881,888, and expenses, including dividends on stock and interest on bonds of district warehousing corporations, have amounted to \$17,512,380, or about 11 per cent. of sales. Members have been paid the sum of \$141,699,122, or 90.9 per cent. of sales. The above payments to members include advances on unsold tobacco to the amount of \$7,186,595.

United Grain Growers Will Not Sell Elevators to Pool

United Grain Growers', Limited, will not sell its elevators to the Pools. That was the decision sealed by a vote, said to be four to one, of the annual meeting of the company held at Calgary during the week ending December 4. The vote was taken after a whole day's discussion of the subject in the course of which the directors laid before the shareholders a letter notifying the company that at a meeting of the boards of the three provincial Wheat Pools it had been agreed that the Pools would negotiate jointly with the

company for the purchase of their elevators in the three prairie provinces.

The meeting also rejected a motion to lease the elevators instead of selling them. The meeting agreed, however, that at points where there was a large sign up to the Pool, it was not desirable to duplicate farmer-owned elevators, and that if the company owned an elevator at such point it would be better to lease or sell it to the Pool if the Pool members wanted an elevator.

Rebels and Reformers

No. 2. George Jacob Holyoake

The Patriarch of the Co-operative Movement

(By R. A. Hoey)

George Jacob Holyoake was born in the city of Birmingham, on April 13, 1817. He was the son of a foreman in the Eagle Foundry, and his mother ran a button-making business in a shed at the rear of the Holyoake home. At the age of seven he learned the art of reading in the school of an old dame—who probably could not write. At the age of eight he began, after school hours, to solder handles on tin lanterns and help to make buttons. At the age of nine he commenced work in the foundry where his father was employed, working from six in the morning until six in the evening including Saturdays. He attended the Wesleyan Sunday School until he was fifteen and continued to learn to read but not to write.

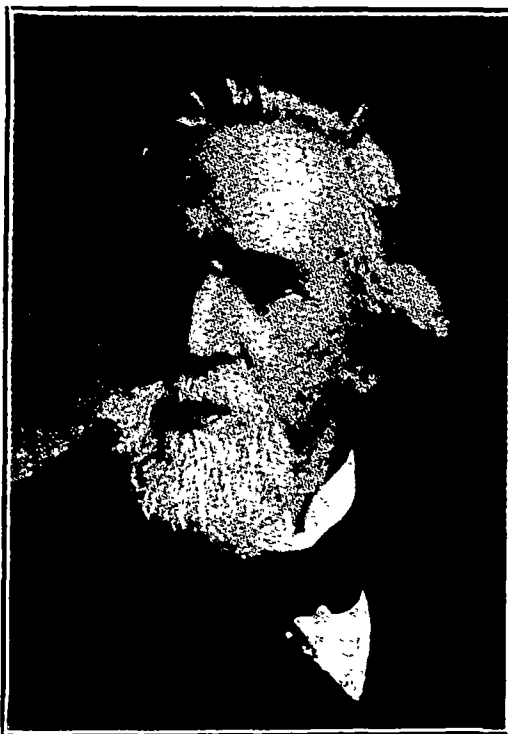
Young Holyoake was eleven years old when he discovered, probably for the first time, that there was something wrong with the world. The rector of their parish church, St. Martin's, sent in his demand for tithe. It amounted only to fourpence, but pence were so scarce that the bill was shelved. A younger sister was very ill and there was little enough for her. The next week brought a fresh copy of the bill with the addition of half a crown for costs. Mrs. Holyoake, recollecting that the bed had been taken from under an invalid neighbor shortly before to meet the rector's demands, hurried to the office. They kept her waiting five hours, and she returned to look on the dead face of her little daughter.

An Apostle of Owenism

But that was all a part of life in the good old days. A few years later five million men were in a state of chronic revolt. The bulk of them, the agricultural workers, got five cents a day, and the majority of artisans only a shilling a day.

There was a Mechanics Insti-

tutes in Birmingham, and in 1833 Holyoake began to attend it. Disciples of Robert Owen and liberal Unitarians taught devotedly in it, and the boy learned not only to write a beautiful hand, but logic, grammar, drawing, and mathematics. It was in the year 1836 that he first heard Owen.



GEORGE JACOB HOLYOAKE AT THE AGE OF 71.

was at the height of his influence at this time and so impressed was Holyoake by his teaching that he accepted in 1840 an invitation from the Worcester Society of Owenites to become their local preacher. Later still the Owenite congress of 1841 appointed him to Sheffield, making him responsible for the propagation of Owenism in that city.

Sent to Jail

The bishops, now alarmed at the rapid spread of Owenism, thundered against it in the House of Lords and encouraged their followers to attack it throughout the country. Holyoake after the delivery of a lecture at Cheltenham, was accused of blasphemy, and, after a trial that has been described as a mockery, was sen-

tenced to six months in jail. It was during his confinement in jail that word reached him that his little girl had died. After his release he went to London and became secretary to branch 53 of the Owenite movement at ten shillings (\$2.50) a week. He organized about this time an Anti-Persecution Union in an attempt to save his colleagues who were on all sides passing into such jails as that from which he had just emerged. He also gave classes in logic and literature, published his early works and started a new paper, *The Movement*, which lived for fifteen months. From Glasgow came an invitation to take charge of an Owenite society which was gladly accepted. He remained in Glasgow, however, only for a period of six months, returning to London in the spring of 1846, where he started a weekly magazine, *The Reasoner*, with a capital of fifty pounds.

Most of the popular orators and reformers of that period talked of pikes and sabres. Holyoake pleaded for education, agitation and political action. He was frequently referred to as the mildest man in the ranks of public disputants. His motto was: "The radical extremist forgets that society has a past—the Conservative that it has a future. We want the wisdom that will dare but dare securely."

Rise of Co-operation

Holyoake was now a conspicuous figure in almost every progressive movement. His paper was the chief chronicle of their progress, and his voice and pen were always at their command. Many of the enterprises never reached fruition during his day, but one at least, the Co-operative Movement, he saw grow, before he died, into one of the greatest social enterprises of modern times. It was in the year 1844

(Turn to Page 30.)

A Parable on the Division of Labor

"RENDER UNTO CAESAR—"

(Continued)

There was once a community composed of about twenty members. It was found, as this little community went along, that those therein were especially adapted for certain work. It came to the point where it was found that a few could till the fields and produce enough for the twenty, providing that the remainder served the other needs of the community. At the time the story begins there were:

Five producing the fruits of the field;

Five making the implements of production for farm and home;

Five building and carrying for the community, and five attending to its other needs—teaching, preaching, doctoring, etc.

This was all an ideal arrangement—as long as all ate at a common table and shared alike in what was produced in field and factory, but it wasn't so good when those who were making the implements got together and said: "We are indispensable to the community. The field men could not keep up their production if we ceased to work. We are entitled to a greater consideration—a greater portion of what is produced."

Work a Little Longer

Acting on this reasoning those of the factories joined together and said to those in the fields: "You are not giving us sufficient for our work. We want a greater portion of what you grow or we will cease to supply you or the community with tools, or goods from our shops." They went to each man of the field separately because each had his own field, and there was no time to spare for consultation with those of other distant fields. Each was induced, therefore, by the combined threats and arguments of the tool makers to agree to work a little longer in the fields each day and give the increased amount of product resulting to the tool makers.

A common table was no longer possible. Distribution was no longer equal. The other members of the community decided that they too were worthy of a greater share of what was pro-

duced in field and factory, and they combined to get it.

Poor Crops

Now it came a time when crops were poor and the workers of the fields could not give the portion of the crops demanded by the tool makers, the teacher, the doctor and all others of the community and have sufficient left for their own living. They petitioned those who had the surplus, saying: "You have more than you need. We have not enough on which to live. Reduce your demands that we may live to produce a better crop next year, otherwise we must cease to work the farms."

The tool makers and others realized that it would be bad for them if the field workers were unable to carry on their work, but they were loath to give up what they considered as their own. Suddenly a bright idea came to them. They went to the tillers of the soil and said: "You have fallen down on the job. You ask for assistance. We have decided to help you out. We will give you the means of living this year, and if you live humbly and work very hard, you will be able to return to us out of the next crop what we let you have, and just to show that you appreciate our generosity you may add one pound extra for every twelve we give you now." It was so agreed. But the next crop also was poor. The soil was sadly depleted of its fertility, and the tillers were in a very bad way. In order to fulfil their agreement with those who had loaned to them they gave their entire crop, and again sought for the means of livelihood by borrowing from the other members of the community.

A Thinker Arises

There happened to be one of the field workers who did some thinking as he toiled. He said to himself: "This is not right. We, the tillers, are not getting a square deal. We must get together and see that we get what is justly ours." He approached the other tillers with his arguments. Some

agreed with him and some merely scoffed to think that they could do anything for themselves against all those to whom they now had pledged the fruits of their labor for an indefinite period. These latter would not join with their fellow tillers. Some there were who fell in with the idea, but after hearing one of the tool makers say that the leader of the tillers was just seeking gain for himself, and that his place was on the farm, not stirring up dissatisfaction among the workers, they refused to support the movement any more. The thinker was almost alone. He struggled on and by his perseverance was able to persuade another of the tillers that they must work together or they would lose everything. These two were able to give such publicity to their wrongs that some of the most glaring of them were alleviated. They obtained credit for the tillers at a lower rate of interest. They managed to get certain privileges through the ruler of the community so that less of their goods was stolen, and they had a better chance of making a living. But the system of doing business remained the same. New schemes were constantly being devised to extract from the tillers all they produced. One of them lost his wife and he had to pledge a whole year's labor in order to give her what custom demanded as a decent burial. There were many predatory ideas evolved, all of which left the tillers poorer and more greatly obligated to the other members of the community. They were helpless and almost devoid of hope. They appealed to the ruler but redress was never permanent. They could not carry on. There were none to whom they could go for wise counsel. There were none to whom they could turn for relief in their distress. They had lost faith. There were none to whom they could go who would help them. They tried them all. There were none — save themselves, but did they ever think of doing something for themselves? Now, did they?

Look at These Prices!

Here is a table that is well worth a little study. It shows the street price of the Northwest Grain Dealers' Association for non-Pool grain on November 19. We give the Fort William prices for that date and show the margin taken by the elevator company. You will see that on non-Pool wheat the margin runs from 10 $\frac{3}{8}$ c to 14 $\frac{1}{8}$ c per bushel; on oats about 7 $\frac{1}{2}$ c per bushel; on flax 15c to 16c per bushel; on barley about 7 $\frac{7}{8}$ c per bushel, and on rye about 7c a bushel.

Now, remembering that in Pool elevators there is no street price, let us compare the deductions on this list with deductions in a Pool elevator.

On wheat going through Pool elevators the deduction from the Fort William selling price is 2 $\frac{1}{2}$ c per bushel as against 12c to 14c on this list—the Pool man receiving a better price by 10c per bushel than the non-Pool man gets at the same time. On Pool wheat through line elevator companies, with the charge at 5c per bushel for handling it for the Pool man as against 12c to 14c for the non-Pool man, the Pool man again has an edge of from 7c to 9c per bushel.

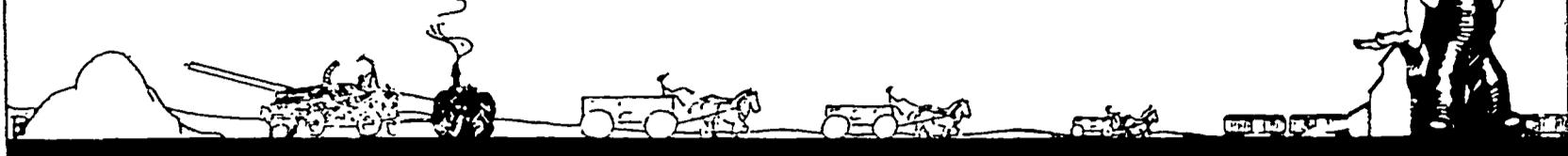
Carry this on to oats: In the Pool elevator the Pool street man saves 5c per bushel, and in the non-Pool elevator he saves 3 $\frac{1}{2}$ c per bushel over the non-Pool man. On flax he saves 13c per bushel in the Pool elevator, and in the non-Pool elevator he saves from 5c to 6c per bushel over the non-Pool man. On barley the Pool man's saving in the Pool elevator is 5c per bushel, and in the non-Pool elevator he saves 2c per bushel over the non-Pool man. Rye is approximately the same as barley.

As a consequence, the non-Pool man must of necessity sell at a materially higher level than the Pool in order to secure, in the end, the same results that the Pool man does. As a matter of fact, figures go to show that about 85% of the non-Pool men sell below the year's average.

NOVEMBER 19, 1926

WHEAT					FLAX						
Non-Pool Street Price	Spot	Spread	Freight per bus approx.	Elevator Profit on non-pool grain approx.	Non-Pool Street Price	Spot	Spread	Freight per bus. approx.	Elevator Profit on non-pool grain approx.		
Freight: 14c per cwt.					Freight: 15c per cwt.						
1°	\$1.18	\$1.38 $\frac{7}{8}$	\$.20 $\frac{7}{8}$	\$.8 $\frac{1}{2}$	\$.12 $\frac{5}{8}$	1 NW.	1.65	1.89 $\frac{1}{2}$	.24 $\frac{1}{2}$	.8 $\frac{1}{2}$	.16
2°	1.14	1.32 $\frac{7}{8}$	.18 $\frac{7}{8}$	.8 $\frac{1}{2}$	.10 $\frac{3}{8}$	2 CW.	1.61	1.85 $\frac{1}{2}$	.24 $\frac{1}{2}$	.8 $\frac{1}{2}$	.16
3°	1.09	1.27 $\frac{7}{8}$	.18 $\frac{7}{8}$	.8 $\frac{1}{2}$	.10 $\frac{3}{8}$	3 CW.	1.41	1.64 $\frac{1}{2}$	.23 $\frac{1}{2}$	.8 $\frac{1}{2}$	.15
No. 4 .	.97	1.18 $\frac{7}{8}$	.21 $\frac{1}{8}$	.8 $\frac{1}{2}$	.13 $\frac{3}{8}$	Rej. ..	1.36	1.59 $\frac{1}{2}$	.23 $\frac{1}{2}$	.8 $\frac{1}{2}$	.15
No. 5 .	.85	1.06 $\frac{3}{8}$	.21 $\frac{3}{8}$	.8 $\frac{1}{2}$	.12 $\frac{7}{8}$	BARLEY					
No. 6 .	.70	.91 $\frac{3}{8}$	.21 $\frac{3}{8}$	.8 $\frac{1}{2}$	.12 $\frac{7}{8}$	Freight: 15c per cwt.					
Feed ..	.57	.78 $\frac{3}{8}$	.21 $\frac{3}{8}$	.8 $\frac{1}{2}$	.12 $\frac{7}{8}$	3 CW.	.49	.63 $\frac{3}{8}$	.14 $\frac{3}{8}$	.7 $\frac{1}{4}$	.7 $\frac{1}{8}$
Rej. 1 .	.98	1.20 $\frac{5}{8}$	.22 $\frac{5}{8}$	.8 $\frac{1}{2}$	.14 $\frac{1}{8}$	4 CW.	.44	.58 $\frac{3}{8}$	.14 $\frac{3}{8}$	.7 $\frac{1}{4}$	.7 $\frac{1}{8}$
Rej. 2 .	.96	1.17 $\frac{5}{8}$	.21 $\frac{5}{8}$	.8 $\frac{1}{2}$	.13 $\frac{1}{8}$	Rej. ..	.41	.56 $\frac{1}{8}$	.15 $\frac{1}{8}$	.7 $\frac{1}{4}$	.7 $\frac{7}{8}$
Rej. 3 .	.94	1.15 $\frac{5}{8}$	.21 $\frac{5}{8}$	.8 $\frac{1}{2}$	.13 $\frac{1}{8}$	Feed ..	.40	.55 $\frac{1}{8}$	.15 $\frac{1}{8}$	.7 $\frac{1}{4}$	.7 $\frac{7}{8}$
Smt. 1°	1.02	1.24 $\frac{5}{8}$	.22 $\frac{5}{8}$	.8 $\frac{1}{2}$	.14 $\frac{1}{8}$						
OATS					RYE						
Freight: 14c per cwt.					Freight: 15c per cwt.						
2 CW .	.47	.59 $\frac{1}{4}$	.12 $\frac{1}{4}$	.4 $\frac{3}{4}$	.7 $\frac{1}{2}$	2 CW.	.75	.90 $\frac{1}{2}$	.15 $\frac{1}{2}$	.8 $\frac{1}{2}$	.7
3 CW .	.44	.56 $\frac{1}{4}$	.12 $\frac{1}{4}$	.4 $\frac{3}{4}$	.7 $\frac{1}{2}$	3 CW.	.71	.86 $\frac{1}{2}$	.15 $\frac{1}{2}$	.8 $\frac{1}{2}$	.7
X Feed	.44	.56 $\frac{1}{4}$	.12 $\frac{1}{4}$	.4 $\frac{3}{4}$	.7 $\frac{1}{2}$	Rej. ...	.68	.83 $\frac{1}{2}$	.15 $\frac{1}{2}$	.8 $\frac{1}{2}$	.7
1 Feed.	.42	.54 $\frac{1}{4}$	.12 $\frac{1}{4}$	.4 $\frac{3}{4}$	.7 $\frac{1}{2}$						
2 Feed.	.38	.50	.12	.4 $\frac{3}{4}$	.7 $\frac{1}{4}$						

IN THE GRAIN BIN



By R. M. MAHONEY, Manager

IMPORTANT: READ THIS CAREFULLY

The board of railway commissioners and the railroad companies have advised us that if we will inform them of any carlots of grain that are not properly warehoused, and which grain is in danger of spoiling from exposure to the weather, they will supply cars for the shipment of it.

Get in touch with the local Pool elevator agent; if there is no Pool elevator at your point and you do business with one of the line companies, get in touch with the agent of that company, or, if you load over the platform, get in touch with this office and we will see that an affidavit is sent you and a car supplied if one is available. Remember—do not make an affidavit for the shipment of grain that is out-of-condition and improperly binned unless it really is out-of-condition and is not properly binned.

POOL ELEVATORS

The time of year has come when we must plan our elevator construction or acquisition programme for next spring and summer, and it would seem fitting that we discuss it a little here and now.

You are all pretty well acquainted with the results of the first year's operation of the Manitoba Pool's eight elevators—not many, it is true, but enough to try out a new idea and a new scheme. You know that these eight elevators had an average handle of one hundred and eighty thousand bushels per elevator; handled single wagon load lots at the same charge per bushel as carlots, thus eliminating the street spread, and showed a profit of about thirty-five per cent. on the investment.

In going over the result of the year's operation at Roblin, we find that, besides earning the above mentioned profit, there showed up an invisible profit to the shareholders as follows (these figures can only be approximate):—

Wheat cleaned—90,000 bushels, containing an average of 7% dockage. Some of this would have graded Rejected, and also would probably have graded a four instead of a three, as the Carter Disc used there improves the grade—

Likely increase in value—8c per bushel.	\$ 7,200.00
6,300 bushels screenings returned at \$10 a ton	1,890.00
Freight saved on 6,300 bushels screenings at 11c per bushel	693.00

The elevator handled 230,000 bushels; normally Roblin grain is over 50% street;

saving on street spread on 115,000 bushels at 3½c per bushel	4,020.00
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Invisible Earning	\$13,803.00
Actual Earning Shown	4,500.00

Total Earning	\$18,303.00
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Pool Elevators Succeed

Thus a sixteen thousand dollar elevator which the members were told, by certain people, would break them and be the means of making them mortgage their farms to pay for, has in reality paid for itself—left \$2,000 over and is still worth \$16,000. It is the same story at other points: Bowsman has a net earning of over \$3,000 on a leased elevator; Grandview, \$10,000 after paying off \$4,000 on their investment in three elevators; Waskada bought an old elevator and more than paid for it in visible earning; Dalny and Durban both paid their 10% depreciation and had nice visible profits left—and no one knows what their invisible earning was. The Grandview Local, with three elevators that cost \$40,000—and it looked like a lot of money—told me that they were sure they had their \$40,000 back and the elevators left.

How It Happened

But lest we forget, let us figure out how it all happened. The first year locals did not figure that all they needed to do was to buy an elevator, hire an agent and then sit back, while the agent turned a crank, and watch the golden dollars roll out. They figured out that the existing elevators at their point were there to make a profit; that these elevators, during a normal year with normal business, did make a profit; they figured out that if they themselves would buy or build an elevator and put a big quantity of grain through it, they could increase the profit, or, in other words, reduce the cost of doing business and save the elevator company's profit besides. That they have succeeded—even beyond their wildest dreams—is obvious.

You all know the Manitoba Pool elevator policy; the Pool pays for the elevator, and then sells it to the local members basis 10% per year repayment. Each elevator is on its own feet—each local pays for its own elevator only, and once it is paid for it belongs to the members at that point and to no one else. Rather than declare a patronage dividend, all excess earnings at all points were turned back to Winnipeg office as a further payment on their elevator.

Disloyal Men Dropped

Again, though, lest we forget and figure that all a local needs is an elevator, an agent and a crank

for turning out dollars: they took their grain to their own elevator; they took the grade to which they were entitled, in accordance with "The Canada Grain Act"; they passed up offers of better grades from some opposition companies; they wanted an elevator of their own, they wanted to do business with and for themselves at cost, and they did not change their minds as soon as the sun apparently went under a cloud. Of course there was the odd poor fish who bit at the over-grade bait held out to him, but no community, rural or urban, is quite complete without the odd, poor, unfortunate whose written or spoken promise to his neighbor, to himself—maybe even to his God—is worthless. Slowly but surely these men are being dropped by the local elevator associations, and are being sent back to the private elevators. In the local elevator associations a man is in or he is out—he cannot be both, as the local has the power to put him out of the local Elevator Association.

Must Expect Opposition

It would be unreasonable to expect that the grain trade, with the investments they have in country elevators, would give up these investments without not only a struggle, but a bitter struggle. Their earnings come from these elevators, and a Pool elevator going into a point and taking 60%, 70% or 80% of the business is, of necessity, taking 60%, 70% or 80% of their profits. They cannot afford to let these Pool elevators succeed, because if Pool elevators exist at all points and take, as I say 60%, 70% or 80% of the business at those points, then the line companies' investments in elevators are mighty poor investments. Therefore, we may expect that every possible temptation will be put in the way of the individual, at points where there are Pool elevators, to get him to desert his own elevator—thus breaking up the association and putting the business back into the hands of the Grain Trade themselves.

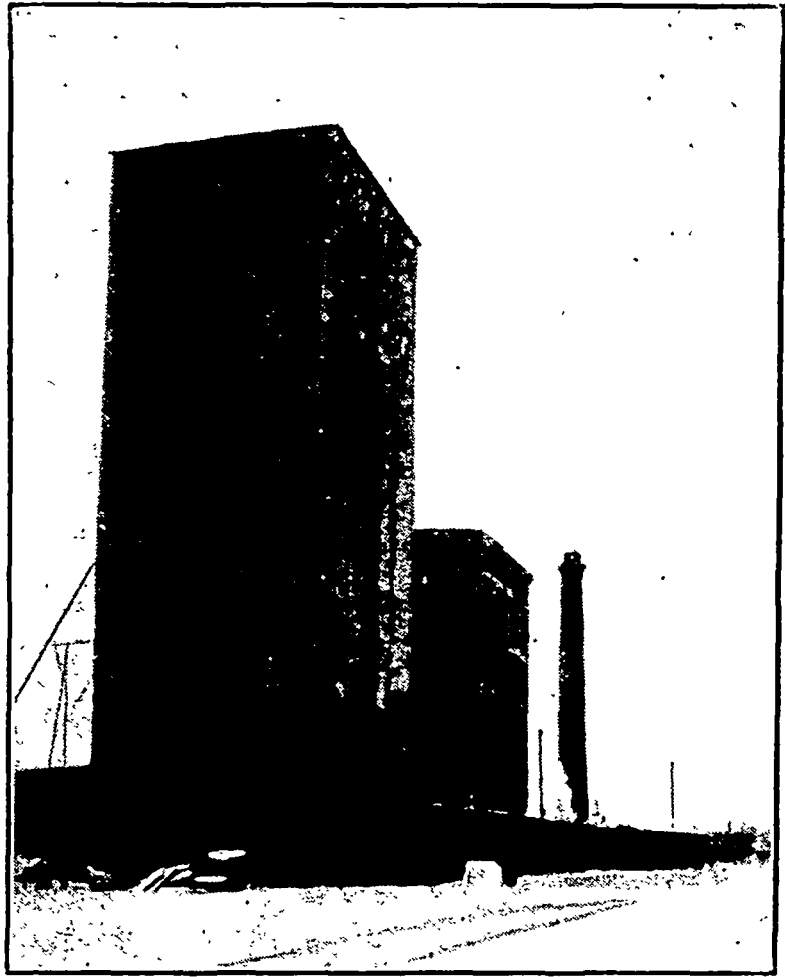
Consequently, any local that is thinking of forming a Pool Elevator Association must take all these things into account. If you are going to form a local Pool Elevator Association, only plan on the men who you know are sincere, and men who you know will deliver their grain in spite of all temptations. Get enough acreage among these men to build a real strong elevator local, or else, as I say, do not have an elevator at all, because if you do not get the volume you cannot give the service and you cannot keep your cost down.

The operation of elevators from the office end is not particularly difficult. If the members will deliver their grain, and are satisfied to take for it the grades and weights that the elevator will get when the grain is shipped out, and will put the volume through their elevator, the service can be good and the cost low. However, do not get the idea, as I mentioned earlier, that all you need is an elevator and an agent, and the gold dollars are going to roll out.

For Use, Not Profit

A Pool elevator at any shipping point, built on a co-operative basis, is, as I see it, exactly the same proposition as a school. You all use the one school, because it is cheaper to conduct schools that way;

you all use the main highway, because it is cheaper to co-operate and have one good road that you all maintain, than for each of you to have an individual road from your own farm to town. The same is true of your Pool elevator; it is a necessary part of your farm equipment. As an individual you cannot afford to own one—as a group you can afford to have one, in fact you cannot afford not to have one, any more than you can afford not to have a road or a school.



GLADSTONE CO-OP. ELEVATOR, POOL No. 21.
Leased from Echo Flour Mills Co.

Your roads and your schools cost you a great deal of money to maintain; they are worth it if you use them; they are not worth a cent if you do not use them. The same is true of your Pool elevator; it will pay big dividends if you use it, but if you do not intend to use it—if you intend to do business with the other elevators in town—why build a Pool elevator? And if you do not intend to live up to your elevator agreement, why sign it? Be fair and honest with yourself, with your neighbor and with your community; if you do not intend to live up to your agreement and deliver your grain to the Pool elevator, do not mislead the rest of the people in your district by signing the agreement.

PAYMENT ON OATS

After the last "Scoop Shovel" had gone out, the Central Selling Agency authorized a payment of 6c per bushel on all grades of oats. This has been made on all certificates that have been sent us, and prices were increased 6c per bushel on November 29th.

Previous to the Central Selling Agency's announcing this 6c interim payment, the Manitoba Pool directors had authorized this office to loan 10c

(Continued on Page 11.)

THE SCOOP SHOVEL

Official Organ of MANITOBA CO-OPERATIVE WHEAT PRODUCERS LIMITED
MANITOBA WHEAT POOL

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Directors: S. Gellie, P. F. Bredt, W. G. Welr, C. S. Stevenson, R. F. Chapman

Managing Editor—J. T. Hull

Subscription Rate—50 cents per year.

"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA

DECEMBER, 1926

Greetings From Our President

Sailing for home today, compelled to spend Christmas in mid-Pacific, but my thoughts are with the folks at home. Please convey to the members and staff of the Wheat Pool my very best wishes for a Merry Christmas and a very prosperous and co-operative New Year. Our mission here has been very successful and prospects are bright for much closer co-operation between the wheat growers of Australia and Canada.—C. H. Burnell.

THE GRAIN TRADE'S METHODS

Some idea of the tactics the members of the organized grain trade are prepared to adopt in their frantic attempts to injure, and, if possible, discredit the Pool, may be learned from the following incident:—

The Northwest Commercial Travellers' Association, sent out, in the first week of this month, several thousand notices to their members, advising them of the date of their annual meeting. Imagine, if you can, the surprise of the members, when they discovered that, included with the notice, was a circular, published by the Northwest Grain Dealers' Association, attacking the Pool. How did it get there? That is the question that seems to be bothering a great many members of the Travellers' Association. The following letter of protest from a traveller appeared in the Free Press of December 7:

"In mailing out over seven thousand notices to the members of the Northwest Travellers' Association, advising the date of the annual meeting, the opportunity was taken, to include with this notice, a circular of the Northwest Grain Dealers' Association. This circular was a virulent attack upon the operation of the Wheat Pools, and the results obtained by the members thereof.

"Through the medium of your columns, I would like to ask who authorized the inclusion of this circular, which I am satisfied, does not represent the view of the members of the Northwest Travellers' Association, a large body of men, who, in fairness to both parties, would not enter into such matters of a controversial nature, and would not countenance their mail being used for that purpose. Members of the executive have informed me they knew nothing about it. I am one of many members of the North-

west Commercial Travellers' Association desirous of disassociating themselves from such tactics."

(Signed) A. B. Jones."

We feel confident that many other members of the Northwest Travellers' Association, actuated by a sense of fair play, will resent such tactics.

OUR PRESIDENT IN AUSTRALIA

Adelaide, South Australia,

November 7, 1926.

The Australians keep me so busy I can hardly get a chance to write any letters. What with meetings and entertaining me they have me nearly tired out. The week before last I had five meetings in two days, and on another day a country meeting at 11 o'clock in the morning and another at noon. This country is all so beautiful that I am tired out trying to take it all in; like the Dutchman's daughter, I have not the capacity.

I have told all the newspaper reporters, when they ask me how I like Australia, that if Canada was not such a nice place I would like to stay in Australia. This seems to tickle them immensely.

Most of my meetings are well attended, although the farmers are busy haying and shearing sheep and even harvesting in a few instances. I spent the first two weeks in New South Wales and last week in South Australia. I will be through here about the end of this week, when I go to Victoria, and after about ten days in that state, on to Western Australia, across the desert.

The farmers here would be fairly easy to organize on a contract basis if it were gone after energetically. It makes one itch to have the job of bringing them together. They are all extremely kind to me, I am having what you might call a triumphal march. If I am killed it will be with kindness. Many of them are quite outspoken about wanting to get together with Canada in the marketing of their wheat. They have their land values away too high, much of the wheat land changing hands at \$100 per acre. If they do not organize on solid lines now they will before they pay for some of it. This is a wonderfully wealthy country, nearly all the farmers work over a thousand acres of land, summer-fallowing half each year and putting the other half into wheat, part of which they cut green for hay. They have us beaten in harvesting methods because they can use the combines. The climate is such that they have very few chores and spend very little on fuel. I feel like advising them on bulk handling of their wheat, but, of course, I must mind my own business.

C. H. BURNELL.

THE TRADE GETS BUSY

"What do you think of this stuff," a Pool member wrote the other day, the "stuff" being a very nice and complete collection of the propagandist literature of the Northwest Grain Dealers' Association.

What do we think of it? The memory of the writer goes back twenty-two years, and he sees himself sitting in a sod house on a homestead in Southern Manitoba, listening to the homesteader telling of hauling a wagon load of wheat into Brandon, 70 miles away, and being offered 30c a bushel for it—good, clean wheat off new breaking. Thirty cents a bushel!

Are the farmers of this province going to forget so easily who it was that offered the 30c? Are they forgetting the days when they had to fight for the Manitoba Grain Act and the loading platform? Who were their opponents in that fight? Who told them no co-operative grain handling concern would be allowed to do business on the Winnipeg Grain Exchange?

Steadily, bit by bit, the farmers are achieving the ends they had in view when they started to organize a quarter of a century ago, and today those who so bitterly and unscrupulously opposed them in the past are trying to persuade them that they are their only true friends.

Did you ever see the trade so frantically concerned about the price the farmer got for his grain? Did you ever know the trade to pay more than it could manage to get away with? Cast your eyes over

the table on page 5 of this issue of The Scoop Shovel and just note that spread of from 10c to 14c a bushel on street wheat. Who do you think started the practice of differentiating between the big load and the little one? And remember that's what these self-styled friends of the farmers do when ever they get a chance—so much do they love the small grower who must sell in less than carload lots.

In a recent speech in Winnipeg, Dr. McGill, secretary of the Grain Exchange, said the Pools had no superiority over the ordinary trade in handling. Yes, they have, for in Pool elevators they have abolished the spread between street and track grain. There is no ten to fourteen cents spread on street wheat going through a Manitoba Pool elevator.

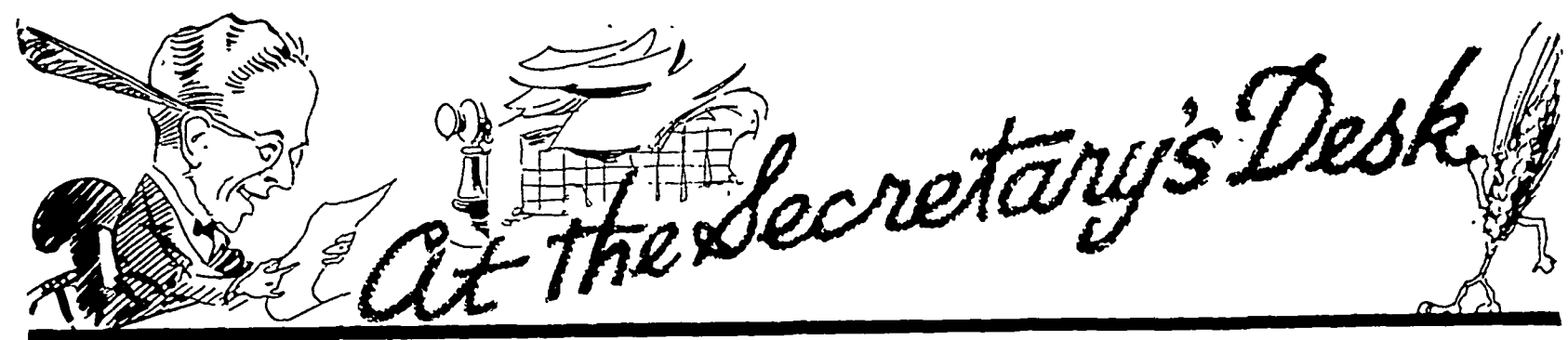
A WHEAT POOL NIGHT

The Wheat Pool is planning to hold a special evening session on January 12, at the annual convention of the United Farmers of Manitoba, by arrangement with the U. F. M. Board.

All the plans are not yet complete for the night, but we hope to convey the message of co-operation in both an instructive and an entertaining way. Hon. Irene Parlby, member of the Alberta government, will be one of the speakers, and we expect President Burnell will reach Portage la Prairie on his return from Australia in time to tell the delegates and visitors of the co-operative situation in Australia. We will tell more about this over the radio.



SAFETY FIRST



By F. W. RANSOM, Secretary

A WORD OF APPRECIATION

Considerable credit is due to our local officers, shipping secretaries and other members who are responding so promptly to requests for information regarding grain delivered at this season of the year.

We receive advice of hundreds of shipments and when checked up the shipper does not appear on our records as a member of the Pool. This is due to errors in the spelling of names, incorrect initials, deliveries from members who ship from points other than that noted on their contracts, grain delivered as landlord's share, etc. Before these shipments can be posted for future payments it is necessary to have these inaccuracies corrected. Day after day we write to the local officers for information in reply to our inquiries, and it is certainly gratifying to receive, as we do, the whole-hearted support and co-operation of these members. This is a true indication of the personal interest and desire on the part of our members to assist in every way to make of our Pool a real success.

POOL MEETINGS

The fieldmen are busy arranging meetings for the directors and themselves in schoolhouses and villages all over the province. The purpose of these meetings is to give information to the members on the operations of their Pool, to invite discussion, and thus maintain interest and develop the confidence of the members in their organization.

While Harry Chapman was sick in the hospital, after an operation for appendicitis, Joe Day came down for a few days and arranged, to December 17, eleven meetings in his district.

Jack McPhail has fifteen meetings in the same period, besides ten meetings for the director—R. F. Chapman.

W. H. McEwen has eighteen meetings, besides a number which are to be taken by Directors S. Gellie and P. F. Bredt.

G. M. Shaw reports eighteen meetings and others which he is arranging for Director C. S. Stevenson.

W. L. Watt has twenty meetings, including a number for Director W. G. A. Gourlay.

S. M. Gibson has sent in a list of twelve meetings to December 15, with others contemplated.

V. Poloway has reported five meetings, held before the end of November, among the Ukrainian people in Mossy River and Dauphin, with an average attendance of 44.

J. Thiessen has also been working in the Mennonite districts, and up to November 26 had held four meetings jointly with the U. F. M., at which there

was a total attendance of 211. At two of these meetings seventeen new members signed contracts.

A number of the meetings in our winter series are being held jointly with the U. F. M. and The Farmers' Union, and in almost every case a programme is arranged. Whilst we can hardly look for the same average attendance this winter as last, on account of the snow, extreme weather and impossibility of using cars, nevertheless, the attendance so far has been very satisfactory. Total meetings arranged to December 4 were 90; meetings held, 27, with a total attendance of 1,236. At the few meetings and conventions addressed by Mr. Hoey the attendance has, of course, been higher, but the work in the office has not left him as free to go out as last year. Where there are good centres and a large audience can be assured, arrangements can be made for him to speak if a request is sent in to this office.

GEORGE JACOB HOLYOAKE

In this issue of the Scoop Shovel there is a biographical sketch of George Jacob Holyoake.

My recollections go back to a time when, as a boy, a very young boy, I was in bed sick with some ailment common to children—measles I think it was. G. J. Holyoake not infrequently visited us and stayed with us when on his way through Bedford. The kindly old man must needs go upstairs to give a cheery word to the little chap who was sick abed. I can just remember a short, thin, wiry little man with white hair and beard, keen eyes, a kind voice and cheery manner. My father sometimes got him to write for the local paper—"The Bedfordshire Times."

On the shelves of the Pool library are books and pamphlets that he wrote—the gift of the author to my father—and they contain in his own fine handwriting the initials—G.J.H. Naturally, I shall always treasure this early recollection of one of the fathers of co-operation; of one who did so much to raise the lot of the common people.

OUR VISITORS

A large number of farmers call at this office every day. We keep a register of their names and addresses, also the purpose of their visit. In November approximately 400 names were recorded, and to December 8 there were an additional 163.

Every Pool member when in the city, should make a point of calling at the office. It is yours, and you are paying for it. We do not want to lose contact with the grower.



FIELDMAN GIBSON AND MRS. GIBSON PUT THE POOL IDEA ON WHEELS

SAYING IT WITH CONTRACTS

The membership to date, December 9, is 18,980, so we are just on the verge of reaching 19,000. Contracts to date number 30,256 and still continue to come in—162 were received during the month of November. On November 30 the Saskatchewan Wheat Pool membership passed the 80,000 mark, and the Alberta Pool reached 38,050; one hundred contracts coming in during the last week. In spite of the fact that the Grain Trade is circulating propaganda against the Pool as never before—is circularizing their agents and farmers all over the west and spending thousands of dollars to break down the confidence of the farmers in the Pool, contracts are coming in all the time and membership is steadily growing. This is the most conclusive and best answer they could have.

PERMITS

Whenever writing in for permits always state the number of bushels you want to sell. We are not concerned as to the price, nor as to the names of the individuals to whom the grain is sold, or the date of sale. Permits can be secured from the shipping secretaries or secretaries of locals in your neighborhood, or by writing in to this office. In every case we must have the assurance that the feed or seed is to be sold to neighbors and not to elevator companies or to the trade.

NOTICE TO CROP REPORTERS

If you have not already done so, kindly send in the post card advising us of the book you have chosen from the list forwarded to you some time ago. We are anxious to get these books out to you at the earliest possible date. Also be sure and put your signature on the card—we have received two or three with no name and address, and needless to say, unless we hear from the parties further, we will be unable to send the book they have requested.

PAYMENT ON OATS

(Continued from page 7)

per bushel on all oat certificates. On any certificates that have been sent in with a request for an advance of 10c per bushel without interest, this has been sent out. Do not, however, be confused; the 10c advance is not in addition to the 6c. In reality the 6c payment is a payment, and there is another 4c, which takes the shape of a loan, which will be taken care of out of future oat payments.

Some growers have not yet sent in their certificates. You cannot receive this payment until your oat certificate has been received in this office. Send in your certificate and get your money.

Many samples are sent to this office for grading or moisture test, showing no identification marks, and, as a consequence, we do not know from whom they come or to whom we should send advice. If you have not received advice on any sample you sent in it is because you failed to show on the sample, when you sent it in, whom it was from.

MANITOBA CO-OPERATIVE WHEAT PRODUCERS, LIMITED

BALANCE SHEET

AS AT JULY 15th, 1926

(Together with entries covering Final Payments of the 1925-26 Pool)

A—GENERAL ACCOUNT

ASSETS		LIABILITIES	
Cash—		Outstanding Cheques	\$ 12,487.48
On deposit with Bankers and on hand	\$ 9,461.33	Other Liabilities to the Public—	
Cash Assets held for Growers of the 1925-26 Pool—		On Carrying Charges payable and	
Due from Canadian Co-operative		estimated payable to Line Ele-	
Wheat Producers, Ltd..	\$3,560,292.57	vator Companies	\$13,481.75
Deposited in Special Bank		Manitoba Pool Elevators Limited	
Accounts	3,674.74	—Current Account	48,016.68
	<hr/>	Sundry Creditors	6,884.57
(Covered by Liability as per			<hr/>
Contra)	3,563,967.31‡		68,383.00
Canadian Co-operative Wheat Producers Limited		Due to Growers on Final Payments of the	
—Current Account	10,099.57	1925-26 Pool (secured by Assets as per	
Due from Growers and other debtors	7,838.30	Contra)	3,563,967.31‡
Shareholders Notes Receivable less Reserved		Other Liabilities to Growers—	
for Collection Losses	48,721.76	On Settlement Drafts not presented for	
	<hr/>	payment	40,380.99
Total Quick Assets—General Account...	\$3,640,088.27	On Payments of 1925 Pool, cheques not	
Furniture and Fixtures less Deprceiation	26,807.12	presented for payment	357.97
Automobiles less Depreciation	3,000.00		<hr/>
Shares in Canadian Co-operative Wheat Pro-		Total Quick Liabilities—General Account	3,685,576.75
ducers, Ltd.	50,000.00	Reserved for Contingent Liabilities—	
	<hr/>	Annual Meeting and Final Payment Ex-	
Total Fixed Assets	79,807.12	penses, and other Contingencies	23,302.31
Preliminary Expenses (less already written off)		Educational Fund, unexpended balance	10,677.37
Wheat Pool	7,048.98	Capital Stock Subscribed	17,541.00
Coarse Grain Pool	10,153.06		<hr/>
	<hr/>		\$3,737,097.43
	17,202.04		<hr/>
	<hr/>		<hr/>
	<u>\$3,737,097.43</u>		<u>\$3,737,097.43</u>

B—RESERVE ACCOUNT

Manitoba Pool Elevators, Limited—

Capital Stock subscribed	\$100,000.00	
Less not called up	90,000.00	
	<u> </u>	\$10,000.00
Construction and Purchase Loans 1925	97,079.70	
Less repayment for year	9,707.97	
	<u> </u>	87,371.73
Construction and Purchase Loans 1926		
Sundry Advances on account	97,900.00	
	<u> </u>	\$195,271.73
Cash Payment on Purchase Price of Pool Terminal No. 1 Port Arthur, Ont., Manitoba Contribution 1925	25,840.35	

Canadian Co-operative Wheat Producers, Limited—

Monies due from them, Elevator Reserve	285,937.24
Monies due from them, Commercial Reserve	192,221.96
	<u> </u>
	\$699,271.28

Elevator Reserve—

Due to Growers on deductions made in 1926	\$159,578.77
Due to Growers on deductions made in 1926	339,365.13
Interest earned on 1925 Deductions	8,105.42
	<u> </u>
Total Liability to Growers on Elevator Reserve	\$507,049.32

Commercial Reserve—

Due to Growers on deductions made in 1925..	110,339.11
Due to Growers on deductions made in 1926 ..	76,091.07
Interest earned on 1925 Deductions	5,791.78
	<u> </u>
Total Liability to Growers on Commercial Re- Reserve	192,221.96

N.B.—Contingent Liability on Building and Construction Commitments not yet paid out—estimated at \$250,000.00

\$699,271.28

VOLUME OF GRAIN HANDLED

Of the 1925-26 crop the Pool handled a total of 26,282,263 bushels of all grain, made up as follows:—
Wheat, 12,487,859 bushels; oats, 4,365,626 bushels; barley, 8,391,262 bushels; flax, 236,560 bushels; rye, 800,955 bushels.

CERTIFICATE

We certify that all our requirements as Auditors have been complied with and that in our opinion the above Balance Sheet sets forth the true financial position of Manitoba Co-operative Wheat Producers, Limited, at the close of the 1925-26 Pool Year, according to the best of our information and belief and the explanations which have been given to us in the course of the audit.

(Sgd.) MILLAR MACDONALD & CO.,
Chartered Accountants,
Shareholders' Auditors.

MANITOBA CO-OPERATIVE WHEAT PRODUCERS, LIMITED.

General Statement of Overhead Expenditure for the Pool Year Ended July 15th, 1926.		Rate per Bushel this year	Rate per Bushel last year	Increase or Decrease this year
To Grain Operating Expenditure	\$59,603.50	.227c	.370c	— .143c
To Administration and Promotion Expenditure	56,022.85	.214	.126	.088
To Educational Fund one-twentieth of a cent per bushel	13,100.00	.050	.006	.044
To Directors Indemnities and Travelling Expenses at Board Meetings	5,458.98	.020	.018	.002
To Estimated Cost of the Annual Meeting July, 1926	9,500.00	.036	.039	— .003
To-Preliminary Expenses written off— Wheat Pool—One-Quarter of original amount	\$3,524.49	.013		
Coarse Grain Pool—One-Fifth of original amount	2,538.26	.010	.042	— .019
	<u>6,062.75</u>			
To Reserve for Losses on Collection of Shareholders Notes (on account of members deceased, moved from Province, etc.)	5,000.00	.019	...	.019
To Reserve for Contingent Liabilities and Expenses	7,000.00	.027	.012	.015
Total Office and Administration Expenditure for the year	161,748.08	.616	.613	.003
To which add— Interest, Insurance and Storage charged by Line Elevator Companies and Pool Elevators	171,934.34	.654	.457	.197
Total Debits	\$333,682.42	1.270	1.070	.200
CREDIT				
By Terminal Earnings together with Grade Gains and Losses	168,500.98	.641	....	.641
Balance being Net Pool Overhead for the Year deductible from Growers	<u>\$165,181.44</u>	<u>.629</u>	<u>1.070</u>	<u>— .441</u>



*A Gift that
Increases
in Value*

WHAT DID YOU GIVE LAST CHRISTMAS?
Toys for the kiddies—most of them broken by now. “Something useful” for the grown-ups—now worn out or forgotten. Cash to your employees—appreciated but soon spent. Other presents—hurriedly bought and perhaps ill-chosen. Are they remembered now?

Suppose this year you give them each a Bank Book containing an initial deposit, and urge them to add to it regularly. Could anything be more suitable?

Add “Royal Bank Pass Books” to your list of Christmas Gifts.

**The Royal Bank
of Canada**

**SCHOOL BOARD SUPPLIES
LUNCHES AT COST**

The purpose of co-operation to cut out the profit maker has been applied by the Cleveland School Board to the provision of lunches at cost for the school children of the Fifth City. A report just issued by the Cleveland Board of Education shows that it has been able to provide good nourishing meals for the school children at an average cost of about 20c each. Even with the price of pie cut to 6c for a generous chunk, the school authorities reported a surplus of \$95,000 on a total business of \$600,000 for the past year.

The next time you go into a restaurant and get gouged on a steep bill, just remember how the white-collared workers of New York City and the school authorities of dozens of American communities are providing good food at actual cost on the co-operative basis.—All American Co-operative Commission.

In the Library

**Some Books are to be Tasted, Others to be Swallowed,
and Some Few to be Chewed and Digested.**

(By The Editor)

—Bacon

With the opening of the Pool library a column or two of The Scoop Shovel will be devoted every month to a talk on library matters.

And first let me repeat that the library belongs to the Pool members and I earnestly urge them to use it. It is essentially a student's library, that is, it contains books for serious and not entertaining reading. It has been selected for the purpose of helping thinking men and women to a thorough understanding of the problems of the day, and also to assist them in seeing that solutions to the problems do not follow from simply knowing that the problems exist.

It is easy to realize that the person who wishes to take up a particular line of reading has difficulty in making a choice of books from a bare list of titles, and I want Pool members to learn that there is a Pool service in their library as well as in their elevators. So if you want to read up on a particular subject and need help, just write and let me know and I'll see that you are started out right and fed right for the course.

Thomas Carlyle said that "the true university of these days is a library of printed books"; but the method of a university is progressive and orderly. So should it be in reading; the reader may lose a lot of valuable time not knowing how to direct his reading. Anyone who feels like that is invited to make demands on our service and we will help to the very best of our ability.

* * *

Mr. Thos. W. Wood, of Cordova, thinks it is a mistake to send books out to individuals. The Pool members in his district, he says, hoped that we would send lots of say 12 to 20 books to the Pool secretary. This, he says, would entail less expense on the borrower and at the same time enlarge his choice of books.

We have endeavored to meet the argument about expense on the borrower by sending out with each book a stamped, addressed label to be used for its return. If the borrower loses the label, well, he's out the return postage, but it wouldn't be fair to make us responsible for that.

Facility for return increases the

rapidity of circulation. When books are sent out in lots there always are some books which lie around and are for all practical purposes withdrawn from circulation. We figure we can get best results by lending a book to an individual, making him entirely responsible for it, and encouraging prompt return by enclosing return postage.

However, I would like to hear what others have to say on the matter.

* * *

I have been asked to recommend some reading on the science of politics. There is quite a literature on this subject, and I must emphasize the fact that the science of politics is not the same kind of reading as popular, or what is generally called practical politics. The science of politics deals with the origin and forms of government and the ideas of men behind the forms. Political theories may seem to be almost completely divorced from political facts, but if one digs below the surface of the facts it will not be long before the theoretical foundation is reached.

Now I want to recommend the little books, and to start off with I would recommend Pollock's "History of the Science of Politics"—a charming study of about 135 pages. Then one can turn to the extremely valuable series in the Home University Library—each volume about 250 small pages. These are: Political Thought from Bacon to Halifax, by Gooch; From Locke to Bentham, by Laski; from Bentham to Mill, by Davidson, and from Spencer to Today, by Ernest Barker. The last is an especially interesting volume. From these one can go on to such abstruse books as Green's "Lectures on the Principles of Political Obligation" or to the large history of political ideas by Dunning.

* * *

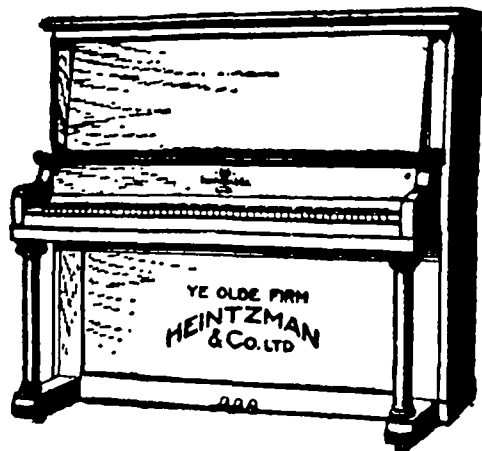
The great question that seems to have a peculiar fascination for farmers is that of money and its place in economic life. That question has cropped up in nearly every farmer's movement on this continent. A glance at our catalogue will show that we are trying to meet the probable demand for reading on this question. Next month I will say something about this problem, and the literature on it.

Supreme in Canada Since 1850

Ye Old Firme

Heintzman & Co. Piano

The Choice of the World's Great Artists. Why not choose the best for your home. Costs but little more than pianos of far inferior worth.



Pool Payments Arranged. Liberal Allowance on Your Old Piano
WRITE FOR CATALOGUE AND FULL PARTICULARS

J. J. H. McLEAN & CO. LTD.

The World's Oldest Music House

Sole Agents for Manitoba

329 PORTAGE AVE. :: :: :: :: :: WINNIPEG



Were half the power that fills the world with
terror,
Were half the wealth bestowed on camps and
courts,
Given to redeem the human mind from error,
There were no need of arsenals or forts.
—Longfellow.

CO-OPERATION AND PEACE

This is the season of the year when men and women in all parts of the world are exchanging good wishes and friendly greetings. For nearly two thousand year the beautiful message has rung through Christendom from a million churches—"Peace on earth, good will towards men" And yet we have just passed through the worst war the world has known. It was said that this war was "a war to end war," but preparation for war still goes on. Nations are spending millions of dollars in building aeroplanes and submarines, in maintaining armies and navies. Scientists are working in their laboratories to perfect deadly poisons for the spreading of disease, suffering and death amongst the peoples of other countries in the event of another war. War and the spirit of war is everywhere.



DAME RACHEL CROWDY,
Chief of Social Section of the League
of Nations, Humanitarian and Educator

Before we can achieve peace among the nations of the earth we must have peace within the nation. Our whole economic and industrial system is based on competition, which means strife, and since this spirit permeates our national life it is only natural that internationally the same spirit should prevail. So there is a close connection between economic questions and "goodwill towards men." Economic conditions causing great hardship and injustice to a large mass of the people destroy peace and harmony within the nation and prepare the way for such terrible wars as the one through which we have just passed. Mr. Paul Painleve, at that time premier of France, in opening the sixth session of the Assembly of the League of Nations, outlined the juridical and moral aspects of the peace problem and continued: "It is a wonderful task to oppose the explosion of wars. It is also a wonderful task to abolish its deep-seated causes, the only means of guaranteeing the thoroughness of the performance of the first task. If we let loose economic forces, in all their fierceness, if we fail to moderate

them by rational measures inspired in that international spirit which is yours, such violent disorders may break out one day that they will overthrow all conventions, and the spectre of war will suddenly arise."

If the age-old ideal embodied in the Christmas message is ever going to become a reality, the incessant conflict in our economic life, the ceaseless struggle of men against each other, must be replaced by co-operation for the good of all. When the spirit of co-operation pervades our whole mode of living, when co-operation within the nation is an accomplished thing, international co-operation for the prevention of war will naturally follow. Co-operation today has united fifty million people in many countries in the common cause of peacefully achieving a better social order. These people would oppose war because they know that their ideal can only be reached when there is peace and goodwill among all the peoples of the earth. In their daily lives, co-operators are preaching "Peace on earth, goodwill towards men" not only at Christmas, but every day of the year.

WOMEN'S INTERESTS

Recently the editor of an American farm paper was asked by a woman prominent in public affairs why he didn't have a woman's department in his paper. He replied by asking if farm women were not interested in anything but pickle and cookie recipes and the best way to wash woollens which, he agreed, were highly important, but inasmuch as the paper was devoted to economic questions which are of as much interest to women as men he saw no reason why he should set up a department devoted to household matters.

But why should a department for women be devoted to recipes and wash-day problems? Even in economics there are questions which are of particular interest to women and which they might like to have discussed from a woman's viewpoint. In England and Europe the co-operative organizations all have women's sections, and it has even been found necessary to form a women's section of the International Co-operative Alliance. But we needn't go all the way to Europe for examples of the need for women's sections, because right here in Canada our farmers' organizations have separate sections for women. Why is this so? The answer must be that these women's organizations are formed because there is a real need for them; that in the facing of the world's problems there is room for a division of labor as between men and women and an advantage in having separate organizations. The activities of the organizations are complementary to each other; in other words, they are examples of co-operation in a common cause.

Why Every Farmer Should Support Co-operative Marketing

PRIZE WINNING LETTER BY A. HARLAND, TREHERNE, MAN.

So much has been said and written about this subject of co-operation that one is at a loss to say anything new, that would further appeal to the average man on the farm. But why look for anything new? When we have probably over fifty per cent. of our farmers either unconvinced as to its desirability or so indifferent that the subject gives them little concern, we have sufficient reason to keep on repeating the old arguments and hammering them in as persistently as we possibly can.

In the first place every farmer should support co-operative marketing because of necessity. Nearly all the interests with which the farmer has to deal are strongly organized. The Manufacturers' Association, the Labor Unions, the Mortgage companies, the banks and other large business concerns, all bear testimony to the value of co-operation in their various lines of service, and so it becomes imperative that the farmer should follow suit and meet organized industry with organized effort on his part. Marketing his crop is the big end of the farmers' business, whether it be dairying, livestock or grain and to secure the best results, necessity compels him to sell co-operatively and secure the real market price with a minimum expense.

Another reason is because it actually pays in dollars and cents. We have had some experience and know that the Wheat Pool, the Cattle Pool, Local Co-operative Livestock Shipping associations, Co-operative Dairies and Co-operative Poultry Shipping have benefited their members very materially.

Cutting out to a large extent the middleman's profit and marketing the farmers' products at cost, should be a sound reason why every farmer should take advantage of co-operative marketing.

And again we should all support co-operative marketing because of its value to community

The subject for next month's \$5 prize letter is:

What I would say to the man who says: "Competition is better for business (including farming) than co-operation."

All letters must be in by January 10. Don't make your letter too long. Write on one side of the paper only and preferably in ink.

life. When every farmer is in line it will ensure organized study, planning, etc. With a getting together of men and women whose interests are identical and who are working with a common purpose, we should be better able to raise the quality of products in demand on the world's markets and also to elevate the social and moral tone of our respective groups.

Wheat is still our principal cash crop and too much of it is

marketed in competition with the Pool. This should not be. Greater volume means greater bargaining power, less handling cost per bushel, better prices, more profit to the grower, more contentment and a satisfaction of knowing that we have got the true value of our grain, and also of having played our part in securing for ourselves and neighbors a much needed and yet most efficient marketing service. Can any farmer be indifferent any longer?

Contestants in this competition should keep rigidly to the subject. Letters in above contest lost marks because they either took in too much territory or too little. Think the subject over carefully and then write on it and it alone.

Let me remind you that there will be a prize of \$5 every month for the best letter on a subject connected with co-operation, and that you as a Pool member, have a library here containing the choicest of books on the subject. Why not prepare to win \$5 by doing a little reading.—Editor.

"International" helps Live Stock Owners

Our business is to make live stock medicinal preparations exclusively. We have been doing this for the past 39 years and during all these years we have obtained a wonderful insight into live stock medicinal requirements and needs, so much so that every International preparation we manufacture is a perfectly sound article prepared for a specific purpose, and will do all that is reasonably possible for that purpose.

The greatest care is exercised in the preparation of International products, no guess work, but scientific accuracy enters into each and every operation.

Supervising the making of International preparations are skilled professional men—Veterinary surgeons, etc., executives with a life-long training and a vast experience in the exclusive manufacture of medicinal preparations who have an intimate knowledge of live stock needs and requirements.

At your disposal and assistance are several factors—trained executives; an old established, progressive and reliable company, known favorably from coast to coast and their wonderful buying and merchandising facilities; all of which co-operate in bringing to you the highest quality of merchandise and the greatest efficiency in service.

INTERNATIONAL STOCK FOOD CO.

LIMITED

TORONTO

CANADA

30 Extra Special Prizes for 30 DECEMBER

30 Special Prizes are being offered to 10 Contestants in Manitoba, 10 in Saskatchewan and 10 in Alberta, who send in before December 31, 1926, the first nearest correct solution of the Guide's Figure Puzzle, published on this page. See prize list printed below for full information. Start working today!

A similar set of 30 Special Prizes will be awarded for the first correct or nearest correct solutions received during the month of January.

Grain Growers' Guide \$7,130 FIGURE PUZZLE CONTEST 190 Prizes

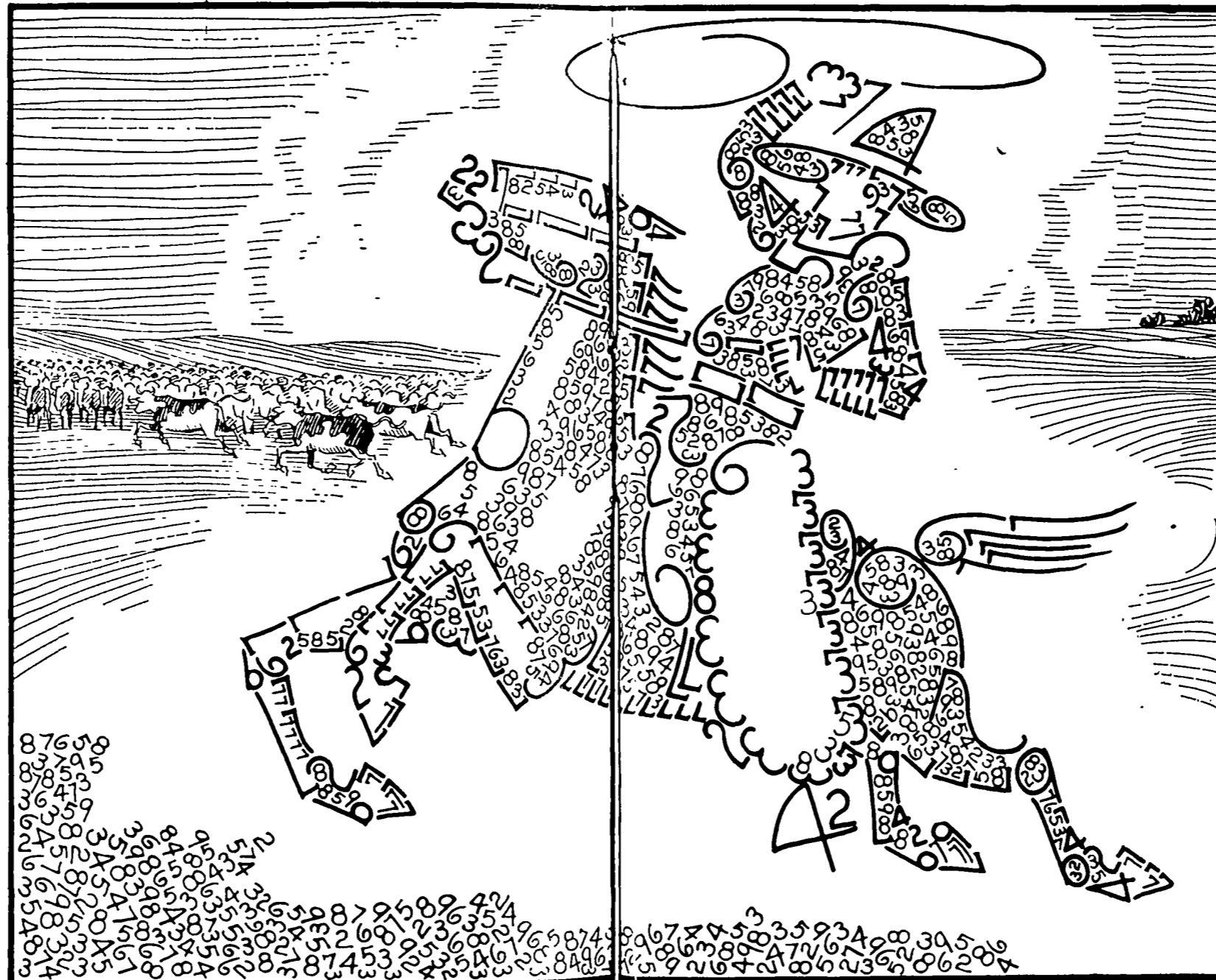
Method Will Help You Solve the Puzzle

Method 1. Blot out each figure in the Puzzle as you write it down on a sheet of paper. Keep a column for the 2's, another for the 3's and so on.

Method 2. Count all the 2's, all the 3's, and so on.

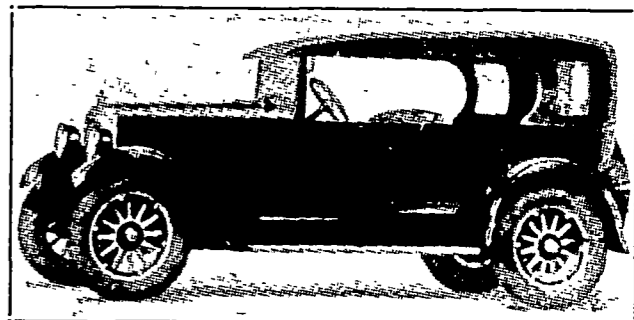
Method 3. Take combinations of figures that make 10 and mark down in 10's on a sheet of paper, 10's are easy to add.

Method 4. Cut or mark Puzzle into smaller pieces and add each piece separately. You can check your work by this method.



How Many Cattle on This Range?

Add together all the figures in the picture thus: $6+2+9+7=24$. The sum total of all the figures is the answer to the problem. Every figure is complete—no tricks; no illusions. No figures hidden in the background or the cattle. There are no ones (1) and no ciphers (0) in the picture. The tops of the nines are closed and the bottoms straights. The sixes have a surved top and the bottom is not closed.



It's Easy to Win a Brand New Auto

SEVEN CARS TO CHOOSE FROM

While only one Car is illustrated in this ad, there are six other cars being offered as Grand Awards. Send today for Free Extra Work Charts and put the whole family to work. You are almost sure to get the right figure by following this suggestion. Pictures and full description of all prizes accompany the work charts.

A few hours of your spare time may easily win you the Grand Prize worth \$2,400. Somebody is going to get it. Why not YOU?

Studebaker Five-Passenger Standard Six Duplex Phaeton—This car will be awarded to the winner of the first prize and delivered free of charge to the nearest railroad station or town. We selected this car from among nineteen Studebaker models. It combines airiness with closed car protection. New roller side enclosures at a touch of the hand provide closed car comfort in thirty seconds. Some of its features are automatic spark control, steering gear lock, genuine leather upholstery, improved emergency brake and safety light control, combination stop and tail light, improved tire carrier, oil drain valve, oil filter and waterproof ignition.

817 PRIZEWINNERS HAVE WON \$36,800 IN FOURTEEN FORMER GUIDE COMPETITIONS

There is a real pleasure and thrill in working on The Guide's fascinating Figure Puzzles. The genuineness with which these contests are conducted is evidenced by our fourteen former successful competitions. Every contestant has been absolutely satisfied with the fairness and impartiality displayed. Enter our Biggest and Best Figure Puzzle Contest Tonight. Be a candidate for one of the 30 Extra Special Prizes offered for the nearest correct December solutions.

The Judges No One Knows the Correct Answer

Previous Grain Growers' Guide Contests have been very popular and entirely satisfactory to all the contestants. The judging is done by men of unquestioned integrity. Hon John Bracken, Premier of Manitoba, and Hon T. A. Crerar, President of the United Grain Growers, Ltd., have both erased one or more figures from the puzzle. After the contest closes Mr. Bracken and Mr. Crerar will make known these numbers, and not until then can anyone possibly know the correct answer to the puzzle. The Judges are J. H. Evans, Deputy Minister of Agriculture for Manitoba; R. S. Law, Secretary, United Grain Growers, Limited, and K. Drennan, Managing Director of John Scott & Co.; Chartered Accountants. **EVERY CONTESTANT IS ASSURED OF FAIR AND IMPARTIAL TREATMENT.**

\$7,130.00 IN PRIZES

- FIRST PRIZE**—Total Value \$2,400.
\$1,650 Studebaker Six Cylinder Duplex Phaeton, plus \$750 cash extra, at the rate of \$50 for every dollar sent in up to \$5.00 and \$100 cash extra, for every dollar sent in for \$6.00 to \$10.00. Not more than \$10 in subscriptions can be applied on one answer. A contestant must send in not less than \$5.00 worth of subscriptions to qualify for this prize.
- FIRST PRIZE**—(If the contestant does not qualify as above) total value \$1,440.
Choice of an Essex worth \$1,190, or Pontiac Coach, worth \$1,240 plus \$200 cash extra, at the rate of \$50 for every dollar sent in up to \$4.00. If a contestant sends in more than \$4.00 he qualifies for the Studebaker car.
- SECOND PRIZE**—Total value \$1,370.
Choice of Chevrolet Sedan, worth \$1,070, or Overland "Whippet" Coach, worth \$1,040 plus \$300 cash extra, at the rate of \$30 for every dollar sent in up to \$10. To qualify, contestant must send in not less than \$5.00 worth of subscriptions.
- SECOND PRIZE**—(If the contestant does not qualify as above) total value \$1,055.
Choice of a Star car, worth \$905, or a "Whippet" Touring car worth \$935 and \$120 cash extra, at the rate of \$30 for every dollar sent in up to \$4.00. If a contestant sends in more than \$4.00 and wins the second prize, he qualifies for the \$1,370 prize.
- THIRD PRIZE**—Total value \$700.
\$500 cash, plus \$20 cash extra, at the rate of \$20 for every dollar sent in up to \$10.
- FOURTH PRIZE**—Total value \$450.
\$300 cash, plus fifteen times the amount sent in up to \$10.
- FIFTH PRIZE**—Total value \$300.
\$200 cash, plus ten times the amount sent in up to \$10.
- SIXTH PRIZE**—Total value \$150.
\$100 cash, plus five times the amount sent in up to \$10.
- SEVENTH PRIZE**—Total value \$100.
\$80 cash, plus two times the amount sent in up to \$10.
- EIGHTH, NINTH AND TENTH PRIZES**—\$50 each.
- THIRTY PRIZES**—Cash \$20 each.
- THIRTY PRIZES**—Cash \$10 each.
- THIRTY PRIZES**—Cash \$5 each.

30 "SPECIAL PRIZES" \$150

Thirty "Special" Prizes will be awarded to ten contestants in each of the Provinces of Manitoba, Saskatchewan and Alberta, who send in the first correct or nearest correct answers on or before December 31, 1926, as follows:—

First Prize in each Province	\$20.00
Second Prize in each Province	10.00
Third Prize in each Province	5.00
Fourth Prize in each Province	3.00
Six Prizes in each Province	2.50
Total	\$50.00

The winning of a Special Prize does not interfere in any way with your winning one of the other prizes.

Obey That Impulse
Start Counting Tonight

Use this Coupon When Sending in Your Answer 10A

THE GRAIN GROWERS' GUIDE, WINNIPEG, MANITOBA.

My answer to the problem is cattle on the range, and if this is the winning answer, send the prize to me to the following address:

NAME P.O. PROV.

New or renewal subscriptions as follows:

Name	Address	New or Renewal	Amount
.....
.....
.....
.....
.....

Contestants who have previously sent in an answer or remittance to this puzzle, please fill in these blanks. Answer sent in Date Amount \$

IMPORTANT—Answer all questions carefully.

Address correspondence to: The Contest Department, care of
The Grain Growers' Guide, Winnipeg, Manitoba

NOTE—If your subscription was sent in by another contestant you must put his or her name and address below:—

NAME P.O. PROV.

Not How Much You Do--
But How Well You Do It!

HOW TO ENTER

- Everyone living in Manitoba Saskatchewan and Alberta can take part in the contest except:—
 - Employees, their immediate families and anyone connected with The Grain Growers' Guide.
 - Residents in towns or cities with a population of over 2,500, not owners of farm land.
 - Prize winners in the 1924-25 and 1925-26 contest who won more than \$100.
- Additional puzzle charts, on a good grade of paper, may be obtained by writing to the Contest Department, The Grain Growers' Guide. They will be mailed free of charge.
- Every figure in this picture is complete, and the drawing is entirely free from tricks and illusions. If any contestant is in doubt, however, about a figure the Contest Department will be glad to give a ruling on it. Put a circle around the figure and send the marked chart with your letter.
- When you have solved the puzzle put your answer on the coupon and remittance blank. Fill it out carefully and send not less than \$1.00 as an entrance fee to the contest, and also a three-year subscription to The Grain Growers' Guide. \$2.00 entitles you to a seven-year subscription; \$3.00 to an eleven-year subscription. Renewal subscriptions count the same as new and will be extended from the day the present subscription expires. A subscription for more than \$3.00 will not be accepted. Every dollar sent in must represent your own subscription or one collected from a person living in the Prairie Provinces.
- Be sure the full amount of the subscription is sent direct to the Contest Department of The Grain Growers' Guide. Contestants, because of the large prize lists, are not entitled to any premiums, nor can agents or postmasters deduct a commission.
- The contest will close January 31, but send in your solution as soon as possible, as there are special prizes for early solution senders. For full details see "Special Prizes."
- Everyone has an equal opportunity. You can win the First Prize and \$50 in cash on a one dollar subscription, but note that the value of the first six prizes increases if you send in more money (see Prize List). Aim to win the maximum value of the Grand Prize. Either new or renewal subscriptions collected from friends or neighbors are accepted and the amount will be applied to your answer. At the amazingly low cost of \$1.00 for three years, you can easily persuade a friend or neighbor to subscribe to our journal. New readers may enter the contest providing they comply with the rules.
- You can submit as many answers as you like, providing each answer is accompanied by a \$1.00 subscription, but if one of your answers is correct the money sent in with your other answers will not increase the total value of the prize.
- Readers who give their subscription to some other contestant and later on want to send in an answer themselves, may do so, providing they write on the coupon the name of the person they paid their subscription to, also the amount paid. No further payment is necessary.
- Contestants should remit by postal note, bank, postal or express money order. These should be made payable to The Grain Growers' Guide.
- Only one person in any household can win a regular prize. No solution can be changed after it is once registered.
- In case of a tie for any prize, a second puzzle will be presented, which will be as practicable and as solvable as the first. Only those tied for a prize will be permitted to solve puzzle No. 2. Should two or more persons be tied for a prize, that prize and as many prizes following as there are persons tied will be reserved for them before any prizes will be awarded for less correct solutions.
- The Contest Department of The Grain Growers' Guide reserves the right to alter the rules and regulation for the protection of contestants or The Guide; to refund subscriptions and disqualify any competitors whom they consider undesirable, and to finally decide all questions which may arise. Competitors are assured of the same fair and impartial treatment that has marked Guide contests in the past.



This page conducted by the MANITOBA CO-OPERATIVE DAIRIES, LTD., WINNIPEG

President: Wm. Grotike, Stonewall
Secretary: Gordon W. Tovell, Winnipeg

Vice-President: N. Breton, Letellier
Manager: Alex. McKay, Winnipeg

Directors

W. R. Wood, Winnipeg W. A. Black, Beausejour. G. Hildebrandt, Whitemouth
Chas. Tully, Reaburn. G. Fjeldsted, Gimli

PRICES ARE IMPROVING

In the last issue of the Scoop Shovel we discussed the butter stocks held in Canada, also the possible effect that these would have on the markets, and advised the producers of cream to stay by the cow as a revenue producer. Since that time there has been a decided change in the market value of butter in Canada. This is particularly true of Western Canada. During the past few weeks values have been gradually going up so that we felt justified in advancing our prices for cream to nearly the price received at this time last year when prices were considered by the producer to be quite satisfactory.

The greatest cause of this condition is to be found in the fact that the production of cream in Manitoba for the last two months, to say the least, was very disappointing, causing a shortage. You may always rest assured that when prices of dairy products reach a very low level they will shortly come back strongly. Why? For the simple reason that when butter reaches this extremely low level the average housekeeper will use more in other ways than on the table. On the other hand, if butter, even though it may be one of the essential items of food, becomes very high in price the same parties commence to use other things for the non-essential uses. Again, when butter becomes low in price the average dairyman becomes more or less indifferent about the care of his herd, so that the surplus is attacked from the producing end as well as the consuming, and you may always expect a period of extremely low prices to be followed by a high price, so that the wise dairyman always pays close attention to the production end of his business to enable him to get the benefit of the higher levels to offset the low periods.

Milk Fat and Butter

There is a matter that apparently gives the producers some annoyance. We receive letters quite frequently stating that they shipped us a can of cream and we only paid for a certain number of pounds of fat which they appear to doubt the accuracy of, as they were able to make a certain number of pounds of butter from the same amount when churned at home. They forget that in the

first case we were dealing with the pure butter oil, or milk fat contained in the cream, and in their case it was the finished article that they were dealing with, namely, butter: also that there are ingredients other than fat which enter into the manufacture of butter; for instance, there are quantities of water, salt, as well as a small amount of curdy matter, all of which when properly combined go to make butter. Two of these ingredients are determined by law, namely fat and water. The Dominion Act states that butter must contain not less than eighty per cent. of fat, and that no sample shall contain more than sixteen per cent. of water. The salt also is determined by the market the butter is made for.



Going Up

The Manitoba Co-operative Dairies make large quantities of saltless butter. Where we do use salt we are not able to use more than from one to one-half to two percent., so you see that the sixteen per cent. of water, plus eighty per cent. of fat will not make up the one hundred pounds of butter. The law, however, says that you shall not exceed sixteen per cent. of water, so the overrun must be made of water, 15.5 per cent. for it is not safe to go to sixteen as that is the limit; salt, say two per cent., which makes 17.5 per cent., plus a small amount of curdy matter, about one per cent., making a total of 18.5 lbs. of substance other than fat which will give you an overrun of about 21.5 per cent., because for every one hundred pounds of butter fat, or milk fat we purchase, we are able to make one hundred and twenty-one pounds of butter. That is where the difference comes in, and that is the reason why at times we are able to pay the shippers of cream more for their fat than we are able to obtain for the finished product.

INCREASED OUTPUT OF BUTTER

L. A. Gibson, dairy Commissioner for Manitoba reports the output of creamery butter in Manitoba this year up to the end of September, was 2½ million pounds above the same period in 1925. And that production for the month of September this year was approximately 1,534,000 lbs. or 5.1 per cent. above the same month last year while the production for August this year shows an increase of 9 per cent. over August, 1925. This is a remarkably good showing in the face of such bad weather as was experienced during the month of September particularly.

The Question Box

To know
That which before us lies in daily life
Is the prime Wisdom.

—Milton.

QUESTIONS AND ANSWERS.

Q.—Are the Pool Elevators and Wheat Pool the same Pool?

A.—The Pool elevators which are being operated in Manitoba are separate from the Wheat Pool, although every member of the Elevator Association must be a member of the Pool. These associations are separate, too, from one another, their only relationship being that mentioned; that every member of the Elevator Association is also a member of the Manitoba Wheat Pool. The associations lease their elevators from the Manitoba Pool Elevators, which is part of the Manitoba Wheat Pool, and the agreements which their members sign and also the lease under which they rent the elevator from the Manitoba Pool Elevators, provides that the operation is controlled by Manitoba Pool Elevators.—T. E. P.

Q.—Can a person sign a Pool Elevator contract without being a Pool member?

A.—The answer to your first question takes care of this second query as well. The man who is now not a member of the Wheat Pool may sign up to the Elevator Association, but in so doing he must complete Wheat Pool contracts and become a regular Pool member.—T. E. P.

Q.—I have been told that the Manitoba Wheat Pool has two seats on the Grain Exchange. That they, like all the others, are buying and selling options. I would like to know, where do they get the cash to finance their trading in options?

A.—The Wheat Pool has seats on the Grain Exchange because it is part of the machinery of the Grain Trade and, as things are, a certain amount of business has to be done through it — Rome wasn't built in a day. The Pool does not buy and sell options "like all the others." Approximately 80 per cent. of the Pool wheat is sold direct; the remainder may represent business done through the Exchange in which the Pool has to accommodate itself to the Exchange methods of doing business.—D. L. S.

Q.—What percentage of Manitoba Pool grain is delivered through the grain trade?

A.—Wheat, 63.98%; oats, 68.79%; barley, 57.45%; flax, 63.00%; rye, 67.93%. Average about 63%.

Note.—The above figures have reference to the Pool grain which is delivered through the elevators of the line companies or through commission firms, and has no bearing whatever on the percentage of sales of grain by the Pool through the Grain Exchange.—F. W. R.

Q.—What percentage of sprouts is allowed in different grades of grain before going rejected?

A.—Wheat: 1 Nor., free from sprouts; 2 Nor., will carry not more than 1% sprouts if the wheat is otherwise 1 Nor.; 3 Nor., will carry up to 5% sprouts; No. 4, will carry up to 8% sprouts; No. 5, will carry up to 8% sprouts; No. 6, will carry up to 12% sprouts. Oats: 1 C.W. and 2 C.W., free from sprouts; 3 C.W., will carry about 2% sprouts; Ex. 1 Feed, will carry up to 5% sprouts; 1 Feed, will carry up to 15% sprouts; over 15% 2 Feed if not weighing less than 25 lbs. per bushel. Less than 25 lbs. per bushel will be classed as "Rejected Sprouted," no grade mentioned. Barley: 3 C.W., will carry about 1%; rejected, will carry about 2%; 4 C.W., will carry about 10%; over 10% Feed Barley. Rye: 1 C.W., free from sprouts; 2 C.W., will carry about 2%; 3 C.W., will carry up to 7%; Rejected Rye will carry up to 15%; over 15% will grade "Rejected Sprouted." No grade mentioned.—R. M. M.

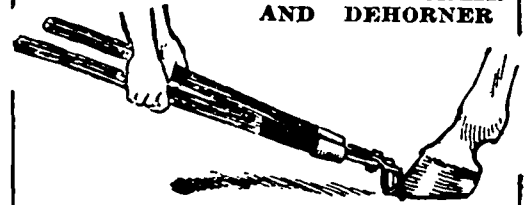
Q.—I rented my farm to a tenant who joined the Wheat Pool, and on the contract he specified that I was to have a share of the crop. Please advise what is the procedure in order that I may get my share of the crop.

A.—The shipper of platform grain must, when sending in his shipping bill, always include in his letter instructions as to the proportion of the shipment belonging to landlord, or the amount of

the payment to be made to him. The Pool office follows only the instructions of the shipper.—F. W. R.

Big Fast Seller

NEW HOOF TRIMMER
AND DEHORNER



No sales experience needed—easy and quick sales guarantee you a steady income.

Write for free complete information.

Jacobi-Ness Clipper Sales Co.

301 McIntyre Block, Dept. S.S.,
WINNIPEG, MAN.

FOR LIST OF SOUND INVESTMENTS

Paying Seven (7) Per Cent. Per Annum

Write

F. M. BLACK & CO.

805 ELECTRIC RAILWAY
CHAMBERS, WINNIPEG

Also Dominion, Provincial and
Municipal Bonds Paying
4¼ to 5% Per Annum

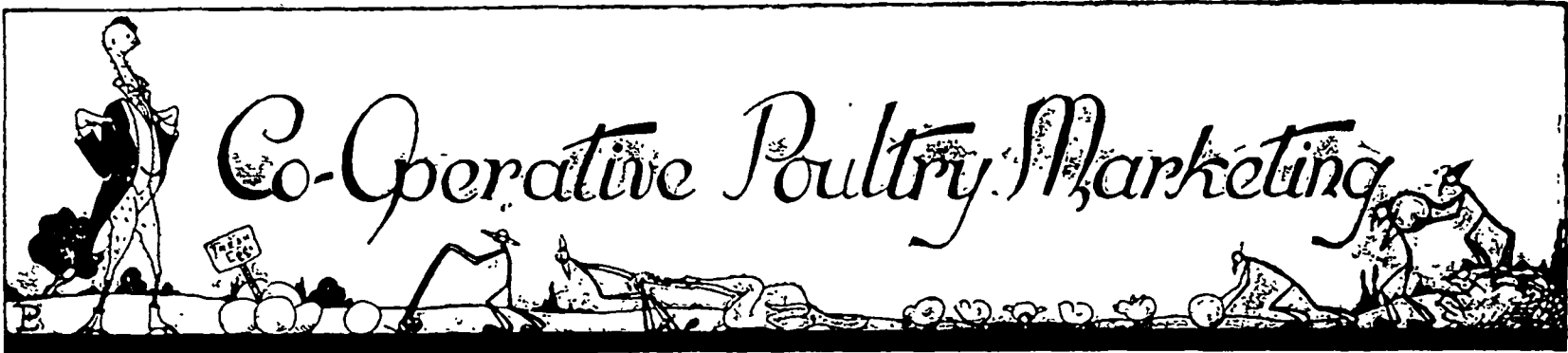
Vita Gland Tablets are Guaranteed to Make Hens Lay Within 3 Days.

Hens have glands just as human beings have, and they also require vitamins. Because they directly stimulate the organs involved in egg production, the new, Vita-Gland tablets, crushed into hens' drinking water turn winter loafers into busy layers within three days. Science has discovered how to control egg production by using essential vitamins and gland extract that works directly on the OVARIAN or EGG producing gland of the hen. Government experiment stations report that hens properly fed vitamins, etc., lay 300 eggs as against the 60 of the average hen.

Try This Liberal Offer

EGGS, EGGS, EGGS and fine healthy chicks, prosperous flocks, without fuss or bother, or drugs, or expensive feeds, can be had. Just drop these VITA-GLAND tablets into drinking water. So simple to double your profits. Summer production at winter prices. So confident are the Vita-Gland Laboratories, manufacturers of the original and genuine VITA-GLAND tablets that you will be amazed at results, that they offer to send a box for your own use. This is how: Send no money, just name. They will mail you two big boxes, each regular \$1.25, a generous supply. When they arrive pay the postman only \$1.25 and a few cents postage, collected on delivery. When your neighbor sees the wonderful increase of eggs in your nests sell him one box and thus your box has cost you nothing. We guarantee you satisfaction or money back without question. So write today and get dozens of extra eggs this simple easy way. Write Vita-Gland Laboratories, 1001 Bohan Building, Toronto, Ont.

Boost your own paper.
Say I saw your ad in the
Scoop Shovel.



Co-Operative Poultry Marketing

MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LIMITED

W. A. Landreth, President and Field Organizer.

A. W. Badger, Vice-Pres.

D. W. Storey, Sec.-Treas & Mgr.

DIRECTORS

W. A. Landreth - Hartney
Geo. Gordon - Oak Lake

D. W. Storey - Hartney
W. B. Martin, Shoal Lake

A. W. Badger - Carman
C. B. McLean, Grandview

W. S. Patterson, Boissevain
W. S. Smith - Neepawa

Head Office: Hartney, Manitoba

Dr. H. N. Thompson, Virden

THE SEASON'S GREETINGS

To our members and all other co-operators. 1926 has been a most successful season for your association, due to your loyal and whole-hearted co-operation.

Our most sincere wish at this festive season is that you may enjoy

"A MERRY CHRISTMAS AND A PROSPEROUS NEW YEAR"

May 1927 further develop the highest ideals of co-operation in all of us.

Sincerely yours,

W. A. LANDRETH, President.

D. W. STOREY, Sec.-Treas & Manager.

Man. Co-operative Poultry Marketing Association, Limited.

THE RUSH IS ALMOST OVER

Since Dec. 1st every member of our association has been busy preparing his product for market and assisting in packing and shipping. Between Dec. 1st and 15th we have marketed approximately 50 cars of dressed poultry from some 80 different shipping points, giving our marketing service to over 300 districts in the province, from Swan River Valley to the southern border. When you think of the magnitude of our task in creating a packing house at 80 different points in the province in a two week period and seeing that the work is done efficiently you are bound to realize that this could only be accomplished by a practical co-operative system.

We would take this opportunity of expressing on behalf of the management our most sincere appreciation to all those who assisted in the work. We cannot over-estimate the service given by our locals to their districts and especially the work of our local secretaries. Possibly the hardest worked people in our organization are the supervisors who have accompanied the graders this season. These boys have been working about 20 hours a day and only rest on Sunday sometimes. Supervisors were: A. W. Bader, W. Keller, J. Janssen, C. Basrub, E. Horwood, John Badger and P. J. Brodie. Graders provided by Dominion Live Stock Branch: R. G. Laing, S. Trueman, J. Parsons, W. Renton, G.

Moore, G. Windsor, R. McMann and F. Russell, under the direction of A. C. McCulloch, Poultry Promoter, Dominion Livestock Branch.

We regret that the material for this Christmas number of the Scoop Shovel leaves our office before we have completed shipping, and we are unable to give a lot of information we would liked to have included. However, we can at least give this information, that your association has doubled your volume of business over any previous year; that you are going to get the best price for your dressed poultry this season ever realized by this association.

We trust that your New Year's resolution will be: "That we will raise more and better poultry next year and that they will all grade special and No. 1."

CO-OPERATIVE MARKETING OF EGGS AND POULTRY

About seventy farmers' associations in the United States, with approximately 50,000 members, are engaged exclusively in the co-operative marketing of eggs or poultry or both. Many other co-operative associations with a much larger total membership handle eggs incidentally. These egg and poultry associations are located in 18 states. The leading states in regard to the co-operative marketing of eggs are: California, Missouri, Washington and Oregon, and the leading states in the co-operative marketing of poultry are Missouri, Minnesota, and Washington. In 1925 the six associations in California handled 39 per cent. of all eggs marketed co-operatively; the Missouri associations, 22 per cent.; and the Washington associations, 21 per cent.

WE EAT NEARLY AN EGG A DAY

People in Canada ate 312 eggs apiece last year or about half a dozen a week, according to a compilation made by the Dominion Department of Agriculture. This was about a dozen eggs more per capita than they consumed the year before.

Egg production of the Dominion last year was 128,623,251 dozen. This was an increase of 10,000,000 eggs over the previous year's output. Imports of eggs into Canada from Great Britain and the United States amounted to 2,695,192 dozen worth \$945,391 in the twelve months ending Sept. 1, 1925. This was a decrease of about 4,000,000 dozen compared with the previous year. Exports of eggs totalled 2,612,733 dozen valued at \$977,049, a slight decrease compared with 1924.

What Our Members Are Saying

Receiving a letter from a Manitoba member away down in Nova Scotia may be quite a surprise to you.

The farmers here ship their sheep and hogs co-operatively from small local units which in turn are advised as to time of shipping, prices, etc., by a Dominion livestock man who is the head of the co-operative movement. When it attains sufficient size, etc., they hope to copy the Pool plan, and the provinces of N.B. and P.E.I. join under a central board. At present the three provinces are doing separately, work of exactly the same nature and are beginning to realize that union of all three would be to their advantage.

Of course there are co-operative apple growers' associations and poultry pools as well as dairy associations. This work is steadily increasing and improving, and everywhere I went, when they heard I was from the west, they said: "Tell us how the Pool grew so rapidly, and how exactly does it function?"

G. S. Black, Amherst, N.S.

[Mr. Black is secretary of Rossburn Wheat Pool local.]

Seeing the reports of Grain Trade re the \$1.51 average on last year's crop. I am one of the non-Pool farmers that did not get it. I got around \$1.20 for 1,802 bushels No. 2 wheat; should like the Grain Trade to make it up to their average; and I know others that only got \$1.25—we being in the class that have to sell.

Thos. Scott, Oak River.

I received your catalogue of library books and have carefully looked over the list. I must say it is indeed a very great privilege to have access to such a store of information; it is beyond my most extravagant expectation.

Albert Playford, Dauphin.

Your check for thirty dollars rebate on freight from C.N.R. received. I wish to thank you very much. I appreciate your efforts to get rebate.

A. C. Stanbridge, Stonewall.

I would like you to still send me the Scoop Shovel to the above address as I do not want to lose sight of what the Pools are doing, and I think the Scoop Shovel is the best means of keeping in touch with what is doing. Wishing the Pool every success, as I think it is the finest thing we farmers ever had yet.

Geo. Graves, Welwyn, Sask.
Formerly Oak Lake, Man.

I found the certificate you asked for and am enclosing same. I am pleased to know of the efficiency and exactness of our office.

J. A. Mitchell, Lidstone.

Allow me to express my appreciation of Pool services. The true spirit of co-operation is right in it.

Robt. Mayo, Mather.

HOLT, RENFREW'S JANUARY FUR SALE

The Greatest Fur Buying Opportunity of the Year

—When our ENTIRE STOCK OF HIGH GRADE FURS of every description is marked down for FINAL CLEARANCE before inventory—OPENS DECEMBER 27.

THIS great fur sale is your last opportunity to purchase a dependable fur coat for this season's wear at such worthwhile savings. The advance in date gives our out-of-town customers the same advantages as our city clientele of early selection while stocks are at their best.

Reductions 20% to 50%

Prices have been reduced in many cases to cost and even below cost to insure a complete stock clearance.

If you are thinking of purchasing a new fur coat, even for another season, it will pay you to buy now. Raw furs have continued to advance month by month throughout the past year, which means greatly increased prices on manufactured furs for next season.

Beautiful Model Coats in furs of every description are offered at Drastic Reductions. Prices on request. Below we quote a few examples of our wonderful values in the more staple garments.



HUDSON SEAL
Alaska Sable Trommed
Plain
Reg. \$375. **\$295**
for
Reg. \$435 **\$345**
for
Reg. \$475 **\$385**
for

PERSIAN LAMB
Alaska Sable Trimmed
Reg. \$285 **\$225**
for
Reg. \$375 **\$295**
for
Reg. \$475. **\$385**
for

MUSKRAT
Reg. \$210 **\$165**
for
Reg. \$250 **\$195**
for
Reg. \$285 **\$225**
for

ELECTRIC SEAL
Plain
Reg. \$115 **\$89.50**
for
Reg. \$140 **\$110**
for
Reg. \$165 **\$125**
for
Alaska Sable Trimmed
Reg. \$165 **\$125**
for
Reg. \$185 **\$145**
for
Reg. \$210 **\$165**
for

DEFERRED PAYMENTS

can be arranged on convenient terms, if you do not wish to make an all cash purchase. Write stating the kind of fur coat you are interested in, size required, etc., accompanied by bank or business reference, and we will send selection of furs for approval in your own home or C.O.D. with examination privileges. Your satisfaction guaranteed or money refunded.

HOLT, RENFREW & CO., LTD.
Furriers for 90 Years
WINNIPEG, MAN.



This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

A BIG BUSINESS

Figures for November handling of livestock show what a large volume of stock is entrusted by farmers for sale by United Livestock Growers. Well over one thousand cars of livestock, and over 55,000 head of stock of all kinds were sold at the different offices of the company. On each of the four yards where the company operates it handled more livestock than any other firm. At St. Boniface 396 cars were received, while the other eleven firms handled from 288 cars down to 70 cars each. The figures for the different offices are as follows:—

	Cars
St. Boniface	396
Moose Jaw	85
Edmonton	354
Calgary	206

Total1,041

At Calgary, it is interesting to note, where the Company has recently had a dispute with the Calgary Livestock Exchange in connection with its method of handling hogs, United Livestock Growers handled 8,273 hogs, or more than all the other firms put together. Another instance of the confidence in the Calgary office of the organization is the fact that the Lethbridge Shipping Association, one of the few large associations not previously on a contract basis with the company, has just signed a five year contract, through the Alberta Co-operative Livestock Producers, Ltd., for the sale of all their livestock by United Livestock Growers.

Although the total number of cattle received by all offices during November was 16,527, the company found it necessary to purchase a considerable number on the yards to be sorted up with cattle consigned to the Pool and shipped out on order. This is because of the large outlets for shipments that have been developed on other markets, with different packers, and with farmers purchasing feeder cattle. It goes to show that in spite of the large business already handled the organization can efficiently take care of a good deal more.

Meeting the Company's Customers

Mr. O. Freer, superintendent of United Livestock Growers, St. Boniface office, is addressing a meeting in Indianapolis this week of the Livestock Producers association on the subject of co-operative livestock marketing in Western Canada. Mr. Freer is taking advantage of his trip south to meet different customers of the company in the state of Indiana, where a large business has been built up in the shipment of feeder cattle direct to farms of purchasers. This business has been built up by mail, because of the confidence of farmers there in

the reputation of United Livestock Growers, and this will be the first personal contact between customers and the company.

The service of United Livestock Growers is not confined to the handling of co-operative shipments containing the livestock sent by a number of different owners. Many ranchmen, who ship not only whole carloads, but many carloads of cattle, rely on this organization in their marketing. Recently several new ranchmen customers from Western Saskatchewan have been added to the list.

Since the close of the British coal strike there has been some improvement in the demand for beef, and in current prices. This has resulted in an increase of exports of live cattle from Canada. While most of these have been obtained on eastern markets, the movement has had an effect on all cattle markets in Canada.

English reports continue to show an encouraging growth in the reputation of Canadian bacon, which is constantly tending to make it sell more on a parity with the bacon from Denmark. Authorities agree that the best Canadian bacon is fully as good as Danish, and that the main factor in causing it to sell at a lower price has been the comparatively small quantity available, making it difficult for the handlers to build up a steady business in it. English traders and consumers are notoriously conservative in their habits of buying, so that it takes a long time to win their favor, but once it is won it is likely to hold if quality is maintained.

Once again the message of co-operative livestock marketing may be repeated. Producers get more money for their livestock by sending it to the central markets to be sold by their own organization than they get by disposing of it to traders in the country.

Livestock prices at Chicago have lately been showing encouraging strength. Hogs have been selling at average prices of from \$11 to \$11.50 in spite of the fact that months ago it was expected that much lower prices might obtain by this time, due to the low price of corn. The cattle markets have growing stronger. Recently a few loads of yearling steers have sold at a large discount as compared to the lighter weights, most good long fed cattle of from 1,300 pounds and upwards selling close to \$10 per hundred. The tendency of the markets in the United States to favor light weight beef continues to a remarkable extent. Occasionally the price of heavy cattle will shoot ahead, but most of the time it is highly finished light weight young cattle that bring the premiums.

ALBERTA GROWERS WANT BETTER REPRESENTATION

At a conference of the Central Executive of the United Farmers of Alberta, representatives of the U. F. A. federal constituency associations and the recently elected U. F. A. members of the House of Commons, held in Calgary on November 18, the following resolution was passed with regard to the personnel of the Vancouver

harbor board:—

“Whereas, the wheat growers of Alberta are vitally interested in the personnel of the Vancouver Harbor Board, owing to the fact that they supply a major portion of the wheat passing through that port.

“And whereas, it is a matter of but common justice that Alberta wheat producers be represented on the board;

“Therefore be it resolved, that

the Alberta government, the U. F. A. and the Alberta Wheat Pool be consulted before any appointment be made to said Board.”

Increased representation for Alberta wheat producers, on the Grain Standards Board was also demanded by the conference.

I saw your ad in the Scoop Shovel. Say this when answering advertisements. It will help you, The Scoop Shovel and the Pool.

**10 Foot Mill
30 Foot Tower
Only \$123.00**

The Best
Direct Stroke
Windmill
Made



CATER'S CHALLENGE VANELESS WOOD WHEEL

Direct Stroke Mill. Oil Once a Year

Price 10 foot Mill, only\$65.00

FOUR POST STEEL TOWER

Height	Weight	Cipher	Price
20-ft.	403	Service	\$48.00
30-ft.	573	Session	58.00
40-ft.	800	Settle	90.00
50-ft.	1085	Settling	125.00

NOTE—An 8-foot Star Windmill will do the same work as a 10-foot Vaneless.

Just What Farmers Have Been Waiting For



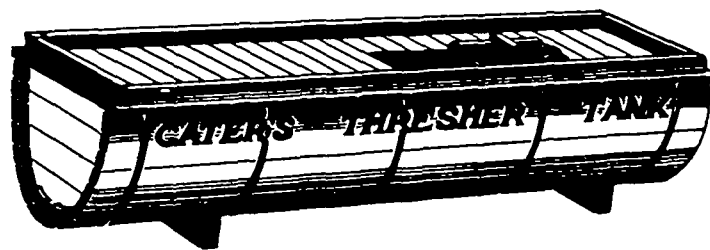
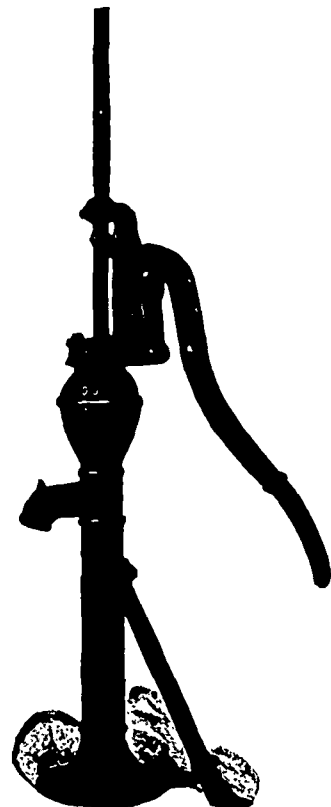
A Windmill Running in Oil

CATER'S NEW BACK-GEARED

STAR WINDMILL—Model 24

With double pitmans, double gears, running in oil

Size of Mill	Weight	Price
7-ft.	275	\$55.00
8-ft.	350	62.50
10-ft.	500	90.00
Regulator		14.00



14-barrel Tank, weight 450 lbs.\$39.00

Cater's Thresher Tanks are bound with 2x4 Oak on top. Other makers use pine or fir, which are not as good.

Cater's Lift Pump, Standard, No. 7272

Is especially adapted for deep wells from 25 to 250 feet. It has a 6, 8 and 10-inch stroke, for hand windmill or engine use, and is bushed for 1 1/4, 1 1/2 and 2-inch pipe. Price, 7-ft. complete with cylinder\$18.00

CATER'S GOODS ARE THE HIGHEST STANDARD

Write for Catalogue and Send Your Order to

H. CATER

BRANDON - - - - MANITOBA



Cater's Wood Pumps Work So Easy.

TAKE NOTICE

All Cater's Wood Pumps are fitted with Iron Cylinders Porcelain Lined, which gives the cylinder a smooth glass-like finish inside.

Co-operation at Home and Abroad

SASK. POOL BOARD

The following is the newly-elected board of the Saskatchewan Wheat Pool:—District 1, E. B. Ramsay, Fillmore; 2, A. F. Sproule, Lafleche; 3, Herb. Smyth, Shaunavon; 4, Thos. Baldwin, Cabri, replacing C. F. Colburn, of Gull Lake; 5, Chas. W. Coates, Keeler; 6, A. E. Wilson, Indian Head; 7, R. S. Dundas, Pelly; 8, D. G. Cragg, Punichy, replacing C. L. Campbell, of Nokomis; 9, Brooks Caton, Hanley; 10, P. H. Kennedy, Conquest; 11, Harry Marsh, Herschel; 12, L. C. Brouillette, Landis; 13, R. J. Moffatt, Bradwell; 14, A. J. McPhail, Ladstock; 15, John Strain, Birch Hills, replacing Thos Bibby, of Prince Albert; 16, J. H. Wesson, North Battleford.

Mr. A. J. McPhail, Ladstock, was re-elected president at the

meeting of the newly-elected board of directors. L. C. Brouillette, Landis, was re-elected vice-president. Other members of the Saskatchewan Wheat Pool executive elected were as follows: R. A. Marsh, Hersch; J. H. Wesson, Maidstone; Brooks Catton, Hanley.

CO-OP. BOARD GRANTS SCHOLARSHIP

The Co-operative Marketing Board, which was created by an act of the Manitoba legislature at their last session to administer the Canadian Wheat Board surplus, has announced the foundation of scholarships to encourage the study of rural economics among the students of the Agricultural College. Three scholarships will be open for competition each year. The first is valued at

\$100 and is open to students of the fourth year in Agriculture and will be awarded to the student obtaining the highest marks in the work of the Department of Economics and Sociology in the third and fourth years. The second scholarship, valued at \$50, is open to students of home economics and will be awarded on a similar basis. The third scholarship of \$50 is open to students in second year diploma course in agriculture and will be based on the marks obtained in first and second year agricultural economics.

These scholarships will be open only to Manitoba students and the winners will be required to register at the Manitoba Agricultural College for further work in marketing and co-operation.

The Co-operative Marketing
(Turn to Page 27.)

EXCURSION FARES

For Attractive Winter Trips

EASTERN CANADA

Tickets on Sale Daily
Dec. 1, '26, to Jan. 5, '27
Return Limit
Three Months

PACIFIC COAST

VANCOUVER-VICTORIA
NEW WESTMINSTER
Ticket on Sale certain dates
Dec. - Jan. - Feb.
Return limit April 15, '27

OLD COUNTRY

Excursion Tickets to
ATLANTIC PORTS
SAINT JOHN - HALIFAX
PORTLAND
Dec. 1, '26 to Jan. 5, '27

SPECIAL TRAINS - THROUGH TOURIST SLEEPERS

For December Sailings from W. Saint John
to Connect With

S.S. Melita
Dec. 1

S.S. Montroyal
Dec. 7

S.S. Metagama
Dec. 11

S.S. Montcalm
S.S. Minnedosa
Dec. 15

For full information and Reservations ask the Ticket Agent

CANADIAN PACIFIC

Board at present consists of: Hon. Albert Prefontaine, chairman; R. D. Colquette, vice-chairman; W. A. Landr eth, F. W. Ransom, G. W. Tovell, H. C. Grant, Geo. Brown, with P. H. Ferguson as secretary.

POOL MEMBERS WIN IN EASTERN SHOWS

Among the Manitoba prize winners at eastern agricultural shows, who were banquetted by the provincial government on December 9, were the following members of the Manitoba Wheat Pool:—

John Wiener, Miami; Wm. Pierce, Birtle; S. Larcombe, Birtle; J. H. Beavis, Crystal City. These were prize winners for grain exhibits.

Members of the Pool who took prizes in stock exhibits were: Wm. Hudson, Kenton; J. O. Down, Holland; Carl Roberts, Osborne; Jas. Ramsay, Lauder; A. Lombaert, Mariapolis.

We congratulate our members on their success.

CO-OPERATIVE BACON FACTORIES OF ENGLAND

A report on the co-operative bacon factory industry of England has been published recently by the National Farmers' Union of that country. In September, 1925, a committee was appointed by the National Farmers' Union "to enquire into and report upon the economic position of the co-operative bacon factory industry and the conditions affecting it, and to make recommendations for the improvement thereof."

The six existing co-operative factories were studied. Two established before the war, have operated at a fair profit; of the four established since the war, three have lost money and at present are not curing bacon. Their history, organization and practices were investigated and certain recommendations were made. Among these recommendations were the following: (1) That committee control of factories should be abolished and that an executive committee of not more than five members should be chosen on the basis of their business ability. (2) That the factories establish some sort of a central bureau, probably under the auspices of the National Farmers' Union, in order to

(Turn to Page 28.)

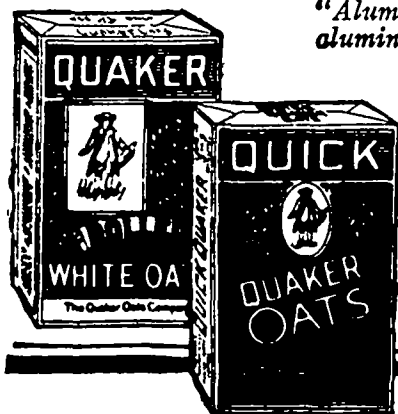
Children Grow Sturdy on Quaker Oats

The most important food element during the early growth years is *protein*, the great tissue builder. A plate of Quaker Oats with milk will supply 23% of your child's daily requirements of this essential food element.

Here is the "oats and milk" breakfast that health authorities state every growing child should have; containing protein, carbohydrates, vitamins and mineral salts in balanced proportion, and enough bran to supply the "roughage" for regular elimination.

Quaker Oats, the large flake. Quick Quaker, the finer flake for quick cooking. Get which you prefer.

Quick Quaker packages marked "Chinaware" each contain a piece of delicate imported chinaware in blue and gold. The cartons marked "Aluminumware" contain useful articles of aluminum for the kitchen.



Quaker Oats
—you have known since childhood
Quick Quaker
—cooks in 3 to 5 minutes B43

Ship Your Raw Furs

TO

George Soudack Fur Co. Limited

We are open to buy large quantities of Muskrats, Wolves, Weasels, Skunks, Minks, Badgers and Rabbit Skins. Write for information and price lists.

TAKE NOTICE

Our Canadian Rabbit Skins, which were practically worthless before, is now becoming an article of commercial value, due to new process of tanning and dyeing.

We will pay from 8 to 10 cents for average collections of white bush rabbits. For average collections of Jack Rabbits from 20c to 25c.

Reference: Royal Bank of Canada, Winnipeg

GEORGE SOUDACK FUR CO. Limited

237 McDermot, Corner Arthur,

PHONE: 88 715 - - - - - WINNIPEG, MAN.

set up uniform systems of accounting, to pool information, and to carry on commercial research; (3) that, in order to meet competition, the British factories should, as a general rule, abandon the dry-cure method and use the less expensive tank-cure method; (4) that the factories should concentrate on the production of Wiltshire sides. At present nearly the whole of this business to the amount of £22,000,000 (\$110,000,000) goes to Denmark.

After a statement regarding the methods and extent of the Danish bacon industry, the committee further recommends: That sales be made through a co-operative selling agency; that any faulty methods of curing be abandoned; and that the three factories temporarily suspended should, for the present, either utilize their factories as abattoirs and concentrate on furnishing the markets with fresh meat, or that they should lease their factories to some established curing firms. It was also suggested that no further extension of the business be made at the present time.

POOL OPERATES ECONOMICALLY

August 1st was the closing date of the summer wheat pool of the South Dakota Wheat Growers' Association, Aberdeen. Over 100,000 bushels of wheat were included in this pool which opened February 10. In spite of the small volume the entire cost of marketing was but 12.46 cents per bushel. Average prices were somewhat higher than the association had been able to pay on any other pool since it was organized. Prices on important grades, without premiums, basis terminal, ranged from \$1.65 for No. 1 Dark Northern Spring to \$1.33 for No. 1 Red Durum. Thirty-two thousand dollars was recently sent members in final payment.

CO-OPS. IN MINNESOTA.

An estimate made at the close of 1925, based on reports from 99 co-operative stores in Minnesota, places the membership for the 120 active stores in the state at 18,583. This was an average of 155 members per store, which was 9 more than for the same stores for the previous year. Sales for 1925 amounted to \$8,541,000, or \$71,175 per store. The sales per member

were \$455 in 1925, compared with \$454 in 1924. The average number of employees per store was less in 1925 than in 1924, indicating increased sales per employee.

THE ARGENTINE CROP

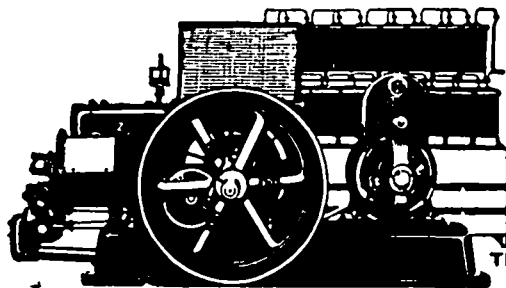
The Argentine Department of

Agriculture estimates the wheat crop of the country at 218,400,000 bushels, an increase over last year of 24,564,000 bushels. The exportable surplus is estimated at approximately 149,000,000 bushels. Private estimates put the exportable surplus at between 112 and 130 million bushels.

Happiness, Comfort, Cheer from a Fairbanks-Morse

Home Light and Power Plant

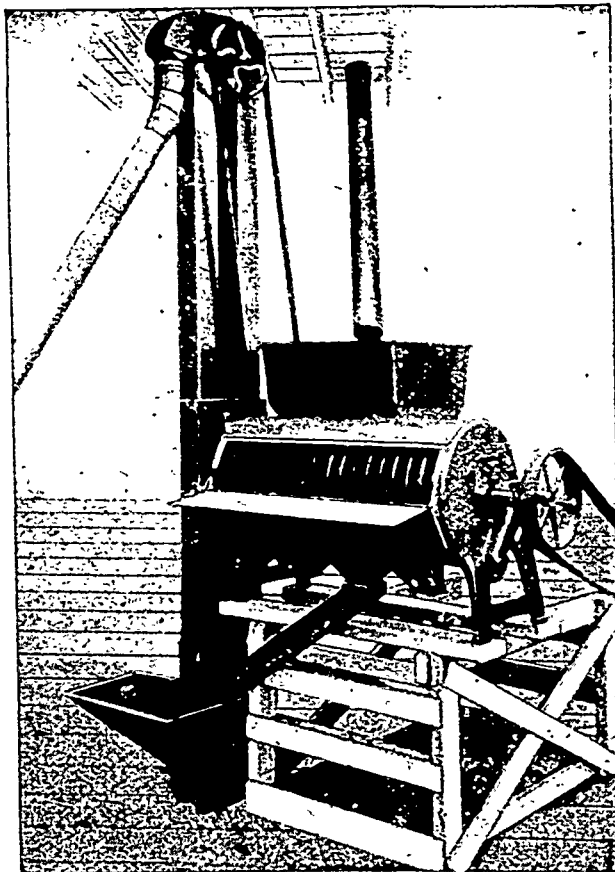
At very small expense you can flood your home, barn and other buildings with the cheerful, efficient glow of electric lights. And at the same time you will receive all the advantages of a modern, labor-saving power plant. The FAIRBANKS-MORSE Home Light and Power Plant furnishes an abundance of electric light, and in addition, the "Z" Engine which is part of the outfit, furnishes belt power while the battery is being charged. You get double duty from the plant at one cost.



Write for prices and full particulars. 485

The CANADIAN
Fairbanks-Morse
COMPANY Limited

St. John, Quebec, Montreal, Ottawa, Toronto, Windsor,
Winnipeg, Regina, Calgary, Vancouver, Victoria
THE MAKERS OF FAIRBANKS SCALES AND VALVES



Progressive

farmers have found the

CARTER DISC SEPARATOR

is the best machine for cleaning wheat.

It enables them to sow pure clean seed true to type.

WRITE FOR FULL PARTICULARS

The Strong-Scott Mfg. Co., Limited

WINNIPEG, MAN.

TEXAS WHEAT POOL

From the beginning of the operations in the fall of 1922 to the close of the 1925-26 season the Texas Wheat Growers' Association, Amarillo, handled 4,200,037 bushels of wheat. It returned to its member-growers \$4,597,810 after the expenses of marketing had been deducted.

During the 1923-24 season grain was received from 65 different stations; in 1924-25 from 108 stations, and in 1925-26 from 48 stations.

For the first four years of the life of the organization, the marketing was done through the Southwest Wheat Growers' Association, a sales agency maintained by the Texas and Oklahoma associations. Since the beginning of the present shipping season the association has been operating independently, with its own sales office at Fort Worth, Texas. Up to November 6 of this year, 3,162,000 bushels of wheat of the 1926 crop had been received.

TO POOL OR NOT TO POOL

At the tenth annual meeting of the Michigan Milk Producers' Association, Detroit, held in October, a report dealing with the subject of milk pools was received. As the milk delivered by the members of this association is not pooled, a study is being made of the advantages and disadvantages of pooling.

At a meeting held at Fresno, Calif., October 25, 1926, it was decided to form a co-operative service agency to function in connection with the marketing of the annual California grape crop.

Hot Towels Useful in Treatment of Hair

Everybody knows that the application of hot, wet towels opens the pores of the skin, but it has occurred to very few that this fact can be turned to good account in the treatment of hair troubles. When the pores in the scalp become clogged and do not function naturally, the roots of the hair are affected, and the hair begins to lose its life and lustre, turns dry and brittle, starts falling out, and baldness eventually ensues. At any stage of this process, even to baldness, the hair can be revived and restored by the use of hot towels to open up the scalp pores to admit the necessary food for the hair roots. This food is provided in L-B Hair Tonic, which is the discovery of Lina Bomstrand, who thus restored her luxuriant hair after sunstroke and fever had made her totally bald. L-B Hair Tonic is sold in Drug and Department Stores—two months treatment, \$1.50 and L-B Shampoo Powder 40c—or postpaid from the manufacturer, L-B Co., 263 McDermot Avenue, Winnipeg, and bears a money-back guarantee.—Advt.

USE IT IN ALL YOUR BAKING

PURITY FLOUR

"More Bread and Better Bread" and Better Pastry too

105

Travelling Funds

THESE are easily and safely carried in the form of Travellers' Cheques, issued by this Bank and accepted the world over.

THE identification cards issued with them render them both safe and convenient.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up \$20,000,000
Reserve Fund \$20,000,000

TANKS AND TANK HEATERS

The "Metallic" Submarine Tank Heater is made from the finest quality black iron, heavy gauge material, all the seams being thoroughly welded. A really serviceable tank heater at a moderate price. Remember all stock should drink warm water in winter time. Thirty cows will lose 500 lbs. of milk in 48 hours if forced to drink ice cold water.

ASK FOR PRICE LIST—FREE ON REQUEST

"Red Bottom" Round End Tanks can be depended upon to give years of first class service because they are made right from quality materials. Make sure to ask for a "Red Bottom" Tank when in the market. It is your guide to satisfaction.

WESTERN STEEL PRODUCTS, LIMITED
(Amalgamated with The Metallic Roofing Co., Limited)
WINNIPEG, MAN.
Regina, Saskatoon, Calgary, Edmonton, Port Arthur, Vancouver.

George Jacob Holyoake

(Continued from Page 3.)

that the Rochdale Pioneers opened their first store. It needed very little research in Holyoake's papers to prove that he had more to do with the opening of that store than he ever professed. Of the thirteen pioneers, seven were Owenites, and it was immediately after hearing a lecture from Holyoake that they made their plans. In the year 1869 he attended the first Co-operative Congress. The movement had now become popular and had the endorsement of the orthodox economists. There were at this time 1,300 societies with a share capital of two millions sterling. Holyoake was elected a member of the first Central Board. In 1857 he published a history of the Rochdale Pioneers, and in 1871 drew up the prospectus for the Co-operative News, the official organ of the movement. In 1875 he published the first volume of his history of the co-operative movement which was regarded as "an invaluable contribution to the story of the most significant labor movement of recent times."

Honored by Co-operators

The beginning of the eighties witnessed the co-operative movement spread over the continent. In 1885 Holyoake was proud to receive an invitation to attend the first congress of French co-operators. He accepted and was, with Mr. E. V. Neale, appointed honorary president. The following year, 1886, he attended the first Italian conference at Milan. Italy had at that time 248 societies with 74,000 members. Early in 1887 Holyoake was informed that he was to preside at the Co-operative Congress of that year. This was considered the greatest honor that his fellow co-operators could confer upon him. He delivered, on that occasion, an oration that was described by Sir Wilfred Lawson, who moved the vote of thanks, as "the incisive, brilliant, epigrammatic utterance of my friend, Mr. Holyoake."

A Great Character

Holyoake might well have rested on such successes. But he still travelled thousands of miles every year in the interest of co-operation, lecturing and attending board meetings. Journeys never

(Turn to Page 31.)

RAW FURS AND BEEF HIDES

The Raw Fur Season is now open for trapping of all kinds of Furs. Don't be misled by people who quote high prices and then pay you one-quarter the price they say they will. Ship to a reliable Fur House which has given good service for 35 years. We quote what we pay, and pay what we quote.

Silver Foxes are our specialty. We handle all kinds of Raw Furs. Mink, Muskrats, Wolf, Weasel and Foxes are in good demand. Ship to us and get satisfaction.

Our New Price List Is Now Ready

**NORTH WEST HIDE
& FUR CO.**

278 Rupert Street,
WINNIPEG

Farmers!

You Grow Pool Wheat---We Grind It

When Marketing Your Crop Insist on Getting

FIVE ROSES FLOUR

The World's Best

Write or wire for Quotations on mixed cars

FLOUR AND FEED

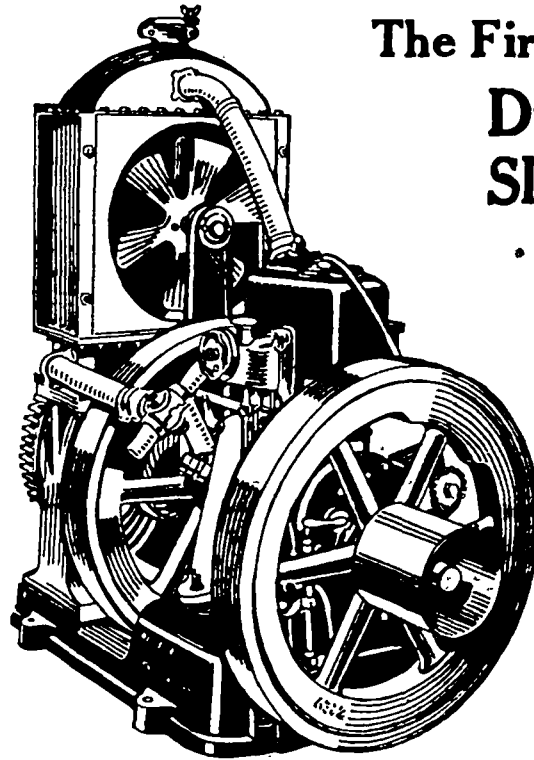
ROLLED OATS, ETC.

LAKE OF THE WOODS MILLING COMPANY

WINNIPEG, MAN.

LIMITED

seemed to daunt his cheerful spirit. To his friend and fellow co-operator, Greening, he stated in the closing hours of his life: "I have cared more for co-operation than for any other movement in which I have been engaged"; and co-operators proudly inscribed the words on the handsome monument that they erected over his grave. Holyoake died January 22, 1906. Holyoake House, Manchester, erected at a cost of twenty-five thousand pounds sterling (\$121,500) was established by co-operators as a tribute to one who was for many years known as the Patriarch of the Co-operative movement. "Read," states an American writer, "his Trial of Theism, his History of Co-operation in England, if you wish to know his heart; to discover the motives of his life; the depth and tenderness of his sympathy; the nobleness of his nature; the subtlety of his thought; the beauty of his spirit; the force and volume of his brain; the extent of his information; his candour, his kindness, his genius, and the perfect integrity of his stainless soul."



The First and Only
Direct-Coupled
Slow-Speed 700 R.P.M.
Radiator-Cooled
**Electric
Lighting Plant**

on the Canadian Market is now within the reach of every farmer who values safety, economy, convenience and cleanliness either in the home or in and around his stock barns.

LISTER LIGHT AND POWER SYSTEM is the plant with lots of reserve power. (The small 500-600 Watt outfits are practically useless for power purposes where lighting is required at the same time as power.)

LISTER IS BRITISH BUILT

of 1,500 Watts capacity, using 3½ H.P. Lister Engine—made by a firm with a world-wide reputation of over 100 years' engineering experience.

WRITE FOR FULL PARTICULARS

R. A. LISTER & CO. (Canada) LIMITED

WINNIPEG - REGINA - EDMONTON - VANCOUVER AND HAMILTON

11

CO-OP. TRAINING SCHOOL

The Eastern States Co-operative League, which includes in its membership many of the leading consumers' societies of New York and New England, is planning to hold a co-operative training school in the coming winter. Plans are being made for a six weeks session, eight to ten hours per day, with experienced co-operative teachers from the west as well as from the east.

**NEW LAMP BURNS 94% AIR
BEATS ELECTRIC OR GAS**

A new oil lamp that gives an amazingly brilliant, soft, white light, even better than gas or electricity, has been tested by the U. S. Government and 35 leading universities and found to be superior to 10 ordinary oil lamps. It burns without odor, smoke or noise—no pumping up, is simple, clean, safe. Burns 94% air and 6% common kerosene (coal oil).

The inventor, J. P. Johnson, 133 Portage Ave. East, Winnipeg, is offering to send a lamp on 10 days' FREE trial, or even to give one FREE to the first user in each locality who will help him introduce it. Write him today for full particulars. Also ask him to explain how you can get the agency, and without experience or money, make \$250 to \$500 per month.

Made in Ten Styles
Breechingless, Side-
Bucker, Express, etc.



\$5 AFTER
30 DAYS
FREE
TRIAL

I Will Ship You

a Walsh Harness for a 30 day free trial on your own team. See for yourself that my harness is stronger, handsomer, better fitting, handier in every way—a proven success for over ten years. If not convinced that it is the best harness you ever laid eyes on, send it back at my expense.

Three Times Stronger Than Buckle Harness
Buckles weaken and tear straps. Walsh 1¼-inch breeching strap holds over 1100 lbs. The same strap with buckles will break at the buckle at about 350 lbs. pull. Ordinary harness has 68 buckles. Walsh Harness has no buckles. Easy to see why Walsh is three times stronger than ordinary harness. Packers' Northern Steer Hide leather—best that can be tanned.

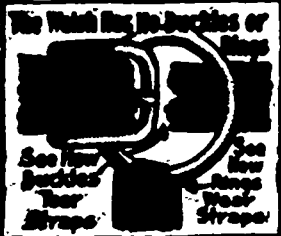
SAVES REPAIRS—LASTS TWICE AS LONG
The Walsh Harness costs less because it saves many a dollar in repairs. Users show average repair cost of only 9 cents per year. No patching, no mending, because no rings to wear straps in two, no buckles to weaken and tear straps. Greatest advance in harness making. Easily adjustable to fit any horse. Write today for new reduced prices.

\$5.00 AFTER 30 DAYS' FREE TRIAL
Balance easy payments, or cash after trial if you wish. Write today for free book, prices, easy payments and thirty days' trial offer, also how to make money showing Walsh Harness to your neighbors.

James M. Walsh, Pres., James M. Walsh Co., Ltd.
Dept. 440 200 Richmond St., W., Toronto 2, Ontario

WRITE TODAY FOR MY FREE BOOK

The *Walsh*
No-Buckle
HARNESS

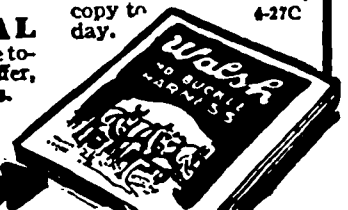


Over 70,000 Users
Praise the Walsh

Endorsed by Agricultural Colleges, Government Experiment Stations, leading horsemen and thousands of users in every province.

My Free Book gives hundreds of letters and pictures from users and other interesting information. Write for your copy to day.

4-27C



What is Orderly Marketing?

By O. B. JESNESS in The Co-operative Marketing Journal.

"Orderly marketing" is a very convenient phrase. It sounds dignified. It is easy to say. It appeals to the imagination and often seems ridiculously simple. The popular thought is that farmers have been in the habit of rushing their products to market at harvest time and have broken the market by so doing. The buyers are supposed to have made large profits by holding their purchases until later in the season when the market is assumed to be much stronger because the rush of products then is over. Based on this supposition, "orderly marketing" merely is a question of gradual or delayed selling. It is described as selling in accordance with demand, the assumption being that demand is uniform from day to day and week to week.

A False Picture

The only trouble with this picture is that in a good many respects it is not true to life. True orderly marketing is much more complicated. In the first place, if large profits were always obtainable merely by buying products at harvest time and holding until later, so many individuals would jump in to make some of this easy money that prices would soon adjust themselves. Some farmers are forced by financial difficulties to sell at harvest time but more farmers would arrange to hold their products for later sale if profits were inevitable. Over a period of years, prices must show a sufficient advance to make it worth while for some one to carry products until required. But for any particular year, holders may misjudge conditions

so as to lose money; other years their gains may be considerable. Cotton, wheat and potato prices illustrate this as also the price of eggs in cold storage.

Demand not only often is seasonal but is subject to constant change. Take cranberries and walnuts, for example. The demands for them are much greater during Thanksgiving and Christmas holidays than at other times. Demand frequently varies with weather conditions. The purchases of foreign countries of such products as wheat show wide fluctuations. "Orderly marketing" again is said to be "feeding the market in accordance with demand." But the amount of demand which comes into the market depends upon the price. If selling in accordance with demand is "orderly marketing" then an attempt to fix the price of prunes at one dollar a pound and selling in accordance with the demand at that price would meet the requirements. But only part

(Turn to Page 33.)

EXCURSIONS

EASTERN CANADA

DECEMBER 1st, 1926, TO JANUARY 5th, 1927

PACIFIC COAST

CERTAIN DATES IN DECEMBER, JANUARY, FEBRUARY

Because it's Dependable

—One important reason for using Canadian National Service.

Let us assist in planning your trip. Any agent will be glad to arrange all details, quote low excursion fares, make reservations, give full particulars

Or write W. J. QUINLAN, District Passenger Agent, Winnipeg

CANADIAN NATIONAL RAILWAYS

of the available supply would be taken, leaving the rest on the association's hands. Obviously this process could not be dignified by the title "orderly." An organization following such a policy will find in the end that its plan of "orderly marketing" in reality has been merely an instance of speculative holding.

The Real Aim

We, therefore, must modify our view of what constitutes orderly marketing. It is selling in accordance with market conditions, both those of supply and demand. These are ever-changing; consequently, a programme of orderly marketing is not a rigid programme but one of great flexibility. The aim is to maintain a proper balance, to prevent supply from exceeding demand. For some products or some periods, it will be selling relatively early, under other conditions delays in selling may be justified. Success in orderly marketing depends on how well the present conditions are known and the future forecasted by the association.

While the limitations of monopoly control in agriculture are being appreciated more at present than they were five years ago, there are still many misconceptions. A co-operative selling association often is held up as a counterpart of some large manufacturing concern. The real distinction usually is overlooked. The factory produces as well as sells its output and therefore controls its production. The co-operative is only a selling organization. In some lines it may gain control over a large percentage of the supply but this is not control over the future production. The growers, not the association, determine acreage.

Thos. J. Murray, K.C. Ralph Maybank
Olifford Dick

Murray, Maybank & Dick

Barristers

**ELECTRIC CHAMBERS,
WINNIPEG.**

A NEW SEASON

We are in the market for squirrels and rabbits. Highest prices paid for clean handled white rabbits. Do not neglect this opportunity to make money. All information cheerfully supplied at request. Write us for price list, shipping tags, etc.

B. LEVINSON

281-283 ALEXANDER AVE. - - - WINNIPEG, MAN.

WE PAY HIGHEST MARKET PRICES FOR ALL

FURS, HIDES, SENECA ROOT & WOOL

Our reputation is your guarantee that we will treat you right.

The First Essential in Saving is
SECURITY

Savings deposited at this office are absolutely guaranteed by the Provincial Government. No matter what business conditions are, you need have no worry about the safety of your deposit.

Safety and Convenience

Rural citizens of Manitoba may enjoy the advantages of their own saving institution, by using the service explained in the folder "Saving by Mail," which will be sent on request.

**PROVINCE OF MANITOBA
SAVINGS OFFICE**

WINNIPEG

"Conducted to Foster the Thrift and Welfare of the People."

**FISH FRESH
FROZEN**

Don't delay. Season Open. Order your frozen fish right now. Our stocks are excellent. We ship the finest trade in New York, Chicago, Montreal, etc., so we can ship you. We ship from Winnipeg only.

LAKE SUPERIOR FRESH FROZEN HERRING,

- Per Bag, 100 lbs.\$3.90
- Headless and Dressed Jackfish. Fine Stock, per lb.7½c
- Jackfish, Round (not dressed) per lb.5c
- Lake Winnipeg Whitefish—
- Dressed, per lb.11½c
- Goldeyes, per lb.6½c
- Best B.C. Red Salmon, per lb. 19c
- Lake Superior Trout, per lb. ..18c
- Chicken Halibut, per lb.19½c
- Finest Finnan Haddle—
- 15 lb. box\$2.00
- 30 lb. box\$3.75
- Choice Smoked Klippers—
- 20 lb. box\$3.00
- Haddle Fillets—15 lbs.\$2.65
- Finest Pickerel, per lb.9½c
- Mullets, per lb.4½c
- Soles and Brills, per lb.10½c
- Black Cod, per lb.15c
- Fine B.C. Pink Salmon, per lb. 12½c
- Tullbees, per lb.8c
- Smoked Goldeyes—
- Carton 10 lbs.\$2.25

Write for catalogue containing other varieties of fish.

Send Cash with Order. Shipments made on first heavy frost weather. United Farmer Locals please write for special price. No charge for boxes, bags or packing.

NORTH WESTERN FISHERIES CO.

Wholesalers and Exporters

PHONE: 54 399 - 287 JARVIS AVE. - WINNIPEG, MAN.

Pool Ripples



An Arab chieftain recently issued a proclamation, signing himself "Lord of the Earth." He may now expect a stiff letter from Signor Mussolini.

I hate to be a kicker, I always long for peace,
But the wheel that does the squeaking is the one that gets the grease.

—Sanford Herald.

You tell 'em kid—you're peaceful and not too hard to please,
But the dog that's always scratching is the one that has the fleas.

—Miami Tribune.

A confirmed hypochondriac, meeting his personal physician on the street, said to him: "Doctor, I have just come from a popular medical lecture and I am much afraid that I have kidney trouble."

"But, my dear fellow," said the doctor, smiling, "the curious thing about that disease is that the victim does not experience the least pain or discomfort."

"I knew it!" gasped the hypochondriac. "My symptoms exactly!"

"They say that a single oyster will lay from one to eight million eggs a year."

"Gosh! Think of the married ones!"

Mrs. Tyrelawn: "Yes, I'm Cornish by birth."

Mrs. Parvenue: "Really? I always thought they were caused by tight boots."

Quack—"These pills I offer you, ladies and gentlemen, are the finest things for making one strong and healthy and increasing one's life."

Voice from crowd—"But what about our forefathers? There were no such pills in their days."

Quack (convincingly) — "I quite agree with you. And where are they now? All dead!"

CLASSIFIED ADVERTISEMENTS

This section is especially provided for Pool members. Advertise here anything you wish to buy, sell, or exchange. The rate is 2c per word for each insertion. Minimum charge for single advertisement, 30c. Cash must accompany order.

In counting the words include name and address. Each group of figures and initials counts as a word. All new advertisements or changes should reach us not later than the 14th of each month.

Livestock

Registered Leicester Ram, \$30. — S.C. White Leghorn Cockerels, \$1.50. Large Toulouse Geese, \$3; Ganders, \$3.50. Mammoth Bronze Turkeys, Toms, \$5.00; Pullets, \$4.00 till Dec. 1st. O. R. Watson, Brookdale, Man. 11-2

Fence Posts

Fence Posts—Tamarac, cedar and willow; slabs, cordwood, stove wood, spruce poles, sawdust. Write for delivered prices. The Northern Cartage Company, Prince Albert, Sask. 10-4

Miscellaneous

Selling—Good Manitoba honey. Six ten pound pails, \$9.00. W. V. Russell, Grandview, Man. 11-3

Cash Buyers Want Farms. Owners write J. Hargrave, 233 Portage Ave., Winnipeg, Man. 11-5

Selling—New Simplex Auto Knitter, 2 lbs. yarn, full instructions, \$45; new Ladies' Side Saddle, \$10; good used Duplex six inch Crusher, \$10. M. S. Anderson, Box 52, Lenore, Man. 11-2

Pure Manitoba Honey—\$8.75 per six 10-lb. pails. Malson St. Joseph, Otterburne, Man. 10-4

Auto, Tractor and General Machine bearings and connecting rods reabbitted. Manitoba Bearing Works, 150 Notre Dame East, Winnipeg. t-f

Snare Wolves—Easy as rabbits with my "surkech" invisible, selflock; swivel snares. 3 for \$1; 25, \$7.50; 50, \$13. Dollar book, "How to Snare Wolves," free with dozen or more. Bill Hoffman, Trapper, Harrowby, Man. 10-3

For Sale—2 Unit Hand Milking Machines (McCartney), first-class condition, cost \$125. Reason for selling, stable not suitable. What offers? Leslie Todd, Greenway, Man. 12-2

For Sale—Pure Bred Turkeys, Toms \$6, hens \$4, also pure breed Rock cockerels from Manitoba approved flocks \$2, and single comb Brown Leghorn cockerels \$1.75, pullets of either \$1.25. W. J. Connell, Box 314, Neepawa, Man. —1

Selling—For \$60, beautiful new Edison Disc Cabinet Phonograph, good as new with 72 selections, cost \$300. T. Plant, Gilbert Plains. —1

Selling—Four horse Witte Gasoline Engine and instruction book, a good buy at \$45. Will consider 1½ horse engine in part trade. T. Plant, Gilbert Plains, Man. —1

For Sale—One Duplex Auto Knitter, cheap, like new. Complete with instruction book. Price \$25. Wm. Zarn, c/o Wilson, Sinclair, Man. —1

Selling out my bred to lay and exhibition R.C. Brown Leghorns, 10 hens, 1 rooster, \$12. 6 S.C. Brown Leghorn hens, \$6. 2 hens, 2 pullets, 1 cockerel Silver Laced Wyandottes, \$7. Three pair pedigreed Chinchilla rabbits, 3 months and over \$6 and \$8 a pair. O. R. Watson, Brookdale, Man. —1

Farm Machinery

AUTO WRECKING CO., LTD., FORT ST.

Used and new auto parts and accessories for any make of car ever built. Complete stock of parts for Ford and Chevrolet cars in brand new stock. New or used axle shafts, gears, bearings, tires, tubes, tops, bodies, magnetos, engines, transmissions, radiators, wheels, springs, rims, etc., etc. Also used parts for Titan, Case, Nelson and Waterloo Boy Tractors. Largest wrecking house in Canada. Save 25 to 80 per cent. on your purchase. Orders given prompt attention.

AUTO WRECKING CO., LTD.
263 TO 273 FORT ST., WINNIPEG.

Used and New Auto Parts for every make of car.

Engines, Magnetos, Gears, Generators, Radiators
Wheels, Tractor Repairs, Used Belting.

CITY AUTO WRECKING CO.
783 MAIN ST., WINNIPEG

CYLINDER GRINDING

A true crank shaft, reground cylinders filled with new pistons and rings make an old engine new.

Modern equipment, long experience, low price.

THORNTON MACHINE CO.
62 PRINCESS ST., WINNIPEG.



Cotton BAGS Jute
Grain Bags Twine
BEMIS BRO. BAG CO.,
WINNIPEG

FOR SALE

Farm Lands in Birtle, Solsgirth and
Foxwarren Districts.
PRATT & LAUMAN,
Birtle, Man.

MILLAR, MACDONALD & CO.

CHARTERED ACCOUNTANTS

460 MAIN STREET
WINNIPEG

AUDITORS TO THE
MANITOBA WHEAT POOL

FREE! FARM AND STOCK ACCOUNT BOOKS

This valuable book was compiled to advertise CARHARTT OVERALLS—the best farmer's overalls in the world. One farmer wrote that he would not take ten dollars for his book. Write for yours to-day.
Hamilton Carhartt Cotton Mills Ltd., Toronto
Over Twenty Thousand Agencies

A BOOST FOR THE POOLS

The "Financial Times" of London, England, in a special article on the growth of the co-operative movement in Canada, in its issue of November 8th, says:—

"Many authorities on Western Canada are giving substantial credit for this prosperous state of affairs on the prairies to the Western Wheat Pool movement, which was received with some misgiving when it was recently inaugurated. The co-operative marketing system has been handled in an eminently sane and progressive manner, and the farmers of the three big grain-growing provinces, who are very strongly represented in the Pool, are unquestionably benefiting from the system. The success of the movement is indicated by the rapidly growing tendency towards co-operative marketing in other lines of agricultural enterprise."

The Vulcan Iron Works

LIMITED
WINNIPEG - MANITOBA

Established 1874

- ELECTRIC STEEL CASTINGS OF ALL KINDS
- MINE CAR WHEELS
- GRAY IRON AND BRASS CASTINGS
- BOLTS, NUTS, RIVETS, WASHERS, ETC.
- BOILERS AND STEEL PLATE WORK
- STEEL TANKS OF EVERY DESCRIPTION
- IRON AND STEEL FORGINGS
- FIRE HYDRANTS
- STRUCTURAL STEEL
- FROGS AND SWITCHES
- ELEVATOR MACHINERY
- VULCAN GLOBE DUMPS
- ORNAMENTAL IRON WORK
- MACHINING OF ALL KINDS

Prompt and Efficient Service

THINGS WE'D LIKE TO HEAR

Fruit Buyer

Alas! I know the apples, sir,
Are filled with much decay,
But I won't ask for a discount—
Full price I'll gladly pay!

Banker

Security we don't demand—
We serve with lightning speed
Come help yourself to our supply—
Here's all the cash you need.

Butcher

Methinks these scales are lying
tools —
Such things will never do.
The weight is short, I am afraid—
Here's an extra pound for you.

Milkman

You're right, dear lady, right you
are—
This milk is mixed with water.
I'll charge you only five a pint—
You keep the other quarter.

Waiter

I am a waiter of renown.
Pancakes I freely flip—
I'm working 'cause I love my
trade—
Don't pay me any tip.
—Citrus Leaves.

The Grain Dealer

The Pool's the thing without a
doubt,
All but the trade can see,
Don't mind the bunk we throw
around,
Just say: "The Pool for me."

POPULAR

Winter Short Courses

—AT—

Manitoba Agricultural College, 1927

WINTER SHORT COURSES

Dairying	January 3rd-April 1st.	Cost \$140.00
Poultry	January 3rd-Jan. 14th.	Cost 18.00
Farm Mechanics	January 3rd-Jan. 7th.	Cost 8.50
Engineering	January 10th-March 4th.	Cost 102.50
Live Stock and Forage Crops	January 17th-Jan. 24th.	Cost 18.00
Beekeeping	January 17th-Jan. 28th.	Cost 18.00
Horticulture	January 31st-Feb. 11th.	Cost 18.00
Clothing	January 31st-Feb. 11th.	Cost 18.00
Marketing and Rural Organization	Feb. 14th-Feb. 25th.	Cost 18.00
Foods and Nutrition	February 14th-Feb. 25th.	Cost 18.00
Rural Women's Short Course	February 14th-Feb. 25th.	Cost 18.00
Cream Graders	April 4th-April 15th.	Cost 18.00

W. C. MCKILLICAN, Dean,
Manitoba Agricultural College.

A circular on any one or all of the above courses may be had on application to the Registrar. The cost is for Board and Tuition.

FISH

Finest quality winter-caught Bright
Silver Herring, 100 lbs. \$4.25
No. 1 quality \$3.90
Mulletts, winter-caught; bright splendid
stock: 100 lbs. \$3.95

Headless dress B.C. Salmon, Atlantic Cod, Soles, Pike and Herring.
60 lbs., \$5.50; 100 lbs. \$8.95

Whitefish or Salmon, Cod, Soles, Finnan Haddie, Pike and Herring,
50 lbs., \$6.00; 100 lbs. \$9.65

Whitefish, Pickerel, Tulibeas, Mulletts and Goldeyes, finest quality,
fresh winter caught, 100 lbs. \$8.25

Mackerel, Salmon, Pike, Mulletts and Herring.
100 lbs. \$8.75

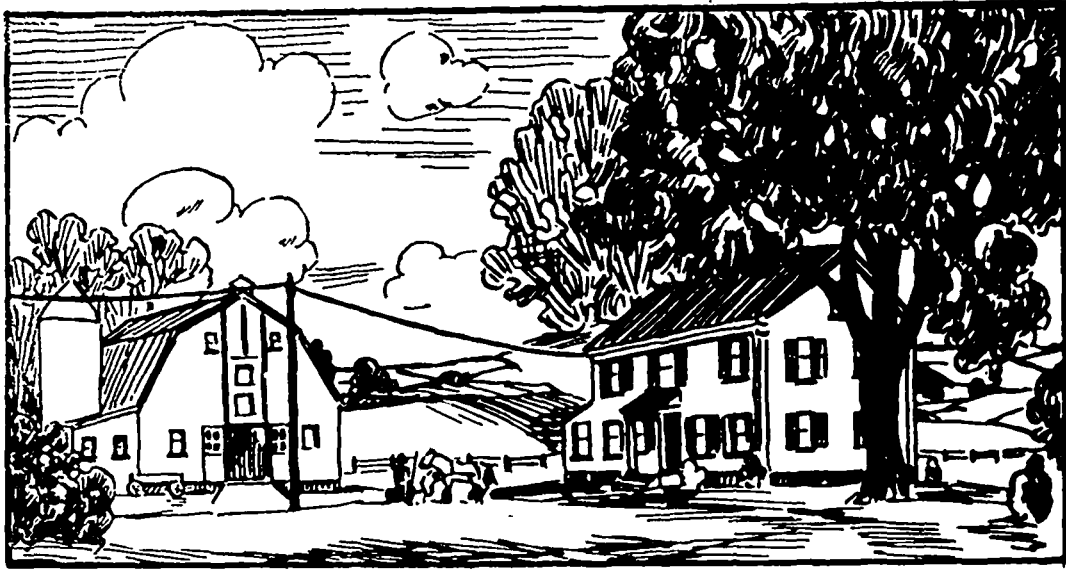
Finnan Haddies, 30 lbs., \$3.65. Bloaters and Kippers, 15 lbs., \$2.25. Smelts,
per lb., 22c. Mackerel, per lb., 13c. Halibut, per lb., 19c. Salmon, per lb., 17c.

Crabs, 30c each. Shrimps, per lb., 45c. Oysters, per gallon, \$4.25.
Special prices on large quantities. Write for prices on any variety of fish.

Order early, as fish is likely to advance. Send cash with order.

FISHERMAN DISTRIBUTORS

413 PORTAGE AVENUE :: :: :: :: WINNIPEG, MAN.



The Telephone and the Farm

A careful survey was made some time ago by a Utility Commission in the U.S.A. for the purpose of fixing the value of telephone service to the average farmer. Here is how it figures out:

As Fire Insurance and Prevention	\$.05
As Accident and Health Insurance .....	.10
As Aid to Advantageous Marketing of Farm Products	.10
Visiting with Friends and Relatives .....	.05
Getting Important News Quick .....	.01
Getting Long Distance Calls and Telegrams More Easily and Promptly .....	.01
Arranging for Extra Help When Needed .....	.03

.35c per day—or
\$127.75 per year.

A News Item you often see in your local paper

A telephone on your farm costs less than a quarter of this amount, \$30.00 per year.

It is your farm hand who stays on the job, ready for work, twenty-four hours every day.

It transforms life on the farm by banishing the loneliness which in the past so discouraged rural population and drove many from wide productive areas into cities and towns.

A telephone on your farm outruns the fastest forest or prairie fire and warns of their approach. It has saved rural communities from untold loss of lives and property by giving ample notice of devastating fire and floods.

Is your farm "Phone Protected" If not, get in touch with your nearest office; they will make any reasonable arrangement for the service.

HOUSE BURNS

Owner Ill From Effects of Fire

Glenboro, Nov. 25. — Overcome by smoke in his efforts to save his home from being destroyed by fire, William Smith who resides in the country 8 miles from here, lies in a critical condition. The occupants of the house were awakened by the smoke. Mrs. Smith and little son succeeded in getting out of the house. When the fire was finally extinguished the house and some surrounding buildings were practically destroyed. There was no telephone connection.

There are 70,000 Telephones in Manitoba

MANITOBA TELEPHONE SYSTEM



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