

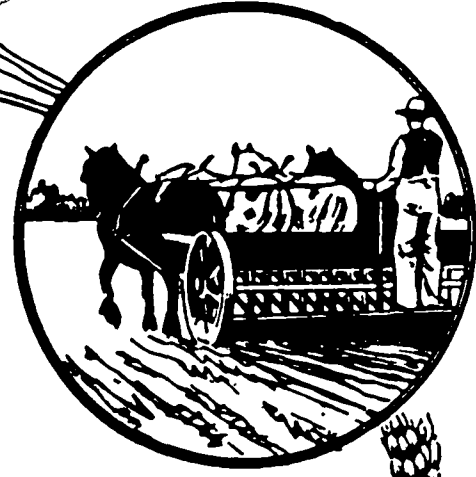
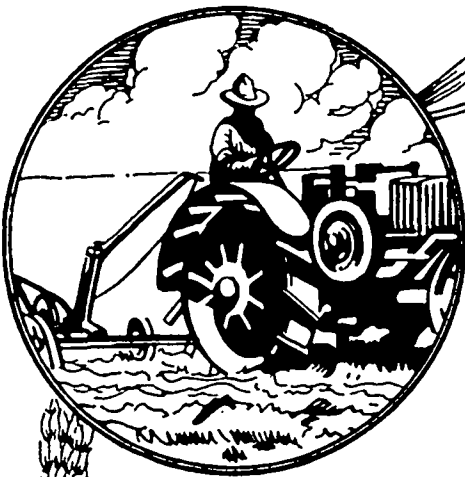
The Scoop & Shovel



VOL. III.

WINNIPEG, MAN., JANUARY, 1927.

No. 1

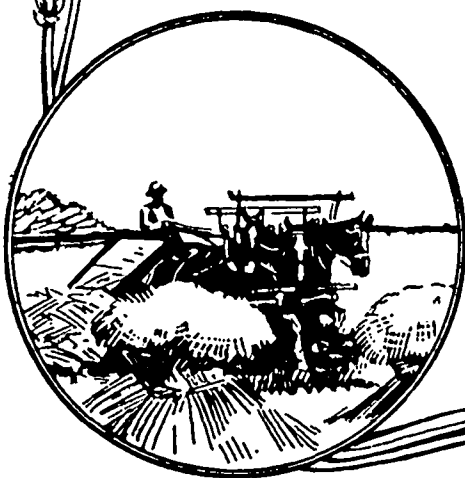


Building a Rural Civilization

WE hear the cry of "back to the land" continually, but for one who goes back a thousand go away. . . . The miracle to be wrought is the creation of rural civilization. Civilization implies some measure of luxury and comfort. It can only be attained when the community is organized and has strength to retain some surplus of wealth beyond what is required for the bare necessities of life. The organized industries, the organized communities are always wresting any surplus from the unorganized. The business mind of the country must be organized to counter the business mind of the town.

The fact is that farmers have allowed the control of their industry to slip out of their hands, and they are squeezed because the organized industry always unloads its burden on the unorganized. If farmers are to retain a surplus of wealth beyond the bare necessities of life, if they are ever to see in the rural districts any of the comforts and luxuries of the city, they must make it their steady, persistent and fundamental policy to work towards complete control over the manufacture and sale of all of the produce of the country-side, its live-stock, its crops, its by-products, and the manufacturing businesses connected with these, so that they can act in their own interests through their own agents in distant markets, and push their produce with the energy of self-interest.

GEORGE W. RUSSELL (A.E.),
Editor The Irish Statesman.



Hon. W. R. Motherwell Sends New Year Message to Manitoba Poolers

The following message from Hon. W. R. Motherwell, minister of agriculture, was broadcasted by the Manitoba Wheat Pool on January 3:—

"I have been asked to prepare for broadcasting in Manitoba a brief expression of my views on co-operative marketing of farm products.

"Probably no subject could be suggested as being more opportune for discussion than this same question of co-operative marketing of farm products. It is a subject, too, that is of ever-growing importance to farmers and to agriculture generally. For, while, as a matter for serious thought and more or less energetic action, as every one in the west at least knows full well, this problem has been commanding the attention of the farmers of Canada to a greater or lesser extent for over fifty years, it is only within the last 25 years that any really appreciable progress has been made.

"Actual necessity, coupled with a very large volume of produce to dispose of, seems to have stimulated western farmers into greater activity in the matter of co-operative marketing than elsewhere in Canada.

"During the past five years co-operative marketing of wheat and other cereals through the prairie pools has become the wonder and admiration of everyone at home and abroad, in sympathy with such self-helping and self-devoting activities.

"It is not necessary to argue or demonstrate that the farmer receives more in the aggregate for his goods by this voluminous, systematic and orderly method of marketing.

"All the average farmer desires is the average net value of his goods and that is what every pool contract-signer is receiving now, minus the worry and anxiety of deciding when best to sell and rushing for early empty cars.

"But while these and other now obvious advantages accrue to the farmer who practices co-operative

marketing wherever practical, its promotion of more friendly and brotherly relations between the big farmer, who pools his better chances and greater advantages (within a few miles of an elevator), with the small farmer 25 to 50 miles remote, is most marked and far-reaching. While co-operative selling of one's own farm products may safely and properly be carried to the limit, experience has shown that buying farm supplies in the same manner, should be indulged in with due caution and reservations.

"With further reference to co-operative selling, Canada fortunately is in the happy position of being such a large producer of certain crops—wheat, for example—as to be largely dominating, and so the competitive efforts of other producing countries such as Ar-

gentina, India, Australia, or even Russia, may be viewed without any very great anxiety as to their outcome since, in normal years at least, Canada is sure of being able to command at least a fair price for her cereals just so long as her present relatively high quality of goods is maintained.

"It behooves all producers, however, to ever bear in mind that upon the action of the individual depends the life of the whole, and any indifference, or, worse still, any mistaken or ambitious idea of the farmer, great or small, that he can reap some personal advantage by withdrawal from co-operation, will ultimately and very certainly lead to disaster.

"In active, persistent, and consistent cohesion lies strength and safety."

Pool Night at U.F.M. Convention

Wednesday night, January 12, was Wheat Pool night at the annual convention of the United Farmers of Manitoba, at Portage la Prairie, and the programme went over with a bang. It was unfortunate that the speakers engaged for the evening, Hon. Mrs. Parlby, of Alberta, and Professor Osborne, of Manitoba University, were both prevented from attending at the last minute through illness. Their places were taken by the president, C. H. Burnell, and R. A. Hoey. Mr. Hoey spoke first and gave an inspiring address, dealing in effective fashion with the attacks of the grain trade and emphasizing both the material and the spiritual advantages to be derived from co-operation. Mr. Burnell spoke of his impressions of Australia; on page 8 of this issue of the Scoop Shovel he summarizes the story for our readers.

The entertainment part of the programme delighted the delegates and visitors immensely. E. S. Russenholt, cartoonist for The Scoop Shovel, created great merriment by his lightning sketches,

this kind of entertainment being quite new to most of the audience. The violin solos of Miss Flora Mathieson, especially the Scotch items, made the audience reluctant to let her go, and Miss Nora Duthie's numbers also captured the audience. As for Sandy Phimester—well, he might have been singing his Scotch humorous songs far into the night if it were not that all things must have an end. One thing was manifest—whether there was a predominance of Scots in the audience or not everybody seemed to thoroughly enjoy the man in the kilts.

With a brief intermission during which the cartoon sketches were put on, the entire programme was broadcasted, and we have received many letters of appreciation from our members out in the country. At the close of the convention "Scotty" Wood, vice-president of the U.F.M., moved a vote of thanks to the Pool and paid high tribute to the artists. The Pool had done its best to please both in education and entertainment, and he congratulated it on its success in both lines.

U.F.O. Co-operative Has Successful Year

With a total profit of \$172,000, the United Farmer of Ontario Co-operative Company have just completed the best year in the history of the organization since 1920, according to the regular annual statement issued at their annual meeting in Toronto on December 14. Of the total profits \$60,000 will be available for a 4 per cent. dividend which is to be declared this season, while \$82,000 has already been paid out in commodity dividends to cream

this season's crop, but we will pay a small patronage dividend to shippers. A good deal of the grain, which was practically all fall wheat, was sold through the Canadian Wheat Pool."

Substantial progress is reported by the livestock department, one of the most important in the organization. The number of cars of stock handled amounted to 6,641 compared with 6,212 a year ago. These were valued at over \$11,000,000 or more than \$1,500,-



The new home of the U.F.O. and U.F.O. Co-operative, corner of George and Duke streets, Toronto. The building is about 100 years old and was built and occupied by the Bank of Upper Canada, which failed in 1866. It is one of the historic landmarks of Toronto.

shippers and \$30,000 to shippers to the Egg Pool.

This dividend is being based on the par value of the stock; figured on the present value, it amounts to several times 4 per cent. Along with the 4 per cent. dividend will be paid another amounting to 3 per cent., which was declared on last year's business and which was held over to save the expense of mailing out a large number of small cheques.

"The total volume of business this year," stated General Manager H. B. Clemes, "will amount to about twenty million dollars, or considerably more than a year ago. We handled a good deal more grain, totalling over 600 cars in all. This was all bought outright, so we had not time to get our wheat pool organized to handle

000 above the 1925 business. The creamery department — better known as the Toronto Creamery — reports the manufacture of three million pounds of butter, or 500,000 pounds over the 1925 figure. Business has also shown a considerable increase at the Wingham Creamery, which is controlled by the co-operative.

The grain, flour and feed department, the egg and poultry department and the seed department were all shown to be doing more business than a year ago. In farm supplies almost 25,000 tons of coal and coke, 2,500,000 pounds of binder twine, 80,000 rods of wire fencing, 50,000 fence posts, as well as large quantities of wire cable, shingles, rope and building material were distributed.

MANITOBA BENEFITS THROUGH CO-OPERATION

The Co-operative Marketing board established by this government is making good progress with the educational work it is carrying on, which is provided for out of the revenue derived from the province's share of the surplus which the Dominion Wheat board had on hand when it went out of existence. Institutes for instruction in co-operative organization and in the different districts of the products of agricultural industry are held in the different districts of the province, in which the special needs of each district are specially dealt with. The growth of the Wheat Pool in membership and in the volume of its transaction is the outstanding development in co-operative marketing and is giving a strong impetus to the conviction throughout the province that with good organization and efficient management such developments will bring to the agricultural producers a larger measure of profit from their work.—Hon. John Bracken, Premier of Manitoba.

CO-OPERATIVE GROWTH IN SASKATCHEWAN

Remarkable as the progress of agriculture and the development which the wealth secured from the soil has made possible, still more remarkable has been the growth of co-operation in the province as applied to agricultural problems of marketing, and in a lesser degree of production. There are two co-operative organizations in process of formation, the livestock and the dairy pools, but the poultry pool is now successfully operating, and in fact matters have come to the point where there are hardly any products of Saskatchewan farms which cannot now be marketed through pools or other co-operative enterprises, owned and controlled by the farmers themselves. During the past years we have seen the purchase of the Saskatchewan Co-operative Elevator company, the largest grain handling concern in the world, by the Saskatchewan Wheat Pool. The latter organization has increased its contract holders to almost 82,000, or more than three-quarters of the wheat growers of the province. Many retailers and other business men

(Continued on Page 5.)

Rebels and Reformers

No. 3. Charles Kingsley, And the Beginning of Christian Socialism

(By R. A. Hoey)

Charles Kingsley, preacher, poet, novelist, professor, pioneer, expounder of natural science, sportsman, sanitarian, housing reformer, farmer, Christian socialist, and co-operator, was born at Holne vicarage, Dartmoor, on the 12th of June, 1819. His father, a clergyman of the established church, traced his ancestors to the race of forest huntsmen founded in the twelfth century by Ranulph de Kingsley, of Vale Royal in Delamere Forest, Cheshire. Charles Kingsley was educated for a time at King's College, London, and later entered Magdalene College, Cambridge, graduating with honors in 1842.

The apostle of muscular Christianity, as Kingsley was called, lived through one of the most stirring periods in world history. The year of his birth was the year of Peterloo. Shelley, at that time absent in Italy, was moved to write his "Masque of Anarchy," with its stirring lines, when reports of Peterloo and the clash between the yeomanry and the rioters reached him. The Combination Laws, Acts of Parliament, hastily passed, making all associations of workmen, such as trade unions illegal, and the joining of such associations a criminal offence, were not repealed until 1824. Byron in 1812 told his fellow members in the House of Lords that he had been in some of the most oppressed provinces of Turkey, "but never under the most despotic of infidel governments did I behold such squalid wretchedness as I have seen since my return to the very heart of a Christian country." Then Thomas Hood sang "The Song of the Shirt." In 1840 Dr. Arnold wrote to Carlyle "the state of society in England was not yet paralleled in history." At the centenary of the Manchester Chamber of Commerce, in 1897, Lord Rosebery recalled that in Manchester about the year 1840 in one district, there were two

thousand families without a bed among them, and eight thousand persons whose weekly income only averaged one and two pence halfpenny—less than thirty cents.

The Factory System

Such was the world in which Kingsley lived. Undoubtedly the main underlying cause of the distress was the readjustment of



CHARLES KINGSLEY,
Co-operator and Christian Socialist.

economic conditions consequent upon the substitution of machinery for the old hand trades. This meant the introduction of the factory system, and the herding of the masses in the towns and cities. It was in fact the first appearance of the big city problem. Peering into the problems that darkened this period, we see Kingsley—an impulsive restless figure—sending piercing shafts into the smug complacency and sluggish conscience that characterized the rapid accumulation of wealth and its attendant inequality of distribution. Kingsley at the outset was consumed with the one idea of battling against the prevalent notions of free competition and laissez faire. He was anxious to let the workers fight their own

battle, but he wanted to see that "they have, as far as we can get at them a clear stage and no favor." And so unlike the mild disputant Holyoake, he rushed headlong and headstrong among his fellows.

Kingsley was genuinely English and shockingly human. An impetuous but courageous man when wrongs were to be righted; valiant and considerate where women were concerned; a helpful father, a good husband, and a devoted pastor. When he saw the children dying in the fever dens of Bermondsey, before they had a glimpse of the beauty that should have been their heritage, he thundered against the profiteering landlords with a fierceness that surpassed the most radical denunciations of his contemporary reformers, and frightened some of his friends.

The Christian Socialists

Chartism that for a time promised so much, came to an end with the monster petition and demonstration of April 10, 1848. In the midst of the blind terror, bitter disappointment, and confusion that followed, Christian Socialism was born. Frederick Dennison Maurice, at that time professor at King's College and chaplain of Lincoln's Inn, with Kingsley, whose acquaintance he had made a short time earlier, in association with a small group that had gathered around them, decided to issue placards and post them throughout the City of London. These placards, written by Kingsley, containing as they did an earnest and sympathetic message to the oppressed workers, constituted the first manifesto of the group of men afterwards to be known as Christian Socialists. The message itself bears the stamp of Carlyle's influence. Carlyle was then in the full vigor of his London experience, and like a Hebrew prophet, was rousing the nation to a sense of its short-

comings. Three years previously Kingsley had said, "The new element is Democracy in Church and State. Waiving the question of its evil or its good, we cannot stop it. Let us Christianize it instead." Maurice at the same time wrote: "Our great desire is to Christianize Socialism." There can be little doubt that co-operation was regarded by both as distinctly socialistic. McCabe in his life of Holyoake states, "the Christian Socialists had as their aim the propagating of co-operation, which was what they chiefly meant by Socialism, while at the same time defending religion." It is well to remember that it was not until 1867 that Karl Marx published his masterpiece, "Capital," and Socialism at that time had not been reduced to its present philosophic system.

Competition

The Corn Laws were repealed in 1846 and the teachings of the Manchester school were accepted as authoritative by practically all classes in England. Kingsley and Maurice quickly detected the evils of laissez faire, or competition, as applied to the London working men and began at once a vigorous protest. "Competition," said Maurice, "is put forward as the law of the universe. That is a lie. The time has come for us to declare that it is a lie by word and deed." Kingsley in his famous pamphlet, "Cheap Clothes and Nasty," sang the praises of competition with all the vigor of his satirical pen: "Sweet competition," he wrote, "Heavenly maid! Nowadays hymned alike by penny-a-liners and philosophers as the ground of society—the only real preserver of the earth! Why not of Heaven too? Perhaps there is competition among the angels, and Gabriel and Raphael have won their rank by doing the maximum of worship on the minimum of grace? We shall know some day. In the meanwhile these are thy works, thy parent of all good. Man eating man, eaten by man, in every variety of degree and method. Why does not some enthusiastic political economist write an epic on the Conservation of Cannibalism?"

Co-operation

The Rochdale co-operative

store was established in 1844. But it is doubtful if Kingsley at the outset had any clear idea of its tendencies and purpose. The Rochdale store dealt only with the problem of distribution. The Christian Socialist plan, on the other hand, was an association of producers in which groups of working men became their own employers and distributed profits in proportion to the labor of each member. The first association of working tailors was formed at London in 1850 with funds advanced by the Christian Socialists. The tailors in a resolution at that time declared that "individual selfishness, as embodied in the competitive system, lies at the root of the evils under which English industry now suffers," and "that the remedy for the evils of competition lies in the brotherly and Christian principle of co-operation." These tailors associations continued for a few years but were finally abandoned. Their failure was a source of keen disappointment to Kingsley who attributed their collapse to the fact that the workers were not educated at that time for such responsibilities. Writing to a friend in Manchester in 1856, he declared that "Co-operation will be the next form of industrial development for production, but it will require two generations of previous training both in morality and drill to make the workman capable of it." But if the Christian Socialists failed in the work they took directly in hand they exercised at least a very powerful influence on the entire co-operative movement. They gave expression to an ideal of brotherliness which reached an ever widening circle through the appeal of its inherent truth.

Kingsley, his health broken by his labors for the emancipation of the masses, died on the 23rd of January, 1875. He is buried in Eversley churchyard, a few yards from the rectory in which his greatest novels, poems, essays, lectures, and sermons were composed. "But the spirit of Kingsley lives on and will continue to permeate this old-world of ours so long as there is a wrong left un-redressed on earth, and a man or woman left to say, I will redress that wrong or spend my life in the attempt."

CO-OPERATIVE GROWTH IN SASKATCHEWAN

(Continued from Page 3.)

have testified to the improved stability of business owing to the policy of the Wheat Pool in distributing payments to the contract holders throughout the year.

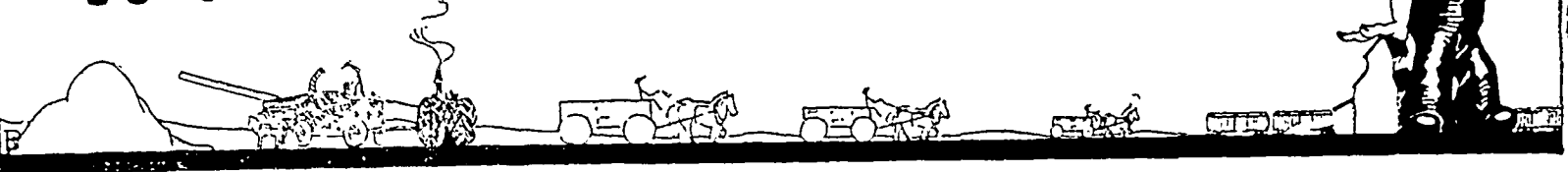
All these encouraging points, however, are enhanced a hundredfold by the very important fact that during the last few years the farmers of the province have been paying their debts, reducing their mortgage indebtedness and generally consolidating their financial position, so that they now have more cash in hand than for many years past.—Hon. J. G. Gardiner, Premier of Saskatchewan.

ANNUAL MEETING OF CO-OP. WOOL GROWERS

For the first time since the Canadian Co-operative Wool Growers, Limited, was organized in 1918 the annual meeting will be held in the west. Lethbridge, the centre of the range wool territory of southern Alberta, has been selected for this purpose, the co-operative having accepted the invitation of the Southern Alberta Sheep Breeders, Limited, which organization is looking after local details of the meeting. As southern Alberta alone contributed over a million and a quarter pounds of wool, or more than ten per cent. of Canada's total clip, a very large gathering of sheepmen from that district is expected. In addition there will be some twenty-five official delegates, directors and officers, from eastern Canada, as well as numerous representatives from Manitoba and Saskatchewan.

This meeting will follow immediately those of the beef cattle, heavy horse, sheep, and swine national breed associations which have been scheduled for Calgary during the spring show, March 28th to March 30th. The Canadian Co-operative will open on March 31st, with the directors' meeting in the morning and regular session in the afternoon. The western directors are largely responsible for the decision of the wool growers to depart from their previous rule of holding the annual meeting at the head office in Toronto.

IN THE GRAIN BIN



By R. M. MAHONEY, Manager

COMMERCIAL TRAVELLERS EXPRESS REGRETS

Undoubtedly most of you noticed in last month's issue of "The Scoop Shovel" an article with reference to the North-West Commercial Travellers' Association, having put out, along with the notice of their annual meeting, propaganda against the Wheat Pool issued by the Northwest Grain Dealers' Association. The annual meeting of the N.W.C.T.A. took this matter up, and a resolution was passed instructing the president of the association to write the manager of each of the three western Pools. The following is the letter received by us:—

Re Grain Dealers' Circular

"The sending of this circular by our secretary in the regular mail of this association to our members, without first consulting the executive committee, was severely criticized at our annual meeting, and the fact sincerely regretted. This finally culminated in a resolution empowering the president to write the manager of each of the western Pools expressing regret that this circular had been enclosed in the association's mail, inasmuch as the circular may be considered to be of a partizan character, and this association desire to assure you and your members that we have never had any intention of taking sides in any controversy, and have no such intention now, or in the future.

"We hope this matter will now be allowed to die, and that this expression of regret will be accepted in the spirit in which it is intended, namely: that of good will and friendship.

"Yours very truly,
(Sgd.) "A. N. DOUPE,
"President."

MANITOBA POOL ELEVATORS

We have again reached the period of organization of Pool elevator associations. From July 1st to December 31st in each year it is our practice to discontinue active organization work, which gives us an opportunity to get the associations which have been organized into operation and to clean up different detail work which must be left until after the big rush of getting acreage signed up has been completed.

In this section today we will deal with the details of the policy (which has been revised to a certain extent since the close of last year's organization period.) Before doing so, we would like to request that any members or parties who are holding

memorandums on the policy, or petition forms, please destroy them and secure new material from the office in Winnipeg. This is absolutely essential, since any work which is carried on on the basis of last year's material will be wasted and the ground covered will have to be gone over again. This is to avoid any misunderstanding on the part of any man who wishes to join up with and support a Pool elevator association.

New Material

We are mailing new material to quite a number of points from which we had requests for information last year and during the past three or four months. In many cases we did not feel that we were justified in following up the files which we had on hand, and if you do not receive material, even though you have previously been in communication with us, it is because we felt you would not be interested in having it at this time. Any members who wish to secure fuller information than is given here can do so by writing us. We have always endeavored to make clear that the office is not trying, and does not wish to force elevators on any districts; we want the members to study the policy which has been formulated by the board of directors, and if they wish to act upon it and are in a position to act upon it, or wish to have any further details on it than they have, they have only to apply to the office for advice and information. It is folly for the members in a district to carry on an active campaign if they know the acreage is not available and the members and farmers who would be called upon to support the elevator are not heartily in favor of working and trying to have one. Careful study of the policy, of local conditions and of the prospects are essential in arriving at a decision as to what will be done.

Local Associations

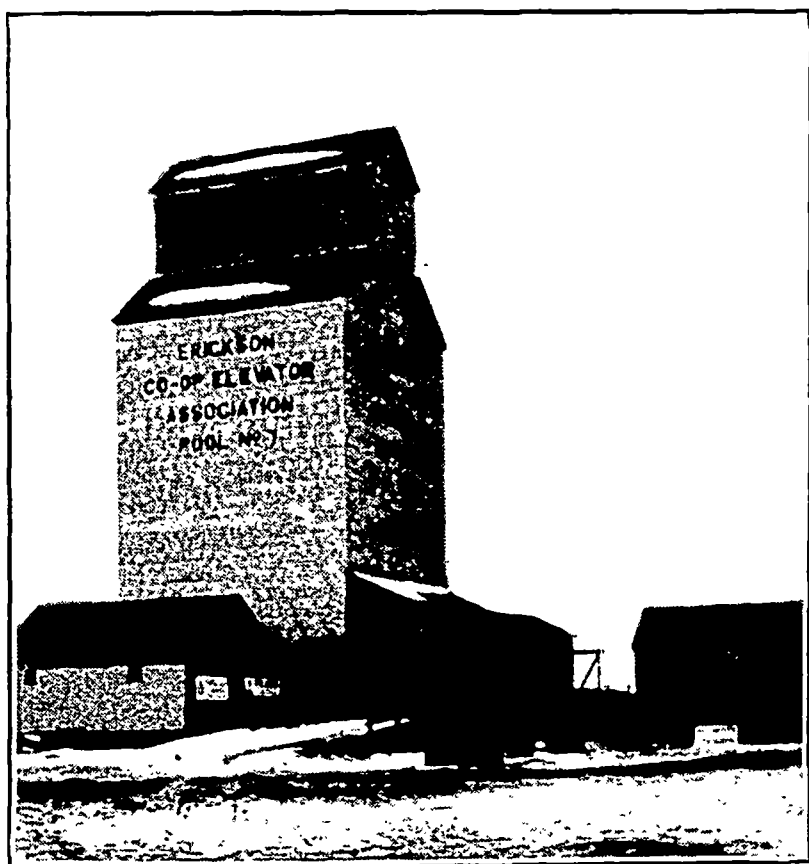
Briefly the Manitoba Pool elevator policy is: If the Pool members and prospective Pool members in any district are desirous of having a Pool elevator and can sign up sufficient acreage for one to be acquired, they form into a local co-operative association, which is registered under The Co-Operative Associations' Act of Manitoba, and which will operate the elevator to be acquired, under the supervision and control of Manitoba Pool Elevators, Limited. Elevators which are acquired by purchase or construction, are leased to the local associations on the terms briefly outlined below:—

- Duration: 5 years—the life of the Pool contracts.
- Payment of an annual sum for depreciation equivalent to 10% of the cost of the elevator and annual rental

equivalent to 7% of the capital investment, less the amount written off annually for depreciation. The sum paid on account of depreciation is applied against the cost of the elevator and when the association has paid to Manitoba Pool Elevator depreciation equivalent to the total capital cost of the elevator and contents, the elevator and contents become the property of the local association and its members. By paying up the balance due, the association may acquire ownership at any time during the lease period.

The association members must pay, in addition to the above, through the charges or cost of handling, all expenses of operating the elevator. These include taxes, insurance, rental of site, agent's salary, head office expense for looking after elevator, organization and operation, gasoline, oil, etc.

All grain put through the elevator must be shipped to the Pool terminals or such destination as may be named by the Pool.



POOL ELEVATOR AT ERICKSON.

Each member of the Association must sign an agreement with the association which provides:—

That he will deliver all of his marketable grain to the elevator controlled by the association during the term of his Pool contracts.

That he will pay to the association his share, reckoned on a bushelage basis, of the cost of operation of the elevator. This cost is outlined in the terms of lease.

He must also sign new contracts (both wheat and coarse grain) with the Pool, effective for five crop years including the one in which he signs the elevator agreement and becomes a member of the association.

Leasing

Where it is possible for Manitoba Pool Elevators Limited to rent a suitable elevator from another company, and re-lease it to the association for operation as it stands, without additional expense, this will be done and the terms of lease will be the same as outlined above, excepting that the rent will be on a straight yearly basis in accordance with the rent paid by Manitoba Pool Elevators Limited to the owners of the elevator, plus expense of operation. If it is necessary to provide additional equipment, such equipment will be covered by an agreement

in the terms of the lease of an elevator owned by Manitoba Pool Elevators Limited.

New Pool contracts will or will not be requested in the case of sub-leased houses as decided, based on conditions surrounding the case in question.

Manitoba Pool Elevators are operated on strictly a non-profit basis.

Acreage Requirements

To lease an elevator at a point where a greater acreage cannot be secured, and where the elevator is adequate to handle the grain and can be secured at a rental in line with the available support: Not less than 4,500 acres.

To build or purchase an elevator at a point where a greater acreage cannot be secured, and where the elevator can be acquired at a cost in line with the available support, such elevator being of capacity, construction and equipment adequate to take care of the grain to be handled: Not less than 7,000 acres.

To build or purchase an elevator suitable to take care of available grain from a district which could not be properly served by a standard small elevator: Not less than 10,000 acres.

To build or purchase an elevator of extraordinary capacity and equipment to take care of available grain from a district producing an extraordinary amount of grain: Acreage to be decided by Manitoba Pool Elevators Limited.

Circumstances in connection with acquisition of any elevator will be considered by the directors and management of Manitoba Pool Elevators, Limited, and final decision as to what may be acquired, in view of the circumstances, will be decided by them and submitted to the local for their acceptance or refusal.

Where suitable elevators can be leased at a reasonable cost, they will be leased in preference to purchasing or constructing elevators, thus eliminating capital expenditure. —T. E. P.

We are too apt to let the mean things of life overgrow the finer nature within us, therefore, it is expedient that at least once a day we read a little poetry, or sing a song, or look at a picture.—Carlyle.

People talk of a change in opinion as if it were a disgrace. To me it is a sign of life. If you are alive, you must change.—Gladstone.

Give up, then, this trying to know all, to embrace all. Learn to limit yourself, to content yourself with some definite thing and some definite work. Dare to be what you are, and learn to resign with a good grace what you are not, and to believe in your own individuality.—Amiel.

Never waste your faculty of receptiveness on things that are not worth remembering and never deem anything worthy of being remembered that you do not mean to use.—J. Stuart Blackie.

The man who insists upon seeing with perfect clearness before he decides, never decides. Accept life, and you must accept regret.—Amiel.

THE SCOOP SHOVEL

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

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COLIN H. BURNELL, President W. G. A. GOURLAY, Vice-Pres. R. M. MAHONEY, Manager
F. W. RANSOM, Secretary T. J. MURRAY, K.C., Solicitor
Directors: S. Gellie, P. F. Bredt, W. G. Weir, C. S. Stevenson, R. F. Chapman.

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“CO-OPERATION—SERVICE AT COST”

WINNIPEG, MANITOBA

JANUARY, 1927

IMPRESSIONS OF AUSTRALIA

Australia had two representatives at the first World's Wheat Pool Conference which was held at St. Paul, in February, last year. These men were so much impressed with the organization of our Canadian Pool and with the necessity of having some closer co-operation between Australia and Canada in the selling of pooled wheat that after their return the four Australian Pools issued an invitation to the Canadian Pools to send delegates to Australia to explain to the Australian farmers and business men the organization and methods of operation of our Wheat Pool.

After due consideration, the central board appointed Mr. H. W. Wood, from Alberta; Mr. Geo. Robertson, from Saskatchewan, and myself for this

work. Our main object was to stimulate Australia to organize a contract pool along lines similar to our own, and thus bring about closer co-operation in selling so that Australia would not be a factor in breaking the market at times and lowering the price which Canadian farmers receive for their wheat.

Mr. Wood and Mr. Robertson went to Australia a month before I was able to



PRES. C. H. BURNELL
Who tells on this page of his impressions of Australia.

go. Mr. Wood addressed meetings in the states of New South Wales and West Australia, and Mr. Robertson in Victoria and South Australia. I landed in Australia a few days before they sailed for home, and arrived home January 10, after a journey of over 26,000 miles. I spent about two weeks in each of the four wheat growing states, addressing meetings of farmers and business men. While in Australia I travelled over 8,000 miles and although the Australians were very kind to me and their country is a delightful one, I am very glad to be back again in good old Manitoba.

I think our mission was very successful and that before long the four states will organize a contract-pool and that we will be able to work together to our mutual advantage.

Conditions in the Commonwealth

Wheat Pool members may be interested to hear something about conditions in the big sister commonwealth which has been one of our big competitors in supplying the world with bread.

Australia is almost as big as the United States, to the south of us. It is divided into five states, each with its own government but linked together under the commonwealth government which also administers the big unorganized territory in the north of their continent. Four of these states, this year, will produce about one hundred and fifty-two million bushels of wheat from about ten million acres, and it is claimed that there are yet two hundred and forty million acres of land capable of growing wheat which could be brought under cultivation. That may be so, but I think the difficulty of getting water would prevent the extension of the wheat belt over much of this area.

The Australian farmer has some distinct advantages over us in the production of wheat: He has an open season the year round, enabling one man to work a very much larger area than in this country. Most of the farmers whom I met had all over a thousand acres of land and many of them several thousands. They use the combined harvester and thresher which gives them a very much cheaper method of harvesting than our weather conditions allow, and they are very much closer to the sea-board than we are, and, in some instances load their wheat directly from the railway car into the ocean vessel. But on the other hand, not having any frost in their ground they are more subject to drouth than we are, and they have to use superphosphate as a fertilizer. This costs them about \$1.25 per acre, but by using it they grow some excellent crops.

Handling Wheat

They also have a very expensive system of handling, their wheat being handled in sacks which costs them about 7c a bushel every year, and their handling charges are in addition to this. The only elevators in Australia are the sixty-six local houses owned by the New South Wales government and operated by them in conjunction with their six million bushel terminal at Sydney.

The Australian wheat crop is sown in April and May and harvest starts in October and runs until the end of December. Their wheat is a hard white winter of which they grow about a hundred differ-

ent varieties, and, having no system of grading, it is all mixed together and sold f. a. q. (fair average quality). In hauling their wheat to the railway they draw some very big loads. I obtained a photo of the record load containing 32 tons net weight, that is, 407 three bushel bags, drawn by 15 horses. Their grain is stored at the sidings in open sheds or in large stacks twenty bags high, and when shipped is loaded into open trucks on the railway.

Their railways are all owned by the states separately except the one crossing the desert, which is owned by the commonwealth government. It is necessary to change train when crossing the state boundaries because the railways are of different guage in each state. South Australia is apparently the only state which is trying to remedy this condition, and they have placed an American railway expert in charge of their lines and are changing to standard guage to conform with the Trans-Australian line.

Farmer's Co-op.

Each of the states have a large farmer's commercial company and most of these have departments for handling machinery, fertilizer, grain sacks, etc., as well as selling the various farm produce, the chief of which is wheat and wool.

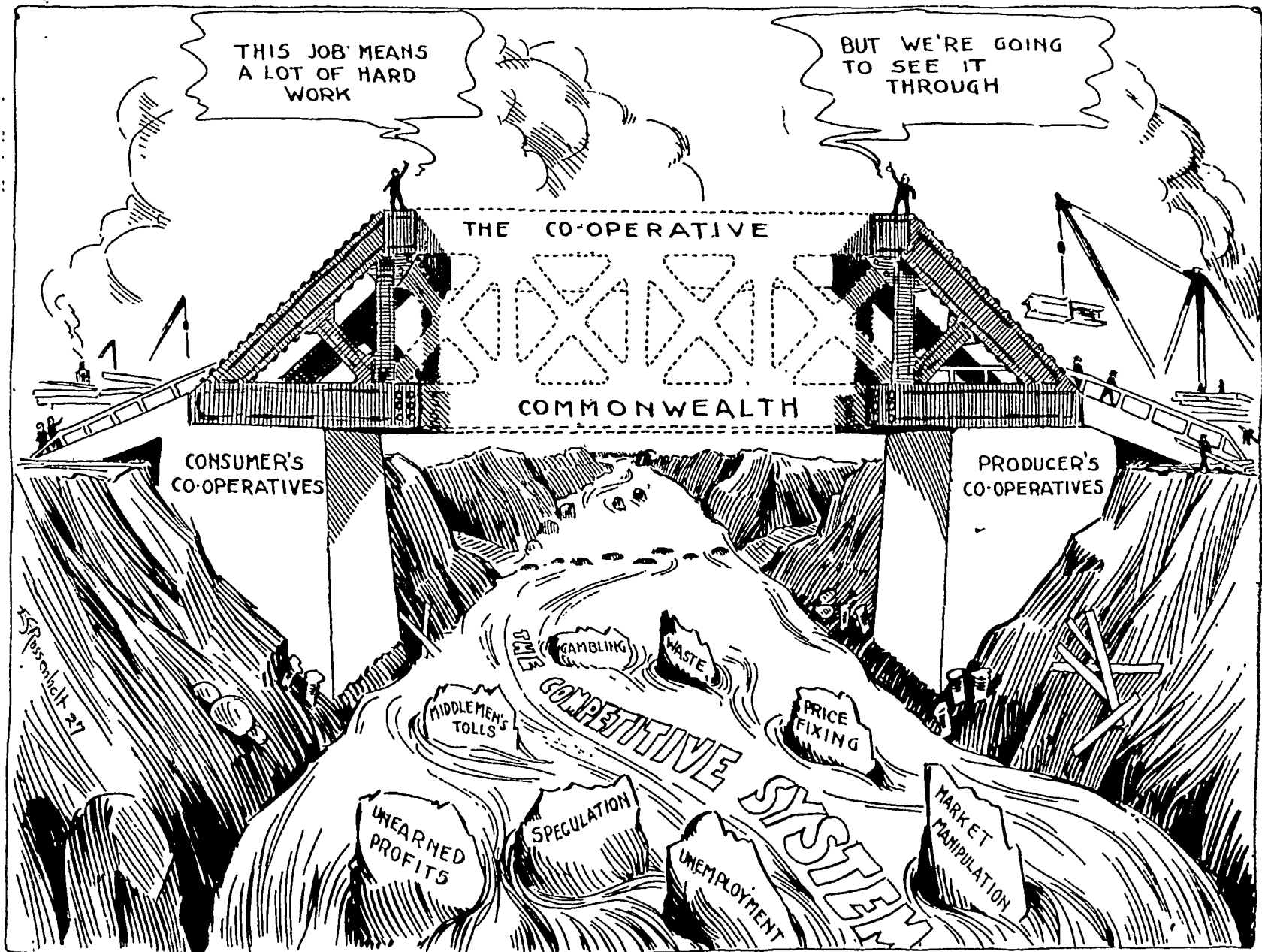
Sheep are kept on most Australian wheat farms. Australia has some eighty-three million sheep in the aggregate and most of them are of very high quality, some very large sums being paid for breeding stock. During the war a very successful wool pool was operated, but afterwards, by propaganda

and by selling their shares to influential farmers in each district, the big private companies handling wool succeeded in drawing away the farmers' support from the pool with the result that it was discontinued.

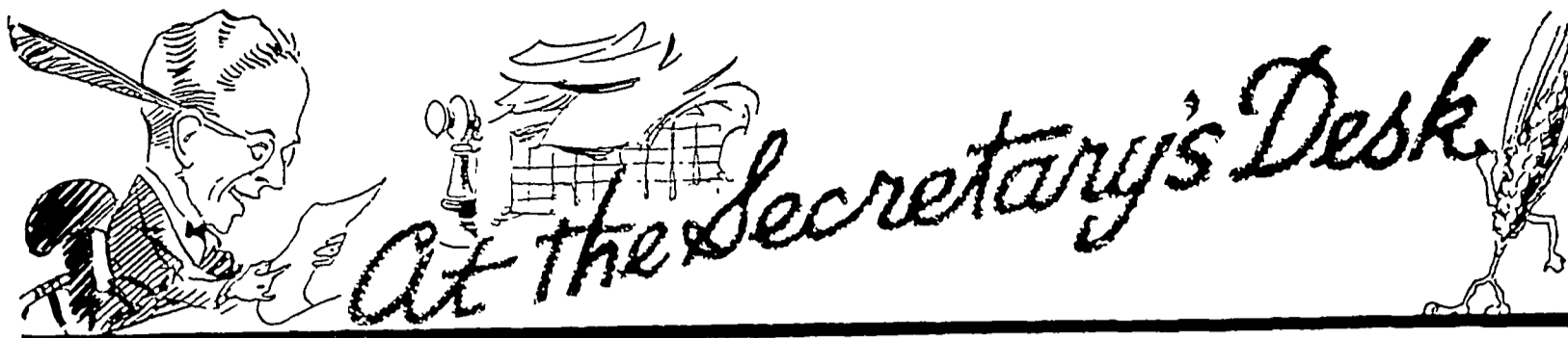
The farmers' companies have all been running pools and have been fairly successful in the sale of the wheat, although they all feel the need of a binding contract for a term of years so that they can make better arrangements for chartering, selling, etc. The farmers have been putting part of their wheat in the pool and selling part on the open market. Their non-pool wheat, of course, depressed the price of their pool wheat.

Western Australia has the most successful farmers' organization over there, mainly for the reason that it is organized with locals and therefore the farmers take a more active interest in the affairs of their company. I visited about two dozen points the last two days I was in that state, and at about half of these the grain trade were receiving no wheat at all and the farmers' organization had great stacks of it piled ready for shipment. At that time they were getting something over eighty per cent. of the wheat delivered in the state. In all the four states officials of the Pools stated that they were already getting direct results from the visit of the Canadian representatives. Australia and Canada combined control 48 per cent. of the world's exportable surplus, and when we get Australia lined up with us we will wield a tremendous influence in the world's wheat market.

—C. H. BURNELL.



THE BRIDGE BUILDERS



By F. W. RANSOM, Secretary

LEST WE FORGET

The Pool man needs to remember what it has cost him in effort and real hard cash to break the dominance of the private grain trade and to get something like a square deal in the marketing of his grain. He should remember the old story of the spider and the fly when he reads the propaganda of the grain trade. He should remember about the days of 30c wheat and the fight for the Grain Act and the loading platform; the refusal to permit co-operative practices in the marketing of grain and the spectacle he had last spring of the trade fighting desperately at Ottawa to retain its privileges. And the trade will be at Ottawa again this next session of parliament and for the same purpose, no matter how much it professes to love the farmer. Private business everywhere and always has adopted the same tactics in opposing co-operation. It simply holds out a bait and waits. The farmers of these western provinces will be mighty sorry if ever they are tempted into even nibbling at the bait.

OUR POOL

Occasionally we get letters from members who speak of the Pool as something separate from themselves. They write as if it was a company formed to make all it could out of the farmers, to exploit them; or as if this office was the Pool, seeking to make all it could out of the grain shipped by the farmers. For instance: "Why do you fellows keep our money so long?" as if we were using it for our own personal ends. The Pool is OUR POOL, and we, the members, own and control it; when we find fault or condemn it we are knocking, not a separate institution, but ourselves. As far as the office is concerned, from the sales-manager down, they are all the employees or hired help of the farmer members and have to do what they direct. The Pool and the office is working for the farmers, in the best interests of the farmers; orderly marketing the grain and instituting a new order of living.

One hundred and thirty thousand farmers are organized co-operatively to sell their own grain, and this we know: We are getting better prices than we ever got before, except during the war. A few listen to the propaganda that is put out by our opponents, and swallow what is told them by those who are only interested in making profit out of the farmers' grain; they are always ready to listen to the enemy and not their own Pool. It is true they are the exceptions, but nevertheless a source of weakness to the movement. To such I would say, "How would you like to go back to the old system of long hours, hard work and debt, and tell

the world that farmers have no confidence in themselves, cannot stick together, with no hope or faith in organization, and turn your whole business over to unnecessary middlemen and profiteers?" Anyone who thinks this Pool movement is going to go through without a big fight is badly mistaken. It is not going to perform any sudden or spectacular miracles; it is a case of slow, steady but sure progress, creating for the farmers of Western Canada a better standard of living. Those who stick to it and work for it will, in time to come, look back on their past actions with a good deal of satisfaction. No one will help the farmers but we, us and company. Farmers, we have got to do it ourselves!

POOL MEETINGS

At the present time we are about half-way through our programme of general meetings for this winter; 223 have already been arranged and 141 held with a total attendance of 6,287. The severe weather during December cut down the attendance to a certain extent, but those meetings held during the last couple of weeks under more favorable conditions resulted in a much better turn out. As a matter of fact several meetings have been held with an attendance ranging from 200 to 250. The purpose of these meetings is to distribute information regarding the Pool system of marketing in all its many details and as a large number of our members are not acquainted as well as might be desired with the functioning of their own organization, we are depending on all to use every effort to secure the maximum attendance comprising everybody in the district. Pool members, non-Pool farmers, ladies and young people, all are welcome.

SEEDS

Financial men in the Dark Tobacco district of Kentucky have produced figures to show that tobacco producers in that region lost nearly ten millions of dollars last year through the fact that competitive selling of tobacco had been resumed, following the collapse of the pool. Efforts are now being made by growers, aided by bankers and business men, to reorganize the pool.

Freight rates, Fort William to Buffalo, 3½c; freight rates, Fort William to Montreal, 12c; Fort William to Montreal by rail, 22c.

Tariff on wheat to Germany, 35c; rye, 30c. Tariff on wheat to U. S. A., 42c.

Canada exports one-third of the world's exportable wheat.

Our "Scoop Shovel" circulation is over 21,000; 19,500 go to Manitoba farmers. It also goes to

Australia, South Africa, New Zealand, India, Great Britain and Russia.

Mr. Sapiro addressed the Nova Scotia Fruit Grower's Association at their sixty-third annual convention, December 7th, and outlined co-operative marketing.

California Fruit Grower's Exchange—the great Citrus Pool of California, marketed 34,083 cars of oranges and grape fruit, and 12,510 cars of lemons which returned to the shippers \$70,744,726.

Sunkist fruit juice extractors numbering 33,600 are sold at cost by the California Fruit Grower's Exchange.

The B. C. Fruit Growers, on a five year contract, handle 65% of the fruit crop of British Columbia, or a total of 4,200 cars, including 2,500 cars of apples.

The Manitoba Wheat Pool has handled already 11% more wheat than at this time last year.

The Saskatchewan Pool has an acreage signed up of 10,502,220, which is 80% of acreage sown to wheat in the province of Saskatchewan.

The Western Retailer (Saskatoon) says: "It stands to reason that the operations of the Wheat Pools will not be unchallenged. Opposing interests are very strong and very powerful in numbers and dollars, but they are not as strong and not so powerful as the farmers combined when they stand four square to protect themselves."

The Nebraska Wheat Grower points out that during September wheat sold higher in Winnipeg than in Minneapolis, despite the duty of 42c a bushel against Canadian wheat going into the United States. The Wheat Grower gives the Canadian Pool credit for the higher price in Canada.

Herman Trelle, of Peace River District, who won first prizes in hard spring wheat and in oats at

the International Chicago show, is a member of the Alberta Wheat Pool.

There was practically no non-Pool wheat in the country after May 1st of last year. Nearly sixty per cent. of the wheat delivered went on the market during 69 days in September, October and November.

A co-operative association is like a bank. You must put something in if you expect to get something worth while out. Put your heart as well as your wheat in the Manitoba Wheat Pool—and watch results.

A contract covering over ten thousand acres has just been signed to the Saskatchewan Wheat Pool by the Jewish Colonization association. During the coming year this organization will operate an acreage amounting to between sixty and seventy thousand acres. Mr. M. E. Ellman, administrator to the association, has informed a representative of the Wheat Pool that it is their intention to sign the new contract during the coming year.

Two main things are required to make co-operative shipping successful. Have a good shipping agent—then support him. The best shipping agent in the world cannot make up for careless or indifferent support. Co-operative shipping needs to be steady and persistent to show what benefits it can bring.

At the U.F.M. convention at Portage la Prairie there was on exhibition, a model of a moveable gate partition for livestock cars, the invention of Mr. O. Freer, superintendent, United Livestock Growers. Arrangements are being made to equip a number of cars with the device for experimental purposes, to give the railway companies a chance to consider the value of the device.



The boys on this side of the picture are: Stanley Hunt (left) and Gerald McLean, of the Kenton Boys' and Girls' Swine Club. They won the provincial championship this year and also the Canadian Pacific Railway silver cup and medals, and earned the free trip to Toronto Royal Winter Fair as guests of the C.P.R.

The boys on this side are Ernest Prichard and Robert Moffat, of the Roland Boys' and Girls' Swine Club. They won the trophy offered by W. D. Robb, vice-president, Canadian National Railways, in competition with teams from other provinces, at the Royal Winter Fair, Toronto, where they were taken as guests of the C.N.R.

The fathers of these four boys are members of the Manitoba Wheat Pool. Co-operation and good training make a good team to carry labor to success.

The Co-operative Marketing Board

Members of the Board:—

Hon. Albert Prefontaine, Chairman.
 R. D. Colquette, Vice-Chairman.
 W. A. Landreth
 F. W. Ransom.
 G. W. Tovell.
 H. C. Grant.
 Geo. Brown.



Secretary:

P. H. Ferguson,

Office: 135 Parliament Buildings.
 Telephone: 840 394.

JUST ABOUT OURSELVES

The beginning of the year, laden as it is with new resolutions, and filled with fresh hopes and desires, seems to be the most appropriate time to introduce ourselves to readers of the "Scoop Shovel."

I think I can say without hesitation that we are glad to take a place in this co-operative family, where the ideals and purposes are for the good of all. I use the metaphor advisedly, because I believe that mutual contact and better understanding is the keystone to success in co-operative marketing.

There are perhaps a great many people in Manitoba who do not know of the existence of The Co-operative Marketing Board, and many others who may be unfamiliar with the details concerned with its formation. I am, therefore, going to devote a little space to the history of the board, so that our readers may know who we are and where we come from.

When the Canada Wheat Board ceased operations in 1920, it was found after all costs were paid that there was a net profit of \$560,000. This money, having been made from the sale of farmer's grain, it was felt that instead of it forming a part of the general revenue, it should be turned over to the provinces that contributed the product. This the Dominion government decided to do, dividing the money on the basis of the subsidy received by the provinces concerned. Manitoba's share of these profits, amounting to \$128,800, was invested by the government of Manitoba in Canadian National 5% bonds, representing securities to the value of \$128,000. At the last session of the legislature, "The Wheat Board Money Trust Act" was passed, creating The Co-operative Marketing Board. Under this act, the members of the board, three to seven in number, are empowered to take title to the bonds and monies and to use the interest as it accumulates for the advancement and encouragement of all branches of co-operative marketing.

Services Offered

The board has two main avenues of service. First, investigational work, giving us the authority to study marketing and marketing organizations in this country and other countries with a view to applying the information so obtained to the solution of our marketing problems in this province. The second line of service is co-operative education. This includes the holding of meetings and short courses,

publishing bulletins and news articles and answering correspondence dealing with marketing and organization work.

Then again, indirect assistance may be given in the form of scholarships. This provision has already been called into use in the granting of \$200 for the establishment of scholarships in economic education at the Manitoba Agricultural College.

Schools of Co-operation

In co-operative education, a new plan is being instituted by the board. I refer to "Schools of Co-operation" at country points. Although schools of this character are not unknown in the United States, it is perhaps the first time that courses of this kind have ever been attempted in this country. This year schools are to be held at the following places: Minto, Virden, Gladstone, Pilot Mound and Deloraine. In the latter case, the course is to be held in connection with the district builders' conference. Dates are now fixed for the following points:—

Virden—January 25th and 26th.

Minto—January 27th and 28th.

Gladstone—February 3rd, 4th, and 5th.

The subjects discussed at these courses were selected by the local committees, therefore the same programme is not followed at each place. Listed below are the subjects and speakers scheduled for the schools as indicated:—

"Co-operative Principles and Practices" (Virden, Minto and Gladstone). P. H. Ferguson, secretary of the board.

"The Marketing of Dairy Products," (Gladstone), Alex McKay, manager of the Manitoba Co-operative Dairies.

"The Marketing of Livestock," (Virden, Minto and Gladstone). P. H. Ferguson, secretary of the board.

"The Marketing of Eggs and Poultry," (Virden and Gladstone). W. A. Landreth and D. W. Storey. Manitoba Co-operative Poultry Marketing Association.

"How Our Grain Crop is Marketed," (Virden, Minto and Gladstone). R. A. Hoey, educational department, Manitoba Wheat Pool.

"Local Marketing Problems and How to Meet them," (Gladstone). P. H. Ferguson, secretary of the board.

"Consumer's Co-operation," (Minto). I. Ingaldson, manager of the Arborg Co-operative Store.

One of the principal objects in holding these schools of co-operation is to interest young men and women of the rural districts in the co-operative movement. While everyone is invited to attend the lectures, a special appeal is made to young people, because it is they upon whom the community must depend for future co-operative leadership.

AGRICULTURAL COLLEGE SHORT COURSES

A short course in marketing and rural organization is to be held at the Manitoba Agricultural College, February 14th to 25th. This course is divided into four parts:—

1. Rural Social Institutions.
2. Marketing of Farm Products.
3. Co-operation.
4. Community Leadership.

The course in marketing will be given by Prof. H. C. Grant, while co-operation will be dealt with by the secretary of this board. These courses consist of the following lectures:—

Marketing:—

Lecture 1.—Mow Markets Developed.

Lecture 2.—Canadian Agriculture and World Markets.

Lecture 3.—Function of Middleman.

Lecture 4.—Marketing Costs.

Lecture 5.—Prices and Price Fixing.

Lecture 6.—Function of Government in Marketing Farm Products.

Lecture 7.—Community Marketing Programme.

Co-operation:—

Lecture 1.—Co-operation, Its Meaning and Purpose.

Lecture 2.—The Possibilities and Limitations of Co-operation.

Lecture 3.—Organization, Methods and Problems.

Lecture 4.—Co-operative Marketing of Livestock.

Lecture 5.—Co-operative Marketing of Dairy Products.

Lecture 6.—Co-operative Marketing of Poultry and Eggs.

Lecture 7.—Co-operative Marketing of Vegetables.

Lecture 8.—Co-operative Marketing of Grain.

Further information in regard to these courses may be obtained upon application to the Agricultural College.

LIVESTOCK MARKETING INVESTIGATION

Since the Co-operative Marketing Board opened up its office, the secretary has devoted the greater part of his time to gathering and assembling information on all phases of co-operative endeavor. But besides giving attention to these general questions, the board authorized the secretary in September last to proceed with an investigation into the marketing of livestock. It was believed that the time had come when this product should be marketed in a more systematic manner and that we would be of the greatest service to the farmers in obtaining and making available the necessary information.

Our investigation has proved to be an extensive one, in addition to making a comprehensive survey of the marketing conditions in Manitoba, we obtained through correspondence facts and figures from other parts of Canada and different sections of the United States. Our study also lead us into Saskatchewan and Alberta, investigating the methods of organization and management of some of the successful associations in those provinces. In the next issue I shall deal with the results of this enquiry.

TUNE IN ON THIS

A radio broadcasting hour, devoted to bringing the farm producer and the worker consumer closer together for their mutual co-operative benefit, is one of the new features of WCFL, the broadcasting station owned and operated by the Chicago Federation of Labor. Every Wednesday night, speakers booked by the Farmer-Labor Exchange, will broadcast from the labor station, telling farmers how they may get a better price for their produce by co-operative selling, trade unionists how they may save by co-operative buying, and both groups how co-operation can advance their mutual interests.

The co-operative radio talks begin at 6.15 p.m. every Wednesday, and may be heard by tuning in on WCFL, 491.5 meters.—All-American Co-operative Commission.

A Reputation We Are Proud Of

From coast to coast International medicinal products enjoy the confidence of, and are held in high esteem by, thousands of livestock owners. This splendid reputation has been won by us after years of hard work, honest and fair dealings and striving to always give users the most reliable and satisfying products.

For 39 years we have been making medicinal preparations for livestock exclusively—this and this only has been our business: all our study, research work and experimentation done by capable Veterinarians, Chemists and experts in livestock management has been directed to one end—to produce preparations that would positively achieve the purpose for which they are intended.

The success of our undertaking and the enviable reputation we have built up is well exemplified by the fact that in practically every township, municipality and parish throughout Canada the name "International" is looked upon as standing for reliability, service and integrity.

International preparations are made with the definite idea of producing results, and within reason they do. With us quality is not an accident, but the result of high intent and sincere effort. 2

INTERNATIONAL STOCK FOOD CO.

LIMITED

TORONTO

CANADA

N.B.—We have recently issued a most interesting and educational booklet on livestock. This booklet covers every phase of livestock care, management, treatment of disease, etc. A copy will be gladly mailed free of charge to any farmer or livestock owner writing in for one.



WHY FARM WOMEN SHOULD BE CO-OPERATORS

(By Miss Agnes Macphail, M.P.)

Agriculture's relative share of the national income is decreasing and is not sufficient to permit farmers to raise their standard of living proportionate with other classes.

In the old days of trading when business was done on a small scale by individuals, the farmer had some chance of making a bargain fair to himself. In this day of highly organized industry, carried on by gigantic corporations, the individual farmer has lost the power to bargain. Farmers are seeking to regain this power by co-operating together in the selling of their product.



MISS AGNES MACPHAIL, M.P., U.F.O. representative for Southeast Grey, and the only woman in the Dominion Parliament.

tunities of the home group.

Farm women can clearly see that by selling wheat, coarse grains and livestock co-operatively the farmer will have more money for home needs. Most unfortunately the farm woman often does not get her just share of the profit, but the greater the yearly return, the greater the amount the woman receives.

The farm woman has a few side-lines. The poultry and dairy products have been the woman's portion always. By selling co-operatively these products over which she has control, the farm woman increases her income, becomes interested in better methods, and learns the philosophy of co-operation.

Co-operation in the selling of farm products will very soon bring about better business, better farming, better living. Farm women are interested in all, but especially in better living. Women have more to do with the moulding of lives than men and are more interested in the living of life than in the making of a living. The making of a living appeals to them chiefly as the means of producing those things which add to the attractiveness of the home, the happiness and oppor-

She feels she is a business woman and she feels independent. Nothing is so humiliating to a woman as to be made to feel dependent for the money she needs to meet the demands of home life. A farm woman needs money to spend as she likes—not have to give an account for every dollar. What man does?

The farm home needs beauty inside and out; musical instruments, music lessons, labor saving devices, books, magazines, radio. Co-operation in selling, with the resultant better methods, will make possible these longed-for things.

Co-operation carries the woman into a wider life where the family circle has enlarged to include all in the same industry—a home colony of united interest! Her life is enlarged, her vision broadened, her sympathy is deepened, and her whole life sweetened and given purpose by the philosophy of co-operation.

If we carry the ideal of co-operation far enough, and are loyal enough, it will create a world in which men and women who do the work and render the services shall determine the conditions under which they work—shall decide those matters of policy upon which their own future and the future of those dependent upon them shall rest.

Half the people of Great Britain are members of some co-operative society. The farmers of Denmark are members of many. The rural people of Norway, Russia and Germany are ardent co-operators. The Pools of western Canada have surprised and delighted the producers of the world. We can truthfully say we have entered the co-operative age.

Our educational, religious and governmental institutions will yet respond to the new spirit. Isn't it thrilling to feel that we have part in the shaping of a new age and that our individual effort counts for so much?

THE FARM WOMAN

(From the Springfield Republican)

A new kind of woman movement is unostentatiously sweeping over the world, from the prairies of Kansas and the cottonfields of Alabama to the vineyards of southern France and the sugar beet fields of Germany. It is the farm woman movement, which crystalized attention in this country last spring when the conference of farm women met at Chicago in March. The lives and futures of some 7,500,000 women and 16,000,000 children were said then to be involved in the United States alone. And their ailment was diagnosed as an "inferiority complex."

Now that same tendency to organize and to consider group problems collectively is said to be making headway in Europe. No inferiority complex

seems to bother European farm women, and they are scrutinizing many subjects, such as sanitation, health and household equipment, education of children and recreational programmes. The United States department of agriculture recently sent a representative to observe conditions among the rural women of Europe. And this observer, Miss Grace Frysinger of the office of co-operative extension work, declares that the movement to organize to promote welfare has already made great advances there, though a comparatively new development. A consequence of social significance that may be stressed is the democratization of great lady and cottager.

It seems as if women in all the world want much the same things, peace, security, and ordered home life, freedom from too monotonous drudgery. Libraries, better movies, bank accounts, better rural schools, labor saving machinery in the home, good medical care, music, better preaching, closer co-operation between farm and town people, and, most of all, recognition of the farm woman's undeniable social and economic utility—these are only a few things that delegates to the Chicago conference declared they wanted. It seems now that European women want them too. The slogan of tomorrow may be, "Women of the world, unite."

What I Would Say to the Man who Says: "Competition is Better for Business (Including Farming) than Co-operation"

PRIZE WINNING LETTER by F. E. SMITH, Swan River

"Competition is better for business than co-operation." How easy it is for the average person to accept that statement as fact. We have always been so used to competition; have seen it in a thousand forms around us, have been reared in its atmosphere. Has this competition to be? Why is it? And is there no alternative? These are questions that have been thought over, and fought over even before our time.

Competition is the life of trade." How often have we heard that phrase, and taken it for granted. Yet is it? It may be answered perhaps both ways with a measure of truth.

Competition is, perhaps, the chief element in the struggle by which individuals, classes, corporations, and interests, endeavor to exist, maintain themselves, expand, acquire, and achieve in the race of life. It means often economic and social warfare. It is expressed by the phrases; "Each against the other," and "Every man for himself and the devil take the hindmost." Is, then, this competition compatible with our civilization of today? Has it been proved necessary; an aid and benefit to business? Or has it been found wanting and been discarded to be supplanted by that something else "co-operation?" Let us examine some instances of competition and their results.

Looking backwards in the history of our own western country, we read of two great companies competing for the fur trade. They engaged in ruinous competition,

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

What reasons would you give for or against the inclusion of the history and philosophy of co-operation in the training course of our school teachers?

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

fighting each other, and destroying each other's property. Neither benefited, presumably, for finally they came together and co-operated. Only recently we read of a "meat war" in England. Rival concerns engaged again in ruinous and destructive competition. The public may have benefited for the time being, but ill results were bound to follow, and we know our own export cattle industry suffered a great deal.

With the advent of our present industrial system, and intensified living, competition became more rife than ever before. Individuals competed against each other in the labor market. The exploiting classes benefited, but the masses were ground down as a result of their competitive efforts. Ultimately, these individuals in most instances got together, and co-operated to sell their labor—organized to obtain bargaining power. Who can deny the uplift the working classes have obtained

for themselves since the advent of unified effort? So too business firms, members of the trades and professions started on the competitive road at first. This led to price-cutting, underselling, and other forms of destructive competition. The parties concerned soon found that the results were largely negative. Now, replacing this system, we find them grouped into associations, guilds, etc., bound by agreements, and rules, made by themselves, and forbidding this former competition, or at least limiting it to legitimate, and constructive competition, exemplified by quality in work and production and service and efficiency. This is the competition which is the life of business. Thus we see that in all branches of business, competition has failed and has been replaced by co-operation.

Now let us turn to agriculture, and see what we find. Here, too, competition has been tried, but with what results? We have only to take note of the country-wide feeling of discontent of recent years with agricultural conditions to know that all is not well. Our position under competition may be likened to that of the industrial workers, who used to compete against each other in the labor market. In our case we are toiling for those to whom we pass on our products, and who condition, and manufacture them, to market them as finished food-stuffs. We never ask for or even have the assurance of receiving

(Continued on Page 31.)



Co-Operative Dairies

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

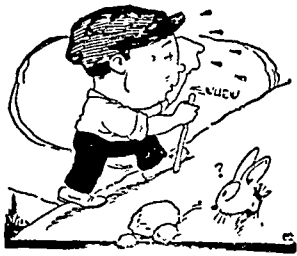
W. R. Wood, Winnipeg
 Chas. Tully, Reaburn.

W. A. Black, Beausejour.
 G. Hildebrandt, Whitemouth
 G. Fjeldsted, Gimli

THE PAST FOUR YEARS

In this the first month of a new year, is a time for looking back, as well as forward. In looking back we may profit by our mistakes as well as our successes, and this encourages us to go on improving by our past experience and to rise to better things in the future.

This is particularly true in regard to co-operative marketing. Let us all go forward with the firm resolve that by working together we will accomplish greater things in the future, than we have ever done in the past. In doing this we will not only be doing that which is best for ourselves but helping the whole community, as the only method of obtaining permanent improvement is by thorough co-operation.



This is one thing that is lacking in a portion at least of our farm population, though they are gradually being convinced by the importance of team work.

Value of Grading

A fine example of team work is to be seen in the very great improvement made in the quality of cream produced in the past four years, since the introduction of the cream grading system. This has been brought about by the very fine spirit of co-operation displayed between our provincial government officials, who were charged with this important duty, and the shipper of cream, and the manufacturer, making a triple alliance. During the past four years this system has put dollars into the pockets of the producers of quality cream, as well as holding out an inducement to the party who ships indifferent quality cream to improve so as to obtain the very most possible for his efforts. To illustrate the improvement for the past four years, or since the grading has been in force, we will here insert the averages for this plant for that period.

	Table	Special	No. 1	No. 2	Off
1923	28.1	10.6	45.1	15.7	.3
1924	32.4	10.0	45.2	12.0	.35
1925	40.8	10.8	36.0	11.5	.3
1926	41.3	11.0	34.7	12.3	.55

You will notice that in the year 1923, the first year of the grading, the percentage of table or sweet cream was very low in relation to the 1926, the year

just closed, it being only 28.1% of the whole volume, but if you will note carefully, there is a steady improvement, up from 28.1% to 32.4% in 1924, then the season of 1925 made the greatest strides of any it going up to 40.8% of the whole volume. During the first part of 1926 the increase in quality was not so marked, though it went on to 41.3%. If you will examine the next grade you will see that the special grade remained fairly constant for each of the years, only increasing from 10.6% to 11% during the four years. The greatest change was made in the No. 1 grade after the first two years, where the improvement appears to be drawn from the No. 2 and off grade, as in 1923 and 1924, so far as No. 1 cream is concerned, the percentage appears to remain constant, but during 1925 there is a big change in the percentage, it going down to 36%.

The Losing Grades

Let us look for a short time on the last two grades. As stated before, they are the ones on which we all lose money, and they are the most difficult portion of our out-put to market. If you will notice that the first year of the grading system appears to have elevated some of those who were guilty of sending No. 2 cream to the creamery, but after that the percentages appear to remain fairly constant, as during the four years experience with good grading the percentage only dropped from 15.7 to 12.3. Who are the people who furnish this No. 2 cream? First it is at times persons who have accidents with their cream, such as fumes from gasolene or oil flavor, or something of this kind. We have experienced considerable trouble from this source. Persons using gasolene engines to separate their cream should be very careful to see that fumes are conducted outside the building where cream is separated, as warm cream is very susceptible to fumes of this kind, or in fact of any kind. Others who occasionally go down into the low grade are persons who do not produce much cream, therefore, hold it too great a length of time before shipping, and very often they have no proper place to cool and care for this product.

Let us set a high standard for the year 1927, both in quality and quantity, and we will have nothing to fear. We would ask each of our shippers to induce his neighbor to join him in helping to swell the volume, and incidentally, to make more profit for himself.

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

I promised last month to say something about the literature on monetary reform, and noticing it, a Pool member, in an interesting letter, which unfortunately is too long for reproduction in The Scoop Shovel, writes warmly on the injury done to Canadian agriculture (he might have said agriculture everywhere) by the policy of deflation followed in 1920, and he hopes that I am not going to "justify a part of a corrupt system which at its best was never more than a makeshift." I am not; neither am I going to try and prove what another Pool member writes, that "the trouble with our financial system seems to be that the wages and salaries put into circulation cannot buy back the goods produced." I am not quite sure what the real trouble is but I am sure there is a real problem involved in our money economy. The problem may be expressed thus: Why is it that the people as consumers are not able to obtain and enjoy all those things which go to the making of the good life, seeing that they are perfectly able and willing to produce them? It has been estimated that the productive capacity of the United States today, properly and efficiently organized, is sufficient to maintain in comfort and the enjoyment of a good life the entire population, with a working day of five or six hours. Yet there are millions in the United States living on below the poverty line. A few thousand farmers in Western Canada can produce enough to feed millions of people and yet—well, why tell the farmers what they know all too well. Obviously there is something wrong; what is it?

There isn't enough money in circulation because the bankers won't let it go, say some. The amount of money expended in production is less than the amount required to purchase the goods because profits are added to the production cost, say others. The accumulation of savings being money withdrawn from consump-

tive power and spent in further production for which there is in the terms of the case a decreasing demand, is the cause of the trouble say others. There is no trouble in that respect, say others, because business is dynamic not static, and the flow of money will be the more rapid as demand increases. It is not the quantity but the amount of work done by money that counts but prices should be stabilized by the establishment of an equation between money and goods by means of index figures.

And so one might go on; there is a wide variation of opinion from the simple inflationist, who believes that more money is all that is wanted to the man who looks over the whole field of the subject, and, while realizing that there is a problem which was not seen by the economists of fifty years ago, confesses that he does not know what the solution is. My business here is simply to suggest some reading on the subject.

First as to the saving and thrift idea. There is J. M. Robertson's *Fallacy of Saving*, and Abbatti's *The Unclaimed Wealth*, and the subject is also treated in some of J. A. Hobson's books. The best recent book is that of Foster and Catching entitled, *Profits*, but this book should follow the reading of the same author's book, *Money*. The Poolak Foundation for Economic Research has offered a prize of \$5,000 for the best reply to *Profits*, and the magazine, *World's Work*, has also offered a prize of \$1,000 for a reply to it. Both books are stimulating reading.

The name of Major Douglas has come to the front in connection with the proposition that disbursements in production are not sufficient to buy back the product. All his books are in the Pool library, his best one being his last, namely *Social Credit*. Another writer who has done his best to upset some accepted economic ideas on this question is Professor

Soddy. His big book, *Wealth, Virtual Wealth and Debt*, is not easy reading, but then the subject itself is not an easy one. Stabilization of prices by the use of index figures is the subject of Irving Fisher's, *Stabilizing the Dollar*.

The beginner should get a simple manual such as Jevons' *Money*, Robertson's *Money*, Leffeldt's *Money*, Bagehot's *Lombard Street* or Hartley Withers' *The Meaning of Money* or his *Bankers and Credit*. The books of Withers and Robertson are used in the courses of study recommended by the British Labor Research Department.

All of the books mentioned are in the Pool library, and if any member wishes to read on any particular phase of the question I will be glad to be of service to him.

free

FINE ART CALENDAR

Appreciative of the enthusiasm with which the farmers of Canada have received my No-Buckle Harness, thereby creating a growing demand which has again compelled me to enlarge my factory, I wish to give every farmer in Canada a fine calendar. It is a beautiful work of art in three colors, the creation of one of the best Canadian artists.

This fine calendar sent free upon receipt of the coupon below. If you desire my big harness catalogue, check it also. Wishing you a prosperous 1927.

Sincerely, James M. Walsh Co.

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Please send me at once without cost

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MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LIMITED

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A. W. Badger, Vice-Pres. D. W. Storey, Sec.-Treas & Mgr.

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MARKETING REPORT 1926

The management of the Manitoba Co-operative Poultry Marketing Association has much pleasure in submitting for your perusal marketing report for 1926.

The purpose of issuing this report is to inform our shareholders, prospective shareholders, and all others interested in co-operative marketing, of the results obtained through a practicable, economical and efficient co-operative marketing system.

A careful study of this report will conclusively prove that co-operation intelligently and efficiently applied to the marketing of poultry products, has

been instrumental in placing poultry production in Manitoba on a profitable basis and establishing another permanent branch of agriculture on many Manitoba farms.

The permanency of this association is assured. It is impossible that the poultry producers of Manitoba who have so ably created one of the most efficient and successful marketing organizations on the continent, could, through disloyalty and lack of interest destroy it. So with mutual confidence and unflinching courage let us continue to build up our association.

Constructive criticism is always welcome.

DRESSED POULTRY REPORT

	1926	1925	1924	1923	1922
No. lbs. marketed net	946,307	653,742	333,240	586,355	116,351
No. of Cars	55	40	19	30	5
No. of Shipping Points	78	54	32	24	9
Prices net to Producers according to grade—					
Special Turkey	38	33	31½	20	35
No. 1 Turkey	35	31	29½	18	34
No. 2 Turkey	30	26	25	14	29
Old Tom Turkey	31	26	25	12	29
Cull Turkey	15	15	15	10	18
Special Milk Fed Chicken	28				
No. 1 Milk Fed Chicken	26				
No. 2 Milk Fed Chicken	22				
Special Grain Fed Chicken	26				
No. 1 Grain Fed Chicken	24	25	25	19	21
No. 2 Grain Fed Chicken	20	23	23	15	19
Cull Chicken	10	15	15	10	15
No. 1 Fowl	21	18	17	14	18
No. 2 Fowl	18	15	15	12	15
No. 1 Duck	21	18	17	14	19
No. 2 Duck	18	15	15	10	17
No. 1 Goose	18	18	17	14	19
No. 2 Goose	15	15	15	10	17

LIVE POULTRY REPORT

	1926	1925	1924	1923
No. of Birds Marketed	19,349	24,350	7,250	4,786
No. of lbs.	85,446	107,346	32,623	21,586
No. of Cars	7	9	2	3
Price per lb. net to Producers	14-12	11½-9½	12-10	13-9
Gross Receipts	\$13,544.04	\$13,247.19	\$4,012.50	\$2,659.42

NOTE—Prices quoted on cull birds only, over 4 lbs. and under 4 lbs.

EGG MARKETING REPORT

	1926	1925	1924
Quantity Eggs Marketed, Dozen	1,242,960	570,258	129,360
No. of Cases	41,432	19,008	4,312
No. of Cars	103	48	11
Egg Stations	5	3	1
Average Price Net to Producers—			
Extras	25½	26¼	21¼
Firsts	23½	24	19¼
Seconds	20	20	14¾
Crax	15	15½	12
Gross Receipt for Eggs	\$336,930.78	\$156,907.48	\$33,452.66

Average prices net to producers previous to establishing Pool 13c-15c.

MEMBERSHIP REPORT

1922, 719; 1923, 2,245; 1924, 3,015; 1925, 5,600; 1926, 7,900.

RUSSIAN CO-OP. MAY COME TO CANADA

A canadian press despatch from Montreal under date January 7, says:—

There is a possibility of a branch being formed in Canada of the Centrosoyos Company of Russia, claimed to be the largest co-operative concern in the world, and representatives of this company, M. J. Poletaeff and C. C. Corneff, of the American branch, are in Montreal at present conducting a survey of existing conditions.

Mr. Poletaeff stated that the turnover of the concern during the past was in excess of \$3,200,000,000, and that, whilst the warehouses and factories were mostly in Moscow and other parts of the Union of Soviet Republics, there were branches all over the world. That in England, he said, was known as Centrosoyos-England, Limited, and there were similar branches in New York, Paris, Berlin, Shanghai, Persia and other places.

"That's why we send money to China," said Mr. Poletaeff, alluding to the branch in Shanghai, "to buy tea and silks through Centrosoyos-China, Limited, and not to spread propaganda."

Centrosoyos, Limited, which owns flour mills, bakeries, soap factories, printing shops, nail factories, clothing factories and warehouses, according to Mr. Poletaeff, have come to Canada for the purpose of purchasing agricultural machinery.

"We buy considerably in America," he concluded. "Much of what we buy comes originally

from Canada. We see where we can save money by buying direct and so we have come to look the situation over."

POOL WHEAT IN THE ORIENT

Japan is a good customer of the Canadian Wheat Pool and so is China.

George McIvor, western sales manager, says the Pool sells six million bushels of wheat a year to Japan and four million bushels to China.

To the average person who always thinks of Japanese and Chinese as strictly rice eaters, the extent of wheat exports from Canada to those countries must come as a surprise.

But the explanation is simple as far as Japan is concerned at least. Wheat is worth one-third the price of rice. That is the whole crux of the situation.

Japan raises wonderful crops of rice, and it is to the advantage of the Cherry Kingdom to sell this high-priced rice in foreign markets and buy wheat for home consumption. This method maintains the balance of trade, a feature much sought after.

It is only within the last six years that Oriental countries have been importing wheat to any great extent. The business is increasing, however, and the Canadian Pool is hopeful of selling more wheat to our neighbors across the Pacific each year. That was the big reason of Mr. McIvor's recent trip to Japan and China.

There are 80,000,000 Japanese and over 450,000,000 Chinese. If only a small percentage of these

people could be weaned from rice to wheat. Canadian wheat farmers need never worry about a market and Alberta farmers, with a fairly short haul to Pacific tide-water would be doubly blessed.—The U. F. A.

SALESMEN WANTED
New Hoof Trimmer and Dehorner



EVERY FARMER NEEDS ONE. No sales experience needed, easy and quick sales assure you a steady income. Sold on 10 days Money Back Guarantee. Price \$7.50 (cash or C.O.D.), postage extra, Man. 35c; Sask. & Ont., 45c; Alta. & Que., 57c; B.C., 69c; C.O.D. fee 15c extra. Write for free complete information.

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301 McIntyre Block, Winnipeg.

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A
"CROWNING GLORY"



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A "CRYING SHAME"?

It is a shame for a girl to have the beautiful effect of her fine features and complexion spoiled by uncared-for hair—and so unnecessary, too, when the remedy for dull, dry, thin and falling hair is so simple. A little care and the easy L-B Treatment will restore, preserve and enhance your "crowning glory."

Get a Bottle of L-B Hair Tonic Today
The guaranteed hair grower—money back if not satisfied. Take no substitute—insist on L-B.

Two Months' Treatment \$1.50
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At Drug and Dept. Stores, or by mail from
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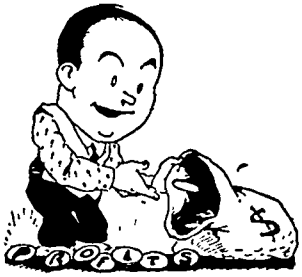


This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

1926 LIVESTOCK MARKETING

The Dominion Government reports for the Winnipeg Stockyards show that the total number of cattle marketed during 1926 was 432,303 and 60,863 calves, as against 458,629 cattle, and 57,123 calves in 1925.

The total number of hogs marketed in Winnipeg was 392,329 as against 486,564 in 1925. Notwithstanding the reduction in receipts which amounted to approximately 23,000 cattle and 94,000 hogs, the valuation of all livestock marketed during the year showed an increase of nearly \$1,000,000. The valuation figures are \$32,047,000 for 1926, compared with \$31,103,000 in 1925, and \$21,722,000 in 1924. Out of



Better Returns

a total of 107,000 stockers and feeders received, 45,690 head were shipped to Ontario, which was a reduction of about 10,000 from the previous year. The United States market took about 41,000 head, or 38.4% of the total receipts as compared with 34.4% for the year 1925. The return of stockers and feeders to Manitoba points amounted to 17,365, or practically 1,000 more than in 1925. Practically the same number of butcher steers of all grades was marketed as in the previous year, while butcher heifers and cows were some 7,000 fewer in number, and canners and cutters some 3,000 fewer than the previous year.

Manitoba contributed 28.9% of the total cattle receipts as compared with 24.1% in 1925, and 23% in 1924. Manitoba's percentage of the entire hog run was 48.2% as against 43% last year. It is interesting to note that the high point for the hog market last January was \$13.10 for thick smooths, and the high level for the year was reached in June at \$15.00. From that point there was a gradual decline until the end of November when thick smooths sold at the lowest point in the year at \$9.75.

Sheep and lambs marketed during 1926 was 55,850 as against 36,600 during the previous year.

HOG PRICES

The level of hog prices at Winnipeg lately has been close to the \$10.00 market for thick smooths, and \$11.00 for select bacon hogs. While this is considerably lower than the \$15.00 price that prevailed for a short time during the summer, it is higher than the price which for a time it was an-

anticipated might prevail at this period. One factor making for strength in our hog prices has been the comparatively small marketing of hogs in the United States. This has resulted in top hog prices at Chicago being at, and above the \$12.00 level recently. For a considerable time now the price of corn in the United States has been comparatively low, and the price of hogs comparatively high, a situation which usually leads to a rapid expansion in hog production. Various conditions, however, have interfered with such expansion, including unfavorable weather. Hog cholera too has re-appeared in the United States to a large extent, and in many districts its ravages have been quite severe. Owing to several years of freedom from this disease producers had largely abandoned their former practice of vaccinating their hogs against cholera, and the losses have been much greater on that account.

TO PROTECT CO-OPERATIVE LIVESTOCK SELLING

It has long been the contention of United Livestock Growers that the Dominion Livestock and Livestock Products Act in the various regulations made by the government and by the livestock exchanges did not make satisfactory provision for the co-operative marketing of livestock. The matter was brought to a head last May by a dispute between the United Livestock Growers and the Calgary Livestock Exchange. As a result of that incident the Department of Agriculture at Ottawa undertook to bring before parliament the necessary changes in the law. The matter has been carefully studied for several months, and as the result, United Livestock Growers have now forwarded to the minister a lengthy memorandum outlining changes that it is desirable to have made in the law in order to make satisfactory provision for the protection of producers, and for co-operative livestock marketing. The department of agriculture has called a conference, which will be held in Regina during the month of February, for the consideration of this matter, and various organizations of producers, and other livestock interests have been invited to send representatives.

An outline of the U.L.G. recommendations was submitted to the U.F.M. convention at Portage la Prairie, and was endorsed by them. It is also to be put before the U.F.A. convention at Edmonton.

It is hoped that the matter can be lined up, so that the required changes in the act can be submitted to the forthcoming session of parliament.

What Our Members Are Saying

Just been reading The Scoop Shovel (even if it is crazy as one guy says. But I am sure the guy is crazy or worse.) It is always interesting and contains much useful information. Robert Owen is good; keep up the good work.

A. A. Pearson, Minitonas.

Received cheque for difference on my original cash ticket. I thank you for your prompt action of seeing into the mistake. I sure admire your honest and straightforward way of doing business. Wishing the Pool every success.

Geo. S. Millar, Durban, Man.

I may say I am only a homesteader and a new member of the Pool, but I am very well pleased with the way things are run, also the services rendered and the spirit they go at things with. Everything seems to be going lovely, even down to the Scoop Shovel, which, I think, is a strong arm of the organization. It counteracts the many things written about the Pool by our would-be helper—the Grain Trade. I will close, wishing you all a Merry Xmas and a Bright and Prosperous New Year.

Wm. Clark Shortdale.

Re car of flax No. 405818: I wish to thank you myself and also on behalf of the others that loaded with me. We were highly pleased with the returns which we received on the 12th inst. While we were not complaining very much about the 6% dockage, when the returns came and the dockage cut in half, we were thoroughly satisfied. I honestly believe if it hadn't been for your efforts it would not have happened.

I had to write and thank you for the efforts you are making to protect the Pool members. More power to you.

Wm. Leslie, Graysville.

I heard very favorable comments on the Pool establishing a library for service to members when I met with the local committee at Gilbert Plains.

Fieldman W. L. Watt.

After two years experience with the Pool, my advice to all farmers is: Keep out of the Pool. The past year I have taken a great deal less for my grain than I could have got on the open market as well as having to wait very late for the final returns on wheat.

E. L. Vandecar,
Angusville, Man.

[How easy it is to look back over a year's market fluctuations and say: "Gee, I could have got —!" What a world this would be if we all knew just what was going to happen tomorrow and the day after. Did Mr. Vandecar know last October what he "could have got" the following May? Did anybody?—Editor.]

This makes the second adjustment you have made for me on that unfortunate car, I thank you with both hands up, for rebate on freight and now rebate through loss of grades caused by railway company.

Geo. B. Kelly, Rivers.

A member writes, after giving instructions for payments to a mortgage company: "Thank God there is a Pool or the interest wouldn't be paid this year."

I know we would not be getting such good prices on grain if we had no Pool to help us.

C. R. Smith, Methven.

My, oh my, how my husband and I laughed about "that crazy paper called The Scoop Shovel." We think it is blossoming out into a really excellent periodical, particularly for co-operative shippers. So far we haven't tried lighting the fire with it so cannot speak on its merits or demerits in that direction. I know that friends of mine in the old country, who are receiving it regularly, frequently tell me how much they appreciate it and the amount of information they are getting from it. I am forwarding ours as well when we are through with them.

Cecilia L. Hill, Chaddesley Farm,
Haywood.

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.

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\$40.

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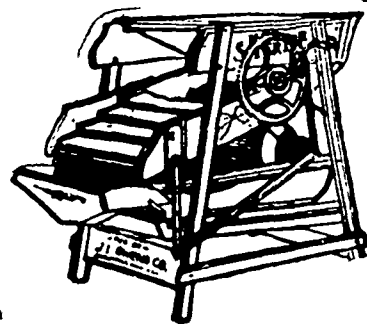
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This brand new
24-in. 35 bushel
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on this exceptional
Bargain.
Order from this
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DON'T FORGET TO
MENTION
THE SCOOP SHOVEL

Lifting the Farm Burden

Mrs. Anna Dickie Olesen, who has gained a national reputation in the United States as a student, thinker and social reformer, who stands high in the council of the Democratic party, and who recently ran for the United States Senate and came near winning, has written a letter on co-operation to several United States' magazines. In this letter Mrs. Olesen says:—

"Being a woman, I am more interested in farm relief from a humanitarian standpoint than merely from a material standpoint. I remember my mother bent and broken before her time working against the awful odds she and father encountered to keep the mortgage from taking the farm. Child though I was, the horror seemed ever with me that we should lose our farm through the mortgage. Other farmers' wives struggle today with the same burden—which wearied my mother. For the sake of the women and children on our Minnesota farms—we should encourage every legal act and every organization which enforces that legal enactment which aids farmers to sell co-operatively, helping lift the burden of poverty from our rural homes.

"This summer I visited Europe, and among other countries Denmark, my husband's native land. My husband had recounted to me for twenty years the heart-breaking tales of poverty he and his people endured in Denmark. We went to his old farm home—owned by a man who had purchased it years ago. I asked before we arrived that we make our stay short, for I could see ourselves being hungry in a two days' stay. The farmer met us in a Ford car, took us to a beautiful country home with a lovely garden and beautiful flowers. In the home was a piano, rugs, pictures, silver and luscious, rich food. My husband could not believe his eyes; he was not prepared for such change in thirty years. The question was how had the change been brought about. The answer was that Denmark led the world in co-operative marketing of every product raised on the farm or bought for the farm. That is the

reason why Denmark, of all the nations in Europe, is prosperous and contented; co-operative marketing led them from poverty to wealth.

"If we could sell the idea of co-operative marketing to our peo-

ple, much of the present burden would be lifted from agriculture. Co-operative marketing is medicine for our economic ills. Let us hope before it is too late that farmers everywhere may awake to the efficacy of co-operative marketing."

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



WHEN SENDING MONEY ORDERS

When you have occasion to send Money Orders they may be obtained readily at any branch of the Bank of Montreal.

BANK OF MONTREAL

Established 1817

TOTAL ASSETS IN EXCESS OF \$750,000,000

COURT SAYS POOL GOT BETTER PRICES

On November 30 last, the U.S. Federal District Court, at Louisville, Kentucky, refused the application of 20 members of the Dark Tobacco Growers' Co-operative Association, for a receiver therefor, but enjoined the association from using its assets for the payment of obligations of its subsidiary warehousing corporations.

This is another stage in the internal dissension which has wrecked the Dark Tobacco Pool, but in giving judgment the judge made some remarks which indicate how much these tobacco growers are losing through their failure to support loyally their Pool.

"The court feels that he should not conclude without voicing the hope that the present unhappy controversy will not mark the end of co-operative marketing in the Black Patch. The court is satisfied that but for the co-operative handling of crops in 1922, 1923 and 1924, the growers in and out of the Pool would have realized much less for their tobacco than they have already received, if the members never get another penny out of those crops.

The plan appears sound, and with proper co-operation it should succeed. Along these lines the farmers must work out their own salvation, and if the experiences gained through the last four years serve no other purpose than to point the way to a more perfect co-operation in the future, the labor of those who have given so unselfishly of their time and means to make the co-operative marketing of tobacco a success will not have been in vain."

POOL ELEVATOR IS DOING GOOD BUSINESS

Since the Wheat Pool's elevator at Prince Rupert, B.C., opened for business on October 17, over two million bushels of Pool grain have been exported through it. At this time (January 15), twelve vessels have loaded at the Pool elevator, ten of which have been for Great Britain and two for the Orient.

Made to Separate Wild Oats



BULL DOG

Model A. Capacity 15 Bushels Per Hour.

Twin City Separator Co. Ltd.
WINNIPEG, MAN.

from Barley and **DOES IT!**

This is not a Fanning Mill but a special machine for taking Wild Oats out of Tame Oats, Wheat and Barley—and does it perfectly.

Made in 3 Sizes
Capacities 15--60 Bushels Per Hour

We absolutely guarantee this machine to clean the worst sample thoroughly and give you CLEAN GRADED SEED. Mustard and Wild Oats disappear as if by magic.

Write Dept. 10 for full information tonight. You'll be astonished at its low price.

Here At Last!

THE FAMOUS WHITE CAP WASHER

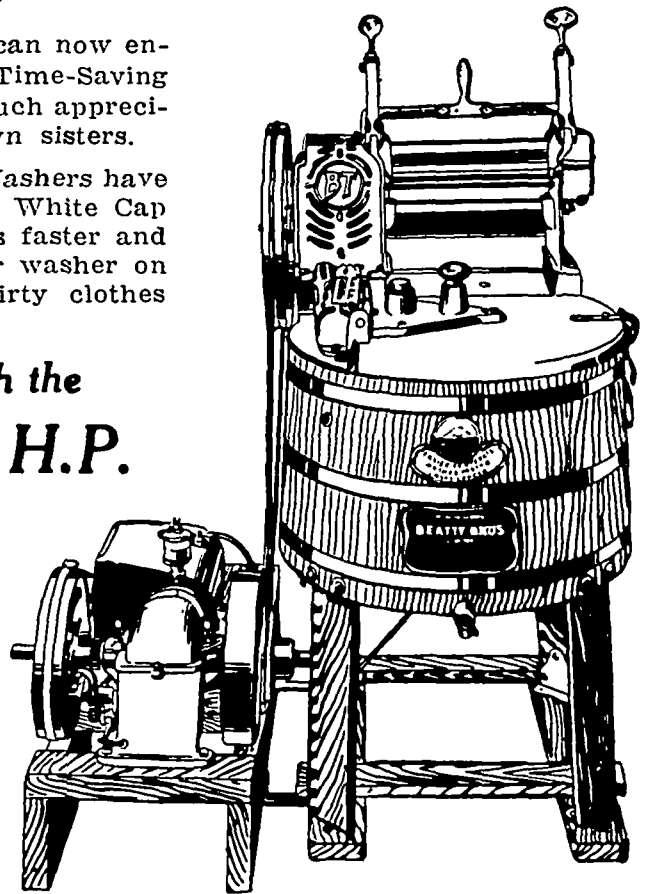
Equipped with Engine Power

The women of the farm can now enjoy this Labor and Time-Saving Washer that has been so much appreciated by their city and town sisters.

Over 20,000 White Cap Washers have been sold in Canada. The White Cap is easier to operate, washes faster and lasts longer than any other washer on the market. It washes dirty clothes clean.

It is Equipped with the
BEATTY 1 H.P.
FAN-COOLED ENGINE

Will run for 28 hours on a gallon of gasoline. The most economical 1 h.p. engine made. Guaranteed for rating. Strong; nothing to go wrong. Also operates the cream separator, pump, fanning mill or any job within its power rating.



Write---Now---for Prices and Terms

Beatty
BROS LIMITED

Winnipeg, Man.

SPEND

THE WINTER

Sightseeing

On the

Pacific CoastAt—VANCOUVER
VICTORIA

“Canada’s Evergreen
Playground”



Fine Motor Roads—
Golf and other Outdoor
Sports to Enjoy

**LOW
Excursion
FARES***Tickets on Sale*Jan. 20 and 25
Feb. 1 and 8*Return Limit*

April 15th, 1927



A Choice of
Two Daily Trains

Via the



Have the
ticket agent
tell you more
about this
Wonder Winter
Trip

MENTION THE SCOOP SHOVEL

Co-operation at Home and Abroad**SASK. POULTRY POOL
ANNOUNCES FINAL
PAYMENTS**

Announcement of the final payments on the Christmas Poultry Pool, in which 26 carloads of dressed birds were handled, yielding returns totalling \$143,803.18 to the producers, were announced by the Saskatchewan Poultry Pool on January 6 following the meeting of the directors.

Payments were made on the following basis:—

Turkeys—Specials, 35c a lb.;
No. 1, 32c; No. 2, 26c.

Chickens—Specials, 23c a lb.;
No. 1, 21c; No. 2 17c.

Fowl—No. 1, 18c; No. 2, 14c.

Ducks—No. 1, 18c; No. 2, 15c.

Geese—No. 1, 16c; No. 2, 11c.

Ralph Brighty, general manager of the Pool, pointed out that all shipments were made at flat rates on a quality basis, light birds being paid for at the same rate as heavy birds, if they had the necessary quality and finish.

A large percentage of the birds shipped in the Pool graded special and No. 1. Mr. Brighty attributed this to proper feeding and killing, and pointed out that the provincial department of agriculture did considerable educational work throughout the province in demonstrating proper methods of killing and dressing. “This undoubtedly resulted in the producers who took advantage of this educational work, getting bigger returns than they would otherwise have secured,” added Mr. Brighty. “The satisfactory prices obtained in the 1926 Poultry Pool will have its effect on the growth of the poultry industry in the province, several districts waking up to the possibilities of the industry.”

**GOOD YEAR FOR INDIANA
WHEAT POOL**

The report of the secretary-treasurer of the Central States Soft Wheat Growers’ Association, Indianapolis, for its second year of activity was issued in November. This association was formed early in the year 1924 under the name of the Indiana Wheat Growers’ Association, and was

incorporated July 2, 1924. It received 1,524,250 bushels of wheat of the 1924 crop which was sold for \$2,377,475. Approximately 6,800 members were served the first season. The second year 3,157,000 bushels of wheat were received from 18,000 members.

As wheat growers in Illinois and Ohio had joined the association for the purpose of securing marketing service the name was changed in July of 1926 to the Central States Soft Wheat Growers’ Association.

About 19,000 growers are now members of the association. Up to November these members had delivered 3,826,000 bushels of wheat of the 1926 crop to their marketing organization. At the present time more than 900 country elevators are co-operating with the association in the receiving and forwarding of grain. The association has under lease a new million-bushel storage elevator in Indianapolis with an option to purchase at original cost at the expiration of three years. In addition the association has arrangements for storage space in Cincinnati, Evansville, Nashville and Terre Haute.

Among the benefits claimed for the association by the management are: (1) Decreased handling charges; (2) settlement with members on the basis of grade of wheat produced; (3) direct selling to mills; (4) stimulation of interest in soft wheat, and (5) control of terminal elevator facilities by farmers.

**POOL STOCKYARDS AT
LETHBRIDGE**

Lethbridge, Pincher Creek and Cardson Co-operative Livestock Pools have amalgamated, and on January 1 they established Lethbridge as stockyards and sales centre, with W. C. McKenzie as manager. The tri-pool combination will form an integral part of the Alberta Livestock Pool. Stockyard accommodation sufficient to handle the Pool’s business will be constructed at Lethbridge.

POOL AND PROSPERITY

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 sys-

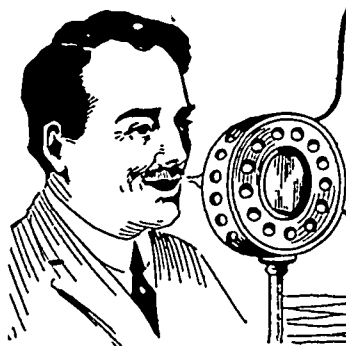
tem has been handled in an eminently sane and progressive manner, and the farmers of the three big-grain-growing provinces, who are very strongly represented in the Pool, are unquestionably benefiting from the system. The success of the movement is indicated by the rapidly growing tendency towards co-operative

marketing in other lines of agricultural enterprise. — Financial Times, London.

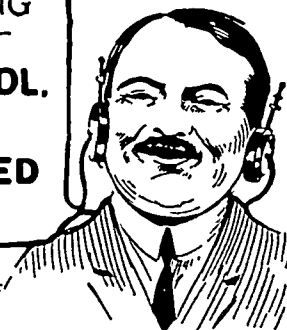
DEMONSTRATE your loyalty to the Scoop Shovel and the Pool. When answering advertisements say: "I saw your ad in the Scoop Shovel," and you will help us to help the Pool.

PUZZLE Who Won the Movie Channel Swim? WIN
New 1927 Chevrolet Coach \$1800⁰⁰ IN PRIZES

WHO ARE THEY?



THIS IS STATION BWLG BROADCASTING RESULT OF MOVIE CHANNEL SWIM -
 1. BLAME DYL GAME, 2. VOICE FOR RENDL,
 3. SILLI SWOON, 4. SHALL I GILIN
 5. NAN GROWS O SAIL, 6. BEES LAIN BED
 7. PEARL GO IN



THE PUZZLE

Twenty-two popular moving picture stars are supposed, recently, to have swam in a race across the English Channel. Their names are printed below. The results of the race were broadcast by Radio Station BWLG, but the operator, to have some fun and keep the thousands of interested listening fans in suspense, announced the names of the first seven to finish jumbled up. For instance, he gave number 5 as "Nan grows o sail" instead of Gloria Swanson, and offered big prizes to those who could correctly name the first seven he announced. In the picture above you see him announcing the names in ridiculous fashion. If you can put the letters of each name back in their right places you will have the names of the first seven whose pictures are shown to the left in the order in which they finished. Find their names and send them in to compete for the big prizes.

SOLVE IT AND WIN FIRST PRIZE

If you are clever enough to solve this fascinating puzzle you have opened the way to being declared first prize winner. If your solution is successful in winning 175 points, the maximum for being correct, we will write you and show you how first prize can easily be won. Be neat and careful. Comply with rules.

WHY THIS CONTEST IS RUN

This is an advertising contest. We want to make you and your friends acquainted with wonderful Sterling Hosiery, made in all the better grades of pure silk, silk and wool, and pure wool for the whole family; and sold direct to you through a chain of Sterling Stores, and personal service direct to the home. We will write and tell you of a wonderful plan to save you money on your hosiery requirements. At the same time we will ask you to allow us to send you a few sample pairs to examine and show a few friends who will be glad to join you in saving money too.

SEND NO MONEY

Costs Nothing to Compete

There is no entrance fee, nor do you have to spend your money to compete and win the highest prizes. This is not a sales contest for the biggest sales. Everybody's opportunity is equal.

PRIZES

- FIRST - - Chevrolet Coach - Value \$910.00**
- 2nd.....Cash \$150.00
- 3rd.....Cash \$100.00
- 4th.....Cash \$75.00
- 5th.....Cash \$50.00
- 6th.....Cash \$25.00
- 7th.....Cash \$15.00
- 8th to 12th.....\$5.00 each

Money to pay the above prizes in full is on deposit in trust with the Canadian Bank of Commerce, Wallace & Lansdowne Ave., Toronto.

FOLLOW THESE SIMPLE RULES

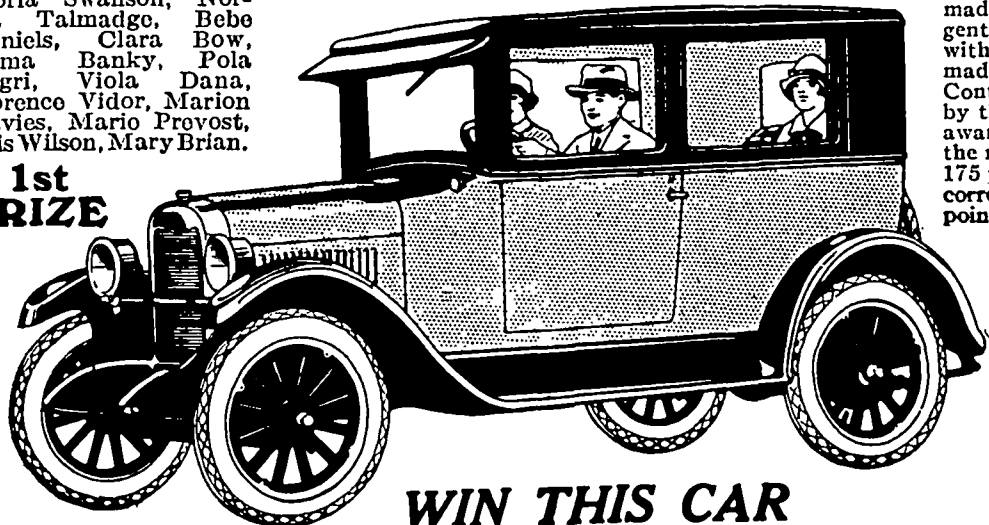
1. Write answers in pen and ink on one side of the paper only. Put name and address and name of this paper in upper right hand corner, stating whether Mr., Mrs., or Miss. Put anything else on separate sheet. Don't send fancy, drawn or typewritten entries. 2. Contestants must be 15 years or over. Employees of this company, their friends and relatives are forbidden to enter. 3. Final awards will be made by a committee of 3 Toronto gentlemen having no connection with the firm. Their names will be made known to all contestants. Contestants must agree to abide by their decisions. Prizes will be awarded by points. 300 points, the maximum, will take first prize, 175 points will be awarded for the correct solution to the puzzle, 10 points each for general neatness, appearance, spelling, punctuation and handwriting of entry, and 75 for fulfilling the conditions of contest. Contest closes June 30th, 1927. Entries should be forwarded promptly. \$100 extra prize for promptness will be given.

The Company conducting the contest is an old established, reliable and responsible Company.

References: Any Bank or Mercantile Agency.

NAMES OF ALL THE MOVIE STARS WHO SWAM IN THE CHANNEL RACE—THE FIRST 7 ARE AMONG THESE—Alico Joyce, May McAvoy, Lillian Gish, Constance Talmadge, Colleen Moore, Madge Bellamy, Corinne Griffith, Norma Shearer, Scena Owon, May Allison, Gloria Swanson, Norma Talmadge, Bebe Daniels, Clara Bow, Vilma Banky, Pola Negri, Viola Dana, Florence Vidor, Marion Davies, Mario Prevost, Lois Wilson, Mary Brian.

1st PRIZE



WIN THIS CAR

STERLING HOSIERY MILLS LTD. DEPT. 110 TORONTO, ONT.



DAIRY POOL HOLDS CONVENTION FEB. 8

The annual convention of the Alberta Dairy Pool will be held in Edmonton on February 8, according to a letter addressed to the members by the executive of the association. The letter states that the past year has witnessed a substantial increase in prices and that the fight against the Pool has merely proved of advantage to the producers. It is claimed that prices obtained in Alberta have been substantially higher than in the province of Saskatchewan.

Although there will be no bonus paid this year, the directors state that the Pool has more than justified its existence. They state that not only pool members but all cream producers have benefited during the year because of the effort made to put the Pool out of existence. "The fight against the Pool has brought to the cream producers of Alberta more than a quarter of a million dollars more for their cream than they would have received had there been no Pool and no cream

fight this year," state the directors.

During the coming year the Pool, it is stated, contemplates arranging for a great increase in the number of pool creameries.

CANADIAN CO-OPERATIVE WOOL GROWERS

W. W. Thomson, western representative of the Canadian Co-operative Wool Growers, Regina, gave a very thorough survey of the Canadian wool situation to the Sheep Breeders' association at Brandon on January 5. The exports and imports of wool were briefly summarized as well as the production of wool in Australia, and the United States and its influence on the price to be obtained for the Canadian clip. In a summary of the history of the Canadian Co-operative Wool Growers, the speaker stated that thirty-two million pounds of wool had been handled in the nine years of operation with the effect of stabilizing the market to the advantage of the growers. Business in 1926 had been on a

par with 1925, but the quality of the Manitoba clip had been somewhat lower. In regard to markets, Mr. Thomson stated that less woollen goods are now being used than during the past few years; the dealers are stocking less woollen goods, consequently someone must carry the raw wool. This service the co-operative agency is prepared to perform.

A WORD FROM ACROSS THE BORDER

I want to thank you and your associates most sincerely for the very splendid way in which you co-operated with us on our study of your organization. One of the very pleasant features of our visit to Canada was the treatment received from the officials of your organization. I hope that you will give us a chance, in the near future, to reciprocate.

Wishing you and your associates the compliments of the season, I am,

Very truly yours,
J. F. BOOTH,
Agricultural Economist, U. S.
Dept. of Agriculture.

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

A PROSPEROUS YEAR

New records were established by the California Fruit Growers' Exchange, Los Angeles, during the business year ended October 31, 1926. Total shipments exceeded those for the 1923-24 season by about 2,000 car loads. Returns, F.O.B. California, amounted to \$70,744,727, including the inventory value of the fruit on hand at the close of the year. The above figure represents a gain in dollars of more than a half million over the next highest year. Shipments by the Exchange for the year were 73.2 per cent. of the total citrus fruit shipments from California. Orange and grape fruit shipments amounted to 15,485,011 boxes, and lemon shipments to 4,819,724 boxes.

To Send Money



use the Money Orders sold at all branches of this Bank.

They are safe, cheap and convenient, and are readily cashed in all parts of the world.

32

THE CANADIAN BANK OF COMMERCE

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

\$1,500.00
in
Rewards

FIND THE PERFECT BUTTERFLY AND WIN \$1,000.00

Do all these butterflies look alike? Look closely and you will see that each butterfly has different looking sides. Some have the right wing different from the left wing, in others the right tail is different from the left tail. One and only one has both sides looking alike. This is the one you are to find and should you find it, the \$1000.00 reward may be yours. It is really difficult, but with patience and care it can be accomplished.

MAIL YOUR ANSWER TO-DAY
It costs you only a 2c stamp and you may be the winner of one of the big cash rewards. Do not delay—Don't miss this opportunity to win \$1,000.00 in cash.

OUR OBJECT
Wherever the public have learned of the Paragon Method of selling from Mill to Consumer they have enthusiastically adopted it. To further this popularity we are giving these magnificent rewards. This is NOT a sales competition.

PARAGON KNITTING AND TEXTILE MILLS, LTD.
Dept. 131D 39-101 King Street West
TORONTO, ONT.

RULES

1. Write your answer plainly in ink, giving the number of the Perfect Butterfly. In the upper right-hand corner put name of this paper and your name and address. Use only one side of paper.
2. Contestants must be over 15 years of age.
3. No one connected with Paragon is permitted to enter.
4. Duplicate prizes will be awarded in case of ties.
5. The names of the judges and how they will award the prizes will be made known to each and every contestant.
6. Contest closes July 30, 1927. Entries should be forwarded at once. **BE NEAT**; handwriting and general appearance will be taken into consideration.

THE PRIZES	
1st	\$1,000
2nd	300
3rd	75
4th	25
5th to 9th	\$10 each
10th to 19th	\$5 each

THE MEN WHO WAIT

By Ted Feilden in *The Grandview Exponent*.

The heads of the Grain Trade bait their traps

With a few cents a bushel—
enough for some chaps

Who drive past the Pool to the
house up the street

And get straight grade for
sprouted tough wheat;

While the men who stand in the
snow and wait

To consign their loads at a lower
rate

Will reap the trust of all who
fight

Along with them for the
farmer's right.

The men who stand in the snow
and wait

Are not to be bluffed by a ten-
cent bait;

They knew the price when they
left home,

From the grain exchange by
radiophone.

They know the profits made on
grain

Never before came home again,
And when the next sign-up
is on

You'll see their names, each
mother's son.

They know it pays to co-oper-
ate,

These men who stand in the snow
and wait;

They've seen, each fall, grain
prices drop,

Ere the Pool bought up the
Sask. Co-op.

But they have faith, and daily
pray

For the poor lost souls who are
still astray,

And hope to make them see the
light,

To sign each one a contract
right,

And get, like other sons of toil,
A decent living, off the soil.

**CEYLON ENCOURAGES
CO-OPERATIVE SOCIETIES.**

Ceylon had 257 co-operative societies with 30,548 members, on April 30, 1925, the close of the fiscal year, according to the report of the Department of Agriculture of the Government of Ceylon on co-operative societies. Forty new societies were added during the year and five were dropped from the roll, making a net increase of thirty-five.

As agriculture is the most im-

portant business of the country, first attention is given by the authorities to the agricultural co-operatives which comprise 237 out of the total of 257. These agricultural societies have a membership of 29,129. The immediate objects in view are the

encouragement of thrift and self-help, and the various lines of effort include supplying fertilizers, seed, and necessary capital to the members. Competitions in growing rice and fruits have been held in different parts of the country and the members

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

AT THE

PACIFIC COAST

VANCOUVER VICTORIA

**LOW
FARES**

NOW IN EFFECT

ENQUIRE
LOCAL AGENT
CANADIAN NATIONAL

**COLOR! PLAY!
LIFE!**

AWAIT THE PRAIRIE GUEST

EQUABLE CLIMATE THE YEAR ROUND

OUTDOOR SPORTS FOR EVERYBODY

*THE JOURNEY THERE A JOY
WHEN TRAVELLING*

CANADIAN NATIONAL

CHOICE OF ROUTES ON LAND AND SEA. STOP-OVERS

TRAVEL VIA VANCOUVER TO POINTS IN
WASHINGTON, OREGON, CALIFORNIA

have readily competed. Prizes for these competitions have been offered by prominent members of societies and by the general public. These contests have been of great educational value.

By means of the credit societies some members have been able to increase their holdings of land and sometimes to wipe out their indebtedness altogether. In a few instances the whole debt of the village to outsiders has been redeemed. Support is also given to other than agricultural societies and cottage industries have been fostered.

ECONOMICAL
but
Wholesome and Delicious

IVORY PERFECT

**MACARONI
SPAGHETTI**

are now packed in special family size 5 lb. and
10 lb. cartons.

Certainly none better on the market.
INSIST ON GETTING "IVORY PERFECT."

FREE

A Book of 100 MONEY-SAVING Uses

Let "What the Farmer can do with Concrete" show you how to end waste, repair bills, vermin-loss on your farm. It tells you how to build permanent concrete improvements—a stable floor and foundation, barn approach, manure pit, trough and many other money-saving structures.

Send for your **FREE** copy. Read its simple plans and instructions. Then build and turn loss into profit. The coupon below brings the book. Mail it to-day.

Canada Cement Company Limited
901 Canada Cement Company Building
Phillips Square Montreal

Sales Offices at:
Montreal Toronto Winnipeg Calgary

Canada Cement can be secured from over 2,000 dealers in nearly every city, town and village in Canada. If you cannot locate a convenient dealer write our nearest office.

**CANADA CEMENT
CONCRETE
FOR PERMANENCE**

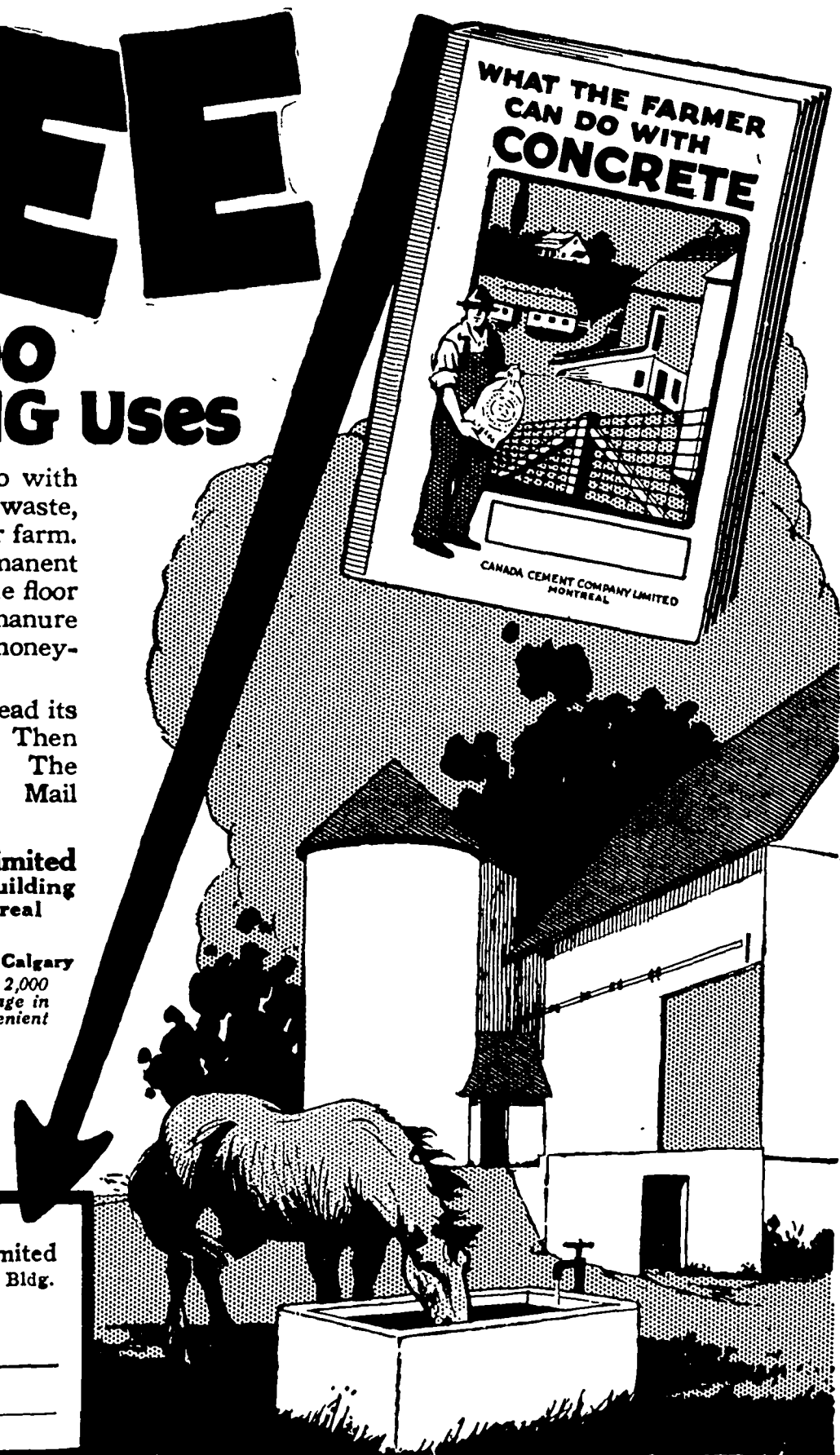
MAIL THIS COUPON

Canada Cement Company Limited
901 Canada Cement Company Bldg.
Montreal

Send me your Free book—

(Name) _____

(Address) _____



Pool Ripples



"My lad, are you to be my caddie?"

"Yes, sir."

"And how are you at finding lost balls?"

"Very good, sir."

"Well, look around and find one, and we'll start the game."

Girl (to phlegmatic lover) — "You 'ave got a 'ard 'eart, George!"

George (a taxi driver)—"No, I ain't Maude. That's my number plate you've got your 'ead against!"

Valet—"Your bawth is ready, sir."

"Aw, I say, Hawkins, take the bawth for me—and, Hawkins, make it a cold plunge!"—Judge.

Mother—"I think you'd be happier, Doreen, if you married a man with less money."

Doreen—"Don't worry, mother; Gerald will soon have less."—Humorist.

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

Shorthorn Cows and Heifers, bred to Prince Thomas 177335 Duches of Gloster and Fairy Family, and also 1926 bull calves, \$40 up. W. J. Connel, Neepawa, Man. 1-2

Selling—Registered Hereford bulls from an accredited herd; 6 months old, \$40; 9 months, \$60; 14 months, \$100. J. A. Bond, Kenton, Man 1-2

Holstein Cows—In calf, too, also bull calves sired by Augassiz Ina Champion, whose dam and grand-dam have combined yearly record over 2,400 lbs. butter, accredited herd. Alfred Averill, Crocus, Man. 1-2

Owing to scarcity of feed I must reduce my stock of choice milking Shorthorns, 22 head of cows and young stock to choose from. Herd fully accredited; prices reasonable. See them or write. A. H. Plummer, Durban, Man. 1-1

"Cosynook Yorkshires"—Gilts, 200 to 250 lbs., sire, first prize Brandon and Regina, bred to farrow April-May to 2nd prize boar, Regina; \$40 and \$45 Papers for Satisfaction guaranteed. John R. Drover, Lipton, Sask. 1-2

Rose Comb Rhode Island Red Cockerels—Sale or exchange. Registered Aberdeen Angus bull. Donnie 31044, 4 years. Sure, fine, quiet. John P. Peterson, Wellwood, Man.

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

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

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

If you wish to buy, sell or exchange tractors, separators, farm machinery, lighting plants, buggies, cutters, etc., write me. I handle good quality goods only at bargain prices. Garnet Leflar, Dropmore, Man. 1-2

Harry Beaumont, Cordova, Man.—Breeder of pedigreed barred rocks. Buy that cockerel now! We are offering March-April hatched cockerels, great big, well-barred fellows, from registered and R.O.P. hens and sired by R.O.P. approved males whose dams laid well over 200 eggs. Our stock is genuine bred-to-lay, and represents years of constructive breeding under strict government supervision and inspection; every bird a good one; we do not ship culls. Why try to save a dollar buying inferior roosters when we are offering these at from \$4 to \$10 each; according to individual merit and breeding. —1

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

For Sale—S.C.B. Leghorn Cockerels from imported bred-to-lay stock, \$1.75 each. Mrs. W. J. Connell, Neepawa, Man. 1-2

Seed Grain

Garnet Wheat, Northern Crown—Pure-feld inspected, thoroughly cleaned, certified and sealed under supervision Government Seed Inspector. 2 bus. bag, \$6.50, large quantities, per bag (2 bus.), \$6.20, ex warehouse Regina, Saskatoon, Winnipeg. Write for circular and sample. Catalogue, field and garden seeds ready January. Send your name for copy. Steele, Briggs Seed Co., Limited, Regina, Sask., and Winnipeg, Man. —1

Selling—White Blossom Sweet Clover, grade 1, germination 99%. Sample and price on request. Supply limited. Fred Forsberg & Sons, Dauphin, Man. 1-2

Garnet Wheat—The new early variety. Grown on breaking from experimental farm seed Yield 40 bus. government certificate 56-1113, No. 1, germination 94, cleaned and sacked \$2.60 bus. W. R. Cooper, Glenora, Man. —1

Mindum Wheat—We have a selected strain recently made by the Cerealist, Manitoba Agricultural College. This strain has proved superior in point of yield and strength of straw to the common Mindum and is the first strain of Durum wheat to qualify for registered grade. Our Mindum was grown from first generation seed, threshed in August previous to rains, insuring higher germination and greater vitality than wheat threshed after the rains. \$2.35 bushel sacks included. Satisfaction guaranteed or money refunded. Eureka Seed Farm, Union Point Man. —1

Parker's Marquis Selection—This selection is earlier and much more resistant to rust than common Marquis strains. The following comparison is given in the first report of the Dominion Rust Laboratory, Winnipeg:

	Yield bus. per acre	Weight per bus.
Marquis Ottawa 1519.6	51.8
Marquis M.A.C. 11416.1	50.8
Parker's Selection25.6	57

Government grade No. 1, Certificate No. 56-1639 and No. 56-1640. Price: Less than 50 bus., \$2.25 per bus.; 50 bus. or over, \$2.10 per bus., f.o.b. Gilbert Plains, sacks included. J. L. Parker, Gilbert Plains, Man. 1-1

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

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.

Write for catalogue

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



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.

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.

Prize Winning Letter

(Continued from Page 15.)

adequate returns for the services we render in producing these raw materials, being powerless to do so, because each producer is competing against the other and already, in many cases, we, as a class, have turned from this senseless system, and have embraced co-operation, which in every case where intelligently applied has proved a salvation. Instances are not lacking; the Danish farmer, once at the lowest ebb, is today stable and prosperous, due in great part to co-operation. So, too, the fruit growers of the west, the tobacco growers, the milk producers adjacent to large cities, have been saved from bankruptcy, and have been benefited immeasurably by co-operation. In western Canada, too, we are turning to co-operation as a solution of our difficulties.

What has this competitive system of producing and selling done for us here? It has resulted in uneven production, periods of surpluses, and shortages, with resultant fluctuation in prices, and disorganization of business over the whole country. It has caused an exodus from the farms, loss of population, and discouragement, and disillusionment of newcomers. Truly a backward path to travel. Certainly not an aid to business.

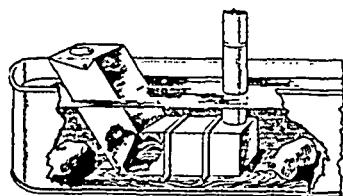
Now by intelligent co-operation, we aim to revolutionize conditions. We expect to bring stability to agriculture, stability in returns, and production steadied. We hope to have confidence restored, and a healthy growth encouraged, which will ultimately lift the calling of agriculture to its rightful plane, and make those following it proud of their calling, and the place it allots them in society.

These are legitimate aims, capable and worthy of accomplishment, which can be achieved only by co-operation.

At Your Service

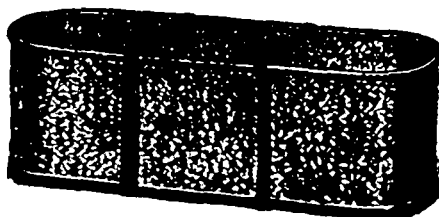
Let a Classified Ad in the Scoop Shovel sell your unused farm machinery, poultry, livestock, seed grain or nursery plants. The cost is very low (2 cents per word). The smallest ad acceptable is 15 words; total cost 30c. Many farmers have had wonderful results.

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