

# The Scoop Shovel

VOL. III.

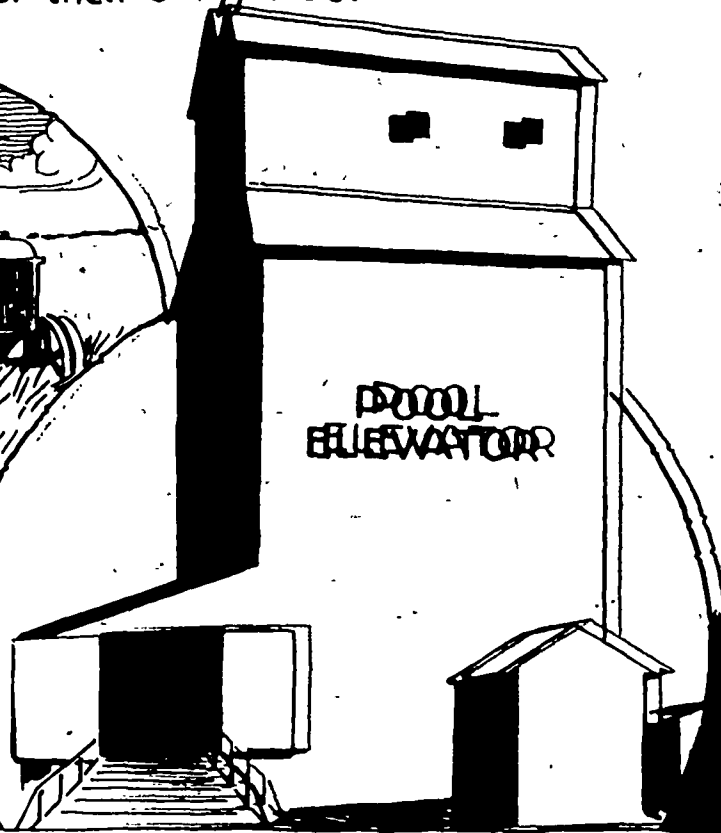
WINNIPEG, MAN., MAY, 1927.

No 55



From sickle to scythe; from scythe to  
 to thresher; from thresher to  
 express; from express to  
 to tractor; from tractor to  
 Pool elevator — **PROGRESS.**

Each forward step overcoming the oppo-  
 sition of the old order and retarded  
 only by the indifference of those who  
 reaped the greatest benefits in wider  
 opportunities, increased demand for  
 productive effort and the enrichment  
 of their daily lives.



FROM WORKING ALONE TO WORKING TOGETHER

Spencer - 27

# International Wheat Pool Conference

**Two Hundred Delegates Representing Co-operative Wheat Marketing Agencies in Four Wheat Exporting Countries, Meet to Promote International Co-operation**

With about 200 registered delegates in attendance, representing wheat growers co-operative associations in four countries on three continents, separated from each other by half the circumference of the earth, the second International Wheat Pool Conference opened at Kansas City, Mo., on May 5.

The four countries represented were Australia, Canada, Russia, and the United States. From the Argentine came greetings to the Conference, expressions of regret that a delegation could not be sent, a declaration of faith in the co-operative movement and a hope that Argentine would be represented at the next Conference. In spirit, therefore, and in identity of purpose there were five great wheat growing countries represented at the Kansas City meeting. Representatives were also present watching the proceedings on behalf of the U.S.A. Department of Agriculture, the Commonwealth Government of Australia and the International Institute of Agriculture, Rome.

Conventions are an every day affair in Kansas City, but the press quickly realized that this was no ordinary everyday convention, and with the aid of a press bureau, organized by W. A. MacLeod, of the Central Selling Agency of the Canadian Pools, full reports of the proceedings were distributed to the four quarters of the globe.

## An International Bureau

The practical outcome of the Convention, apart from its educational value in making known the progress of agricultural co-operation in the various countries represented, was the decision to establish an international bureau to act as a clearing house for all matters relating to the needs and the development of the co-operative movement.

For the delegates of the American Pools another important out-

come was the announcement of Hon. W. Jardine, secretary of the Department of Agriculture, that the U.S. Government was prepared to arrange for long term credit for co-operative marketing organizations for the acquisition of handling facilities when such organizations were soundly established.

The Conference re-elected the international committee appointed last year, consisting of: Chair-

*Either It Is a Long  
Term Contract with Your  
Fellow Grower, or It Is  
a Life Sentence with the  
Speculator. You Take  
the Choice!*

*Aran Sapiro*

man, C. H. Burnell, president of Manitoba Pool; secretary, G. W. Robertson, secretary of Saskatchewan Pool; E. R. Downie, manager Kansas Pool; A. J. Scott, secretary North Dakota Pool; Lew Hutchinson, director Alberta Pool. The committee met immediately upon adjournment of the Conference and added the following members: S. Bronn, New York, representing the Russian Co-operatives; C. Judd, of the Victorian Wheat Pool, to be corresponding member for the Australian Pools; W. A. MacLeod, publicity director of the Central Selling Agency of the Canadian Pools.

The place of meeting for the next conference was left with the international committee.

## FIRST DAY

The opening session was taken up with the address of Chairman Burnell and the report of Secretary Robertson. A summary of Mr. Burnell's address appears on page 22 of this issue. Secretary Robertson reported briefly for the International Committee and presented the program for the Conference.

The afternoon session opened with an address of welcome from the mayor of Kansas City, which was replied to by T. A. Donnelly, of New South Wales, Australia.

## Premier of Saskatchewan

Hon. J. G. Gardiner, premier of Saskatchewan, outlined the agricultural development of that province and stated that in 1905 they produced 26,000,000 bushels of wheat and 20 years later ten times that amount. Eighty per cent. of the Saskatchewan farmers, he said were signed up in the Pool and the government had signed up its institutional farms. "Our people," he said, "are sold to the contract Pool, and their premier and government agree with them that it is necessary to bring about prosperity within our province." "Saskatchewan," he said, "is so situated, geographically and economically, that the pooling method was more essential to its continued prosperity than any other wheat growing territory." Mr. Gardiner drew a picture of the new settler coming into the west, his need of money and the debt he had necessarily to incur, and the obligations he had to meet as soon as he raised a crop. Those necessities made him throw his wheat into the lap of any organization that would take it, and at the buyer's price. And these buyers set a margin which transferred all the risk in the trade right back on the shoulders of the producers of the wheat. Thus "the whole of Western Canada was at the mercy of those who owned the facilities and chose to take advantage of the situation."

The farmers tried to meet this situation by forming their own grain companies, but the limit of the effectiveness of these companies was a slight tightening of the margin. Then came the Wheat Pool. "It came at a time when our farmers were down-

hearted. They grasped it with that eagerness which is always noticeable when individuals are nearing the point of despair. They held it fast. They put it over."

The Pool farmers now, Mr. Gardiner continued, carry their own risk and pay no one for doing it, and they are taking advantage of storage and transportation facilities. The Pool system of payment has reduced the necessity for extensive credit and has enabled them to finance the present on the proceeds of the last year's crop instead of financing on the chances of a future crop. "Greater than all else," Premier Gardiner said in conclusion, "it has fostered the spirit of co-operation that is productive of a willingness to bear one another's burdens which is better for any nation than that avaricious spirit so prevalent in any new country

that tends to prey upon the necessities of the unfortunate."

H. W. Wood, president of the Alberta Pool, who was accorded a warm reception, emphasized the necessity of replacing the old system of grain marketing with the new pooling system. A summary of Mr. Wood's speech appears on page 28.

B. O. Aylesworth, director of markets in the Government of Colorado, put before the conference a plan for utilizing the various agricultural agencies of the states in a campaign for a large membership of the wheat pools of the United States.

**Co-operation No Cure-All**

L. C. Brouillette, vice-president of the Saskatchewan Pool, spoke on Co-operative Marketing. "Co-operative Marketing," he said,

"will not cure all of the farmer's ills. We, as farmers, will have to study our own lessons from the production end, but co-operatives will assist in that as well as in raising the quality of the product. It is the only system that will enable the laws of supply and demand to function most freely.

"In Canada, the Wheat Pool has done what no other single movement has ever done before. We find the people of every nationality, of every religious creed and of all political complexions joined together as if in one single unit, thinking one way—the co-operative way. In passing, you should know, too, that people who were at first opposed to the pools have now come to be friends of the pools, and many of them are listed among its strongest advocates, although business had to change



DELEGATES TO THE SECOND INTERNATIONAL WHEAT POOL CONFERENCE, KANSAS CITY, MO., MAY 5, 6, 7.

its system in many respects to conform with the way the wheat pools were making payments to the farmers."

He thought it was a natural and logical development that some attempt should be made to further the interests of both producers and consumers by the producers of all surplus producing countries, and it should be possible to co-ordinate the whole movement of grain, by and through agencies owned and controlled by the producers themselves. He deprecated the idea of a world combine, and thought that it was in the interests of the consumers that producers should receive a sufficient price to ensure a sufficient supply of wheat for the world's bread.

John Vesecky, president of the Southwest Co-operative Wheat Growers' Association, U.S.A., said that if they wanted to know the costs of the competitive system of marketing they had only to compute the value of the abandoned farms and add to that the amount of mortgages on real and personal property and the notes held by banks, all of which represented the burden of debt carried by the farmers. To that should also be added the unrequited labor of thousands of farmers, their wives and their children. The commodity co-operative system of marketing, he said, had passed the experimental stage and, today, it had the backing of farmers, business interests and governments.

#### Public Banquet

A public banquet was held on the evening of May 5, attended by all the delegates and many visitors at which the speakers were: Hon. W. M. Jardine, U.S. Secretary of Agriculture; A. J. McPhail, president of the Saskatchewan Wheat Pool and of the Canadian Selling Agency; Hon. J. E. Brownlee, premier of Alberta; J. G. Ohsol, vice-president of the Amtorg Trading Corporation, New York, on behalf of the Russian delegation; A. W. Wilson, general manager of the Gippsland and Northern Farmers' Co-operative Co., and director of the Victorian Wheat Pool, Australia. Reports of these speeches appear on other pages of this issue of The Scoop Shovel.

## SECOND DAY

The morning and afternoon session of the second day's proceedings were taken up with progress reports from each of the pools represented in the conference.

## AUSTRALIA

### New South Wales—

For the pool of New South Wales, Thomas B. Donnelly reported that deliveries to the pool from the 1926-27 crop were approximately 8,500,000 bushels.

#### PREMIER BRACKEN'S SUPPORT

Hon. John Bracken, Premier of Manitoba, who was unable to attend the Conference, sent the following telegram:

"Deeply regret that circumstances here prevent me from accepting cordial invitation to take part in proceedings of Second International Wheat Pool Conference. Nothing but beneficial results can accrue to wheat growers and agriculturalists generally from such gatherings. The co-operative marketing achievements already standing to the credit of Canada lend your deliberations this year a significance and importance that even now are attracting worldwide attention. The attempt on the part of farmers to find a solution for their problems through organization and co-operation is, in my judgment, one of the most encouraging and hopeful features of our national life."

JOHN BRACKEN.

The price would be low owing to excessively high freight rates caused by the British coal strike. In September last year a conference of producers and consumers called by the state government passed a resolution in favor of a compulsory pool subject to a referendum of the grain growers. The referendum resulted in rejection of a compulsory pool.

### West Australia—

Reporting for the pools of West Australia and South Australia, Hon. T. H. Bath stated that in the former state as the result of organized effort, 18,000,000 bushels had been received into the pool from the last crop, or 68 per cent. of the marketable surplus, and an additional 3,500,000 bushels had been handled by the farmers co-operative, making 80 per cent. of the total market supply. They had also made substantial reductions in the cost of handling, and

were going ahead in systematic organizing work.

### South Australia—

The South Australian Pool had handled nearly 9,000,000 bushels and through their warehouses an additional 3,500,000, making 43 per cent. of the marketable crop handled by farmers' co-operatives. Vigorous organization work was also being conducted in South Australia.

### Victoria—

A. J. King reporting for the Victorian Pool, stated that about 50 per cent. of the marketable wheat had been handled through the pool. The Victorian pool, he said, operated on the pooling principle exclusively. Efforts were now being made to get the growers to adopt either a three or a five year contract.

## CANADA

### Alberta—

Lew Hutchinson, reporting for the Alberta Pool, stated the membership was now 38,956, with contracts covering 3,684,727, an increase over last year of 2,969 members and 227,054 acres. They had recently established a department of education and publicity and were conducting a weekly radio service.

### Manitoba—

F. W. Ransom reported that since the last international wheat pool conference the membership in the Manitoba Pool had been increased by 2,994 with 6,018 contracts; the membership to date was 19,109 with 30,496 contracts. The acreage of wheat was 1,217,000, and, of coarse grain 1,648,000, representing over 50 per cent. of the acreage under grain in the province. The Pool this year would operate in the neighborhood of 60 elevators, all of which had been acquired since 1925. The Manitoba Pool had its own official organ, edited by a department of education and publicity and the department conducted a daily radio service.

### Saskatchewan—

The membership in the Saskatchewan Pool, G. W. Robertson reported, was now 82,133. The wheat acreage under contract was 10,814,013 as at March 15, 1927, and the coarse grain acreage was 2,442,192. The Pool owned and operated 587 country elevators, and terminal elevators with a ca-

capacity of 17,075,000 bushels. According to the present program the number of country elevators would be increased this year to about 675.

### RUSSIA

Reporting for Russia, S. Bronn, stated that a comprehensive plan had been worked out by the government in conjunction with the farmers' co-operatives for the development of agriculture. The Co-operative Grain Exporting Company last year exported 2,985,000 metric tons of wheat, and it was expected that the exports this year would be 50 per cent. more. The consumers' co-operatives in Russia had 11,850,000 members and operated 60,700 stores with an annual turnover of \$3,500,000,000. The farmers' marketing co-operatives had 6,500,000 members with an annual turnover in excess of \$1,000,000,000. 60 per cent. of the grain sold for home consumption was handled by the co-operatives and 45 per cent. of the grain exported.

### UNITED STATES

#### Colorado—

The Colorado Wheat Growers'

Association operated its first pool in 1922, and reached its peak the following year with a membership of 5,800. Adverse circumstances and propaganda have reduced it to 1,400, the loyalty of this remainder making possible a better showing than small numbers would indicate. Opposing grain firms admit paying 10 to 12 cents more for wheat in 1923 than market conditions outside the Pool warranted.

#### North Dakota—

The North Dakota Wheat Growers' association has grown from a membership of 17,600 last year to 21,000 now. New members are coming in at the rate of about 500 per month. Montana membership is 600 and an objective of 5,000, set for the 1927 crop, is expected to be realized. Organization is concentrated around elevator points, sixteen having been bought for the 1926 crop. An early increase to 200 elevators is looked forward to.

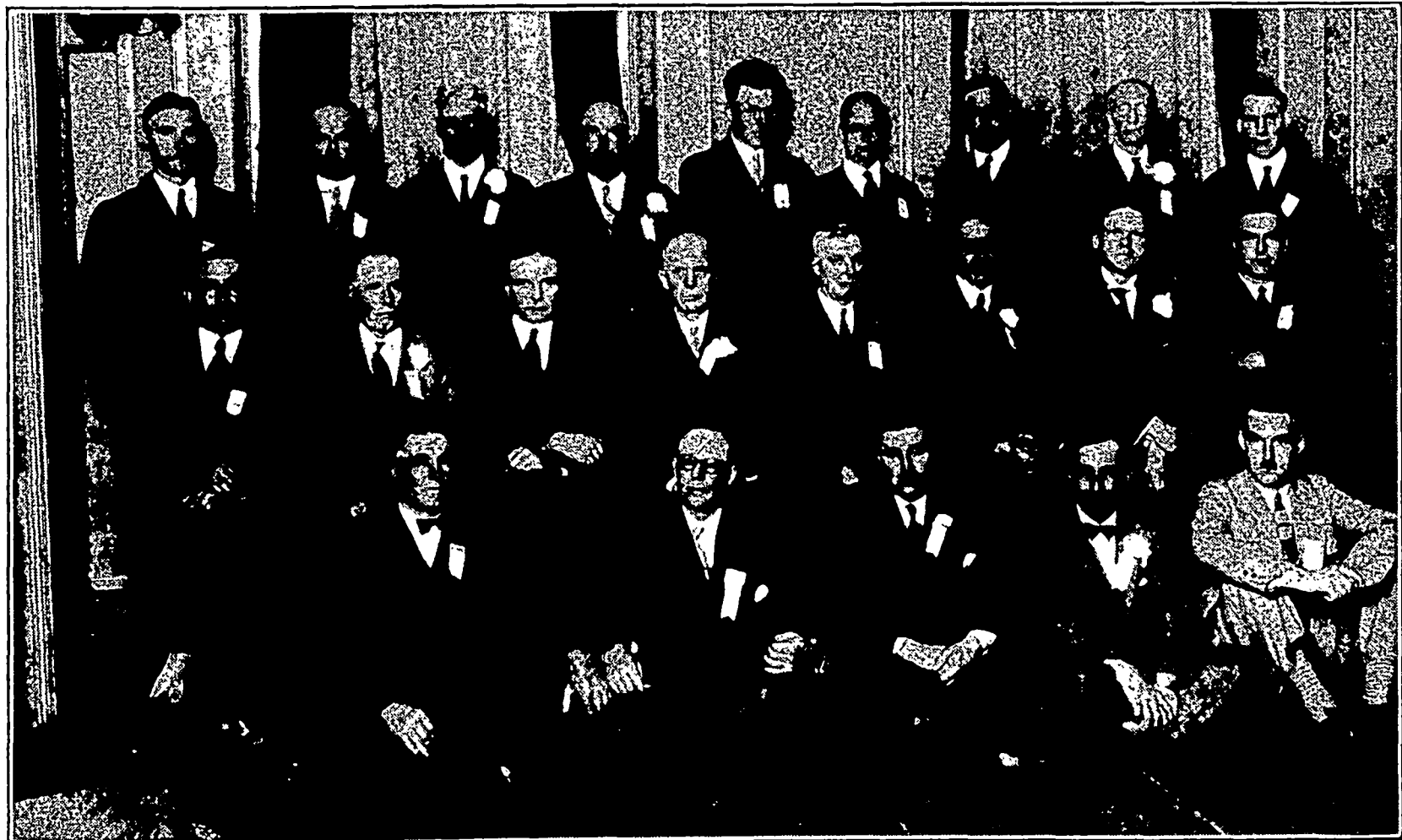
#### Nebraska—

Nebraska Wheat Growers' association, non-stock co-operative, has some 1,550 members, the new association being incorporated in

1925 under the new Co-operative Marketing Act to supersede the original pool of 1922. The old contracts expire in 1927. A poor crop was responsible for a volume of 800,000 bushels only, which was sold through the Central Selling Agency at Kansas City. It is hoped to acquire local elevators and thus increase the membership.

#### Kansas—

In spite of a small volume of wheat handled this year, the Kansas Co-operative Wheat Marketing association, is in better condition than last year or ever before, said Ernest R. Downie, general manager. In 1925 the Kansas Pool had 10,500 but many did not renew the contracts which expired then. The present membership is 7,400, but new contracts provide a withdrawal option in case 10,000 is not reached again in 1928. Legal actions for contract breaking have been few and uniformly successful. Hostile propaganda has been very strong, some farmers even being persuaded that the Canadian pools were a myth invented for organization purposes.



CANADIAN DELEGATION TO INTERNATIONAL WHEAT POOL CONFERENCE

Right to Left—Front Row: R. F. Chapman, Man.; J. H. Wesson, Sask.; J. T. Hull, Man.; J. G. Johnson, official reporter for the Conference; A. Cairns, Alta.  
 Second Row: L. C. Brouillette, Sask.; C. Jensen, Alta.; A. J. McPhail, Sask.; H. W. Hood, Alta.; C. H. Burnell, Man.; Hon. J. E. Brownlee, Alta.; R. S. Purdy, Alta.; F. W. Ransom, Man.  
 Back Row: W. A. McLeod, C.S.A.; R. O. German, Alta.; W. G. A. Gourlay, Man.; J. Strange, Alta.; B. S. Plumer, Alta.; W. J. Jackson, Alta.; R. M. Mahoney, Man.; L. Hutchinson, Alta.; G. W. Robertson, Sask.



**Indiana—**

The Central States Soft Wheat Growers' association was organized first by Indiana in 1924, the name being then the Indiana Wheat Growers. In that year it handled 1,500,000 bushels for 6,800 growers. Its success led neighboring states to come in, and last year 4,000,000 bushels were sold for a membership of 19,000 producers of Indiana, Illinois, Ohio and Michigan. Further spread in the central soft-wheat states is looked forward to, and a still further reduction of the per-bushel handling cost which was lowest last year.

**Oklahoma—**

The Oklahoma Wheat Growers' association has at present a membership of 3,100. This is a considerable decrease from their banner year, many having failed to re-sign in 1926. The association started in 1921 with a membership of 250 and grew gradually until in 1925 there were 12,300 members signed up. In 1924 the association handled 6,700,000 bushels, and in 1925 only 2,800,000, due to the practical failure of the wheat crop in that year. The total handling up to 1926 represented about 12 to 15 per cent. of the wheat production in Oklahoma.

**NIGHT SESSION**

A discussion on Pool education was led by Judge Gough, president of the Texas Wheat Growers' Association. He dealt briefly with legal decisions of U.S. courts affecting the Pools and urged Pool leaders to study the publications issued by the U.S. government on the grain trade and on co-operative marketing. He concluded with a plea for some international organization for the exchange of information on co-operation.

Mrs. K. Warner, of the Texas Pool, spoke on the place of the farm women in the co-operative movement and stated that co-operation by improving economic conditions made it easier for the farm women and encouraged a finer community life. The co-operative movement, she said, should have the whole-hearted support of farm women. Not only because of its economic value but because of its spiritual value it meant much to the whole family on the farm. Hon. T. H.

Bath, of Western Australia, made a strong appeal for greater emphasis on the ethical side of co-operation in the educational work of co-operative societies. There was more than economics in co-operation, he said, for the objective was an all round better life, and those engaged in co-operative educational work should avoid abstruse economic arguments, should lay stress on the ideals of co-operation and should give their message in the language of the people.

Carl Williams, editor of the Oklahoma Farmer, spoke on "The Director and His Responsibilities." The duty of a director, he said, was to formulate the policies of the organization and he should leave the details of administration to the responsible officials they

*Pooled Wheat:*

*In the Hands of a Friend,  
From Beginning to End.*

appointed. He also touched on educational work and supported the views of the previous speaker.

The next order of business was resolutions submitted by the resolution committee. The resolutions passed by the conference will be found on page 35.

**THIRD DAY**

Pool grain handling and selling were the subjects discussed at the opening session of the last day of the conference. R. M. Mahoney, manager of the Manitoba Pool, opened the discussion with an address on "Pool Handling Facilities." He outlined briefly the development of the grain handling business in Western Canada, and showed that it had proceeded along the lines of profit-making rather than service-giving.

It took the Pools just one year, he said, to realize that if they were to operate successfully they must control the machinery of marketing, so as to get deliveries when they wanted them. In Canada independent elevators had never been numerous and what had been formed had been squeezed out by the big line systems. The Manitoba Pool, in its elevator policy, had endeavored to combine the advantages of local ownership and centralized control. Mr. Mahoney then de-

scribed the process by which a pool elevator was acquired, and stated that through the elevator contract the cost of operating the local pool elevator was guaranteed before it opened for business.

Summing up the results of operation in Manitoba, Mr. Mahoney said that for the first year the average handling of Pool elevators in Manitoba was 180,000 bushels per elevator, while this season it will run close to 185,000 bushels, or almost three times the average handling per elevator of the average line company in Canada.

"As we see it," he said in conclusion, "this policy combines sound business administration and the efficiency usually associated therewith, with the combined wisdom, experience, and needs of the producers at the local point. Thus the old gulf which has separated the producer from the line company—a gulf of doubt, mistrust and almost incurable suspicion—is effectively bridged by a system that cannot fail because it returns to the producer all the wealth which it has produced."

**The Saskatchewan Elevators**

J. H. Wesson, director of the Saskatchewan Pool, followed with a description in detail of the pool elevator system in Saskatchewan.

Mr. Wesson stressed the point that while control of grain handling facilities was considered essential it was only a means to an end, namely, the proper marketing of grain. The essential thing was satisfactory service to the grower and the Saskatchewan system differed from that of Manitoba in the single respect that differing conditions in Saskatchewan made it possible to operate the whole Pool elevator system as a unit. Pool elevators were operated on the principle that every Pool member was entitled to exactly the same service as every other, just as soon as it was physically possible to provide it.

**Pool Selling**

D. L. Smith, pool sales manager, was down for an address on "Pool Selling," but he was unable to attend, and his paper was read by W. C. Folliot, assistant sales manager.

Because of the volume controlled, Mr. Smith said, the Pool has a wonderful advantage in the market, as the Pool policy of

securing the best price possible on the world's wheat market was not interfered with to any extent by the selling of private traders.

"This is a condition," he said, "We have experienced on this crop and evidence of success in taking advantage of our control is shown by the premiums we are securing over other markets. Take the Minneapolis market, which has practically been on a domestic basis all season, with a protective tariff of 42c per bushel. We find their May wheat at a 9½c discount under Winnipeg; also Chicago close on 9c discount; Argentine Barusso wheat afloat is trading at 49 shillings and three-pence per quarter, against our top grade for the same position at 56 shillings—22c discount per bushel. Australian wheat afloat is trading at 53 shillings and six-pence, or 7½c discount under our No. 1 Northern. There must be some answer to this exceptional position for Canadian wheat. We know it is not because of any shortage of hard wheat, with Canada still having 70,000,000 to market; and it is not on account of any shortage in other exporting countries or their prices would reflect accordingly.

#### Under Control

"I think it is apparent that the only answer can be that the marketing of Canadian wheat is under complete control and at no time is wheat allowed to go to a country or even offered to a country that is not interested in purchasing. The price of Canadian wheat during the past four months only fluctuated about 5c per bushel which proves that if we are given the full control we will have little difficulty in stabilizing prices.

"It is true that the movement of grain from the country to the terminal points during the first three months after harvest has not in any way been reduced, but the movement of wheat to a saleable position does not have the slightest effect on market values. There is a tremendous difference as far as the market is concerned between the rush movement of Pool wheat and the wheat not under our control. Practically every bushel of non-Pool wheat is marketed immediately it is delivered, whereas not a pound of Pool wheat is sold until it is actually available for

delivery and then it is only fed out as it is wanted. To bear this out: on our handling in the 1925-26 crop of some 190,000,000 bushels of wheat from the months of September, 1925, to August 31, 1926, we did not sell over 20,000,000 bushels in any one month of the year. We did not adopt any definite policy as to the quantity to be sold in any month our selling being governed entirely by demand, prices obtainable and general world conditions.

"On account of the volume of wheat that we ship we are able to secure lower lake freight rates than other shippers. We do not at any time misuse this power believing that those lake carriers are entitled to a fair rate. However, since the Pool's inception we have not experienced any attempt by

on a large line of space. From this angle alone there is no doubt that the pooling system can operate much more economically with the volume under its control than the individual grain shipper.

"We have made rapid strides in the development of our export trade. I think I am safe in saying that in this past year's crop we will have marketed direct for export probably 75% of our total handling which would mean exporting over 140,000,000 bushels. Practically all the Manitoba wheat sold in France has been sold by the Canadian Pool and in Greece and Italy our percentage of the sales of Canadian wheat is over 80%. We have little doubt that in a few years every bushel of wheat entrusted to the Pool will be marketed direct to Europe by



Spreading the gospel of co-operation from the Pool publicity bureau at the International Conference

the lake carriers to boost their rates to abnormal levels. In fact, I am satisfied that this cannot occur as our policy in shipping is to move large quantities when rates are reasonable, which places us in the position of not having to load when rates are high. This policy has gone a long way toward stabilizing lake freight rates.

#### Making Rapid Strides

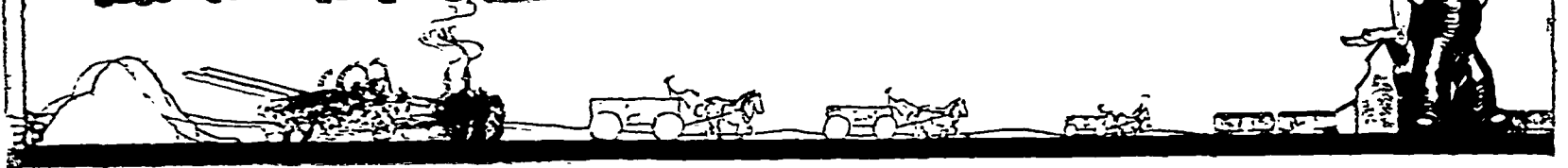
"We are, of course, the largest individual characters of ocean tonnage in the market today. Therefore, we naturally attract a very large percentage of the tonnage that is available for grain and as a consequence are often in a position to secure more favorable rates by our willingness to take

the Pool, except, of course, the quantity that must be supplied necessarily to the Canadian mills. We are represented in practically every importing country and the number of our agents in the various countries is as follows: England, 7; Scotland, 1; Ireland, 2; Germany, 4; Holland, 1; Belgium, 1; Norway, 1; Denmark, 2—Italy, 2; Sweden, 1; Portugal, 1; Greece, 1; Mexico, 1; Brazil, 1; China, 1.

"It is surely possible to get a good price for our farmers and still not make the consumer suffer. Evidently this is practical when you consider that the price of bread in Europe has fluctuated only a fraction by comparison with the wide fluctuations in wheat during the past five years.

(Turn to Page 30)

# IN THE GRAIN BIN



By R. M. MAHONEY, Manager

## THE SIGN-UP CAMPAIGN

Before another issue of "The Scoop Shovel" reaches you, the new sign-up campaign for members will have begun. It is obvious from the reports that reach us from the country that the big majority of the old members will re-sign, and that many producers who were not in before will sign the new agreement. Of course it is to be expected that there will be the odd individual who will have decided by now that his own judgment on the market will be sufficiently good so that he can hit the high spots and exceed the Pool average. There will also be a few members who have forgotten the worrisome times they put in trying to figure out when to sell their grain, usually realizing after it was sold that they sold it at the wrong time.

I met a man who is a professor of economics in one of the foreign universities, and you all know what professors of economics are: they are individuals who insist that you take a pencil and paper to show them just how you have increased the price, why you have increased the price and just how you have defeated that old argument of supply and demand. This professor asked me point blank if I thought the Wheat Pool had raised the basic price of wheat. I asked him if he thought that labor unions had increased the wage of the laborer, and he said he thought they had. I asked him to prove it to me, and he could not do it. Neither I nor anyone else can prove that the Pool has increased the basic price of wheat. We think it has, in fact in our hearts we know it has, but we cannot prove it.

## The Big Question

However, that is all beside the point. This is a time when present members and prospective members must of necessity be giving serious consideration to the question of whether or not they as individuals have a greater bargaining power than they would have as part of a big organization. I said in Kansas City, two weeks ago, something that may seem hard, but I wonder if it is not true. I said there that the organized business world took little interest in the welfare of the farmer, of his wife or of his children. They paid little attention to his standard of living, the sort of schools he sends his children to and the condition of his buildings, his fences, etc., and why should they? Regardless of what the farmer may have thought, until he organized he acted as if he preferred the life of semi-serfdom to the life of the comfortably off citizen. If he, as an individual, was not prepared to organize and combine with his fellow producers in order to create a bargaining power, that is, if he did not have sufficient interest in his own welfare and in the welfare

of his family to help himself, why should anyone else worry about him?

You know, after all the world is a selfish place. We get what we make up our minds to get provided we have the courage, strength and ability to go and get it, but we do not get it just because we want it: we get it because we make the world give it to us. Anything that is fair and reasonable can be secured by any of us if we go out with our minds made up to get it and stay with the idea until we have it.

## The Pool Elevators

I shall deal here only with Pool country elevators, and in order to deal with Pool country elevators I must repeat things that I have written previously, but which some of you may not have read, and I wonder if anyone can read the figures I am going to quote without realizing that the Pool country elevators are accomplishing something for the local community which no other elevator has ever accomplished or attempted to accomplish.

After all, it is of little value to you to have a cathedral in a city so far away that you cannot attend worship there, and universities and colleges are of little value to you unless your children can attend them. What you must of necessity be interested in is: first, your own home, your standard of living, and your own community with its churches, schools and social life. These things may only be obtained and maintained by you with the assistance of your neighbors and fellow-citizens supporting them. As a consequence, any system which tends to take wealth from the local community and centralizes it somewhere else is a system that is of questionable value to you. The Pool elevator system, offering service (and when I say "service" I mean service) at cost, leaves in the district where the Pool elevator exists all of the wealth that has been produced, thus enriching that local district rather than taking the money away and centralizing it somewhere else.

## Fourteen Thousand Dollars Saved

I shall repeat here briefly, figures which I gave on Roblin in a previous issue of "The Scoop Shovel." Someone may say: "Why always pick on Roblin?" Well, I could give you figures that are better than the Roblin figures and I could give you some that are not as good, in fact I could cite a point where we built last year and where we are just completing our first year's operation, which is going to show the local people a service such as they never had before, at a minimum deduction per bushel of 2¢ for street and carload lots of grain, and in addition to all other savings and benefits,



they are going to have a surplus in excess of \$15,000. However, we are going to talk about Roblin, because it was an average last-year point.

There were 90,000 bushels of wheat cleaned, removing an average of 7% dockage and likely improving the wheat one grade, probably from a No. 4 to a 3 Northern or from a Rejected 3 Northern to a 3 Northern, making for the members an invisible earning of 8c per bushel or \$7,200. Screenings amounting to 6,300 bushels were returned to the farmers, which were surely worth 30c per bushel, or \$1,800. There was also a saving in freight on these screenings. The old street spread was eliminated, which would probably have amounted to 3c or 4c per bushel, which meant a saving of 115,000 bushels of wheat of \$5,000 or \$6,000.

### *How the Locality Benefits*

What does this mean? Does it mean that the Roblin elevator as part of a system made that earning, and that the profit was centralized some place other than at Roblin? No! It means that this saving was made right at Roblin and was never taken away from the farmers. It means, as I see it, a greater commercial wealth in the Roblin district of probably \$20,000 or \$25,000 in a year on account of their having their own elevator. And what does this increased wealth mean? It means better homes, better schools, better churches and higher standards of living. I hope it means in some cases an opportunity for some of the younger generation to get away to the higher education they have hoped and

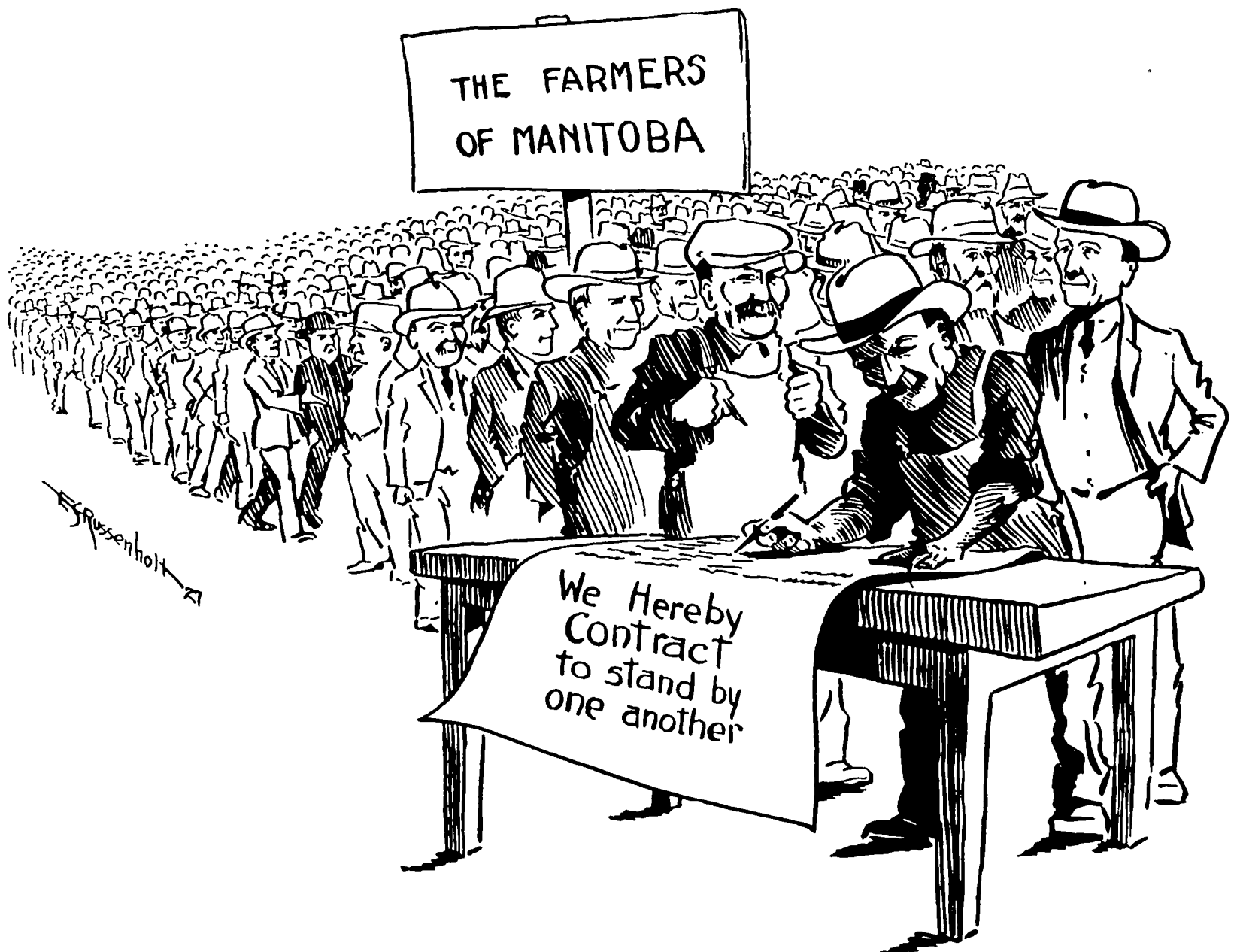
dreamed of acquiring.

What would it mean to the province of Manitoba if the delivery on all grain was made through fewer country elevators, eliminating expense, giving better service and leaving all savings in each local district? If putting half the Roblin grain through their own elevator increased the wealth of that district—and I defy anyone to contradict my statement that it did increase the wealth of that district to the extent of at least \$20,000—then what would it mean if the same thing happened at every point in the province of Manitoba, if all the grain was put through on that basis and all the money was left back in the country, to be used by the people who produced that wealth to make for themselves, for their families, for their neighbors and for all the people in the province better living conditions.

### *Figure It Yourself*

Someone may say: "Oh well, this is only 4c or 5c per bushel. The difference between profitable and unprofitable farming will not be cured by a mere 5c per bushel." Maybe not, but if the average farmer in the province of Manitoba today had been able to lay away in the past, as a saving, 5c per bushel on every bushel of grain he had produced since he started, he would have little to worry about today, and I am only talking about Pool elevators. What an increase in your sales price may be on account of the Pool is another matter entirely.

Let me repeat: this is a time when producers of



FOR ANOTHER FIVE YEARS

grain must seriously consider what they will do when the contract is brought to them to sign. Let them think well and let them remember their experiences previous to the Pool; let them remember how often they hit the high price and how often they hit the low price. Let them remember what average prices were, and let them remember what rural conditions were. Then, will they say: "Do we want to go back?" or will they say: "The first stone step in our ladder has been firmly built, let us go forward from here."

### CLAIMS

We would again like to impress on our members the importance of keeping an accurate record of the amount of grain which they ship to the Pool in platform loaded cars. Last year we had considerable trouble in making collection on claims for shortages owing to the fact that in a large percentage of cases the member concerned had no definite record of the amount of grain loaded.

In an endeavor to get shippers to keep a more accurate record, we inserted an article in one of the "Scoop Shovels" issues last fall, pointing out the importance of keeping an accurate loading record. While a larger percentage of members did keep a more careful record this season, yet there are still many cases on which we have presented claims where the shipping record is very indefinite. It is practically impossible to get the railway company to accept any responsibility for alleged shortages in those cases where there is no report of leakage and where the car has a clear travelling record from shipping point to destination with seals intact.

We have, however, good grounds for presenting claims in cases where we receive reports to the effect that the car was leaking or in bad order in transit, and it is in connection with these cases that the value of an accurate shipping record is seen. If in these cases we can support the claim with scale tickets, there is an excellent chance for settlement in full. Also if the shipper has kept a record of the depth in inches to which the grain was loaded into the car at shipping point, even though the grain was not actually weighed, we have still a very good chance of securing a satisfactory settlement. If, however, the grain was not weighed, and no shipping record of the depth in inches was kept, we have a most difficult task in getting the railway company to accept responsibility for the whole of the alleged shortage, and the settlement eventually received, is usually considerably less than the amount of the claim presented—simply because we cannot prove on the information available that the shipper actually loaded the amount of grain shown in our claim.

In your own interests and for the assistance of the Pool in presenting a claim for you on a leaky car, try in future to keep a more accurate record of what you load. Either weigh the grain over local scales and secure scale tickets, or keep an accurate record of the depth in inches to which you load the grain into the car. The better settlements which we can secure on your claims will more than repay you for the extra work involved in keeping an accurate shipping record.

### POOL ELEVATORS

Under the change with regard to elevator organization referred to last month on the Secretary's page, Manitoba Pool Elevators Limited, or "the elevator department," takes over an elevator association only after the canvassing has been entirely completed. As a consequence, the points we will deal with here are the ones at which petitions have been completed, charters have been granted, agreements have been signed up and preparations are being made for elevator facilities.

Mr. Donovan has just returned from Forrest and Bradwardine, where final organization meetings were held. Forrest has over 8,000 acres signed up and the members decided on a 40,000 bushel elevator. Bradwardine, with over 8,500 acres signed up, will also have a 40,000 bushel house, and the contracts for construction at these two points will be let at once.

In the last issue Mr. Mahoney commented on Birtle and Kenville, which points carried through successful canvasses; the first for a new elevator to be constructed this summer and be ready for the first year of operation of the association by the time the 1927-28 crop is ready for marketing, and the second reorganization for a new elevator, after a year's operation with a leased house. Construction is now under way at Birtle.

The shareholders of the Deepdale Co-operative Elevator Association Limited, decided at a meeting held on April 25th (which meeting was attended by Mr. Mahoney), that they would immediately make plans for elevator facilities for a second year of operation. This association operated the Grain Growers elevator last year, under lease.

Starbuck has over 11,000 acres signed up, and material has been ordered for a 50,000 bushel elevator.

All of these elevators are being equipped with the 5-unit Emerson Cylinder Separator cleaning machinery, which has given such good satisfaction in the Pool elevators this past year.

Menimore acreage stands over 7,300 acres, and at a meeting of shareholders of the association held on April 27th, arrangements were made for the Pool to provide a 40,000 bushel elevator.

Organization has also been completed at Hamiota and Dauphin, and these two associations will be provided with elevators at once. Meetings at these two points were attended by Mr. Mahoney, who comments most favorably on the organization and prospects.

Mr. Gibson, of the organization department, reports that encouraging canvasses are being carried on and nearing completion at between fifteen and twenty other Manitoba points—and there are several organizing months ahead.

Our records show that the thirty Pool elevators operated in Manitoba this year have handled to date 5,409,763 bushels of grain, or an average per house of 180,325. Sperling and Glenboro have handled over 300,000 bushels each; Croll, Kaleida, Manitou, Mather and Somerset over 250,000, and Cromer, Elgin, Ewart, Foxwarren, Grandview, Thornhill and Waskada well over 200,000 bushels apiece.

# THE SCOOP SHOVEL

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

OFFICES: ELECTRIC RAILWAY CHAMBERS, WINNIPEG, MAN. TELEPHONE 89 601

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

MAY, 1927

## INTERNATIONAL WHEAT POOL CONFERENCE

(By Pres. Burnell.)

I suppose all of you have been reading in the papers about the International Wheat Pool Conference held at Kansas City last week. But you will, no doubt, like to hear about the Conference from one who was present, representing your own Wheat Pool. There is one thing that I want to make clear before I tell about the Conference itself. Some of the press reports used the words "World Wheat Pool." That is entirely wrong. There was no intention in the mind of any person present at the Conference to form a world wheat pool; such a thing is not practicable. The Conference was one of co-operators brought together for the purpose of seeing if it was possible to get a clearer understanding of each other's problems and to devise ways and means for helping each other. In a word, it was an effort by co-operators in various countries in the world to co-operate in their common business of marketing grain co-operatively. The idea of getting the representatives of the co-operative wheat marketing organizations in the large wheat exporting countries of the world to confer together so that they might become friendly co-operators instead of price-cutting competitors was born in the brain of George W. Robertson, secretary of the Saskatchewan Pool. Mr. Robertson being a wheat grower himself, experienced all the difficulties which fell to the farmer's lot during the years prior to the establishment of our Canadian Wheat Pools.

The first International Wheat Pool Conference was held in St. Paul, Minn., last year, and there were present at it two delegates from the Australian Pools, a representative from the Producers Co-operatives in Russia and representatives from the United States and Canadian Pools. The board of directors of the Central Selling Agency accepted Mr. Robertson's suggestion, believing that if it was a good thing for the farmers of the three provinces of Western Canada to co-operate in marketing their wheat, it would be equally advantageous for farmers of several countries to co-operate to the same end. The Conference last year served to focus the attention of growers in every wheat exporting country on their problems, and it was readily realized by many farmers that while they were separated from Australia, Russia or Argentina by thousands of miles, yet the main marketing problem of the farmers in these countries was as identical as that of each one's

neighbor across the line fence. Thus during all last year interest in this phase of our co-operative movement grew so that when the second World's Wheat Pool Conference met in Kansas City last week, the importance of the movement was attested by the presence at the Conference of an official observer from the governments of the United States, Australia and Russia, as well as a representative from the International Agricultural Institute at Rome.

A very noticeable feature of the Conference was a spirit of neighborliness between the delegates from these different countries. This, of course, grew out of a realization of their common problem which I would put in this form: How can farmers get a better price for their grain in order that they may enjoy more of the comforts of this twentieth century? The Conference answered the question in this way: Why not co-operate; why should we continue to cut each other's prices? Americans, Australians, Russians and Canadians all showed an equal anxiety to find a way for this co-operation.

It should be encouraging to Canadian farmers with our long rail and water transport and their many handlings of their grain between their farms and their main market to learn that Russia, sitting as she does on Europe's front door-step is ready to co-operate with us in an effort to get the wheat producers a fair return for their labor and investment. The Australians also are ready to work toward a closer co-ordination in the pooling of wheat. One of the main difficulties in the situation is the fact that the Australian Pools and some of the United States Pools have not tackled their problem with the same earnestness as that shown by the farmers of Western Canada, and especially in the adoption of the long term contract. This fact was recognized in the discussions in the conference and frank speaking upon this subject will, I believe, have some very good results in the way of stimulating the Pool leaders in these countries to greater efforts toward a more stable form of organization.

The educational work done at the Kansas City Conference by the Canadian delegates will go far toward remedying defects in the pools of these other countries, and one of the main factors contributing to this was the hearty endorsement of the Canadian Pools given by the premiers of the three prairie provinces. Premier Gardiner, of Saskatchewan, and Premier Brownlee, from Alberta, made the outstanding speeches of the Conference, and Premier Bracken, of Manitoba, who was unable to attend, wired a strong message of support and encourage-

ment. The secretary of agriculture for the United States government, Hon. William Jardine, (we pronounce it J a r d e e n up here, but down there they pronounce it J a r d i n e), in a speech warmly endorsing co-operative wheat marketing, told the United States farmers they should follow the example of their Canadian neighbors and promised them that if they would get down to business by controlling their wheat through strong contract pools, and would get together to work out a sound system of pooling, the United States Government would supply the money for the acquisition of handling facilities in order to complete the marketing machine.

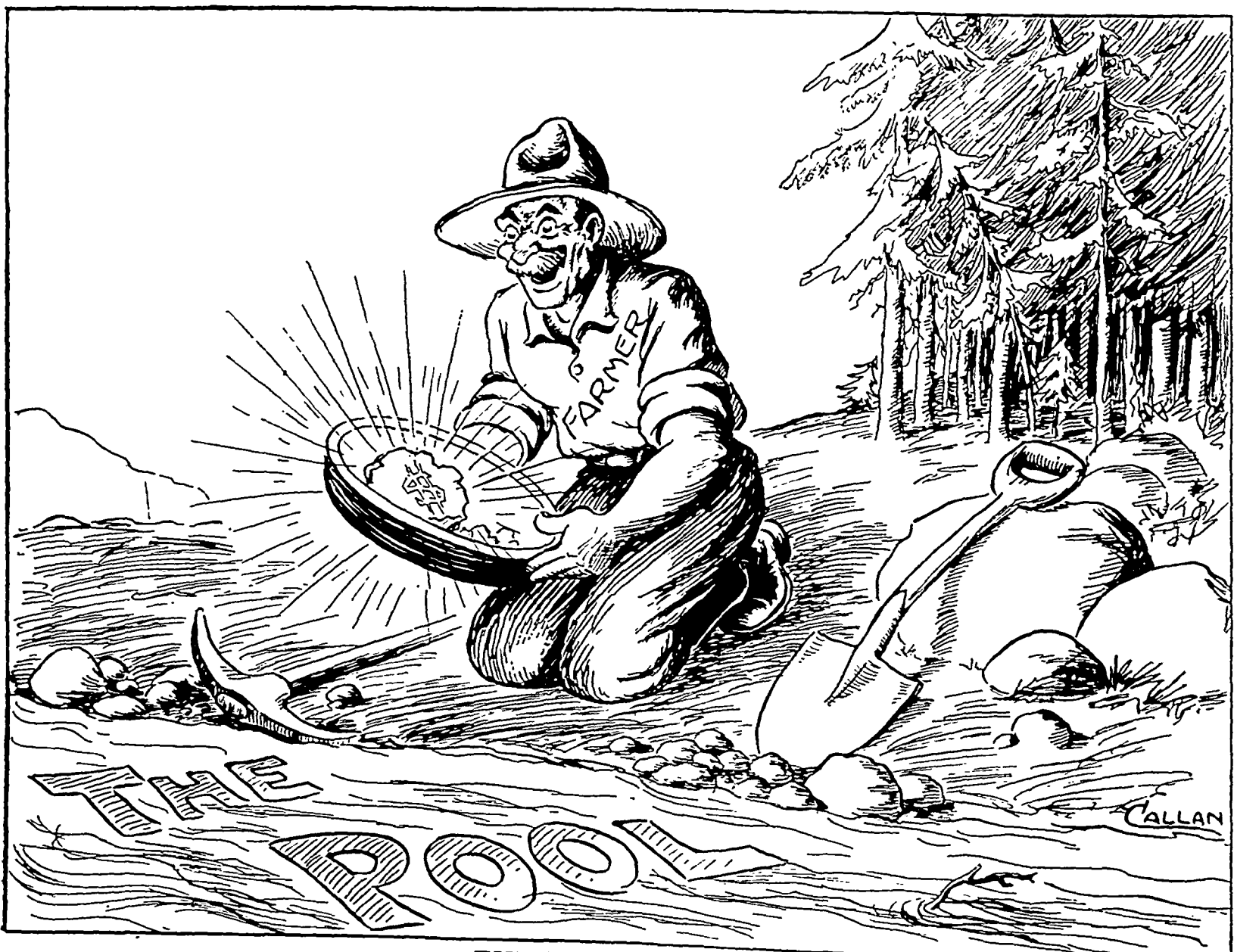
From the Argentine we received warm greetings from the Farmers Co-operatives, the Argentine Agrarian Federation, saying that they fervently desired to identify themselves with the movement which had been started by the farmers of Canada, United States and Australia, and they regretted that because they had just sent two delegates to Europe in connection with co-operative marketing of wheat, they were unable to send a delegation to the Wheat Pool Conference, but they hoped to be represented at the next Conference.

The most important and practical result of the conference was the decision reached by the delegates of the four countries represented, to take steps immediately towards the co-ordination of co-operative marketing, and with this end in view to

establish at the earliest possible date a permanent International Bureau of Information to serve the wheat selling organizations of these four countries, and instructed the International Conference Committee to carry out this resolution.

The Conference reappointed last year's committee with myself as chairman, and George Robertson as secretary, with power to add to their number. The committee met immediately after the close of the Conference, and it was decided to proceed with the establishment of a permanent International Bureau of Information, the expenses of the Bureau to be defrayed by all the organizations affiliated with the Bureau in proportion to the amount of grain handled by each organization. This committee consists of the following besides myself as Chairman, and George Robertson as secretary; Ernest R. Downie, of the Kansas Pool; A. J. Scott, North Dakota Pool; John Manley, of the Oklahoma Pool; Lew Hutchison, of the Alberta Pool. These men constituted the old committee, and the following were added: Sam Bronn, of New York, representing the Russian Co-operatives; A. C. Judd, of the Victorian Wheat Pool, to be corresponding member for the Australian Pools; W. A. McLeod, of the Central Selling Agency of the Canadian Pools.

Canadians will be proud to know that Canadian farmers, through loyalty to their pooling organizations, have attained to the co-operative leadership of the wheat growing countries of the world.



THE BEST STRIKE YET

## FARMERS MUST ORGANIZE

By Pres. Burnell

It is interesting to trace agriculture from its earliest beginnings to the present day. Scientists tell us that originally all the human race were food gatherers and gradually they divided into food gatherers and food cultivators; the latter were the first farmers. They were the ones who first got the idea of staying long enough in one place to grow their food; they conceived the idea of breeding and raising their meat animals instead of roaming the forest in search of them. These first farmers, because they were the first to have a fixed or permanent abode, laid the foundations of our modern civilization. All over the face of the earth are scattered remains of these early agricultural settlements, most of which made use of irrigation in the production of their crops. Today as a development from these early beginnings we have our very complicated and specialized industrial settlements in our modern towns and cities on the one hand, and our sparsely settled farm lands on the other

If we are to face the facts we must admit that we farmers have not kept pace with the industrial development, and that herein lies the root of all our main problems. We are using automobiles and radios, but in most of our business practices are still in the age of the ox cart and the smoke signal. What an impossible task the individual farmer has mapped out for himself. He is trying to obtain for himself and family the same standard of living with the same education and comfort enjoyed by those engaged in other industries. The rest of the world will concede him this as a right, but if he persists in working alone as an individual, he can hardly hope to obtain a fair share of the good things of this twentieth century civilization. At least, not in time to enjoy them for long.

The farmer who insists on working as an individual is like the man who insists on walking up to the top floor of the skyscraper when all others are taking the express elevator. He may get there, but it will be at the expenditure of much time and energy. The farmer who will not join hands with his neighbors is about the only man in our modern civilization who refuses to benefit by organization. He buys his plow from the manufacturer who believes in organization and is a member of the Manufacturers' Association; his horses are shod by a blacksmith who is a member of a union. He buys his groceries from a storekeeper who belongs to the Retail Merchants' Association; when he ships his produce he uses a railway whose rates both passenger, freight and express and regulations governing the same are agreed to by an association of railways. His children attend the school where the teacher is a member of a Teachers' Federation. If he takes his local paper the editor is a member of an association, and on Saturday night he has his hair cut by a member of the Barbers' Union and the charge is a union rate. When he goes to church on Sunday he listens to a member of the Ministerial Association. If he is not a member of the wheat pool he takes his grain to an elevator belonging to a firm associated with the Northwest Grain Dealers. It may be insured by the insurance pool which is

used by the organized grain trade, and finally shipped by the Lake Shippers' Grain Association. All these associations are co-operative organizations for the benefit of their members. All rates, wages, tariffs, charges, etc., paid by the farmer are either a direct or indirect result of organization and combination on the part of those with whom he has to deal.

What then is wrong with the individual farmer? The story is told of a Swede who was being questioned at the inquest over the death of his brother. His version of the accident was as follows: "Olie and me were standing on the railway track and along comes the fast express, and after the train went by I looks around and says I to myself, says I, something must have happened to Olie." During June some of your neighbors will call on you and ask you to join with them in the marketing of your grain; they will ask you to sign a contract agreeing to stand by one another in an attempt to get a price for your grain which will give you the cost of production, plus a fair profit. You are gambling with weather conditions, why gamble on the price of your produce? You cannot afford to stand aside and watch your neighbors make this effort for your betterment without joining hands with them. You have always prided yourself on being a good neighbor; you would not think of milking your neighbor's cows or working your neighbor's horse. If you persist in marketing in the old individual way you are a factor in breaking the prices; if you join with your neighbors in the Pool, you are taking the modern organized way of doing your business. Individual selling of all farm products should have disappeared with the cradle and the flail; it should have no place in this age of self-binder and power thresher.

Farmers! You cannot afford to work alone when every other vocation has found it necessary to organize for mutual benefit. If you do not travel with the world the world will trample upon you in its onward march. This is not simply a campaign to sign Pool contracts. This is an effort to put agriculture on a permanent business basis; an effort for better farms, better homes, better education. A square deal for the women and children on the land.

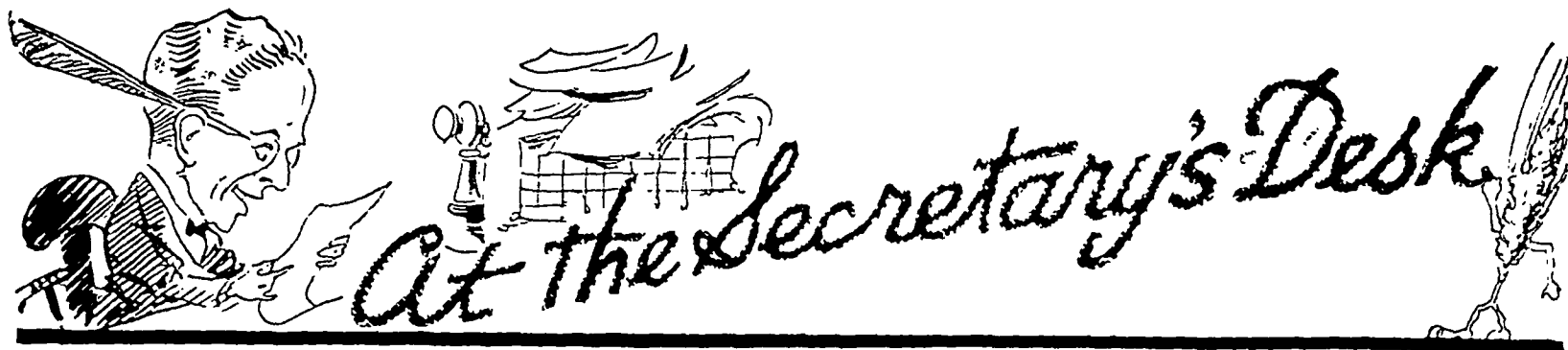
\* \* \*

The Grain Trade News wants to know about the wheat which it believes the Pool carries over from one year to another. There's no satisfying this spokesman for the Grain Trade. One day it is saying that the Pool rushes its wheat on the market in the fall and has no wheat to sell in the later months, and then it is telling us the Pool certainly cannot sell all that it has delivered to it in a given year. First, its this way and then its the other. The Grain Trade News is ready to argue in any old way as long as it is against the Pool.

\* \* \*

A radio broadcast of the Grain Trade News advised the farmers to figure out how much they got for their wheat last year. Some farmers have written us saying that they took the advice; that was how they came to sign the enclosed Pool contract.





By F. W. RANSOM, Secretary

## GET TOGETHER AND GAIN

I am selfish. I will tell you what I want. A good home, with a good school and church, good roads in the district. I would like to have labor saving devices—electric light and power in the house, besides telephone, gramophone, radio and a car. In other words, I want a reasonable standard of living and at the same time be able to provide for my old age. I have the same wish for everyone else. What about you? Isn't that pretty much your idea? You and I are very nearly the same: You would like to have shorter hours and better returns. You would like a good barn, a good farm well supplied with stock and implements, and all the opportunities of enjoying the finer things of life; to be able to make money and have a good home.

At the same time, both you and I would like to see everyone in the community equally prosperous and satisfied. Well, I will tell you what I am thinking; from what I have read, heard, seen and experienced it will pay us to get together on this proposition: I believe you and I together can do better than you and I separately. We can come together on a plan that will help both of us. I am not saying this because I specially love you, but because by joining hands you will benefit me, and at the same time, I will benefit you. Take the farm: There isn't any better place anywhere to bring up children, and no better place to live and have a home. It is a healthy life, and the environment is good. What we want is better social and economic conditions. No, there are not many who want to go farming as a means of making a living. Everyone seems to want to go into business or a profession and live in the city. We have got to make farming a better paying business, then more will stay with it if we can only secure most of the things we want and have the same standard of living as the man in the city, then agriculture will be put on a permanent basis?

### Who Pays?

Well, what's the idea? What have you got in your mind? Just this: I cannot see any sense in keeping up a whole lot of businesses or companies whose whole idea is to make as much money or profit as possible out of handling the products of my labor; it isn't necessary, when we can do it ourselves. Take for instance, all these country elevators, some 4,000 of them: Who has paid for them, and the private terminals too? The speculators ever striving to make something for nothing by gambling with our wheat, and the grain companies

and the grain men. They make money; who pays it? I'll bet they don't live under the same conditions as I live. These profits total every year, millions of dollars. Why shouldn't they go back to the farmer? To him they rightfully belong. Then again, doesn't it seem to you absurd to sell our wheat to some buyer here at home when the real buyer is over in Europe, and also to go on pouring that wheat on the market without asking that buyer how much he could take at a time, and how he wants it delivered, and when? It seems to me he wants our wheat all the year round, not all in three months. Just looks like we did our business with our eyes shut. In fact it isn't business at all. It reminds me of a fellow who keeps on pitching sheaves into the self-feeder when the machine is plugged.

My idea is that we should market our wheat the year round, and sell it only as it is wanted; that's just plain common horse sense. Supply according to demand. But this is the important thing to me: That if we sell our wheat as the buyer needs it we get its proper market value; but when we shut our eyes and throw it on nearly all in the fall, we certainly do not get its market value.

### Sign a Contract

Very well then, we have got to get together so that we can have sufficient volume and control the flow to the market. It means organizing an association of which we, the producers, shall be the sole owners and controllers; giving each member an equal say in its management, and sharing up with one another in the proceeds of the sale of grain in proportion to the bushels we deliver of like grade. It means, of course, securing technical men and sales managers to assure business efficiency and proper selling. If we pay attention to our business we will have good management. Since we are going together on this we must have a very clear agreement, setting out exactly what we propose to do, and how we intend to do it. This will be a bargain as between neighbors, and shall be a contract binding us all together in the association. Yes, I said the idea behind this is selfish. I am wanting to better my own condition, but do not forget it, I cannot achieve my purpose without thinking of you and joining with you in partnership. This pooling makes us think of and work with the other fellow and so make us less selfish, and better citizens—more human beings. Do you believe co-operation is a sound practical business proposition? If so, sign a contract! Join the Pool!

**THE RE-SIGN-UP CAMPAIGN**

The re-sign-up campaign will commence June 15, continuing for one week only. The drive will be conducted much along the same lines as those in each of the previous years—one canvasser for each township, and a captain for each municipality. We have sent out 600 letters asking members to canvass, and already 246 have replied indicating their willingness to assist. The following is the type of reply we receive:

“I will do all I possibly can to try and make it 100 per cent. Pool.”—(J. W. Dimmick, Gilbert Plains.)

“I will do my best to get them all back as I cannot see that we can get along without them, or at least if we don't, it means that it will set us farmers back at least five years.”—(Tryggvi Johnson, Baldur.)

The contract for this campaign will be a green form, and the only alteration in wording is in that of the years, making the term from 1928 to 1932 inclusive.

There are 13,640 Wheat Pool contracts expiring with the 1927 crop. These are all to be renewed. At the same time, we will canvass for new Wheat Pool contracts and new Coarse Grain Pool contracts. There are 9,200 Coarse Grain contracts which expire in 1929; 4,000 which expire in 1930, also 3,668 Wheat contracts which expire in 1930. That means we have 13,000 members signed up on 16,000 contracts, which do not expire with this year's crop; we start on our campaign with that assured membership.

**Canvassers Meetings**

We propose holding a meeting in each local, in the period June 1st to June 15th, that is 90 meetings altogether, to bring together the local board and the canvassers, at which either the fieldman or some one from this office will be in attendance. The chief idea of this is to make the personal acquaintance of the canvassers, to impress on them the value of organization, and to set out the imperative necessity of doing the job thoroughly and efficiently.

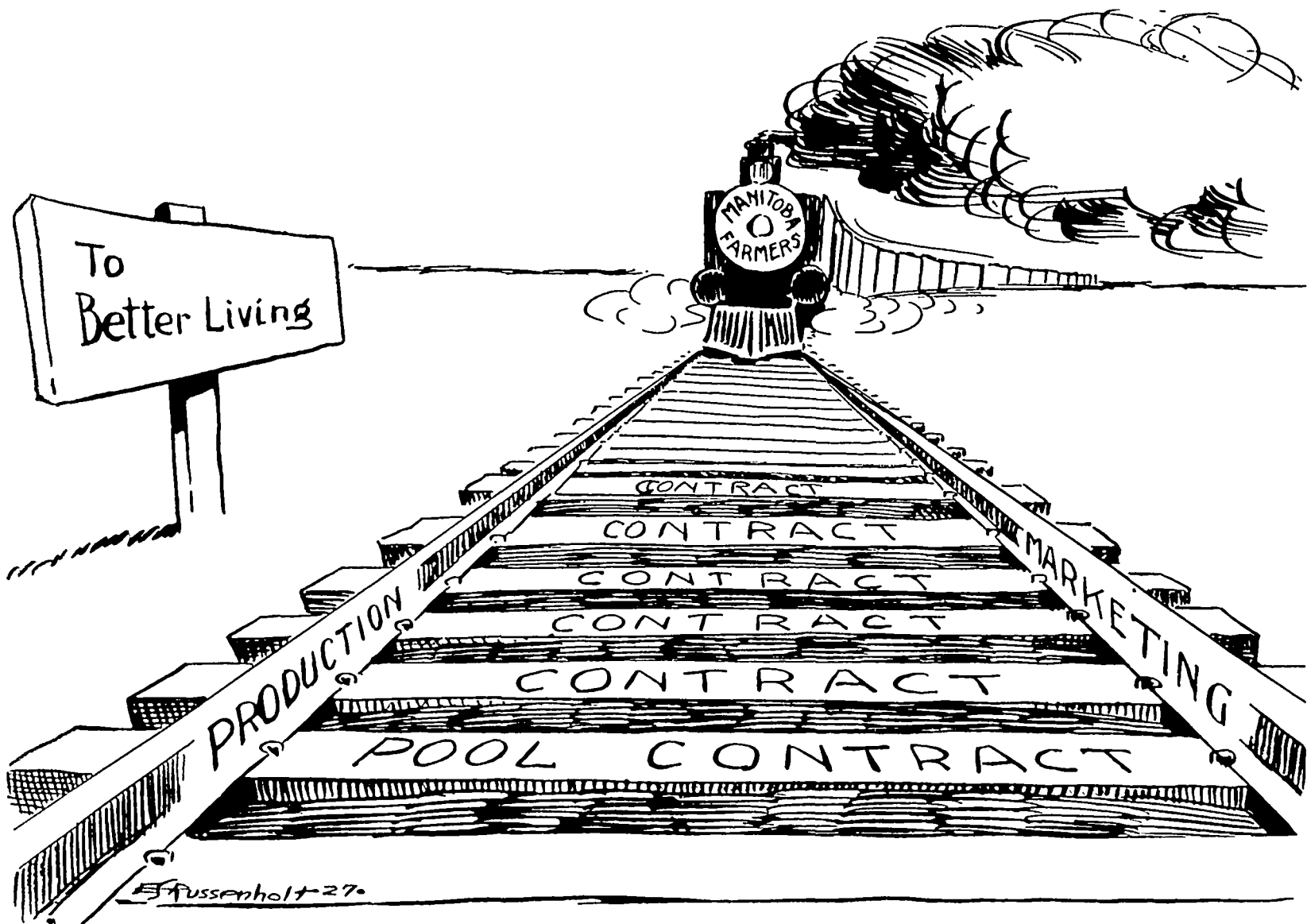
A list will be sent to each of the canvassers giving the names of the Pool members in each township, showing their location and whether they have signed up for one or both Pools, and the year in which their contract expires.

We expect to have thirty more elevator associations this year, and these will be responsible for increasing the membership by about 500, and the number of new contracts by 1,000, besides bringing in probably 5,000 renewals.

**ARE YOU ONE?**

We have on hand two cards sent in by crop reporters indicating choices for books. The first choice on one card is “Crop Production in Western Canada”; the first choice on the other is “Flint and Feathers.”

Neither card has the name or address of the person sending it in. We have the books on hand and have been expecting to hear from the two reporters when their books did not arrive. We hope they see this notice and put in their claims accordingly.



BLEST BE THE TIE THAT BINDS.

## SEEDS

Sale of the Crescent Creamery Company's butter plant at Brandon to the Manitoba Co-operative Dairies, Ltd., was completed Friday, April 29th. The new owners have taken possession of the plant, which has been operated by the Crescent Creamery for approximately 15 years.

\* \* \*

The members of the Killam District Co-operative Association, Limited, have sponsored the formation of a Co-operative Credit Union at that point, and have urged the Alberta government to secure the enactment of a Co-operative Credit Act similar to the one in Quebec. The office of the Credit Society will be located temporarily in the co-operative store.

\* \* \*

As a result of amendments to the Trustee Act in each of the three provinces, it is now possible for trustees to market through the Pools of the three provinces, grain grown on trust estates.

### NOTICE TO CANVASSERS

Do not send in the duplicate copy of the contract marked "This copy to be kept by the grower." Tear it off where perforated. It is for the grower's own use and reference.

A people on the land whose wants are few, who are content with a lower standard of living means more luxuries for those living indirectly off the farmer. It also means a greater cleavage between the farmers and other classes, and it means that we shall eventually sink to a peasantry.—(U. F. A.)

\* \* \*

Hon. William M. Jardine, United States secretary of agriculture, in an address before the American Country Life Association at Washington, urged that rural youth of today be taught the principles of co-operative marketing. "I should like to see a course in co-operation in every rural school in the United States," Mr. Jardine said. "I should like to see every rural preacher and every officer of a rural life organization committed to co-operative principles."

\* \* \*

The farmer who says the Pool has raised prices and will not join, declares, by his action, his opposition to the Pool. He is going to work against that which is helping him.

"Man shall not live by bread alone," and of all other things the arts probably give most satisfaction to mankind. Co-operation in art is seen in the Community Players of Winnipeg, an organization which exists to produce and act the plays of the world's best writers which are seldom or never seen on the commercial stage. Actor's, producers, stage carpenters, scene-shifters and painters, electricians, etc., are all unpaid volunteers, and the membership is drawn from all occupations. Members' fees and admission receipts from the public help to cover the upkeep and cost of the "Little Theatre," which is owned by the club. Four major productions" are staged in the season and several "members' nights" when new talent in writing, acting and producing are given a trial.

\* \* \*

The unorganized surplus wheat marketing is a constant menace to co-operative marketing.

\* \* \*

A conference of representatives of the Live Stock Pools of the three western prairie provinces was held in Regina on May 3rd, to consider plans affecting the livestock shipping industry, and particularly the organization of an interprovincial selling agency.

\* \* \*

Hon. W. M. Jardine, secretary of the United States Department of Agriculture, stated that the United States government was willing to give financial backing to the right kind of co-operative marketing organizations. The loans could be made to extend over a period of 20 to 30 years at a low rate of interest.

This announcement was made at the International Conference of Wheat Co-operatives, held at Kansas City, May 5, 6 and 7.

\* \* \*

The gross Pool turnover for the years 1925-26 was over \$290,000,000. The gross return of the C.P.R. for the last financial year was approximately \$190,000,000.

\* \* \*

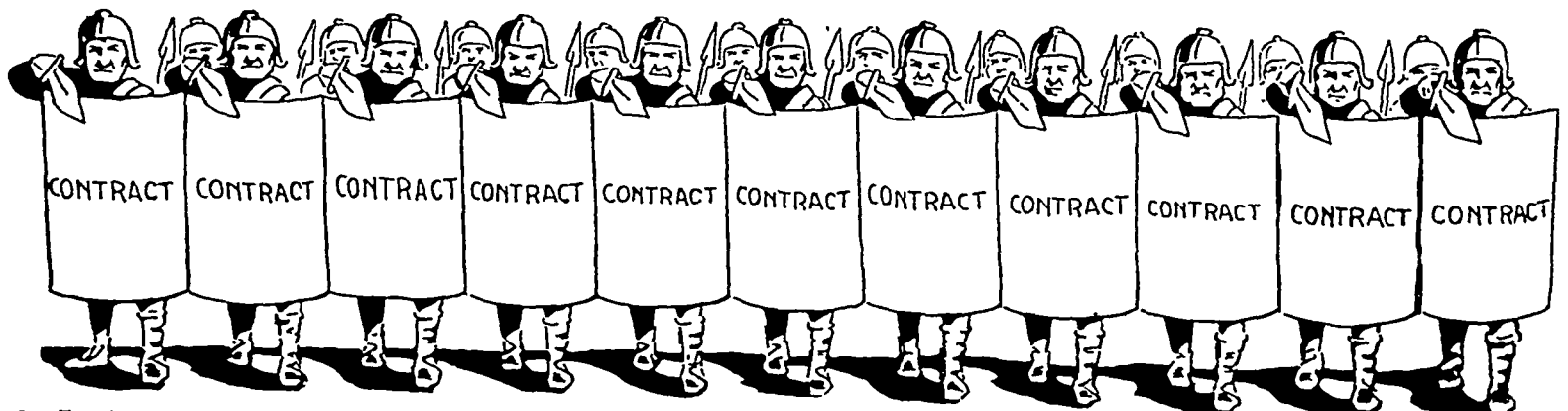
The prosperity and standard of living in any community is proportionate to the extent to which they co-operate in the community.

\* \* \*

The population of the world continues its steady increase. Wheat eaters, in a word, are increasing faster than the increase in wheat.

\* \* \*

To the end of April, Manitoba Pool Elevators had an average handling per house of 180,325 bushels.



As the Legionaries of Imperial Rome Locked Their Bucklers to Receive the Shock of Battle, so the Farmers of Manitoba



# THE CO-OPERATIVE MARKETING BOARD

**Members of the Board:—**  
 Hon. Albert Prefontaine, Chairman. R. D. Colquette, Vice-Chairman.  
 F. W. Ransom. W. A. Landreth G. W. Tovell. H. C. Grant. Geo. Brown.

Secretary: P. H. Ferguson.  
 Office: 185 Parliament Buildings. Telephone: 840 894.

## THE LIVESTOCK POOL

Manitoba Co-operative Livestock Producers has made substantial progress in its preliminary organization work. A meeting of the executive was held at Winnipeg on Tuesday, May 3rd, when the contract and articles of incorporation for the proposed district associations were given consideration.

The contract adopted by the association is a continual or self-renewing agreement, and may be cancelled by either party during the month of June in any year. It will connect up the producer to the district association, and will delegate to the district association all of the powers which may be exercised by either the district or the central organization. When Manitoba C.L.P. becomes an active marketing agency, certain of these powers will be delegated to the central association by a second contract. This plan is often referred to as the double or cross contract system.

In principle, the producers' contract is identical with the Wheat Pool agreement. In taking this as a basis it is felt that farmers are already familiar with the main provisions and can accept it without any misgivings as to its purpose and effect. The modifications introduced are those which deal specifically with livestock, giving due regard to the differences in organization and methods of handling and marketing. Pooling is not compulsory under the livestock contract. The association is given fairly wide discretionary powers in deciding upon the manner of pooling and extent to which it may be practiced. The contract gives the association power to borrow money and make advances to producers, and may make settlement under a system of deferred payments whether the stock is pooled or sold in separate consignments.

All commercial livestock, other than dairy animals, owned or acquired, must be sold through the association. Producers, however, are allowed to supply beef rings, and by consent of the association may sell to butchers or others for local sale or consumption. Breeding and feeding stock may be traded or sold to other members of the association, if such transaction is authorized. Again, should circumstances arise which make it necessary for a member to dispose of his stock privately or by auction sale, the board of directors have authority to grant him permission to do so. In brief, the whole spirit of the contract is to make it a common-sense workable agreement between individuals engaged in the same business; with the object of strengthening their bargaining power by bonds of confidence and goodwill.

It is the purpose of the new association to devote its attention to building up strong district groups, several shipping points or existing local

bodies being urged to combine under a unified system of control, so that the organizations so formed will be made permanent and secure. All matters of a purely local concern will be handled by the district board, and shall bear its full share of executive responsibility. Manitoba C.L.P. will supply contracts and other publicity material and when required, will give direction to district associations in mapping out their boundaries.

The central office is already in receipt of numerous enquiries for information, and several have announced meetings with the purpose of proceeding with organization plans. As soon as seeding is completed, definite arrangements will be made by the provincial association to launch an active co-operative marketing campaign.

### Inter-Provincial Organization

Another step in the co-operative marketing of livestock was taken at an inter-provincial conference held in Regina on May 4th, 5th and 6th. The basis for an inter-provincial board was agreed to, subject to ratification by the directors of the different provincial bodies.

The discussion resolved itself into the best plans of procedure and the duties of the new organization. It is recognized that livestock marketing offers peculiar problems, and it is believed that these problems can be dealt with more effectively by a central board, acting for the three provinces. Such an organization should ultimately be able to bring about important improvements in the system of marketing livestock in the prairies. While definite decisions has not yet been made in regard to the plans of operation, it is expected that an inter-provincial sales agency will eventually be created to take charge of the marketing of livestock for the three organizations.

Roy McPhail, of Brandon, provisional president of Manitoba Co-operative Livestock Producers, and I. Ingaldson, of Arborg, vice-president, represented Manitoba. Saskatchewan was represented by W. D. McKay, of Delisle, and P. E. Roblin, of Govan. M. A. McMillan, Tees, and A. B. Claypool, of Acme, were the Alberta delegates.

### Co-operative Slogans

The National Livestock Producers' Association, of Chicago, conducted a competition where prizes were given for the best slogans for co-operative societies. "In the Hands of a Friend from Beginning to End" is the one which captured the first prize. "The Co-op. Way means More Pay" came second, and "Ship Them Yourself and Get All They Bring." was the third award. The first prize slogan is being used by the association.



# Co-Operative Dairies

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

President: G. Fjeldsted, Gimli.  
Vice-Pres.: N. Breton, Letellier.

Manager: Alex McKay, Winnipeg.  
Sec'y-Treas.: G. W. Tovell, Winnipeg.

**Directors:**

W. R. Wood, Winnipeg.

W. A. Black, Beausejour.

H. Steiner, Whitemouth.

Chas. Tully, Reaburn.

Wm. Grotike, Stonewall.

## SUCCESS FOLLOWS EFFICIENCY

In the last issue of The Scoop Shovel we gave you a short report of the meeting held on the 13th instant to consider the taking over of the Crescent Creamery plant at Brandon, realizing that it would be fairer to allow an independent on-looker to report this meeting, as my report might be looked on as favoring either side which expressed different views. It is seldom that we get a meeting of this size where everyone is able to see eye to eye on an important question of this character. However, they decided to proceed, and now it is up to us, to all join in making this venture a complete success. The only way that this can be accomplished is by each individual member co-operating to the fullest extent in obtaining support for this plant, as well as the other one at Winnipeg. Remember that we are both working for the good of the cream producer, helping to cheapen the handling and selling of his products.

The co-operative movement is developing very rapidly the world over in all lines of business; is

it not necessary for the producer to use the same efficient methods as all others are doing? The co-operative movement is sound so long as it is operated along strictly business principles, which can be truly said of the Manitoba Co-operative Dairies. Up to date our

overhead expense has been kept to the minimum, in keeping with efficiency, and this will continue as far as the present management is concerned. So the shippers of cream can rest assured that their business will be carefully and efficiently handled at all times.

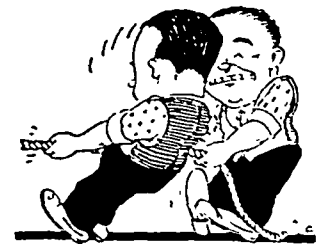
We are just entering the time of heavy production, so that the shipper will be wondering how market conditions are going to be for the season. If there was any one person that could foresee what is going to happen for the next six months it would be very welcome information for all of us, but we can look at conditions as they appear from a distance. First, the New Zealand control is off for the present and this has released quite a large quantity of butter on the old country market, necessarily affecting the price to some extent, though, no doubt, a great quantity of this will go into consumption

before we Canadians have a surplus to ship. At the present moment Canada is an importer of butter, even our western provinces. This may not be an unmixed evil, for this reason: By shipping out our surplus we are keeping our market in good condition for the consumption of our winter production and, by the way, assuring a higher price to our producers during the period of lowest production and the time that it cost him most to produce his cream. If we are short we can import from the southern hemisphere but there must of necessity be a somewhat wide spread between the home market in New Zealand and the home market in Canada, or this butter will not find its way here. On the other hand if we attempt to store our summer products we will find that at the time of fair winter production there will be just a little too much held, so that it has a very depressing effect on our winter market. This is doubly true, for if we are able to at all times furnish the consuming public with strictly fresh good butter, they will consume much more than if we attempt to feed them with a stale storage article, so that the price is seriously affected by attempting to supply a quality of butter that is not acceptable to the general public. If we strive to make the finest possible quality so as to encourage consumption, we will encourage the consuming public to pay higher prices, and if you patronize your own company, the Manitoba Co-operative Dairies, you will at all times receive the full benefit of your labour in making a better quality, so that the consumer will use more butter and be willing to pay more money for it. If on the other hand you put butter of indifferent quality on the market you are only going to get an indifferent price for it, and this is true no matter what market you are catering to.

At this time of year dairy production on the farms is on the up grade. The late spring has kept it back noticeably, but the moisture, too abundant in most sections, will make good pasture by way of compensation to dairymen.

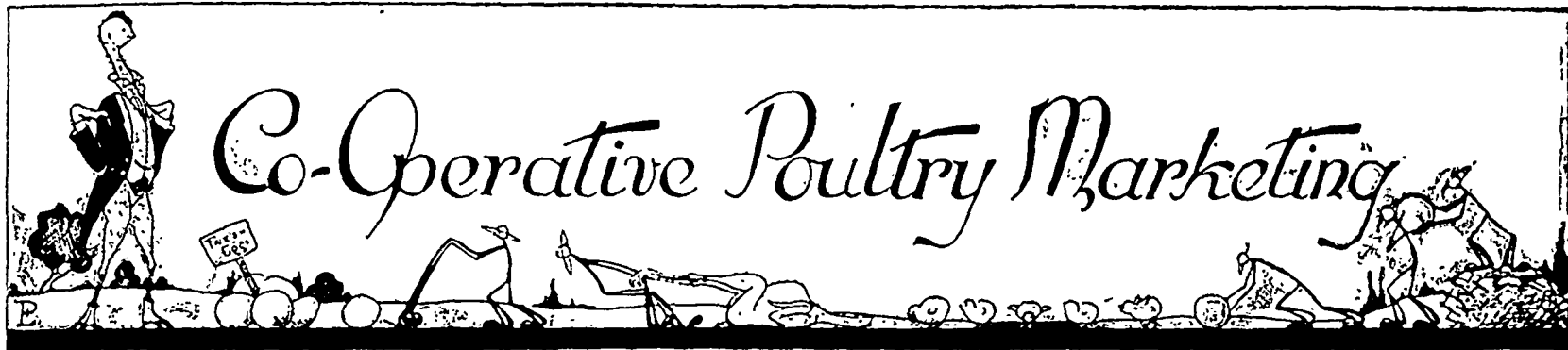
For the past month or two the supply of cream has hardly supplied the home market, and prices have been good accordingly. Now the market is tending to return to an export basis and prices are dropping towards the world average.

Prices as present per bound butterfat are: Table cream, 38 cents; special, 36 cents; No. 1, 34 cents.



Winnipeg, 1921; Brandon, 1927. Both pulling for you. Do your stuff.





# Co-Operative Poultry Marketing

## MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LIMITED

W. A. Landreth, President and Superintendent      A. W. Badger, Vice-Pres.      D. W. Storey, Sec. and Sales Manager.  
**DIRECTORS**  
 W. A. Landreth - Hartney      D. W. Storey - Hartney      A. W. Badger - Carman      W. S. Patterson, Boissevain  
 Geo. Gordon - Oak Lake      W. B. Martin, Shoal Lake      C. B. McLean, Grandview      W. S. Smith - Neepawa  
 Head Office: Hartney, Manitoba      Dr. H. N. Thompson, Virden

### EGG STATIONS OPERATING IN FULL SWING

Six egg stations have been operating in full swing since March 28th, and despite the backward weather egg receipts have been very satisfactory and increasing gradually, and marketing in carlots has been very general. Up to the time of going to press, we will have marketed about forty cars of eggs; some of our egg stations putting out as high as two cars per week.

We have had a few complaints comparing our grading with a certain class of local trade, who are in a position to retail most of their eggs over the counter, and who only have to sell on two commercial grades, and who are also, in a position to use all cracks and low grade eggs, in catering to their own restaurants and dining places, which places them in a position to eliminate the lower grades from their returns going out to the producer. We are not in a position to do this, and will not, until such times as we decide to go into the distributing business. Our eggs are practically all sold in carlot, in most instances going outside of the Province, and are subject to Dominion Government inspection before they leave our egg stations, consequently, we must follow the regulations to the letter, or suffer the consequences. We do not believe it is in the best interest of either the producer or

the consumer, to give a producer a better grading than his or her eggs actually deserve; as a producer should only be paid a price according to the quality of the product, and the consumer should only be charged a price on the same basis.

### Advance Raised in Eggs

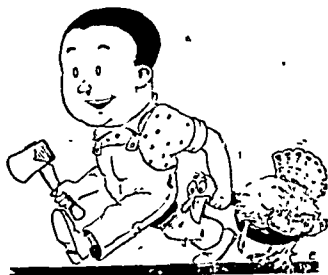
Commencing Monday, May 9th, we raised our advance on eggs to 22c per dozen, notwithstanding the fact that the resale in carlot is weaker than it was a week ago. We took this action due to continued higher prices being offered by the local trade. It would appear that a situation has developed among the trade similar to last year, namely: a "little war on" in agreeing on prices to the country. We understand these prices are mutually agreed on each week by the trade, and it is very evident that some have broken away and come out with higher prices, which made others do likewise, and go possibly one better. We presume we need not expect to function in the co-operative marketing of eggs or poultry, as we are, without considerable opposition from our competitors, and can only expect as a natural course of events that this opposition should come in one

form or another. Our association has never stored eggs; a pure and simple speculation of which we are sure our shareholders would not approve.

(Turn to Page 45.)

### "SWAT THE ROOSTER" MAY 24th.

Your association is making a determined effort to improve the quality of the eggs marketed in Manitoba. We are requesting every producer who ship eggs to our egg stations to eliminate their roosters on May 24th. We are, also, requesting the co-operation of our merchant this campaign.



Prince Edward Island Poultry Producers, Ltd., market as high as ninety per cent. of their eggs as extras members in assisting us in during the production season. **THERE ARE NO ROOSTERS IN THE MEMBERS FLOCKS.**

It is estimated that seventy per cent. of the shrinkage in grade in eggs marketed in Manitoba, is due to marketing fertile eggs. Germination will start in fertile eggs at seventy degrees of heat. **UN-FERTILE EGGS ARE NOT SO READILY AFFECTED BY WARM WEATHER.**

The reason we have so many fertile eggs in Manitoba is due to the fact that ninety per cent. of the producers allow the rooster to remain with their flocks the entire season.

**A ROOSTER CONTRIBUTES NOTHING TOWARDS EGG PRODUCTION,** and is only a nuisance in the flock after the breeding season.

Will you assist your association by **SWATTING THE ROOSTER ON MAY 24th.** By doing so you will obtain a better grade and a greater price for your product.

Note—Boil three hours before using.



This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

## CATTLE SUPPLY SHORT

The cattle market has shown strong prices in the past few weeks, anywhere from one and a half to two cents a pound over prices prevailing at the corresponding time last year. Scarcity of supply is the cause, and so pronounced is the scarcity that the vanishing of the overseas trade in cattle to Great Britain has made no difference. By the end of May last year 40,000 cattle had been shipped to Great Britain. Latest figures this year record only 7,100 head already shipped, and it is doubtful if it will reach 8,000 by the end of May. The fact is that this year Canada has practically no cattle to spare for the British market.

Government figures to May 5th this year show a drop in actual sales at Winnipeg from 84,140 head last year to 55,220 head this year; at Calgary from 33,819 head last year to 28,041 this year; and at Edmonton from 21,342 to 9,162. On eastern markets there is also a drop in sales, although not so pronounced. Calf marketings on all stock yards have been higher than last year, and the movement still continues, and no large increase in supplies of cattle is in sight. For several years a great deal has been heard of a prospective shortage of cattle supply, and it begins to look as if it were at last developing.

Within recent weeks United Livestock Growers have actually been shipping butcher cattle from Winnipeg to Calgary and to the Pacific Coast. Not long ago the possibility of such a movement would have been laughed at, so great were the available supplies of cattle in Alberta thought to be.

## NEW BASIS FOR BACON HOGS

As a result of the conference at Ottawa the new method of fixing premiums for bacon hogs is now in force. For the present it has been set by the committee at one-half cent. per pound over the thick smooth price. As the thick smooth price fluctuates the differential will be changed from time to time so as to keep it approximately five per cent of the thick smooth price, instead of the flat ten per cent. that was formerly in effect.

For the present the British bacon market is playing a small part in fixing the price of hogs in Canada. It is largely based on the price in the United States, where, in spite of the duty, a large number of Canadian hogs, especially from Alberta and Ontario have been shipped. From Winnipeg the shipments south have been unimportant, although United Livestock Growers have sent an occasional car.

It seems likely that the British bacon market be-

fore long will again be playing a large part in establishing Canadian price levels. If, because of present conditions, efforts to produce the bacon type of hog are relaxed, it is likely to be costly, both to the industry as a whole and to the individual farmer.

## NOTES

The hog market at Chicago has got down below the \$10 level, and indications are for lower, rather than higher prices. So far this year in the United States hog marketings have been lower than last year, and the lowest in seven years, but right now marketings are heavier than last year, and the total for the year will probably soon be higher than last year. It does not seem likely that the United States will for much longer require to import hogs from Canada.

In order to encourage the consumption of high quality beef the United States government has inaugurated an inspection and marking service in some of the principal packing plants of the country. Sides of best steer beef are marked for their whole length, "U.S. Prime Steer." An educational campaign is being carried on to teach consumers that good beef is more desirable than poor beef.

Co-operative shipping is growing at Glenora. Since H. C. Strang took over the management of the contract shipping association there 10 cars have been consigned by the association to United Livestock Growers. Last year only one car from that district came to this organization. There are over one hundred members in the Glenora association.

A good shipment recently came in from Forrest. Two steers belong to F. McPhee, weighing 2,860 lbs., brought 10c per pound. Exactly the same price was brought by two heifers in the same local, weighing 1,300 pounds, belonging to J. McCallum.

R. J. Bamford brought in 100 hogs from Manitou the other day, out of which 42 graded selects.

Farmers who still have winter fed cattle to market have prospects of continued strong prices. To sell them to best advantage the market at Winnipeg should be watched closely. Telephone, write, or wire to the Winnipeg office, and the best information United Livestock Growers have will be put at your disposal.

United Livestock Growers have orders on hand for shipments of good stocker and feeder cattle to points in the United States, but the difficulty is to find sufficient cattle to fill these orders. Best feeders have recently been worth up to \$7 per hundred at Winnipeg, and best stockers as high as \$6.25.

# The Pool Woman



## WOMEN CO-OPERATORS IN JAPAN

The modern woman's movement is a world-wide movement; it penetrates every corner of the globe.

From far-away Japan comes news of the progress women are making in that country. The first



MISS KAME-KO KAWAMOTO  
One of Japan's women leaders.

women's organization was formed in March, 1920, and soon had more than two hundred members. In July of the same year a petition signed by 1,500 women was presented to the Imperial Diet of Japan asking for the revision of the law forbidding women to organize a political meeting or even to attend it, and on March 26, 1921, this law was revised. The first woman suffrage bill was

introduced in the Diet in 1923. Nearly all of the important newspapers are favorable to granting the franchise to women and several organizations for the agitation for woman suffrage have come into existence.

Included in this general movement is the co-operative movement which is also providing an outlet for the activities of the progressively minded women. The co-operative movement in Japan is twenty-five years old, but only recently have women taken any prominent part in it. In 1925 there were in Japan 14,517 co-operative associations with a membership of 3,000,000, of which 74 per cent. were agricultural. The Co-operative Union of Japan is endeavoring to interest women in the co-operative movement by holding special meetings for them, realizing that the best and quickest way to develop the co-operative store, for example, is to win the housewife over to the side of co-operation. Women have their co-operative guilds and also their own co-operative enterprises. Chief among these is the Kanazama Machine Sewing Co-operative Society. This society, which manufactures and sells clothing, is organized and manned entirely by women. The society has a workshop equipped with sewing machines. It supplies its members with the raw materials which they make up either at home or in the workshop, and the finished goods are sold through the society. Co-operators have found it somewhat difficult to get the women to

attend the general co-operative meetings, but the special women's sections are meeting with greater success.

## EVERYBODY HELP

On June 15 the campaign will be commenced for securing a renewal of the contracts which expire with the crop of 1927. This is a campaign in which the farm women of Manitoba can take an important part. The development of co-operation among farmers means a very great deal to farm women because anything which will better the economic condition of agriculture is of importance to the



MRS. ELLEN FOSS, STONEWALL  
Who shipped the first carload of wheat to the Manitoba Pool

the co-operative movement, and we have today a women's section of the International Co-operative Alliance.

The farm women of Manitoba have shown a very practical interest in the development of co-operation in the province, and they can do a great deal toward making a complete success of the re-sign-up campaign. The first car of wheat received by the Manitoba Pool when it opened for business in September, 1924, was shipped by a woman member, Mrs. Ellen Foss, of Stonewall. That will stand to the credit of the farm women of Manitoba in the history of our agricultural co-operative development. Let us also have to the credit of our farm women a strong influence and an active effort toward making this re-sign-up campaign productive of a greater membership in our Pool. This campaign will be going on simultaneously in the three prairie provinces and Manitoba farm women should give all the help they possibly can to keep Manitoba abreast of—preferably ahead of—our neighboring provinces to the west.

# International Wheat Pool Conference.

## Address of Chairman C. H. Burnell

*"It Is My Hope That Agriculture May Be the First to Replace International Competition by International Co-operation."*

While the Wheat Pools have not solved all the problems of the Western Canadian farmers, yet the better prices secured by the Pool system of marketing have added materially in improving their economic condition, declared C. H. Burnell, president of the Manitoba Wheat Pool and chairman of the International Wheat Pool conference, in his address to the conference at the opening session. The success of the Canadian Pools, he said, could be attributed to three causes: The binding five-year contract, good management by the best technical men obtainable and loyalty of the members, sustained by continual and intensive education in the principles and practices of co-operative marketing.

Looking over the world situation since last year's International Conference held in St. Paul Mr. Burnell stated that four of the winter wheat states in the United States—Oklahoma, Nebraska, Kansas and Colorado—had formed the Southwest Wheat Growers, a central selling agency for these four pools. A delegation had gone from the Canadian Pools to Australia and, as a result of their visit a strong interest had been created in the plan of a contract pool. Approximately 60,000,000 of the 120,000,000 bushels of Australia's wheat export would this year be handled on the pooling plan. In Russia, the grain trade was being organized on lines similar to the Canadian system with the co-operative organizations taking a dominant place.

The farmers in Western Canada, Mr. Burnell continued, have been trying for many years to get the marketing of their grain on a co-operative basis. They tried local co-operatives; they tried big farmer-owned line elevator companies, and, in Manitoba, they had tried government owned country elevators. None of these was the success anticipated because they

all rested on a wrong system of marketing.

### Pool History

Immediately after the war the Canadian government appointed a Wheat Board which had a monopoly of the wheat marketing. It operated successfully and the



C. H. BURNELL

Pres. Manitoba Wheat Pool and Chairman International Wheat Pool Conference.

farmers realized that co-operative marketing of wheat needed volume and merchandising through one selling agency. They organized their pools in the three prairie provinces on that basis.

The first Pool opened for business in Alberta on October 29, 1923, with 22,000 members and handled 34,000,000 bushels of wheat of the 1923 crop. Saskatchewan and Manitoba completed their organization the following year and the three pools established their Central Selling Agency. In its first year it sold 81,500,000 bushels, and in the second year 187,000,000 bushels of wheat and 26,000,000 bushels of coarse grain. The membership of the three pools, Mr. Burnell said,

is now over 138,000, and Manitoba and Saskatchewan are pooling coarse grains as well as wheat. The Pools operate over 700 country elevators and 6 terminal elevators.

The need for the Pools, Mr. Burnell continued, was great. From the time the Government Wheat Board was discontinued in 1920 until the three Canadian pools began to operate their own Central Selling Agency in September, 1924, three big exporting companies entirely controlled the price of wheat on the Winnipeg option market, with the result that the farmers received during those years a price that was below the cost of production. Many hundreds of western farmers were forced off their farms during those years. Millions of dollars of frozen credits were tied up with banks, mortgage and machinery companies and many other organizations financing the farmers."

The Pools had improved the situation through the better prices they had secured, and gradually the load of debt was being lifted from the shoulders of the farmers.

Another thing that had made for the success of the Canadian Pools, Mr. Burnell said, was the fact that the farmer-members controlled the entire Pool organization and did not look to the government for assistance.

### More Pool; Less Politics

"In studying some of the efforts that have been made towards co-operative marketing in some of the countries represented at this conference," Mr. Burnell said, "one is forced to the conclusion that what we need in some places is more Pool and less politics. In some cases Pool officials show a decided tendency to try to find an easy way for the farmer to better his marketing conditions. I do not believe that there is any easy way that will materially benefit the grower; the conditions he seeks to remedy are hard conditions. He cannot overcome them unless he is willing to face the music. Any attempt to loosen up the Pool contract, any lack of enforcement of the terms of the contract, any attempt on the part

(Turn to Page 32.)

## INTERNATIONAL WHEAT POOL CONFERENCE

### Address of Hon. W. M. Jardine

*"I Have Recommended that the Government Furnish Credit to All Co-operatives For the Purpose of Financing Physical Facilities and We Stand Ready to Do It To-day."*

Hon. W. M. Jardine, secretary, United States Department of Agriculture, paid a strong tribute to the Canadian Pools for the evidence they have produced as to what can be accomplished by organized effort. "On this occasion," said Mr. Jardine, "it is particularly fitting that we express our appreciation to the representatives from Canada, who during the past three years have shown the grain producers of other countries what can be accomplished by organized efforts. I feel sure that delegates from other countries and from our own associations in the United States will join me in paying tribute to the accomplishments of our northern neighbors."

The secretary reviewed briefly the story of the Canadian Pools and pointed to the total handling of approximately 212,000,000 bushels of grain by the Pools during the crop year 1925-26. He emphasized the importance of the combined membership of 138,000 wheat producers and the control of more than one-half of the wheat crop. "These achievements of our neighbors in Canada," he said, "bear splendid testimony to the resourcefulness and ability of Canadian farmers and are an example to grain producers in other countries."

#### Similar Problems

Referring to the United States, Mr. Jardine pointed out that while conditions of production and marketing problems are similar in the two countries, they are by no means identical; and he instanced the fact that the Canadian crop is mostly of one standard variety; it is grown in one region where production and marketing practices are standardized; and where the bulk of the crop passes through one city and over one route to eastern export markets. On the other hand the marketing of the United States crop presents a number of complexities that are

not usually appreciated. The location of various producing areas with respect to market outlets; climatic and topographical differences between producing areas; the existence of several distinct classes and types of varieties and differences in the method of handling the grain, especially the character of the country elevator service and the methods of selling at terminal markets, are some of the differences that must be taken into account.

Reviewing the history of the efforts that have been made in the



HON. W. M. JARDINE,  
U. S. Secretary of Agriculture.

United States to improve marketing facilities, the Secretary of Agriculture pointed to the existence of local and independent farmers' elevators as distinct from the farmer-owned line companies that for many years were important grain marketing factors in Canada. The first wheat pool was organized in the United States in the State of Washington in 1920, and this was followed by other pools in the northwest, middle

west and southwest in 1921 and 1922. These early pools, however, met with declining prices and several ceased to operate. Later pools, however, corrected certain of the weaknesses of the earlier organizations and has succeeded in establishing themselves "as important factors in the grain marketing structure of this country."

#### A Splendid Foundation

"Perhaps the most important accomplishments of the wheat pool movement," said the speaker, "is that it has aroused a more lively interest in grain marketing among farmers, grain men and the public in general. Some 4,000 co-operative elevators and nine state-wide wheat marketing associations are at present engaged in marketing the grain crops of this country. No single co-operative organization controls as much as two percent of the wheat produced in the United States. Obviously, therefore, none of them are in a position to make extensive improvements in marketing or to influence to any important degree the flow of wheat to market. "There is," he said, "a splendid foundation for co-operative effort, but the central structure has not been built."

"Because they handle a commodity the price of which is influenced by complex, world-wide conditions, co-operative organizations must have complete information regarding the supply of grain in all important producing countries and a knowledge of the conditions influencing demand. They must also have an historical basis for the use of this information in order that they may interpret, with reasonable accuracy, the interplay of intricate forces which determine the basic price of the product they handle.

"In other words, the co-operatives must know the probable base price in advance of the marketing season. Once the season is under way they must know whether price quotations accurately reflect market conditions or whether, because of temporary influences, the price is lower or higher than the probable average for the season.

"Furthermore, the co-operatives must have sufficient volume to



## INTERNATIONAL WHEAT POOL CONFERENCE

### Address of Hon. J. E. Brownlee

*Pools In Western Canada Have Contributed Materially to Improve the Conditions of Agriculture and General Business.*

Premier J. E. Brownlee, of the Province of Alberta, said he was sure that the Canadian delegates to the conference would join with him in expressing appreciation of the kindly references made during the day to the accomplishments of the Canadian wheat producers. If, however, they had appeared to take the lead in the formation of co-operatives for the marketing of wheat, they were not unmindful of the assistance derived from the experience and methods of organization and leaders in co-operative thought in the United States.

He brought to the conference greetings from the wheat producers of the Province of Alberta, one of the great producing and exporting provinces of Canada and one of the large wheat producing areas of the world. Digressing for the moment to point out the sample of wheat and oats which won the grand championship at Chicago last year, were grown on a farm six hundred miles north of the southern boundary of the province, he pointed out that as only a fraction of the arable land is as yet under cultivation, Alberta must, for years to come, be an agricultural province vitally interested in the matters pertaining to the betterment of agricultural conditions and especially interested in all agencies engaged in the marketing of wheat.

#### An International Problem

Referring to previous speakers who had commented on the importance of the conference, he thought its chief importance lay in the fact that it was but one expression of a problem, international in scope, because it was engaging the attention of every country that had a large rural population engaged in agricultural pursuits; that is, the problem of improving the position of the primary producer; how to stem the movement away from the land, how to place the in-

dustry of agriculture in its rightful place among the industries of the world, so that the man engaged in the industry may be sure of receiving, not occasionally but with reasonable regularity, the cost of production, plus an adequate and substantial return for his labor and investment. It is a problem engaging the attention



HON. J. E. BROWNLEE,  
Premier of Alberta.

of the people of Canada. He noticed from press reports that it was engaging the attention of organizations and state and federal assemblies in the United States, and referred to the declaration of the recent economic conference at Rome, that production of wheat was still the prime industry of the world, and that the wheat producer should receive the cost of production, plus an adequate return.

Outwardly, and from the standpoint of environment, there has been a great improvement in the position of the farmer. The extension of electrical and other services, the motor car, the development of highways, the advance in rural educational facilities, the radio and the innovation of labor-

saving machinery, had all contributed to create an environment which should make the industry of agriculture a pleasant and agreeable one. But the fundamental question still remained—how to make it a profitable industry.

#### What Can Be Done

Two things could be done; first, the encouragement of more scientific methods of farming. In this the state could help by soil, by the extension of agricultural schools, by experimental farms and other means of agricultural instruction.

The other was the development of marketing systems that would insure to the farmer within the wide and fluctuating range of the well-known law of supply and demand, the greatest possible percentage of the price which the consumer could and should pay. The state could make some indirect contribution to this end, but the responsibility must rest largely on the producer himself.

The question before the conference was—does co-operative marketing in the form of the Pool system make any notable contribution to this end? Representative men had come from Canada to testify that it did and in this testimony on behalf of the province of Alberta he heartily joined. He based his contention in the first place on the experience of the last four years, the increase in the price of wheat that had followed the formation of the pools and the increasing prosperity that had come to the producer. He admitted that the Pool was not entirely responsible for the upward trend in prices and economic conditions but nevertheless believed it was a very substantial factor, and pointed to the relationship between the price curve at Winnipeg on the one hand and Chicago and Minneapolis on the other as proof of the statement. But in another way the Pool had worked a great economic reform. Prior to their formation the farmer had financed his operations largely by borrowing against the coming drop, now he financed entirely on the crop of the past year. This economic change had a very wide effect.

## INTERNATIONAL WHEAT POOL CONFERENCE

### Address of J. G. Ohsol, Russia

*"The Russian Farmers Intend to Rise to a Higher Economic Level."*

Speaking for the Russian delegation, Mr. Ohsol said in part:

"We are particularly grateful to the managers of the Canadian Wheat Pools for the invitation to this international gathering of farmers' representatives and to the American delegates for the very warm welcome shown us to United States soil.

"The Soviet Union is participating now through its delegates in a whole series of international economic and scientific conferences, and it appreciates the lessons which such gatherings afford. Being a comparatively new country, it feels that it can learn much and profit much from a contact with more advanced nations.

"The Soviet Union does not intend to rest on the present achievements of its agriculture. It desires much more than the mere reaching of the pre-war level.

"The Russian farmers, liberated through the revolution, intend to rise to a higher economic level and aim to use all the means which they have themselves and which the Soviet government can place at their disposal.

#### Economic Reconstruction

"The Soviet Union's plan of economic reconstruction embraces the entire complex of economic life, such as better farm machinery, better farm management and closer contact with the world's markets for agricultural products, and, above all things, with the improvement of the economic condition of the Russian farmer himself, who is becoming a much stronger consumer of wheat bread and of other good things than he was under Czardom.

"The Soviet Union with its 8,000,000 square miles of land with its 224,000,000 acres of cultivated area, distributed among 23,000,000 farmers, supporting 145,000,000 people of whom 100,000,000 are engaged in agriculture, is still poor in capital. This lack of capital requires government as-

sistance which is co-ordinated with strong effort of the Russian farmers themselves, both in the production of agricultural products and in the organization of the marketing.

"The measures thus far applied by the Soviet Union are calculated to centralize the self-help of the farmer and have produced very appreciable results in the way of improved crops and of better marketing of the farmers grain in the world's markets.

Union. We believe that such prosperity will eventually lead to a better understanding among the farmers of all countries and thus insure a more stable, peaceful and friendly development of all nations.

"The outstanding fact of the Soviet Union Agricultural is the placing of the abandoned arable lands again under cultivation.

"At the present time the area under wheat is already 124 per cent. of the pre-war area, while the area under spring wheat is only 84.5 per cent. of the pre-war area.

#### Using Modern Implements

"The further development of contentment to the 100,000,000



**RUSSIAN DELEGATION TO INTERNATIONAL WHEAT POOL CONFERENCE**

Left to Right—Front Row: A. A. Zykoff, Director, All Russian Central Union of Consumers' Co-operative Societies, Moscow; S. G. Bron, President, Co-operative Grain Export Company, New York office, chairman of Russian delegation to the conference; M. N. Belenky, Vice-President, All Russian Union of Agricultural Societies, Moscow. Back Row: M. Lubinsky, All Russian Union of Agricultural Co-operatives, New York office; J. A. Perrottet, Consulting Economist, U.S.S.R. Trade Delegation in Canada; J. C. Ohsol, Vice-Pres-Treas., Amtorg Trading Co., New York; C. C. Korneff, Director, Centrosoyus America New York.

"For this reason we greatly appreciate the lesson given to the world's farmers by the wheat pools and we are very much interested in their further development.

"We hope that as we go along we shall find among you a sympathetic understanding of our ways and methods, all of which are tending to bring about a larger measure of prosperity and rural population of the Soviet

Soviet agriculture contemplates the mechanization of the cultivation of the soil; the cultivation of virgin soil in new regions and improvement of the quality of the Soviet Union agricultural products. Speaking of mechanization of agriculture, it may be noted that there already is 23,000 American tractors at work on the farms of Russia, and by the end of this year their number will be 27,000.

"The other important measures  
(Turn to Page 38.)

## INTERNATIONAL WHEAT POOL CONFERENCE

### Address of A. W. Wilson, Australia

*"Co-operation Both In Production and Distribution As it Affects Primary Products is Well Advanced in Australia."*

Mr. Wilson said in part:—

"The fact that three other gentlemen and myself have travelled all the way from Australia to attend this very important conference is some evidence that Australian wheat growers are very interested in the problem that you have met here to discuss.

"Australia is a country almost as large as the United States of America and agriculture is its chief industry. Wool heads the list of our primary products and wheat comes next.

"Owing to our small population we had to export the bulk of our wheat either as wheat or flour, and as the net price that we receive for the exportable surplus nearly always fixes the price for what is consumed within our own borders, you will see that we are very vitally concerned in the problems of marketing wheat in all of the principal wheat markets of the world. We recognize that as yet the quantity of wheat that we produce is small when compared with the large wheat producing countries. We have still, however, large areas of land suitable for the cultivation of wheat that has been untouched by the plow, on which we are hopeful of settling many young farmers in the near future. Our wheat crop is about 160,000,000 bushels from about 10,000,000 acres.

"The vital questions that we delegates are concerned with are those of marketing, and it is for the express purpose of entering into your discussions and making a study of the many complex problems surrounding this all important subject that we are here today. We have not come to teach but rather to learn.

"We are well aware that the principle of co-operation (in which we are firm believers), have been studied and put into practise to some purpose in the U.S.A., Canada, and other countries here represented; and we

wish to say that co-operation both in production and distribution as it affects primary products is well advanced in Australia.

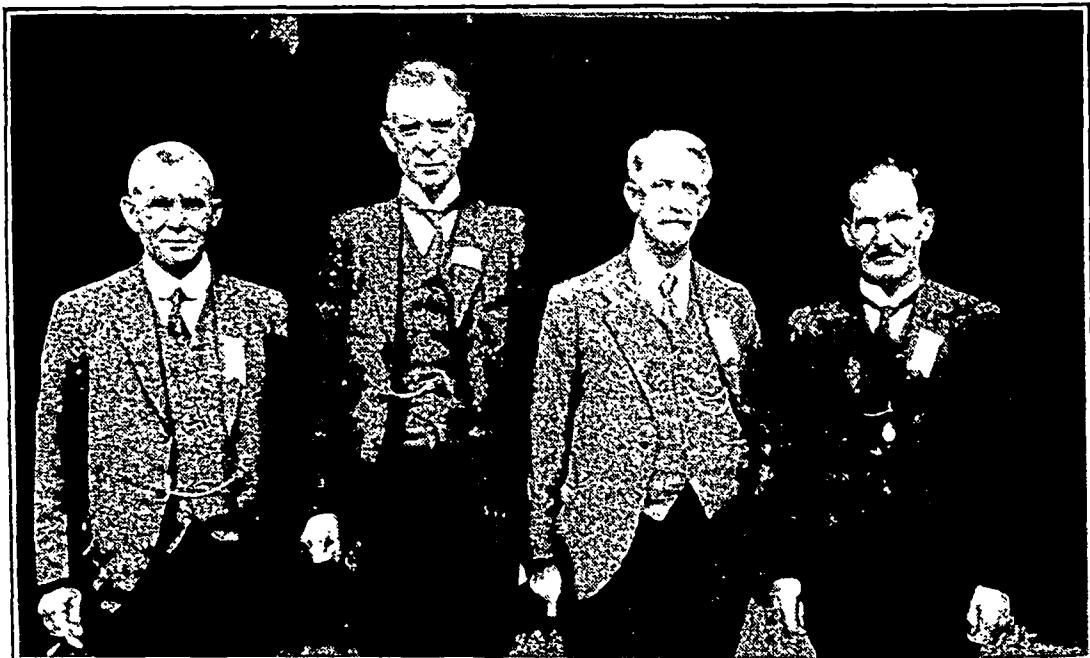
#### Co-op Dairies

"The many co-operative butter and cheese factories that have been established by the dairymen mainly in Victoria, New South Wales and Queensland, have been very successful and are now turn-

money value of \$105,000,000. There is only a small production of cheese of an approximate value of \$6,000,000 per annum. Both butter and cheese are mainly manufactured by co-operative companies, but there are quite a number of privately owned factories as well. The total number of both private and co-operative butter factories is approximately 600.

"The number of dairy cows could be put down at 2,500,000.

"The value of the wool produced annually is approximately \$350,000,000. The bulk is exported, only about ten per cent. being re-



AUSTRALIAN DELEGATION TO INTERNATIONAL WHEAT POOL CONFERENCE

Left to right: Thos. B. Donnelly, Manager, The Wheat Growers Pooling & Marketing Co., Ltd., Sydney, New South Wales; A. W. Wilson, Director, Victoria Wheat Pool; A. J. King, Chairman, Victoria Wheat Pool; Hon. T. H. Bath, Western Australia Wheat Pool

ing out a high grade of butter which, from a quality point of view, compares favorably with anything produced in any other part of the world. The dairymen are not content just to manufacture their butter co-operatively, but they also extend the principle to the marketing of it and have in each of the principal butter-producing states established co-operative selling organizations, which take charge of the distribution of butter not only within the Commonwealth of Australia, but to a great extent in London also.

"On an average price of say \$750 per ton, the butter has a

tained for the requirements of the local woollen mills.

#### Wheat Pools

"Co-operative wheat pools have been established for some years in the states of New South Wales, Victoria, South Australia and West Australia.

"Australian farmers, in the main are inclined to support the co-operative marketing of wheat, but there are many of them who are only too willing to let their neighbors support the Pools, while they take advantage of any temporary rise that may take place in the price of wheat.

(Turn to Page 39.)

**INTERNATIONAL WHEAT POOL CONFERENCE.**

**Address of A. J. McPhail**

*“Our True Progress Will be Measured by the Degree to which Men and Women in the Co-operative Movement Catch a Vision of the Great Work We Have Before Us and Are Imbued With the True Spirit of Co-operation.”*

A. J. McPhail, president of the Canadian Co-operative Wheat Producers, Ltd., the Central Selling Agency of the three provincial wheat pools in Western Canada, emphasized the opinion that the great development in the co-

operative marketing of farm products indicates that there is not one co-operative marketing association anywhere which has been successful over a number of years which has not been built on a foundation of years of educational effort and probably some experiments before reaching its present form.”

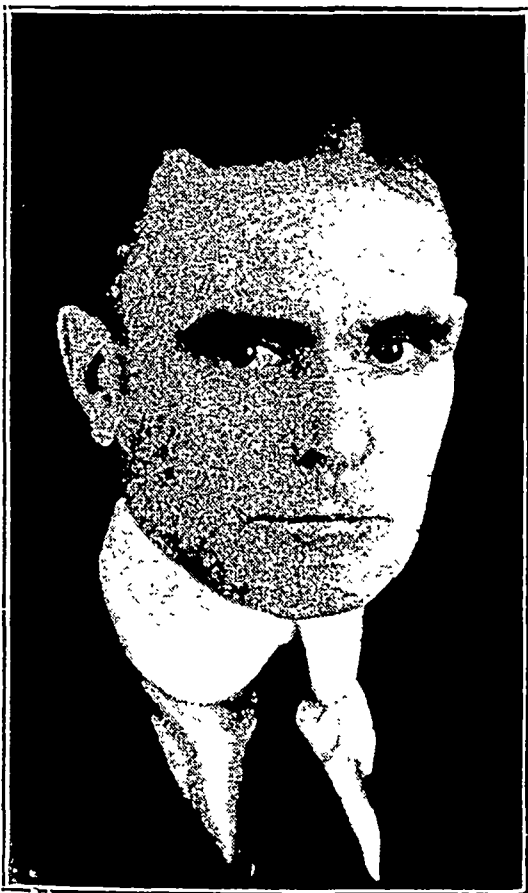
The speaker referred to official figures from the Canadian Government for the crop years 1923-24 and 1924-25 to show that a large crop without adequate marketing control often affects the farmer disastrously. He called attention, for instance, to the fact that the Canadian crop in 1923 amounted to 474,000,000 bushels, for which the farmers received a little over \$316,000,000. The crop of the following year amounted to only 262,000,000 bushels, but for this crop which was marketed during the first year of the Canadian Co-operative Wheat Producers, the farmers realized approximately \$320,000,000. “I would not claim,” said the speaker, “that the control exercised by the Canadian Pool in 1924 was entirely responsible for this result, but I do say that the Pool was a factor.”

The president of the Canadian Pool was emphatic in the statement that the necessity for organization exists among farmers everywhere. “There is no doubt,” he said “about the unsatisfactory condition of agriculture with the exception of communities in which organization has reached a high state of efficiency.”

**The First Co-ops.**

Mr. McPhail reviewed briefly the history of the efforts made by Canadian grain growers to better their condition, dating back to the first efforts made in 1901, which resulted in the formation of “The Territorial Grain Growers’ Association.” This organization later led to the formation of provincial grain growers organiz-

(Turn to Page 40.)

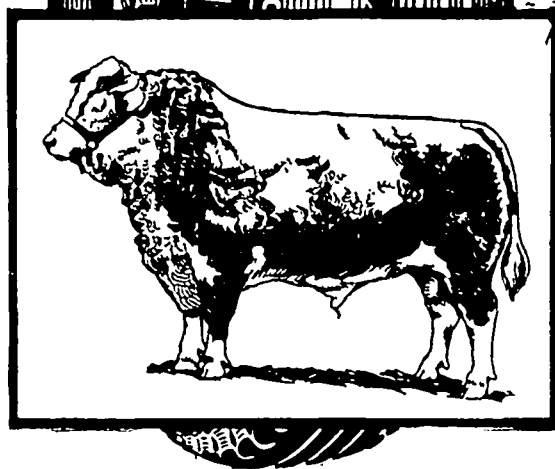
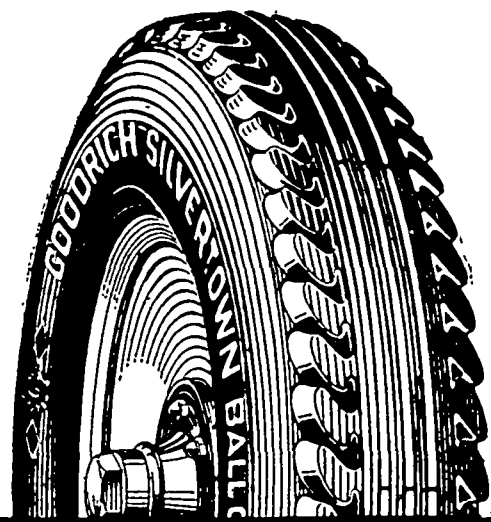


**A. J. McPHAIL**

Pres. Central Selling Agency and Pres. Saskatchewan Wheat Pool.

operative marketing of farm products indicates that there was some urgent need for a radical change in marketing methods and that the producers of wheat have come to realize that need very definitely.

“To anyone who has had any experience in farmers organization work,” said Mr. McPhail, “it also indicates that the whole story is not told when it is stated that unprecedented growth has taken place in a very few years. There is no short cut to success in the field of co-operative marketing any more than in any other



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## INTERNATIONAL WHEAT POOL CONFERENCE

**Address of H. W. Wood**

*"The Only Hope of the Farmer Is the Development of Efficiency In the Selling of His Products Equal to That of Any Other Industrial Class."*

In addressing the Conference, which he described as meeting "from opposite sides of the earth," Mr. H. W. Wood explained the necessity for improving on the old grain marketing system.

So far from being a "selling" system it was, he said, a method under which the grower merely had wheat bought from him by highly efficient buyers. Without any desire to lower the buying efficiency there was urgent need to balance it with equal efficiency in selling.

The difference in prices between primary products and finished, or manufactured products, has been growing steadily greater and must be corrected by one of two methods: Either the prices of primary products must be systematically raised or the prices of manufactured products systematically lowered, Mr. Wood continued.

The old days of handicrafts had required little selling efficiency and competition was hardly felt. The use of industrial machinery, however, centralized manufacture, introduced quantity production, and made outside markets necessary to each industry. The need for more selling efficiency began to be felt and led to price cutting which ultimately forced manufacturers into protective associations. Thus the competition between industrial classes was substituted for open cut-throat competition between manufacturers. Weak and small units were squeezed out of existence.

Labor, working under serious handicaps, combined to sell their commodity more efficiently and, as the result of these two organized movements, the manufactured product rose in price.

**Unorganized Agriculture**

Agriculture meanwhile, unorganized, the least efficient, was the greatest sufferer and is only now groping its way upward. As it would merely be turning back

the wheels of progress to lower the efficiency of either of the other two groups the only course is for the producers to organize as efficiently themselves. The task is, in many respects, more difficult than the one which faced the manufacturers or even labor, but the general principles of intelligent, mobilized selling are the same.

It is true, Mr. Wood said, that there has been no real competi-



H. W. WOOD,  
Pres: Alberta Wheat Pool

tion among the farmers. Their selling could not properly be described under this head, since it consisted merely in allowing somebody to buy. However, there are other difficulties, and there is neither short cut nor royal road to efficiency.

Order and system must prevail, and the advance towards the ideal must be along strictly practical lines. Every question of practical co-operation must be analysed carefully in its relation to all marketing conditions. "The utmost care should be exercised in the selection of men, especially for

(Turn to Page 41.)

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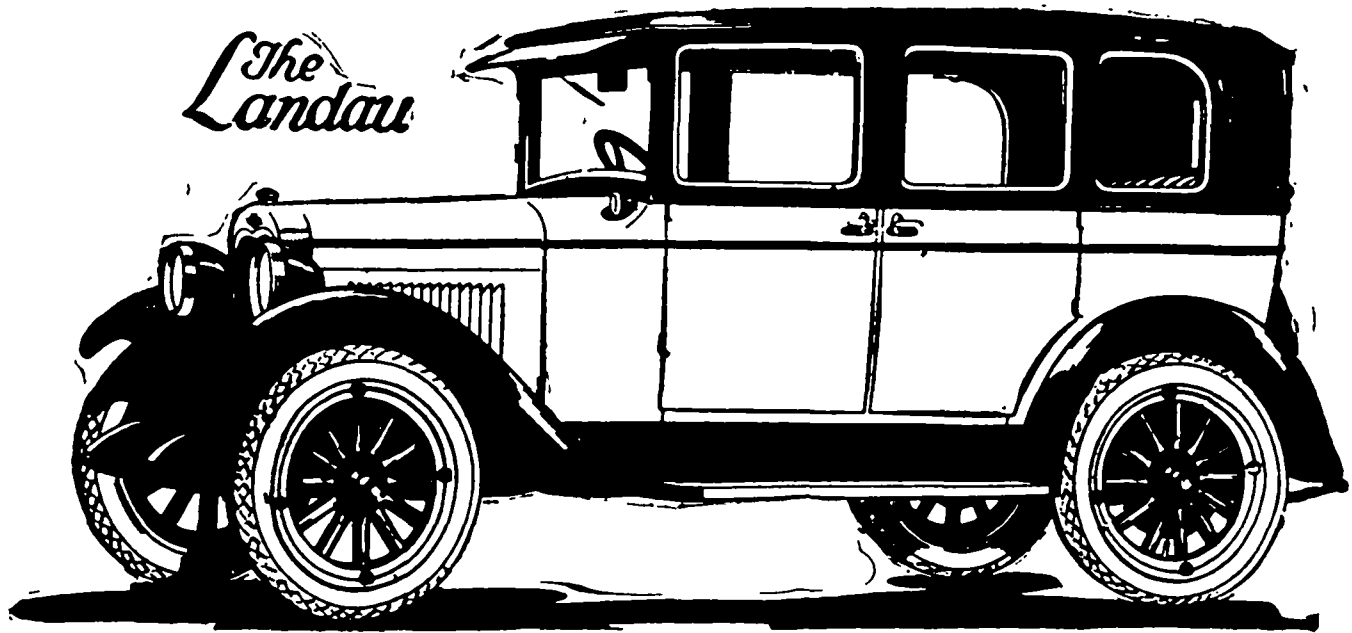
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# QUALITY AT LOW COST

## INTERNATIONAL WHEAT POOL CONFERENCE

(From Page 7.)

We must remember that the consumer is our final customer; and that therefore the raising of the price of wheat should not be directed against him. Our chief aim should be to market our commodities scientifically and judiciously so that the consuming market is not asked to absorb more than it needs."

### AFTERNOON

Discussion of Pool selling policy was continued at the concluding session. A number of questions regarding the methods of the Canadian Pools were answered by Mr. Folliott, most of them having to do with the relations established by the Pool in importing countries.

### International Co-operation

The main subject of the session was an address by George W. Robertson, secretary of the Saskatchewan Wheat Pool on a possible basis for international co-operation.

Mr. Robertson reviewed briefly the development of co-operative marketing in various countries, and referred to the trend of modern business toward large scale enterprise with international connections.

"Is there any possible basis for the development of co-operation along international lines?" Mr. Robertson said: "I think there is. While a world pool—a gigantic international organization—may not be a practicable proposal, it seems to me that the time is fast approaching when a much closer co-ordination of marketing activities can be established and must be established, than exists at the present time. Organized dumping of grain on a national scale, organized groups of growers in one country competing in the ul-

timate markets of the world against their fellow co-operators in other countries; such a situation is just as foolish and unsound in economics as two farmers in the same township dumping their wheat against each other in such primary markets as Winnipeg, Minneapolis or Kansas City. I believe we must introduce at the earliest possible moment into this world-wide movement the general idea of international co-operation, the idea that the next step forward in the world co-operative movement is the correlation of marketing activities."

### The Co-op. Goal

There was the goal, he said, that co-operators should strive for. The Canadian pools, said the speaker, had already agreed among themselves that they should co-operate in marketing with other producer-owned and controlled co-operative marketing associations, organized on pooling lines, when such organizations were established on a reasonably

permanent line and were in a position to exercise control over the marketing of a substantial proportion of the exportable surplus of the territory in which they operated, so that the surplus can be placed on the markets of the world in an orderly manner.

The Wheat Pool contract provided the permanence for an otherwise voluntary organization. What constituted a substantial proportion of the exportable surplus might be a subject for negotiation. In Saskatchewan they insisted upon 50 per cent. control before their organization can operate, but some other proportion might be the right one elsewhere or under other circumstances. The foundation should be a strong, virile, provincial or state unit, linked up with other units; the concentration of actual marketing in the fewest possible number of selling agencies. In Western Canada they had one; in other countries they might need more; that

(Turn to page 47.)

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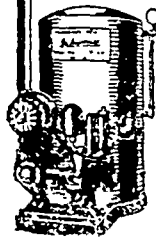
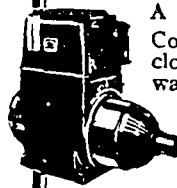
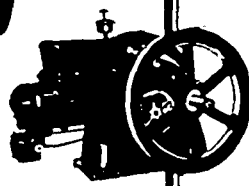
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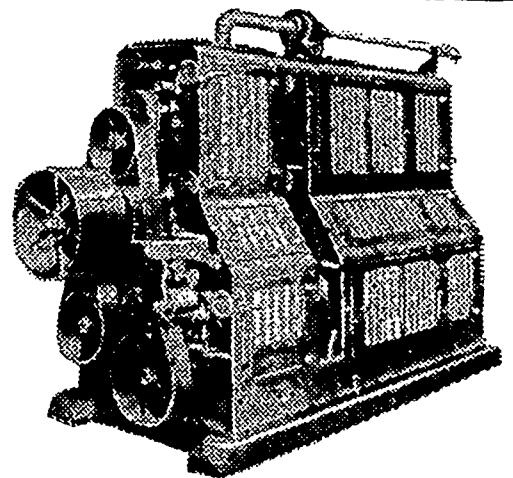
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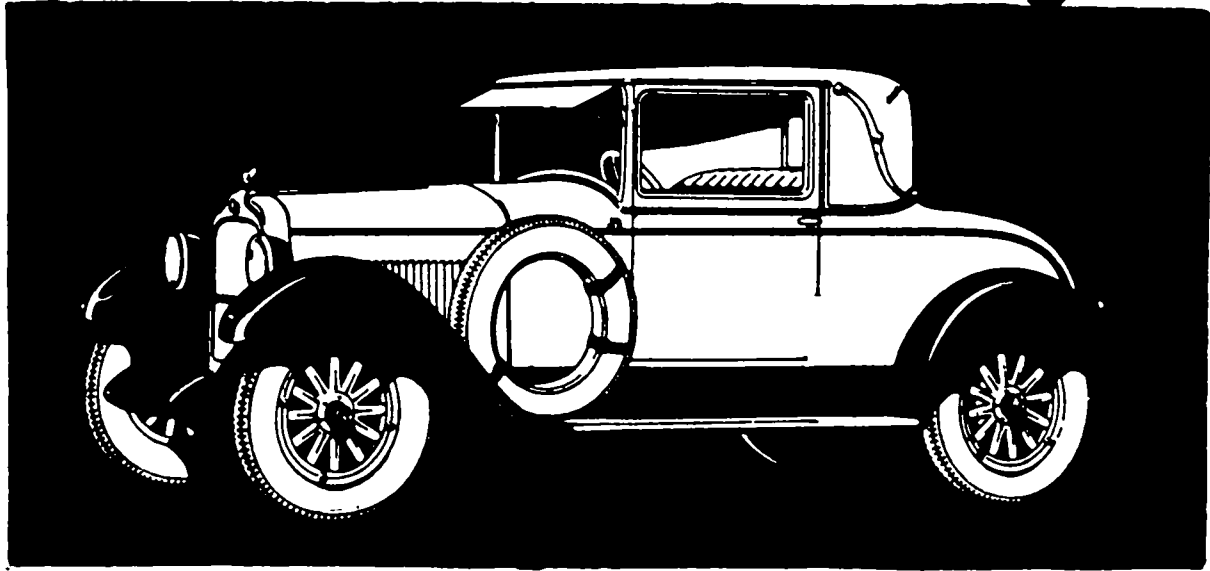
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# PONTIAC SIX



## Address of Pres. C. H. Burnell

(From Page 22.)

of the Pool organization to allow the Pool members to eat their cake and have it too will prove futile and eventually lead to disaster.

Mr. Burnell laid emphasis on the necessity of educational work by the Pools. In Western Canada the farmers' organizations for a quarter of a century had steadfastly urged the gospel of co-operation. With the pools in operation it was even more necessary to keep the facts and the value of co-operation before their members because of the adverse propaganda of those whose business was affected by the pools. The Pool, Mr. Burnell stated, influenced the market as a whole and consequently it was the Pool price that the private trade had to pay. In view of that fact it was imperative that their members should understand that the market price was made by the Pool.

The testimony of business and public men in support of the Pool was cited by Mr. Burnell who also gave credit to many newspapers for encouraging and helping the pools.

"We believe," he said "that we must build up a strong sentiment among the business men in our communities for co-operation if we are going to weld the farmers together and make a real success of the Pool. The future of co-operation will depend on the foundation that is now being built by our educational efforts. While for success it is important that we secure the fullest possible market value for our grain, nevertheless, to assure our Pools of permanency and effectiveness, the spirit of loyalty must be developed in the hearts of Pool members and we must, by education, develop a devotion to co-operative ideals, if agriculture is to achieve a permanent success.

"One function of a conference like this is to take the farmer's mind off what he regards as his local market. Too often he is too much concerned with some paltry difference in price or bait held out to him locally because he does not know that the real price making factor may be operating

thousands of miles away from his local delivery point.

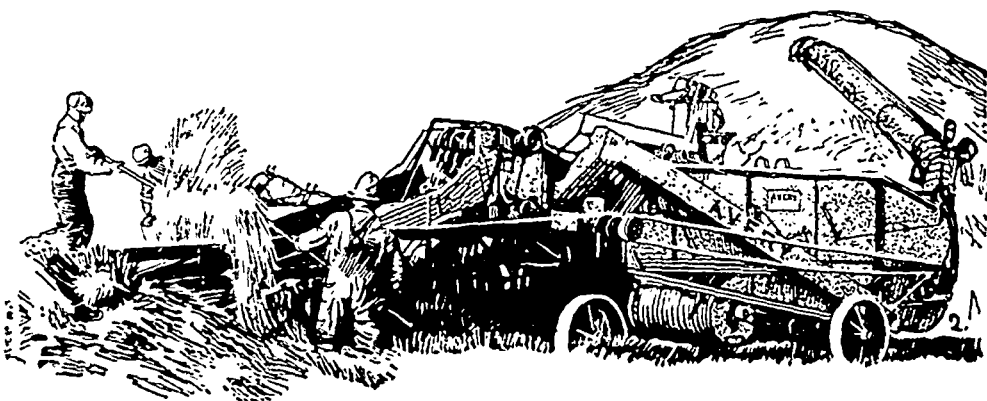
### Must Give Service

"The co-operative movement is a crusade and co-operators must be crusaders. In my opinion we must be continually striving to grow, to give to all our members better service, to improve our operating methods. If we do, we cannot fail to go forward. Too many co-operative associations stagnate because their directors and management, and too many of their members, have too low a vision of their functions and too

little anxiety to spread the knowledge of the principles of co-operation.

"One of the main difficulties which we run up against as soon as we attempt to organize as farmers to improve the price of our chief products, whose value is determined in an export market, is that if we are to make any substantial and lasting progress, all exporting countries must move forward together, and one of the main objectives of a conference of this kind is to stimulate Pool organization among the farmers

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in the various countries and states here represented, and to eventually bring about a closer co-ordination between the co-operative marketing agencies of those various countries."

He did not anticipate any quarrel with the consumers when the truly co-operative character of the pools was thoroughly understood and that their purpose was to bring the price which the farmers obtained for their product into line with the prices he had to pay for the things he needed.

#### Pools Not Monopolies

The pools, he said, were not monopolies and did not aim at monopoly. Gains in the price of wheat, he declared, were not necessarily reflected in an advance in the price of bread. From January 29 to April 3, 1925, the price of wheat on the Winnipeg market fluctuated to the extent of 81¼c a bushel, but the price of bread in Winnipeg remained unaltered.

The pools, he said, were a stabilizing influence in the market, and he was convinced the pools could sustain prices at a level which would be profitable to the producer and give him a standard of living in keeping with that of people engaged in other lines of industry. But that objective required international co-operation, and that was the main purpose of the International Conference.

Co-operation in agriculture, Mr. Burnell said, was the world's next biggest economic development and one of the main objects of the conference is to help the development and bring about closer co-ordination between the co-operative marketing agencies of the various countries. Their slogan should be "Farmers of the World—Co-operate." In conclusion he said:

"As agriculture was the cause of civilization in the first place, so agriculture may yet save civilization for the world by organizing co-operatively. It is my hope that agriculture may be the first to replace international competition by international co-operation."

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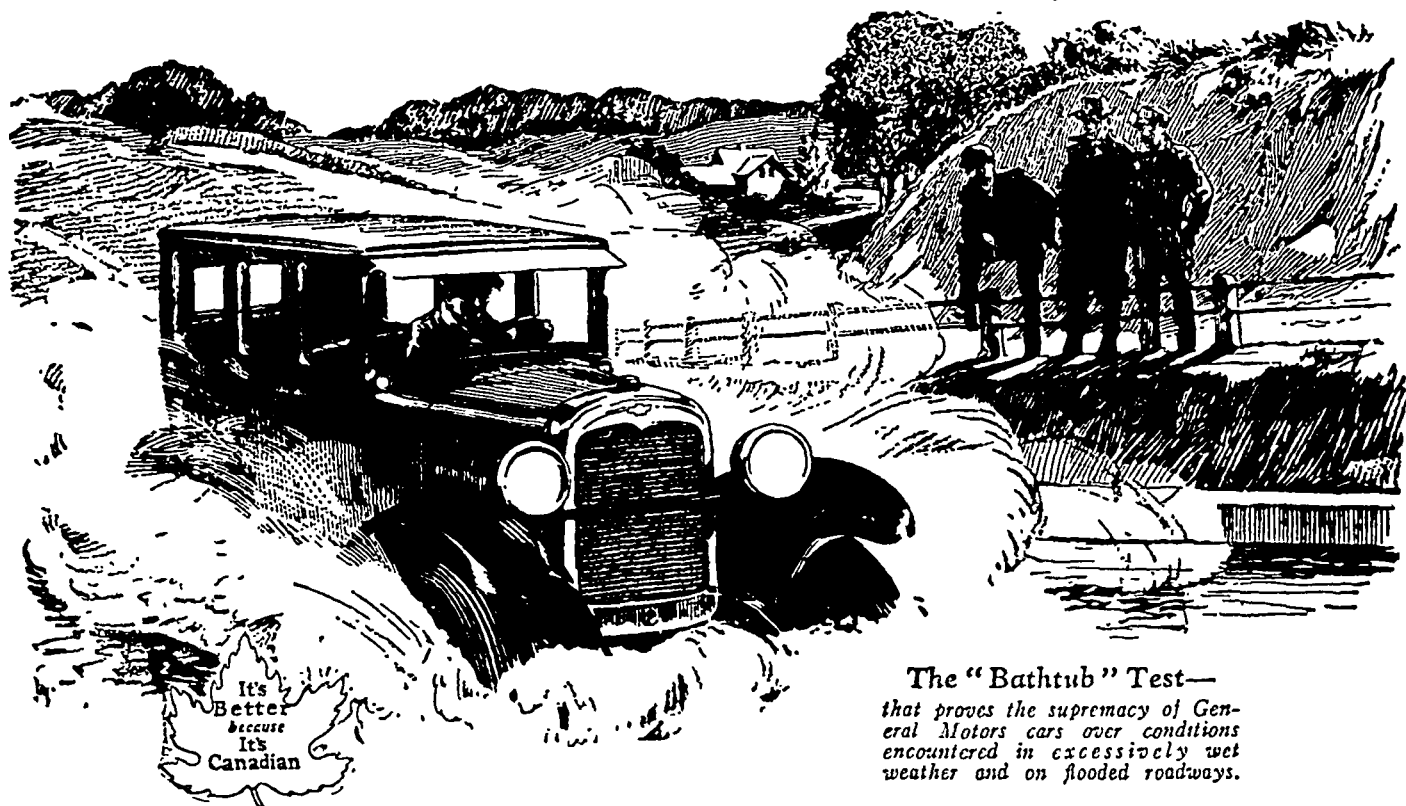
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Home Office and Factories • • Oshawa, Ontario.

## Resolutions Passed by International Wheat Pool Conference.

### FAITH IN CO-OPERATION

The duly authorized representatives of the associations of wheat growers in the Dominion of Canada, Australia, Russia and the United States, in conference assembled at Kansas City on May 5, 6, and 7, 1927, do hereby reaffirm our faith in the principle of co-operative marketing. We believe that economic justice for producers of agricultural commodities can only be secured through collective effort along co-operative lines. Marvellous advances have been made in recent years in agricultural co-operation, reducing the cost of distribution and marketing of farm products through the elimination of competitive speculation and waste and increasing prices to farmers.

It is noteworthy that the world over the farm community which is most thoroughly committed to co-operative marketing is the most prosperous and is established on a standard of living to which rural people are entitled. Commodity co-operative marketing based primarily on a mutual obligation between producers as expressed in the standard marketing contract and operated on a pooling program is proving effective in establishing the co-operative marketing system on a permanent basis, and is the means which all producers must employ in solving the problem of the satisfactory marketing of their products.

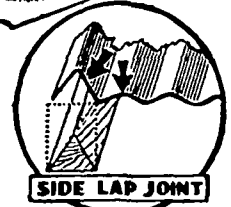
### PLEDGE MUTUAL AID

The primary problems of wheat growers' associations are much the same the world over, and we hereby pledge the mutual aid and support of each association to all the other associations in solving these problems and thus approaching a common goal more quickly. The unorganized surplus wheat marketing of any important country is a constant menace to the co-operative marketing association in other countries, and organization work in all countries, to the end that international co-ordination may be hastened and thus permit the world surplus to be placed on the market in an orderly manner.

### AN INTERNATIONAL BUREAU

As soon as practicable, the wheat producers in the chief wheat exporting countries of the world should look toward international co-ordination of their co-operative marketing programs. This must be preceded by thorough organization of the producers of wheat in each country on a permanent basis and such organization must control a substantial percentage of the wheat grown in such countries. When these conditions are met, then international co-ordination will give the wheat growers the same control over the marketing of his crop already possessed by other industries and will materially assist in putting agriculture in its rightful place among other industries of the world.

This conference recommends to the international committee to be appointed, that they should take such steps as are necessary looking to the establishment of a permanent international bureau which will act as a clearing house for statistical information, matters relating to the development of international co-operation, and such other matters as may be of mutual benefit to the world co-operative movement.



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on each edge of the sheet is an exclusive feature of Pedlar's Improved "Corro-Crimp" Roofing. It is twice as deep as the other corrugations and fits over a special triangular shaped wooden batten to which it is nailed (along with the next sheet) to make an extra strong and weather-proof lap joint.

"Corro-Crimp" is made to "Council Standard" specifications with extra heavy galvanizing. Cheaper to apply, saves roof sheathing material, costs no more.

Send dimensions of your building, and we will quote on your roofing requirements.

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We will give you a big allowance on your old machine, a 10 days' Free Trial on Your Own Farm, and the most generous time in which to pay up if you decide to keep Melotte.

Write today for full particulars

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CANADA LTD

WINNIPEG TORONTO REGINA EDMONTON



### Address of Hon. W.M. Jardine

(From Page 23.)

enable them to stabilize the situation and to check unwarranted price recessions."

#### Credit for Co-ops.

"It is not my purpose to offer the co-operative associations marketing grain a ready-made plan,"

continued the speaker. "In my opinion, it is the task of the associations to develop such a plan on the basis of their knowledge and experience. In the development of sound plans to aid the grain producers, research and service agencies, such as the United States Department of Agriculture, should give every assistance that

is within their power. I can pledge, on behalf of the department, our earnest desire to assist in the development of a constructive marketing program. Furthermore, I believe it is the duty of the administration and of Congress to assist, through the enactment of such legislation, as may be necessary to extend and strengthen the co-operative marketing of wheat and other grains. I have recommended that the government furnish credit to all co-operatives for the purpose of financing physical facilities, and we stand ready to do it today."

### Address of Hon. J.E. Brownlee

(From Page 24.)

In the second place, from the evidence of the farmers themselves. After four years of marketing the crops under the Pool system, the membership was on the whole satisfied, and there was no evidence of breaking away. On the contrary, they showed an entire willingness to sign again for a further term.

And thirdly, by the evidence of business men generally. Business generally throughout the province was friendly to the Pool, because of the more stable conditions that had followed the formation, and he believed there would be genuine regret if anything happened to interfere with its efficient operation.

#### Educational Beginning

Briefly reviewing the history of co-operative effort in Western Canada, he thought that the Pool movement there could not be correctly appreciated or understood unless viewed as the result of constructive and progressive education and training in co-operative thought. The farmers organizations were established on the basis of local units or locals, the membership being divided according to these locals and each local being the center of the study of co-operative efforts as well as the study of the prevailing methods of marketing grain. Over a period of twenty years there has developed an intelligent and enlightened public opinion and a loyal co-operative spirit which he believed was largely responsible for the present success of the pools. During this same period there had been through these organizations



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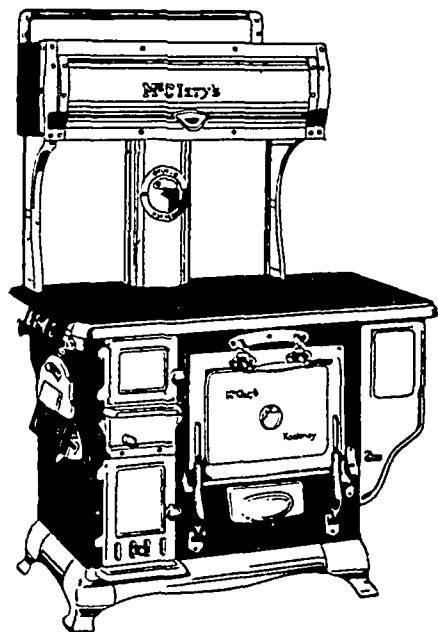
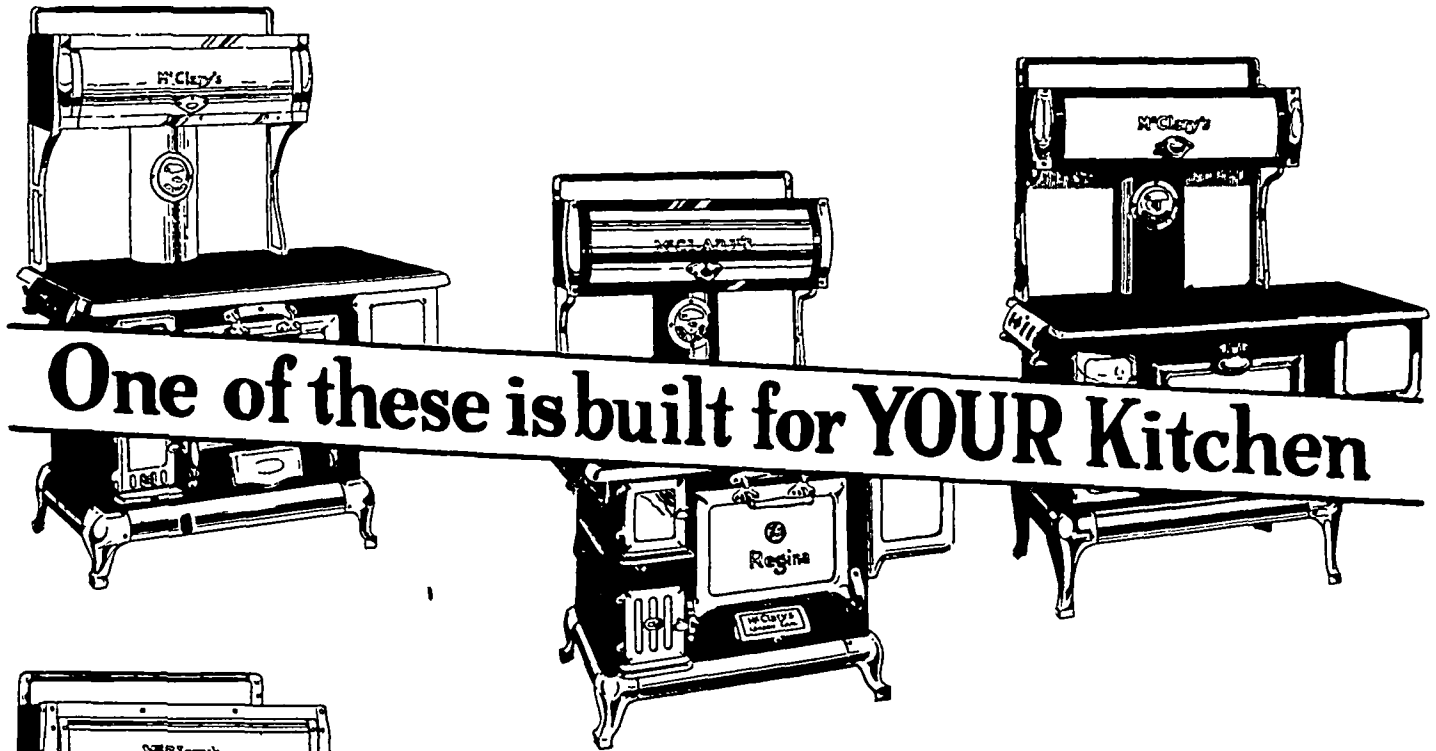
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"More Bread and Better Bread"  
and Better Pastry too



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Now cooking and baking satisfaction — greater economy — unusual cleanliness and beauty. These are what McClary's new coal and wood ranges bring to your kitchen.

McClary's new "white line" of coal and wood ranges include the famous McClary's Kootenay, the Garry, the Regina and the Byng. Each is BUILT especially for your kitchen—to provide comfort, convenience and fuel saving such as you have never enjoyed before.

All these fine ranges have clean, white porcelain enameled panels, deep black finish on steel and cast parts, and are trimmed with plain nickel. Your McClary's dealer will gladly explain all the outstanding features of these newest models.

# McClary's

## White Line

# RANGES

an interchange of opinion between provinces which enabled them when the time came to break through provincial boundaries and form an inter-provincial selling agency.

He appreciated the fact that there were in the United States and the other countries, where co-operative efforts were being tried, peculiar and difficult problems. For the encouragement of these countries the Canadian pools faced peculiar difficulties. There was the question of the western shipments via Vancouver and the premiums paid at certain seasons on these shipments. These applied to Alberta shipments only. There was the problem of Manitoba's proximity to the Great Lakes and the earlier harvest of that province and the supposed advantage of these factors to the farmers of Manitoba. Then there was the problem of the large volume produced by Saskatchewan and the relationship between that province and the other provinces. These had proven not to be fundamental, however, and it was always a question if the general principle was sound, whether our local problem was fundamental to the extent that it could be met.

Finally, referring to the international nature of the wheat marketing business, he commented on the effect on world price when the crop of any country comes to the markets. The uncertainty in market conditions might result in a sufficient decline in world prices to make the difference between a profit and loss to the producer on the year's production. Canada was endeavoring to control a sufficient volume to cause its crop to go on the market without affecting the stability of prices. Until all wheat exporting countries organized to the same purpose, it was improbable that the producers of any one country would secure the largest intimate return for their production. This was the international aspect of the problem which co-operative marketing agencies had to solve.

### Address of A. G. Ohsol.

(From Page 25.)

include such things as the development of the activities of the agricultural experiment stations,

the distribution of improved seeds, the supplying of farmers with better breeds of horses, cattle and sheep, the organization of the farmer's credit and, last but not least, the centralization of the marketing of grain and of other farm products through farmers' and consumers' co-operatives.

"We are frank to admit that the Soviet Union has still great agricultural obstacles to surmount. It has to contend with lack of grain elevators; with a poor agricultural

technique, and insufficient number of agricultural machines, lack of transportation—yet we are confident that these obstacles will be overcome in time and that means for overcoming them will be found within the Soviet Union itself.

"In the figuring of its commercial surplus and of its export grain the Soviet Union makes careful estimates of the quantities of grain for local and domestic consumption, for the feed of live

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stock, for seed and for farmers' reserves. In addition to these the government has established special grain reserves to be renewed each year to safeguard the Soviet Union against any unforeseen contingencies in the form of droughts and poor harvests.

"The Soviet Union has laid out its plans for further agricultural development for the next five or even ten years, and it believes that these plans will materialize.

**Making Progress**

"In the past three years the development of Soviet agriculture took great strides each year, and the marketable surplus of grain rose from 8.4 million tons in 1923-24 to 14.3 million tons in 1926-27, while the exports carried out solely to the Exportkhleb (Grain Export Corp.), constituted 2,985,000 in 1923-24. They are expected to exceed by 50 per cent. that figure during the present crop year 1926-27.

"Naturally the present rate of development of Soviet agriculture cannot be maintained during future years. We must bear in mind

that the consumption of grain and of grain products is increasing from year to year within the Soviet Union itself. This increased consumption is estimated at between 2.5 and 3 per cent. The annual increase of grain yield will probably not exceed 4 or 5 per cent.—hence the export surplus must be determined by these two figures.

"We desire to emphasize the truly remarkable growth of the co-operatives of the Soviet Union. The consumers' co-operatives number 5,400,000 members, operating 34,000 stores in 1923-24, while by 1926 their membership rose to 11,850,000, operating 60,700 shops, with a turnover of \$3,500,000,000. The farm producers' co-operatives had in 1926, 6,500,000 members with a turnover of \$1,000,000,000.

**Address of A. W. Wilson**

(From Page 26.)

"For several years during and after the war compulsory pools were carried on under Govern-

ment control, but for several years past the federal and state governments have relinquished control and voluntary pools have been established. Unfortunately, however, many farmers slipped away from supporting the pools and sold their wheat on the open market, but it is pleasing to note that during the past season a considerable revival has taken place in several of the states, notably West Australia, South Australia and Victoria. where our Pools were very greatly stimulated by the visit paid in September and October of last year by Messrs. Wood, Burnell and Robertson. These gentlemen explained so clearly the system of pooling adopted by the three Canadian pools that many Australian farmers were won over to again support the pools.

"So far as the physical handling of wheat is concerned, I have to admit that in our methods we are lamentably behind Canada. When passing through Winnipeg I had a look in at the Wheat Ex-

# COCKSHUTT

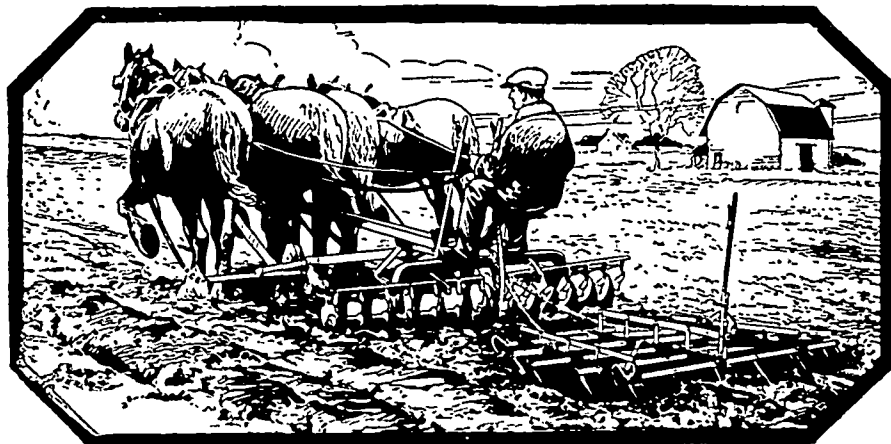
## Disc & Drag Harrows

### BIG DIVIDENDS

Farmers who realize the value of "Good Tilt"—the proper working of the land for the seed bed—will get good crops because the seed has been given a chance to send down strong roots into a finely pulverized soil where the moisture has been properly conserved.

Cockshutt Disc Harrows are strongly built of high carbon steel. The Discs are sharp and clean cutting; levers for controlling the sections are easy to reach and to use. Bearings are dust proof and well lubricated. Exceptionally light in draft.

Cockshutt Spike and Spring Tooth Harrows are made in a variety of styles and sizes. They give splendid service.



The Cockshutt line of Harrows is complete and meets every need. Includes Tractor Double Disc Harrows, Light Double Disc Harrows, big 14ft. Disc Harrows, Spike and Spring Tooth Smoothing Harrows. Our nearest dealer will gladly show you the line, or write our nearest branch for catalogue.

(See the full Cockshutt Line—it's worth while)

## COCKSHUTT PLOW COMPANY LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton

"Cockshutt Implements Make Farming Pay Better"

change and saw the business of the "Pit" in progress, but I must confess that the system is one which I could not master on one visit."

In conclusion Mr. Wilson said that the high cost of production was also a problem which agriculture had to face. Efficient marketing and reduction of production costs, he believed, were the questions of greatest importance to farmers and were the questions to be discussed at this coming together of farmers from various wheat growing countries.

### Address of A. J. McPhail.

(From Page 27.)

ations and the establishment of farmers elevator companies, including the Saskatchewan Co-operative Elevator Company, organized in 1911, and purchased by the Saskatchewan Wheat Pool in August, 1925. "The formation of these elevators was of the greatest benefit to the farmers," said Mr. McPhail, "not alone from the standpoint of dollars and cents, but also for the valuable knowledge they gained in connection with the handling of their own grain. The creation of these institutions was a real step forward at the time and a logical development in the farmers movement. They did not go far enough, however, only giving the farmer partial control over his grain, or, perhaps, it would be more correct to say, over the profits made on his grain which was handled and marketed under the old system."

The main theme of the address made by Mr. McPhail was that the present pooling organizations have been built by the farmers themselves, and they are controlled by the farmers through their elected representatives. No individual or set of individuals outside the pools have any voice in the direction of their affairs. This understood, it is the Canadian opinion that volume or the control of a substantial percentage of the commodity to be marketed is essential to success.

"There can be little question," he said, "that without such a condition little if any control can be exercised by the co-operative on the market."

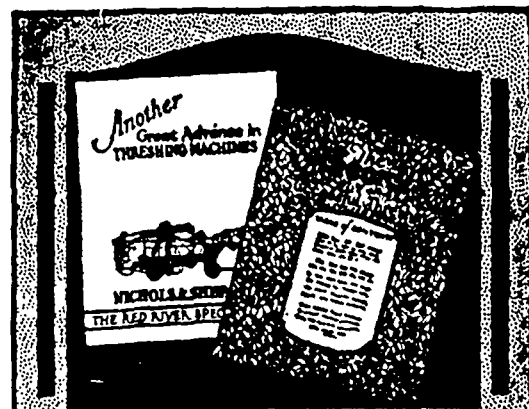
Attention was called to the fact that with large volume of a product under its control a co-opera-

tive organization can go out into the business field and engage men of the required caliber to carry on the affairs of the organization; and volume means a reduced cost per unit as evidenced last year by the Canadian Pools when their Central Selling Agency cost for overhead was approximately one-fifth of a cent per bushel, while the provincial overhead was less than half a cent per bushel.

### Reasons for Success

The speaker said that, in his opinion, the main reasons for the success so far attained by the Canadian Pools lay first in the intelligence of the membership, evidenced by a knowledge of co-operative principles; and the election from the membership itself of the governing body of representatives who realize the trust imposed in them, and who are continually pressing the necessity of a well informed membership.

"I believe," said Mr. McPhail, "the Canadian pools have been a factor in influencing the price of wheat and stabilizing it at a level which is more encouraging to the farmer. There are very few people in Western Canada who would disagree with that statement. It is impossible to estimate with any degree of accuracy the financial benefits reaped from the op-



## 2 New Books ON THRESHING

"The Book of Successful Threshing" and "Another Great Advance in Threshing Machines," are new books for the farmer. They are something entirely new in that they present the advantages and problems of owning a threshing machine, of organization and management of threshing rings, of co-operative ownership, and of custom threshing, together with the essential data on the machines themselves.

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erations of the Pool, but however great they may be I have a profound belief that they are not the greatest benefits the Pool has brought. I am sure that as far as the farmers are concerned the confidence in the future now notable in Western Canada as compared with 1923, and previous years, is directly attributable to the Pool. After many years of partial success or failure the farmer today knows that he can co-operate with his brother farmer. All the criticisms of opposing interests and all efforts from without to create dissension or to arouse suspicion and discon-

tent, only result in making the farmers more loyal to each other and their own organizations. They know that such propaganda emanates from sources from which the welfare of the farmer has received scant consideration. They have proved that a combination of farmers can conduct business on a large scale just as successfully as any combination of business men. The developments of the last three years have changed the whole outlook of the Western Canadian farmer.

"Mere financial success will not make our co-operative movement permanently great or successful.

Our true progress will be measured by the degree to which men and women in the co-operative movement catch a vision of the great work we have before us and are imbued with the true spirit of co-operation."

**Address of H. W. Wood**

(From Page 38.)

key positions. The Pool system is founded on right basic principles and with right organization and the observance of right business methods success will be assured.

**Dangerous Phrases**

Mr. Wood then proceeded to



**Dominion  
ROYAL CORD  
Tires**

WHEN all is said and done, it is probably harder for a farmer to lose time and be interrupted with tire trouble than for any other class of men.

If one of his tires blows out, he may be far from a garage or engaged in some important work that this delay may put back for half a day.

A farmer's investment in tires, therefore, is an important one. Now, Dominion Royal Cord Tires are made of the finest materials, put together by the most skilful workmen and have a wonderful reputation for dependability and therefore for economy.

Try equipping all of your cars this year with Dominion Royal Cords and see how much money you save by doing this. Others have followed this suggestion with beneficial results.



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warn his hearers against certain catch phrases that were widely used but most likely to be misinterpreted.

One of these was the much-talked-of "World Wheat Pool." He said: "If this means the merging of all co-operative wheat selling into one pool unit under some kind of central management, then I am unalterably opposed to it because I do not believe it is practicable to do so." On the other hand the world-wide application of the pool principle, with units of workable size, was an ideal to be striven for most vigorously, and there must be the closest kind of co-operation between the units.

"Orderly marketing" was another dangerous phrase. Too frequently it was taken to mean the systematic placing of wheat on the market in equal portions, day by day or month by month. This might be "orderly dumping" but it was not marketing in any sense of the word. The selling of wheat is a purely business proposition and the pool must decide when it is best to sell, or to hold, just as the buyers have to decide when to buy or not to buy. One thing is certain, under the Pool system the grower has a say as to whether his wheat shall be sold for its actual value, a thing impossible under any other agency.

Mr. Wood strongly opposed the principle of spending valuable time asking for government help. The pools, he said, do not want "baby food." On the contrary, given government protection against exploitation from outside they required no government exploitation of other interests in their favor but could hold their own in a business way all the better if there were no government interference with the channels of trade. "One ounce of good business methods is worth a pound of class legislation."

In support of the last statement Mr. Wood quoted the wheat prices: \$1.42½ per bushel for Winnipeg May, and \$1.33⅝ for Chicago May on the day of writing, all in spite of a tariff against the Canadian wheat of 42c per bushel.

#### A Baker's Complaint

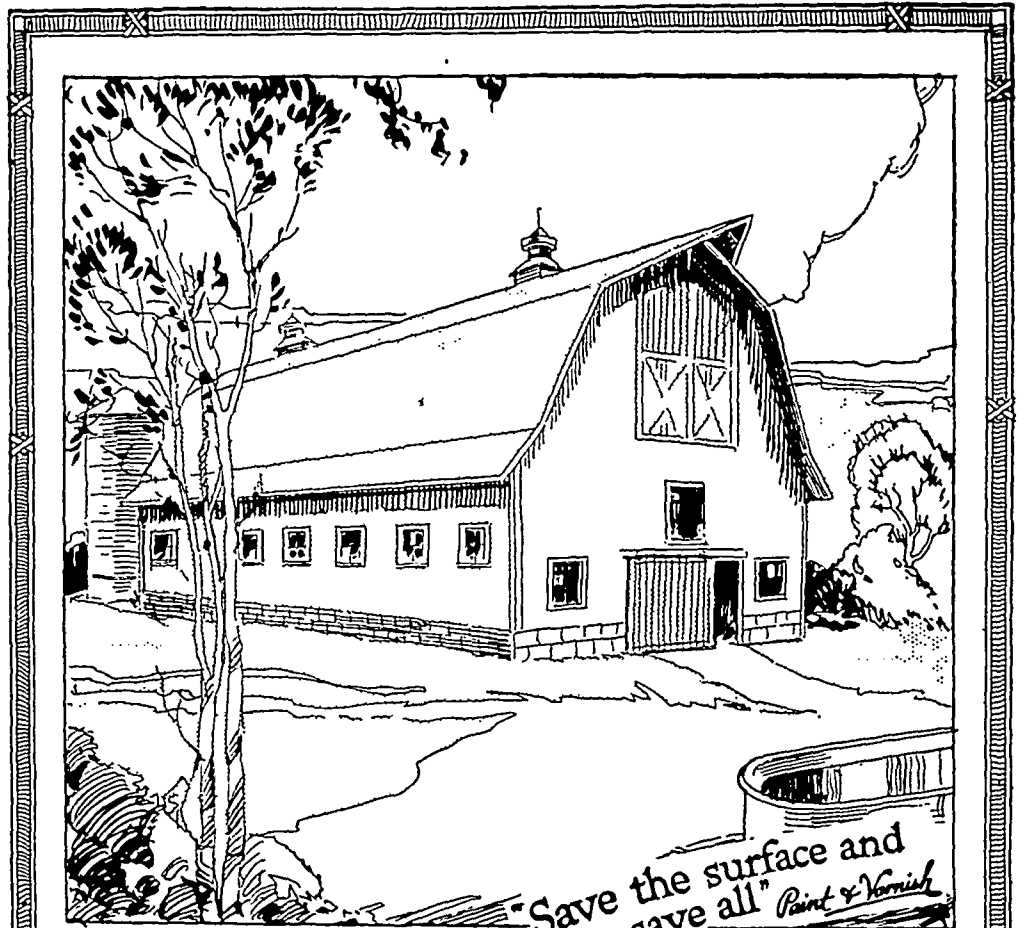
In closing Mr. Wood mentioned the complaint of Alexander

Euchanan, chairman of the United Co-operative Baking Society in Scotland, that the pools were likely to injure the consumer of bread, although they were doubtless doing considerable benefit to the wheat producers.

Mr. Buchanan evidently thought that the baker was entitled to his cost of production plus a profit, also that the consumer had his rights in the matter of a reasonably cheap loaf, but he

also seemed to think that the producer should forego any improvement in his own position due to his efforts if the privileges of these other two groups were endangered. That, Mr. Wood suggested, was a somewhat one-sided view of the transaction as a whole.

The complaint had, however, the distinct advantage that it holds out hope to the producer that his efforts are bearing fruit



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**TRUE**, most farmers use red paint to protect their barn but what you are interested in most is what it will cost to paint yours this Spring! If done with

**Stephens' BARN PAINT**  
REGISTERED TRADE MARK

the cost will be lower... much lower... than you imagine! *Stephens' Barn Paint* is specially made for Barns, Granaries, Fences, Elevators, Roofs, and all exposed surfaces of wood or metal. Made in Red and four other colors. You'll be surprised how much surface a gallon will cover.

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and gives him that much more encouragement to take heart and go forward.

**CO-OPERATIVE BANK FOR SWITZERLAND**

Formation of a co-operative bank in Switzerland is being planned by the Swiss Co-operative Union. The executive has decided to ask authorization from the general delegate meeting to found a bank for co-operative societies and trade unions, and to transfer the present bank service of the Union to the proposed organization. Such a bank will bring Switzerland into line with

Great Britain, France, Germany and other countries whose co-operative movements have established banks of their own, and is considered a step in the direction of forming the proposed international co-operative bank for all Europe.

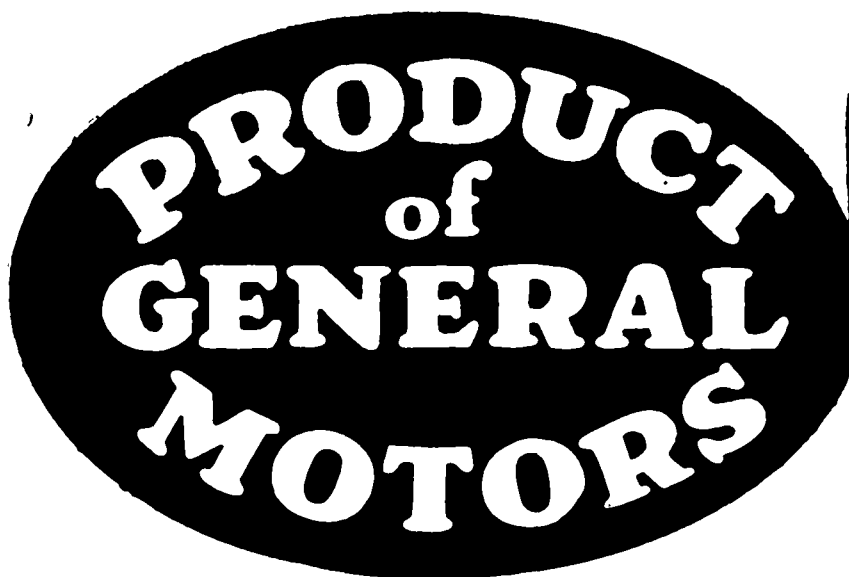
**CHICAGO GRAIN EXCHANGE THREATENS TO QUIT**

As a result of the passage by the Illinois Senate of the Keesinger Bill the Chicago Board of Trade will suspend trading in futures on Sept. 30, and will prob-

ably go out of existence altogether, says the president, John A. Bunnell. The Board of Trade is, of course, the Chicago Grain Exchange.

As a result of the recent scandal in which the Armour Grain Company figured so prominently, Senator Keesinger introduced his bill whereby the Board of Trade should operate under the supervision and control of a commission of three persons. This drastic addition to the already severe restrictions, according to members of the board, caused them to pass the above resolution.

As the memberships on the Chicago Board of Trade are estimat-

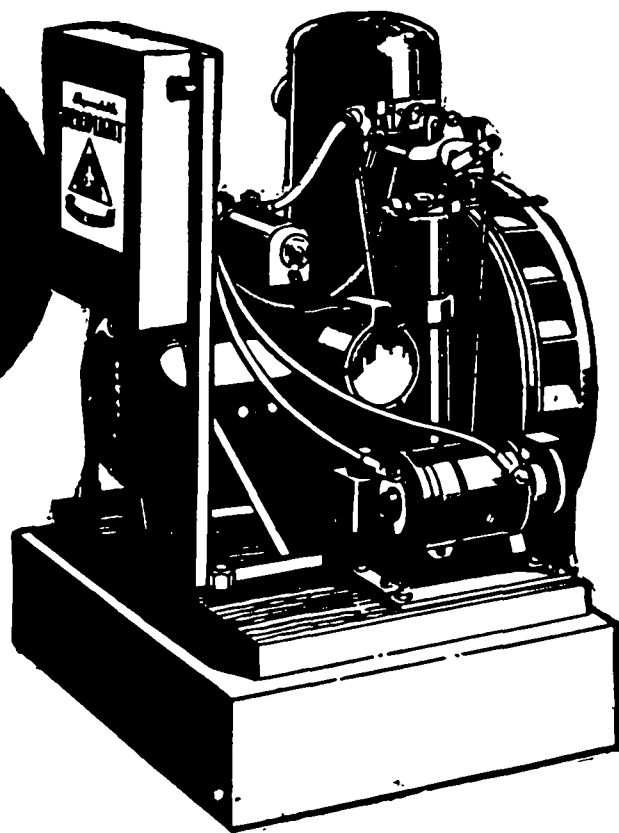


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The day you decide to install dependable Delco-Light in your home will be a red



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Bruce Robinson Electric, Ltd., Moose Jaw, Regina, Saskatoon,  
Calgary, Edmonton.

*Dependable*  
**DELCO-LIGHT**  
*FARM ELECTRICITY*



ed to have a market value of some \$11,000,000, and the annual business turnover is quoted, for what it is worth, at about half a billion, this organization is not one that can lightly be dropped from a business community, even such as Chicago, without serious effects. The greatest effect, however, will be felt on farm products. At present there is practically no alternative method of handling agricultural produce, and a disruption of this service would certainly be reflected on the farms.

It is, however, almost certain that some adjustment will be made by the government of its bill, by the Board of Trade on its attitude, or both, since the operation of the big exchange is too profitable for both parties to be allowed to lapse.

#### Private Honor Failed

The Chicago Tribune comments as follows:—

"The rascality attending the dealing of the Armour Grain Company with the grain marketing company, and the tardiness with which the Board of Trade dealt with its first manifestations have had the results expected and predicted. They were certain to bring a drastic attack on the Board on the one hand and to weaken its defence on the other. It was inevitable that there should be a demand for a new law to prevent the evils disclosed ever happening again. Private honor and collective responsibility having failed in these conspicuous instances it is now proposed that honest dealing be insured by government, that is, by politics."

Enlarging on the extreme improbability of any improvement from such sources the Tribune goes on to say:

"The measure is not directed at specific demonstrated weakness, but is a sweeping, and practically unlimited, grant of power. Unless it is greatly modified we think it is very likely to abolish the Board of Trade or put it out of the state. Farmers who look upon the exchange as an enemy will approve of such a result, and if it occurs, they will discover their mistake later. The loss to Chicago and to Illinois will be severe and we can only hope that opportunities will be granted to discuss the matter before action is taken. It is not progressive but

reactionary to turn over a great agency of world commerce to the tender mercies of politics."

#### MILLING TRADE SPEAKS

The English publication "Milling," recently carried the following:—

"It is perhaps a tribute to the management of the Canadian Wheat Pool that prices have been held up so far against the weight of supplies. Contrary to opinion, the managers of the Pool have resisted the laws of economics, though there have been several circumstances to help them apart

from expert management. With this success to the credit of the Pool, however, we cannot see that growers will be inclined to desert it. Just as traders for a long time underestimated the strength of the co-operative movement of this country, as well as its potentialities, so a good many grain merchants and millers have failed to realize the strength of the Wheat Pool. The Pool is a serious proposition and the grain and milling trades alone stand between it and the public. The Food Council can look after the price of bread, but it is helpless against the Wheat Pool. We do not re-

## 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

No other corn flake has the true Quaker flavour.

Refuse Substitutes

# Quaker Corn Flakes

Triple-sealed - - Wax-wrapped

cede a single step from the view that the first profit on wheat should be the grower's, but we cannot overlook the possibility that there may be a tendency for the Pool to suffer from the human tailing of excessive gains which is supposed to be the prerogative of the merchant or middleman.

Anyway, fortuitously or otherwise, the Pool has realized comparatively good prices in a season of abundance, and what the future

holds in store must remain largely a matter for speculation."

### Egg Stations Operating

(From Page 19.)

It is possible our board may consider entering into the distributing end of the business, which we are perfectly willing to leave to the local trade, providing they play the game fair.

The following are our egg stations now operating with names

of men in charge:—

Lauder—John Badger.

Brandon—C. E. Basrub, 818 Pacific avenue.

Carman—J. A. Munn.

Neepawa—W. G. Henderson.

Dauphin—E. G. Horwood

Winnipeg—Brownstone Bros., 132 James street E.

Anyone wishing to ship eggs to any of the above mentioned egg stations, should get in touch with head office.



# Who are these 7 Famous Movie Stars? You have seen them often Name Them

NUMBERS ON PICTURES TELL THEIR NAMES

# WIN A NEW 1927

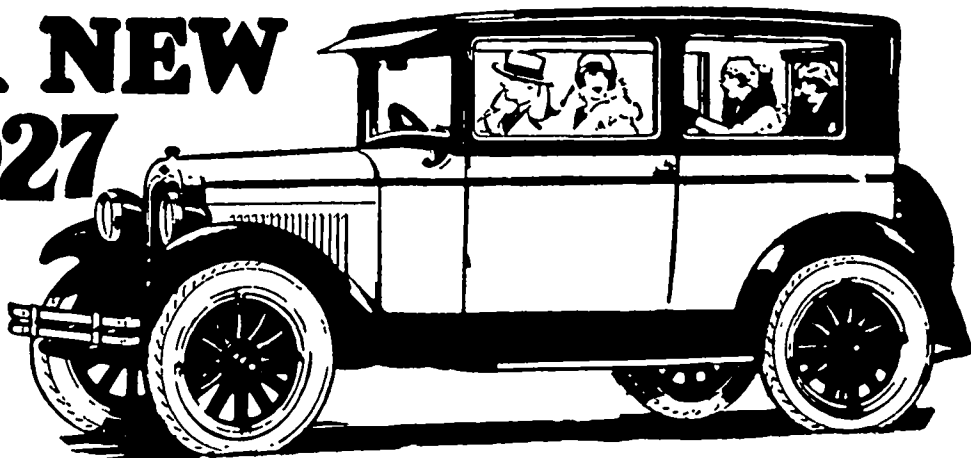
# Chevrolet Coach

# \$1800 In Prizes

## First—Chevrolet Coach Value \$910

- 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 Avenues, Toronto.



Have you a good memory for faces? Can you recognize a person whose face you have seen in the movies dozens of times—whose picture you have seen printed in the magazines and newspapers hundreds of times—whose name is on everyone's lips?

The above pictures are excellent likenesses of seven world famous movie stars. Can you identify them? You should be able to name every one at a glance. If you can't name them by sight the number on each picture gives you a clue. Instructions on clues are printed to the right. Send the right name for each star's picture for first prize. If you are entirely correct we will write you at once and you will be awarded 175 points (see rules). Be neat and careful. Comply with the rules. Be sure of a prize.

### CLUES

The names of the 7 world-famous Movie Stars shown above are—

Bebe Daniels, Florence Vidor, Lillian Gish, Madge Bellamy, Pola Negri, Gloria Swanson, Lois Wilson.

### BUT WHICH IS WHICH?

Their pictures are numbered. These numbers give you clues to who they are. Write down the alphabet A to Z. Number it, A 1, B 2, C 3, and so on. Change the letters of the name of each star into numbers by finding their number position in the alphabet. Add up the figures of each name. After you have each total, reduce each total to a single number by adding up the figures of each total once or twice. For instance, No. 7 is Pola Negri. P O L A N E G R I 16+15+12+1+14+5+7+18+9 totals 97. Then 97, 9+7=16 and 16, 1+6=7. Therefore Pola Negri is 7 or 7 is Pola Negri. Work out each name like that until you find the number that corresponds with the number on each picture, and you will know which is which.

### FOLLOW THESE SIMPLE RULES

Write answer in ink on 1 side of paper. Put name in upper right corner. State whether Mr., Mrs or Miss, write any thing else on separate sheet. Don't send fancy answers. 2. You must be 15 years or over to enter. 3. No Sterling employees or friends are allowed to enter. 4. Independent judges will make final awards. Their names will be made known to all contestants who must abide by their decisions. 300 points takes first prize. 175 points for correct answer; 10 points each for neatness, appearance, style, spelling, handwriting; 75 for fulfilling contest conditions. Contest closes at 5 p.m., JUNE 30th 1927.

### THE OBJECT OF THE CONTEST

Frankly 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. Each contestant standing for first prize will be asked to assist us in our advertising campaign by showing a copy of the Sterling Money Saving Catalogue to only four friends who will be glad to join you in saving money on your hosiery, lingerie, underwear requirements by making up an order for only \$8.00 worth of Sterling Mills-to-Consumer, guaranteed products without a peer for quality and value. We send to trustworthy people without money in advance. This simple final service which is quickly and easily fulfilled on our assured ten minute plan need not involve the spending of a penny of your money. This is not a sales contest. Every one's opportunity of winning is equal.

Send your answer today. Win \$100.00 Extra Prize for promptness.

STERLING HOSIERY MILLS Limited, Dept. 110, Toronto, Ont.

## Classified Advertisements

**Advertise Anything you wish to Buy, Sell or Exchange**  
**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

**WHY RAISE POULTRY AND SHEEP FOR** wolves and foxes, protect them with a pair of hounds. I have a pair of six weeks old pups for sale \$5 each; pair 10 months old, \$10 each; fast dog 2 years old, \$20; killer dog, 3 years old, weight 95 lbs, \$30. Les Perrin, Goodlands, Man. 5-1

**YORKSHIRE SOWS, DUE TO FARROW** May and June, at \$30. J. A. Nadrick, Austin, Man. 5-2

**SELLING, TWO HOLSTEIN BULLS, TWO** and seven months old. From heavy producing cows. T.B. tested. W. H. Steven, Grandview, Man. 5-2

### Barn Paint

#### Buy Your Paint

**DIRECT FROM FACTORY** and save money. We manufacture the highest quality paint possible to produce. Send size of buildings and we will tell you how much paint you will need and what it will cost at your station. **THE NORTHERN PAINT CO. LTD., Winnipeg**



### Poultry

**BARRED ROCK HATCHING EGGS** — government approved, bred to lay, \$6 per 100; \$1.50 for 15. Special mated pen \$2 for 15. W. S. Murray, Carman, Manitoba. 3-3

**RECORD OF PERFORMANCE S.C.W. LEG-** horn pedigreed hatching eggs, baby chicks and four weeks old cockerels from high record, large egg stock. Price list on request. Miss Ellen Jickling, Dougald, Man. 4-2

### Seed Grain

**EARLY DAWN SEED POTATOES—WHITE** —good yielding variety, good eaters. Cash price 75c Time price, 80c; note November. Arthur Beddome, Minnedosa. 4-1

**SELLING CLEAN BUCKWHEAT, \$1.25** bushel, sacked. T. J. Irwine, Box 154, Morris, Man. 5-1

**SELLING QUALIFIED WHITE BLOSSOM** Arctic Sweet Clover Seed, 8c, bagged Isa Pringle, Dugald, Man. 5-1

**WHITE BLOSSOM CLOVER SEED, FREE** from weed seeds. Government tested O.K. \$10 per hundred lb., bagged. Ansley Smith, Carroll, Man. 3-3

**DUNLOP STRAWBERRIES — HARDY** young, productive plants, \$2.00 hundred, postpaid. A. B. C. Dickey, Crandall, Man. 4-2

### Farm Machinery

**FOR SALE—ONE INTERNATIONAL CORN** planter. Two row, equipped with chain for checking rows; only seeded 100 acres. A snap at \$65. One Massey-Harris corn cultivator, two row with two set feet. Almost new. \$60. Stewart Forrest, Manitou, Man. 4-1

### Pool Ripples



"Jim has a new stunt. When he's swimming with a girl he tickles the sole of her foot."

"What does he do that for?"

"He says he always gets a kick out of it."

Heck: "You should put your foot down."

Peck: "You don't know my wife. If I put my foot down, she'd convince me that I hadn't a leg to stand on."

**AUTO, TRACTOR AND GENERAL MA-** chine bearings and connecting rods rebabbitted. Manitoba Bearing Works, 150 Notre Dame East, Winnipeg. t-2

### Miscellaneous

**K-L-E-E-R-E-X—KILLS ECZEMA, PSORI-** asis, erythema, itch, salt rheum, pimples, chilblains, boils, poison ivy, etc. Works like magic, 50c, \$1 and \$1.75. Liberal sample 10c. Mrs. F. McGregor, 296 Scotia St., Winnipeg, Man. Phone 56 858. 3-2

**FOR SALE OR EXCHANGE FOR HORSES,** quarter section pasture land, two miles from Makinak. Five dollars per acre, clear title. C B Connell, Box 123, Neepawa, Man. 5-2

**FOR SALE OR EXCHANGE FOR LIVE** stock—One 3-4 furrow Oliver tractor plow; good condition. Price \$150. G. A. Todd, Harding, Man. 4-2

**TO EXCHANGE 44 CALIBRE WINCHES-** ter rifle for young pigs or poultry. Roy McLaughlin, Beaver, Man. 5-1

**FOR SALE**  
 Farm Lands in Birtle, Solgirth and Foxwarren Districts.  
**PRATT & LAUMAN,**  
 Birtle, Man.

HAVE YOU ANYTHING TO SELL  
**ADVERTISE**  
 IT IN  
 THE SCOOP SHOVEL

### SCIENCE AND COMMON-SENSE

Science is a first-class piece of furniture for a man's upper chamber if he has common-sense on the ground floor.

An old Chinaman, delivering laundry in a mining camp, heard a noise and spied a huge bear sniffing his tracks in the newly fallen snow.

"Huh," he gasped. "You likee my tracks, I makee some more!"

### INTO TEMPTATION

Preacher:—"Sorry, but I'll have to return this second-hand car I bought."

Auto Agent:—"What's the matter with it?"

Preacher:—"W-e-e-ll, I don't want to say—but I can't keep it and stay in the ministry."

Mr. T. L. Church, M.P., says he is willing to "talk out" a certain bill at Ottawa for 15 nights if necessary. It is not difficult to believe him. When "Tommy" Church isn't willing to talk it will be real news.—Sydney Record.

Lady: "So you both are a hundred years old today? It's a pity you twin brother doesn't enjoy such robust health as you."

Centenarian: "Yes, poor old Bill 'ere, always was delicate."

Daughter: "Hello, daddy, have you read that book I gave you?"

Father: "No, my dear, your mother's reading it to see if it's fit for me to read."

Lady: "I want to buy some oysters."

Dealer: "Large or small ones, lady?"

Lady: "Well, they're for a man with a size fifteen collar."

### For Sale

**10 H.P. FAIRBANKS ENGINE**  
 Used 3 Years  
 Enquire  
 Durban Co-op. Elev. Assc.  
 Geo. Braden, Sec.

A CLASSIFIED AD IN  
 THE SCOOP SHOVEL  
 WILL GO INTO OVER  
 20,000 MANITOBA FARM  
 HOMES. THE COST IS ONLY  
 TWO CENTS PER WORD.

### INTERNATIONAL WHEAT POOL CONFERENCE

(From Page 30.)

would depend entirely on local conditions, but the actual selling must be concentrated. Between these selling agencies there should be interchange of information vital to the successful marketing of grain and mutual confidence and mutual trust. With the whole under the direction of a board of actual producers, such an organization could not fail to be of tremendous value to the producers of wheat.

#### International Bureau

He felt confident that such an organization could be established and that the time to start it was right now. Mr. Robertson suggested that at the next international wheat pool conference they should consider setting up a small permanent international bureau, to be financed upon some basis on which they could all agree.

"After all," Mr. Robertson concluded, "the immediate problem is not actually international selling. Is not the first step the establishing of the proper basis from which international co-ordination can develop? Such a bureau would devote itself exclusively to assisting in building up the general pooling idea—the general international viewpoint — and through its personnel could help to build on a strong foundation the various units of this great movement."

#### Other Resolutions

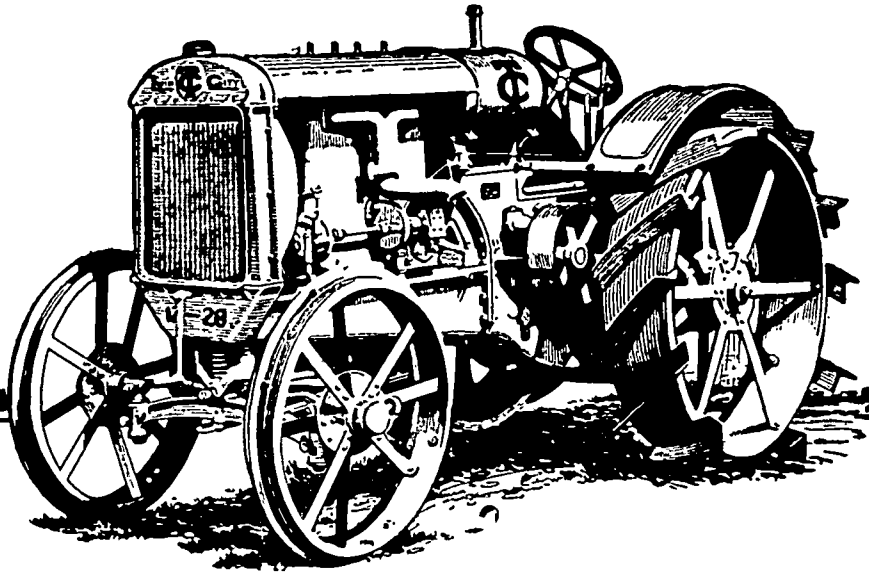
Following the address there was considerable discussion, Premier Brownlee, of Alberta, strongly urging immediate action, and a resolution was passed with recommendations to the Conference Committee. (This resolution is given on page 35). Resolutions were also passed giving thanks to the press for its full and fair reports of the Conference and the many expressions of sympathy with the co-operative movement; to the Sweeney radio station for the broadcasting of the addresses at the banquet; to the speakers from the various countries and specifically, Hon. W. M. Jardine, U.S. secretary of agriculture, Hon. J. F. Brownlee, premier of Alberta, and Hon. J. G. Gardiner, premier of Saskatchewan; to the officials and staff of the Kansas Pool for their arrangements for the con-

ference, and to Chairman Burnell, the latter being given with musical honors.

The present international wheat pool conference committee was re-elected with power to add to its numbers for the purpose of getting a greater representation of the various organizations represented at the conference.

Before the convention adjourned C. J. Burnell, chairman of the convention, expressed to the dele-

gates his cordial thanks for the manner in which they had assisted the business of the conference. He stated that all would benefit, he felt sure, from the various addresses given and the deliberations held and that the co-operative movement would undoubtedly move forward much stronger for the considerations given to problems facing the co-operative organizations. The conference then adjourned.



### AFTER YEARS OF SERVICE

"I have two of your Twin City 17-28s that have been used and abused for over six years, and they are still going strong. You couldn't get them away from me unless you gave me new ones. They will run 24 hours a day without a kick."—C. K. Eidse, Morris, Manitoba.

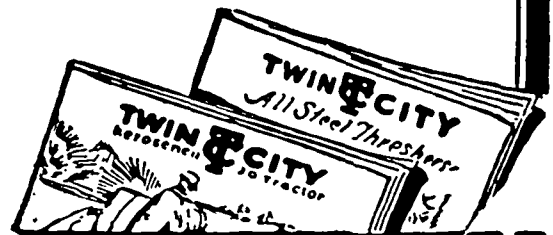
"I will average about 30 miles per day in 10 hours plowing, or approximately 17 acres. All these years since 1921 I have never been delayed once. I am prepared to do a job of work no matter how large or small. A Twin City for me."—G. H. Hummell, Nokomis, Saskatchewan.

"I have used my Twin City 17-28 now for four years and up to date have not spent five dollars for repairs. I never saw a tractor that takes so little work to take care of, and I have used five different makes."—H. Hallman, Arcadia Valley, Alberta.

## TWIN CITY TRACTORS THRESHERS

—FREE BOOKLETS—  
Mail the Coupon Now!

You want a tractor that has proved its faithfulness to farmers through years of steady use. You will be just as pleased with the Twin City's long life of steady service, as the farmers quoted above. The Twin City will make your work easier and increase your profits. Get the free booklets—mail the coupon now!



### MINNEAPOLIS STEEL & MACHINERY CO. OF CANADA, LIMITED

HEAD OFFICE: WINNIPEG, MAN.

Sub-Branches at all important points

Minneapolis Steel & Machinery Co. of Canada, Ltd.

Dept. S-1, Winnipeg, Man.

Send me your valuable free booklets.

Size of farm .....

Name .....

Address .....

# FROM THE ATLANTIC TO THE PACIFIC

## IMPERIAL Branch Stations Supply an Ever- growing Demand

**N**O OTHER organization serving the farmers of Canada operates on the same scale, or is asked to meet such a steady, country-wide demand, as Imperial Oil Limited.

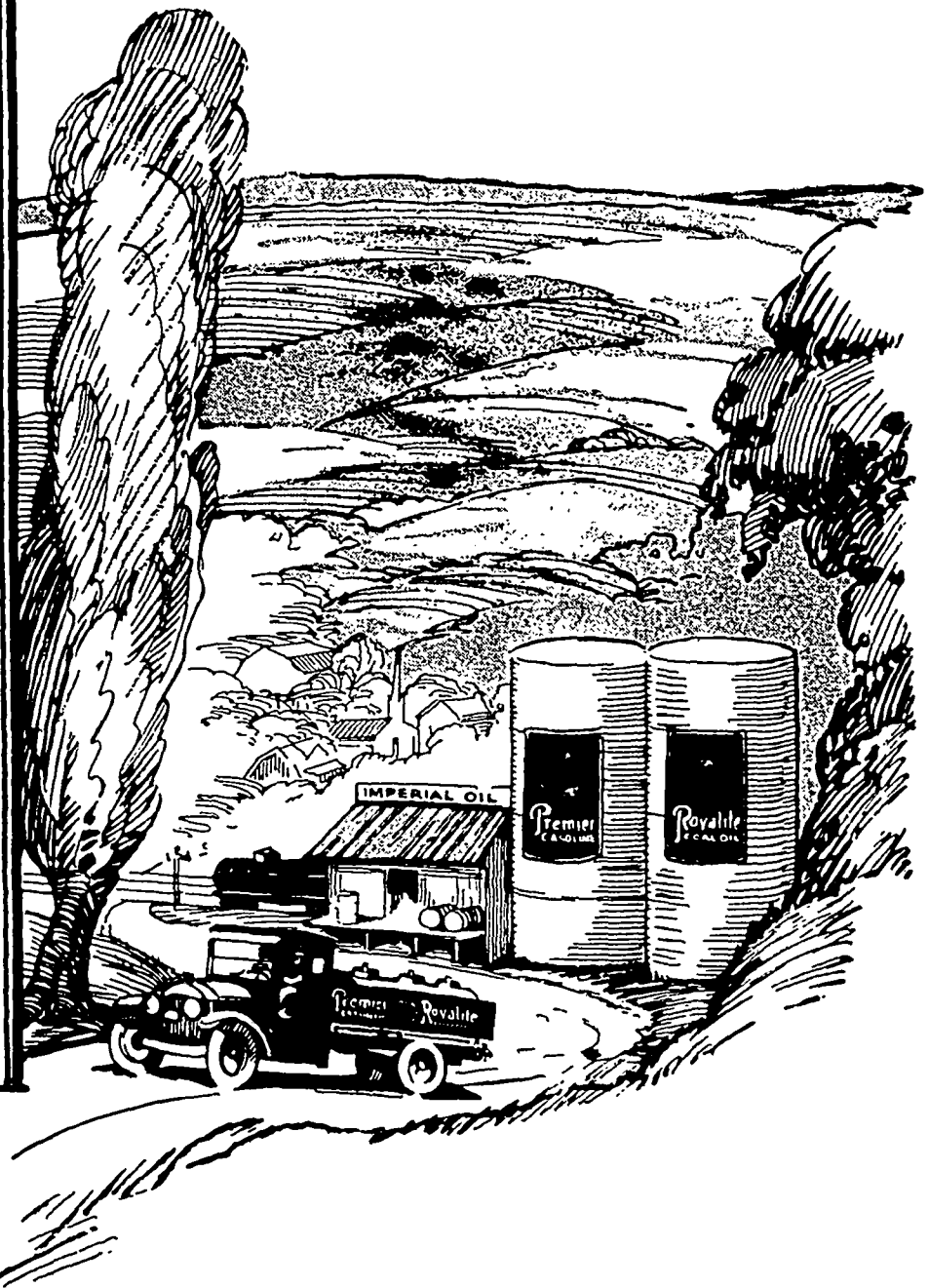
It requires 1556 Imperial Branch Stations located in as many towns across Canada — to meet this demand. Each year during the 45 years we have been in business — we have been forced to establish new stations. In 1927 it will again be necessary to add to the list of points supplied.

This universal demand for Imperial Products, growing through the years, is real proof of their superiority.

It goes farther—and means more —than any claim we might make. It is the verdict of hundreds of thousands of completely satisfied customers.

You can depend on Imperial products—anywhere you buy them. Why gamble by using brands about which you know nothing. Buy "Imperial" and be sure.

IMPERIAL OIL LIMITED



## IMPERIAL PRODUCTS FOR FARM USE

Imperial Premier Gasoline

Imperial Ethyl Gasoline

Imperial Royalite Coal Oil

Imperial Marvelube Motor Oils

Imperial Marvelube Tractor Oils

Imperial Polarine Motor Oils

Imperial Polarine Tractor Oils

Imperial Polarine Transmission  
Lubricants

Imperial Polarine Cup Grease

Imperial Capitol Cylinder Oil

Imperial Prairie Harvester Oil

Imperial Granite Harvester Oil

Imperial Castor Machine Oil

Imperial Thresher Hard Oil

Imperial Mica Axle Grease

Imperial Cream Separator Oil

Imperial Eureka Harness Oil