

The Scoop-Shovel

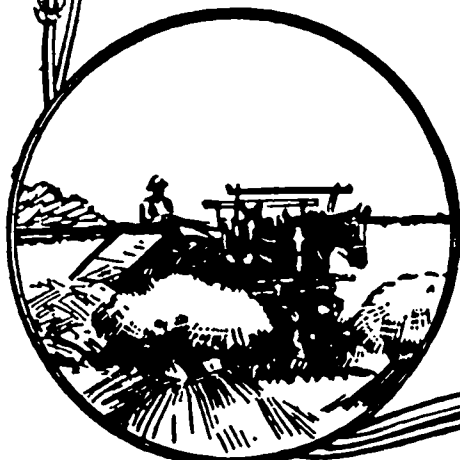
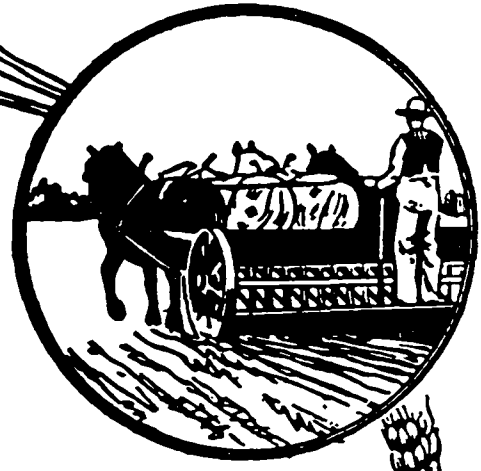


A Magazine of Agricultural Co-operation

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No. 10



From Hand to Hand Round the World

The monument at Berne to the International Postal Union, founded 1874, one of the finest examples of international co-operation.

Seed and Feed Oat Situation is Serious

Farmers Should Hold on to What Seed Grain They Have.

(By R. M. Mahoney.)

The seed and feed situation as it pertains to oats, is very serious in the province of Manitoba. There are literally dozens of letters coming to our office from members, asking for prices on feed and seed oats, many orders coming in for carlots. We are accepting these orders and hoping to fill them with oats from Saskatchewan or Alberta, as the Manitoba oat crop on the whole is poor and the quality of what oats have been produced, from a



W. C. FOLIOTT,
Coarse Grains Sales Manager C.S.A.

seed or feed standpoint, is questionable.

Since putting out our advertisement we are inclined to think that Alberta and Saskatchewan may not have as many oats to ship into Manitoba as we anticipated. Moreover, the price on these oats is going to be very high, and I am satisfied that there are many men delivering low grade wheat and barley to elevators today, who will wish they had it back for feed before another crop can be raised.

While I appreciate the fact that you cannot feed all wheat or all barley to certain stock successfully, yet it does do in a pinch, and it could also be mixed with oats. However, if everyone decides to clean up on all their low grade wheat and on all their barley, expecting to get all the oats they want for feed, they are, I think, going to be disappointed. In the first place they are going to be disappointed in not being able to get all the oats they want, and in the second place they are going to be disappointed in finding that they are going to have to pay more per pound for oats than they will receive, in many cases, for their low grade wheat and barley. Added to this, the tendency is apt to put off the buying of feed and seed until the last minute.

A Scramble Coming

Now it is reasonable to assume that the average man can tell pretty well today how much feed and seed he is going to need to take him through until next year's crop is harvested. He takes care of his needs in normal years by saving enough grain from his own crop, but because money has to be put up when it is being bought from someone else, it is a natural, normal thing for him to postpone the purchasing of it.

My own guess is that about the first of next March there will start a mad scramble for feed and seed. People who have oats will hold them at exorbitant prices and people who have been wise enough to keep back some low grade wheat and some barley, will hold these grains at exorbitant prices. Thus the man who waits until spring to buy is going to have to "pay the fiddler," and in many cases he is not going to get the quantity he wants.

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Ontario Pool Pays Storage

(By J. Albert Hand.)

A storage allowance has been offered to members of the Ontario Grain Pool. Perhaps this is the first time in history that farmers have had a chance to get real cash for storing grain in their own barns or granaries.

Several problems were encountered by the Pool during the first two months of operation in handling 1927 deliveries made by members. An effort has been made to solve them in the interests of the growers.

One of the most important of the problems tackled was one in which local millers are very much concerned. It always has been impossible to mill the wheat as fast as growers haul it out in the fall. This year that condition has been worse than usual because of an extended period during which little or no rain fell in many of the wheat growing districts. The result was that when plows should

have been busy plowing was almost impossible. Teams were, therefore, put on the wagons to haul wheat.

Conditions in this eastern province are vastly different from those in the prairie provinces as far as grain handling facilities are concerned. Ontario's grain storage space is limited—in fact, very restricted. At several shipping stations where much wheat is marketed there is not a single elevator. Many of the elevators in use are full at 15,000 bushels or less. In short order the Pool management found that too much of the Ontario wheat was liable to be sent out of the province because of this lack of storage facilities. Millers were using all they could, and they prefer Ontario grown wheat. The Pool also realizes that the home market should be the best market. Be-

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Wheat Pool Final Payment

Twelve Cents No. 1 Northern Makes Pool Average \$1.42

A final payment of over nineteen million dollars on the 1926 crop of Pool wheat, was announced on October 19, by A. J. McPhail, president of the Canadian Wheat Pool.

"Of the total amount the Saskatchewan Pool receives \$12,990,745, the Alberta Pool \$4,198,587, and the Manitoba Pool \$2,075,575.55," stated Mr. McPhail.

"The total payment made by the Central Selling Agency to the three provincial Pools represents the net balance after deducting all marketing costs incurred by the Central Selling Agency, such as storage, interest charges and administrative expenses from the proceeds of the 1926 crop.

"As in previous years the spreads between grades have been

adjusted in the final payments which reflect the actual price secured for the various grades.

"The final payments on the principal grades are as follows: Twelve cents per bushel on No. 1 Northern, making the total payment \$1.42 per bushel. Fifteen cents per bushel on No. 1 Durum, making a total payment of \$1.45 per bushel. The total payment on No. 2 Northern is \$1.37 $\frac{3}{4}$; No. 3 Northern, \$1.31; No. 4 final payment, 9c, total payment, \$1.21 $\frac{1}{2}$; No. 5, final payment 7c, total payment, \$1.09; No. 6, final payment 7c, total payment, 97 $\frac{1}{2}$ c.

The complete list of grade payments for the Manitoba Pool appears on pages 23-27 of this issue of The Scoop Shovel.

Mr. McPhail stated that the carrying charges and operating expenses of the provincial pools are deducted from the final payment. In addition the provincial pools make deductions for the commercial and elevator reserves, which are credited to the individual members. Members receive interest on the money lent by them to their Pool as an elevator reserve, which is used to provide elevator facilities.

The administrative expenses of the Central Selling Agency for the crop year of 1926-27, according to Mr. McPhail, were covered by a deduction of less than a fifth of a cent per bushel. The distribution of over nineteen million dollars brings the grand total paid by the Pools since the Alberta Pool started in 1923 to over six hundred and seventy-four million dollars.

Pres. McPhail Addresses Pool Staffs

Origin and Purpose of the Grain Pools Explained to Pool Employees in Winnipeg Offices

What the Pool is, why the farmers created it, and what is required of both members and employees in order to make it a completely successful organization, was the subject of an address by President A. J. McPhail at a special meeting of the staffs of the Pool offices in Winnipeg, on October 11. C. H. Burnell, president of the Manitoba Pool, presided.

The three Pool offices—the Central Selling Agency, the Manitoba Pool and the branch office of the Saskatchewan Pool—have about 270 employees. The office staff of the Saskatchewan Pool at Regina totals about 400; the Alberta Pool at Calgary about 200; making a total office force for the Pools of nearly 900.

It was important, Mr. McPhail said, that those employed by the Pools should understand the kind of organization they were work-



A. J. McPHAIL,
President C.S.A. and President Sask. Pool.

ing for, and while developing efficiency in their individual tasks, should realize that the Pool was more than another grain marketing institution. The Pool, he said, was an entirely new kind of institution. It was the actual growers of the grain engaged in the business of selling their product and dealing as far as world economic conditions would permit, directly with those who prepared the grain for consumption. It was a co-operative institution and as such formed part of the great world-wide co-operative movement. The object of the co-operative movement, he said, was to bring about better conditions of life for the mass of the people. While, therefore, it was essential that employees of the Pool should be interested in their particular work and should strive to make themselves efficient work-

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The Theory and Practice of Co-operative Marketing

By J. F. BLANCHARD

First Prize in Senior Section of Manitoba Pool's Essay Contest for Manitoba Agricultural College Students.



Individualism is the brand which marks the uncivilized state. As long as society holds to the policy of "every man for himself," so long will the social order stagnate. As civilization advances, the individual must give way to the group; the interests of the one must be sacrificed to the rights of the many; self-interest must give way to co-operation. In recent years, this trend towards co-operation has become very marked, until today the word is on the lips of everybody. There is, however, a great wall between lip service and real service which must be torn down—the wall of ignorance and self-interest. It is then of paramount importance to educate society as to the value of co-operation as a whole, but all great movements are born of necessity, and since one of the great necessities at the present time is the equitable marketing of farm produce, now is the time to exert every effort to convince the producer of the great benefits to be derived from marketing his product co-operatively, and once having realized these, he will turn to the other, wider fields of co-operation as a whole. It is proposed to deal here, then, only with the theory and practice of co-operative marketing.

Before it is possible to get any conception of what co-operative marketing is we must first of all get some idea as to the scope and nature of the marketing problem. Many uninformed people have the idea that marketing merely performs the function of buying or selling. To them marketing is a very simple process, and it is for this reason that they cannot understand the spread between the price the producer gets for his products and the price the consumer pays. At the present day there is practically no product as

In most cases it includes the major portion of the following items:

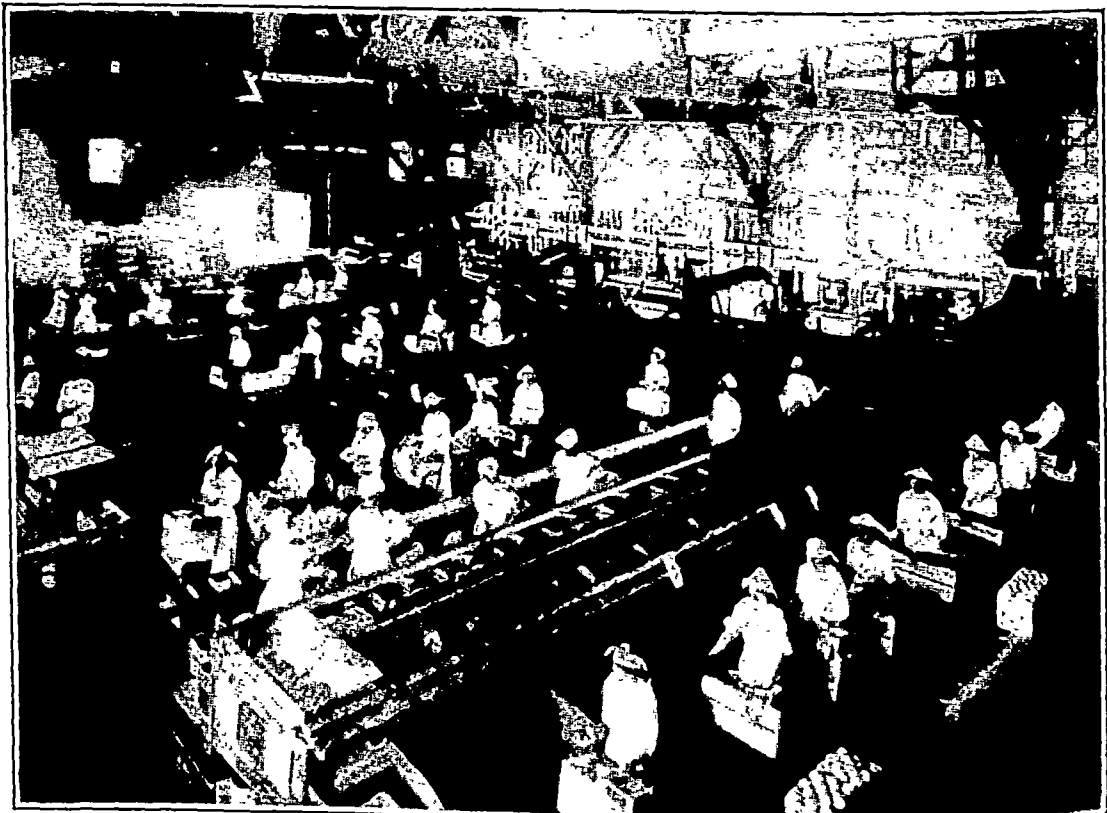
1. Delivery of product to the transport company.
2. Centralization.
3. Grading, sorting, standardizing.
4. Packaging, processing or manufacturing.
5. Distribution, which includes further transportation to distributing centres, such as whole-

salers, commission firms, etc., and redistribution in turn to the retailers, who again sell to the consumers.

Of course, the extent to which the product much flow through these various agencies will depend on its ripeness for consumption, but even in those simplest cases the system is complex enough, and since these are known as middleman services, it is folly to speak of the elimination of the middleman. Marketing is the door to profitable production. In his book, "Agricultural Co-operation in Western Canada," page 147, M. A. Mackintosh says: "Adam Smith long ago pointed out the dominant position of the market in modern industry. In the market are shown objectively the decisions of consumers and producers as to what they will pay for, and what they will produce under given conditions. Effective functioning of a market requires that the effective demand of the consumer exercise as direct and strong an influence as possible upon the productive enterprise of the producer and that decisions of the consumer as to quantity and quality

I have been "enrolled" ever since the Pool was inaugurated and will continue to support it with enthusiasm. It is the one big chance for the farmer to get out and market his grain for himself and if he could only see that there is very much more in amalgamation like this than just the monetary returns, he would be boosting the Pool with heart and soul.

J. F. BLANCHARD,
Manitoba Agricultural College,
Winnipeg.



PACKING ORANGES IN A CALIFORNIA FRUIT CO-OP.

a whole, which is sold directly to the consumer by the producer. All products are sold through some marketing agency. Marketing is a very intricate process. of commodities shall be clearly shown and effective in influencing production. Now the extent to which that result is obtained depends upon the efficiency of various agents in communicating this decision to the producer. The more indirect the relation of the producer to his market, the greater the number of intermediaries between him and his market, the greater the difficulty of making that relation economically effective."

Since Adam Smith's time the dominant position of the market has not decreased. At the present time if the market is the door to profitable production, efficient marketing is the key to that door. Improvement in the efficiency of the marketing methods of today is a very live question of paramount importance. It seems that instead of a decrease in the number of intermediaries between the producer and consumer there is ever a swelling of the ranks of the middleman. To some extent this is due to necessity in that as our mode of living becomes more intricate and our tastes more fastidious and complex, distribution becomes more difficult, but to a greater extent it is due to the multiplication of unnecessary intermediaries. For efficient marketing then, it is essential that these unnecessary middlemen be eliminated. The solution is not likely to be found in private marketing because it is carried on for a profit for the marketing agency, and as long as it is possible to make a profit out of marketing, as many as can will attempt to get their share. The private agent buys at as low a price as possible and sells at as high a price as possible so as to obtain as much profit as possible. In most cases there is no doubt of the efficiency of each step of the private marketing organization, but the profits accruing from that efficiency go to the middleman, whereas, granted that marketing can be carried on as efficiently by the producer, the producer reaps the benefit.

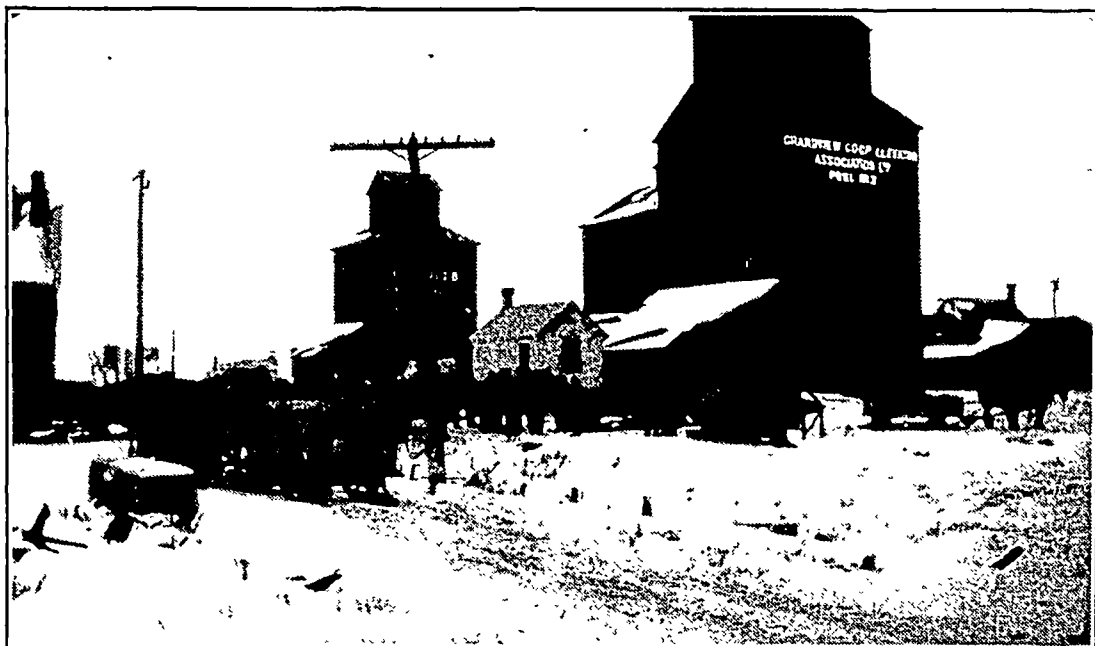
At the present time the producer is looking to every possible

source for relief from his ever-growing difficulties. He has groaned under the burden of high prices for what he buys, high interest charges on the money he has to borrow to pay for it, and the low prices he receives for his product. He has sought government aid but has found no relief. A great step forward in the betterment of the producer can and will be found in the development of co-operative marketing.

Co-operative marketing is the marketing by a group of producers of produce at cost. Co-operative marketing can include as many of the functions of the market as may be desired. It may only include co-operative shipping, or it may embrace all the services from the time the product leaves the producer's hands

enough financial standing to be able to back the proposition.

If the scope of co-operative marketing is varied the range of possible benefits are still more varied. Co-operative marketing has been heralded by many as the panacea for all the ills of the producer. Flag-wagging and ill-advised talk have clouded the issue and done much harm to the cause. There is no doubt that great benefits have been, are, and will be derived from co-operative marketing. There are both financial and social benefits, and although to our mind the latter are of greater importance, they will not accrue unless the former are of sufficient importance to warrant the attention of the producer. It is our intention to deal, first, with the social benefits, and second, the



GRAIN MARKETING: A LINE-UP AT THE GRANDVIEW POOL ELEVATOR

till it is delivered to the door of the consumer. The scope of the enterprise will depend on many factors, the more important of which are the intelligence and financial standing of the producers and the qualities of the product handled. It can readily be understood that there are many farmers who might be induced to join a group for the purpose of shipping livestock or cream, who through ignorance or suspicion born of ignorance, would never think of joining some larger enterprise which might exact some sacrifice of individual liberty for the good of the whole group. Again, very often it is not possible to organize a concern involving the purchase of expensive equipment, such as milk distributing plants, because the producers are not in good

financial benefits to be derived from marketing co-operatively.

The average farmer is inherently individualistic. He is separated from his neighbors and relies to a great extent on his own initiative and hard work to earn a living. Working by himself for himself naturally gives him a sense of liberty and independence of which he is keenly jealous. He is conservative in his views and is inclined to treat with suspicion any new move, especially if it encroaches on his freedom of action. Thus, it will be seen, that it must take a great deal of effort and education to change his attitude. The first thing then that co-operation accomplishes is the gradual socializing of him who co-operates. It teaches him to work with his neighbors for the common good.

Gradually he learns that individual sacrifice for the good of the community is fully repaid in the mutual benefits enjoyed by all. Thus, through his business relation with his neighbors he learns to co-operate in those other activi-

ties so necessary to a fuller life.

In times of financial depression the improvement of social conditions through co-operation, however much it may be desired, will not be given the important place it deserves in the mind of the

farmer, nor can it be realized to the full unless accompanied by some definite financial gain. There is no doubt there are financial benefits, both direct and indirect, to be derived from marketing co-operatively. The farmer must be convinced that he will be money in pocket before he will submit, and he must see better immediate returns for his product, before he will stick to the co-operative idea. Here is the difficulty. A business cannot be built up in a day; time alone can establish that confidence and reputation of integrity essential to its success. The direct benefits must be sufficient to be able to hold the organization together until a realization of the indirect benefits can be an accomplished fact.

Macklin, writing in the "Annals of the American Academy of Political and Social Science," Vol. cxvii., January, 1925, divides the tangible and intangible benefits as follows:

"Tangible or Financial Benefits:"

1. Gives farmers the profits of marketing that ordinarily flow to the middleman.

2. Reduces the costs of marketing so far as practicable.

3. Improves old and devises new standards of marketing service.

"Intangible or Non-Financial Benefits."

1. Readjusts standards of production.

2. Establishes farmer confidence in the marketing mechanism.

3. Gives farmers the conviction that products are marketed in the most efficient way.

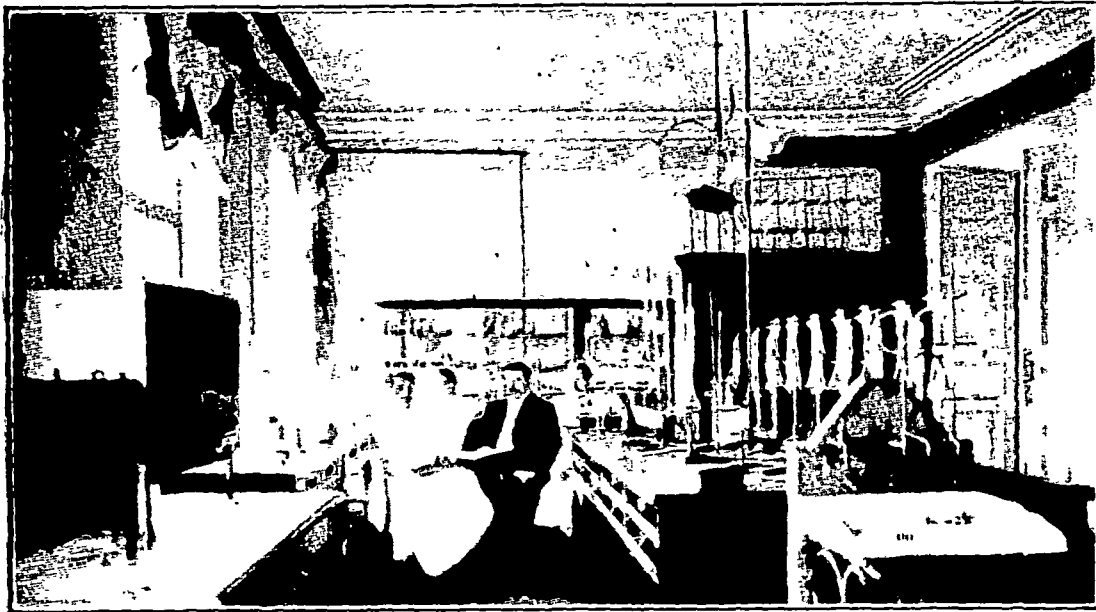
4. Stimulates and develops an agricultural leadership.

5. Helps to make marketing efficient, farming profitable, and living worth while.

It will be seen from the above that Macklin calls the second group "Non-Financial Benefits," but surely there are really indirect "financial" benefits. It is proposed to follow Macklin's classification here and to deal with the headings as therein stated.

Co-operative marketing gives farmers the profits of marketing that ordinarily flow to the middleman. To the uninitiated no more alluring bait can be used than the middleman's profit. Nearly every campaign that has

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A CO-OPERATIVE MILK LABORATORY AT TOMSK, SIBERIA.

Grain Handled by U.S. Pools

The nine active wheat pools in the United States handled over half a million bushels more wheat in 1926-27 marketing season than they did in the preceding one. They handled this larger quantity although there were greatly reduced crops in 1926 in several of the states in which the pools operate. Because of a partial crop failure in the spring wheat region the quantities of wheat delivered by the members of the associations in South Dakota, North Dakota and Minnesota were much

smaller than for the preceding season.

Four of the pools handled much larger quantities of wheat than in the preceding year. Two of the associations, those serving the wheat producers of Indiana and Texas, received from their members larger quantities of wheat than ever before.

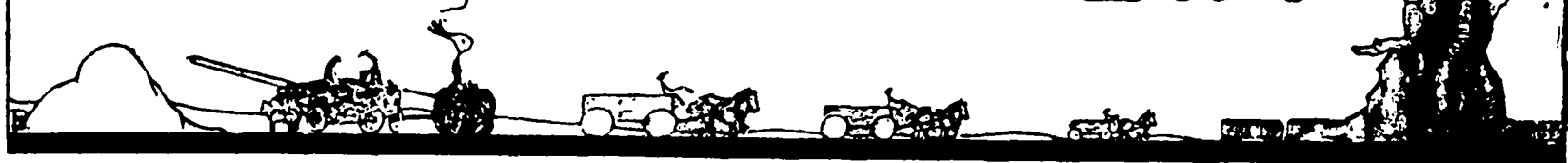
The quantities of wheat reported by the managements of the several associations as received for the two seasons are given in the table below:

Wheat Pool—	Marketing Season	
	1925-26 (bushels)	1926-27 (bushels)
Colorado Wheat Growers' Association	584,478	400,000
Central States Soft Wheat Growers' Ass'n.	3,157,952	4,177,452
Kansas Co-operative Wheat Marketing Ass'n ..	2,631,758	4,055,243
Minnesota Wheat Growers' Co-operative Marketing Ass'n	1,341,958	797,762
Nebraska Wheat Growers' Ass'n	662,421	818,292
North Dakota Wheat Growers' Ass'n	3,202,500	1,300,000
Oklahoma Wheat Grower's Ass'n.....	2,800,675	2,436,899
South Dakota Wheat Growers' Ass'n	2,100,000	123,210
Texas Wheat Growers' Ass'n	341,818	3,384,250
Total	16,823,560	17,493,108

All of the nine pools have been operating for three or more years. Six of the pools were organized in 1922, and have handled five

crops. Two were organized in 1923, and have handled four crops. One association, organized in 1924, handled the crop for that year and for 1925 and 1926.

IN THE GRAIN BIN



By R. M. MAHONEY, Manager

A HEART TO HEART TALK ON GRADING

Every time I attempt to write anything on grades, or the government inspection department, or the moisture content in cars of grain, or anything of that nature, I have rather a sinking sensation, very much as I would expect to have if I were juggling a couple of sticks of dynamite.

I have discussed grading quite freely and fully at country meetings: I have written about it in individual letters to individual growers: I have sometimes tried to write about it in the pages of the Scoop Shovel, and the response to my efforts has not always been all that one might desire, if he were looking for perfect agreement. In fact, one member a couple of years ago, went so far as to write and remind me that "since I had started associating with the white collared gentry of Winnipeg, I had let my ideas become so warped that I thought what they thought and said what they said." I made a mental note of the man's name and his shipping point. At a meeting which I attended there later on, I made it a point to meet him. He was wearing a white collar, and I asked him "by the grace of what fate was he permitted to wear a white collar, and I not." He looked at me and smiled, and said: "You are a lot bigger than I thought you were when I looked at your picture." Now, he really is a very nice sort of chap and we got along very well afterwards, but simply because I had seen fit to write publicly what I thought of grading and inspection, he had criticized me, because what I had said did not agree with his own ideas and, after all, nothing very much agrees with any of our ideas, unless it is in our favor.

An editorial taken from a very prominent old country financial paper of a half century ago, or thereabouts, points out that some promoters are preparing to build a railroad across Canada and are trying to sell the bonds. This editorial goes on to say that Canada is a barren land; a land that could not possibly produce anything on account of the climate: a land where people are compelled to kill wild animals and wear their skins in order to protect themselves against the very severe weather. We all know, of course, that in spite of all this, the railroad was built; the bonds were sold; people did come to Canada to live, and it has proven other than a barren waste. But the little remark that the people had to kill wild animals and wear their skins to protect them from the cold is not, after all, something that we can shut our eyes to. The country in which we live is one that brings forth in every one of us that

old, first law of nature, namely: self-preservation. And self-preservation means looking out for yourself at all times, because that is what the other fellow is doing.

In accordance with this law, it is only natural that, when we ship a car of grain, we want and expect to receive everything there is in that grain, as we need everything we can get out of it in order to carry on. The difficulty, of course, arises from the fact that at the other end of the line is a buyer with the same idea in mind—self-preservation—and he is not going to pay for wheat or for any grain a greater price than he has to pay. He is not a philanthropist: he is, in effect, a miller or a manufacturer. I am not saying he would not buy grain for less than it was worth if he could, but I will say this: he has not much opportunity to buy it for less than it is worth.

Government Grading

The government inspection department is a service which was established by the people themselves, so that the buyer and the seller of grain would both receive fair treatment.

Just in passing, let me mention that last winter I was at a meeting in the country, and a resolution came up dealing with honey. There was a unanimous vote that government grading should be established on honey. They wanted the buyer to know what he was getting, feeling that the buyer, knowing what he was getting, would pay a better price for the first class commodity, which would naturally help the producer. I was taking no part in the discussion, but unconsciously I smiled to myself. Someone asked me why I was smiling and I answered that I was thinking of the dissatisfaction of the producers over the grading system on grain, and yet here I was listening in at a farmers' meeting where they were demanding a grading system on honey, so as to get a better price for the high-class commodity.

Now, after all, that is what the whole thing simmers down to: the question of fair grading on your grain. If a man has 3 Northern wheat and he knows it is 3 Northern, he expects to take less per bushel for it than he would get for 1 Northern: he is accustomed to that and there is not much kick on the spread, provided he is convinced his wheat is 3 Northern. But when you come down to Tough grain or Damp grain, the discount on this is always a bugbear. Now, I am not a miller: I never have been a miller and I do not know much about milling. But I know this much about business, and so do you: If I were a miller and I could afford to

take Tough 3 Northern at 4c per bushel under dry or straight 3 Northern and could make more money by milling this at 4c less, I would buy all the Tough 3 Northern I could at 4c less than the dry 3 Northern. So would you, and so will the Canadian or British miller. And if I sat back and waited, figuring I could get this stuff at 8c discount, some other miller would step in and take it at 7c and another at 6c discount, until the price difference between dry 3 Northern and Tough 3 Northern had equalized itself, from the standpoint that the miller would be buying the Tough 3 Northern wheat at a price which compared with the dry 3 Northern price, on the basis of the return in flour. Thus, I mention, the price spread between grades or for Tough or Damp is in keeping with the grains actual manufacturing value.

Australian Grain

Another incident in passing: We often compare Australian wheat prices with Canadian wheat prices, mostly to our advantage but sometimes to our disadvantage. But Australian wheat carries, on the average, 7% moisture, while Canadian wheat carries, on the average, 14% moisture. From the buyer's standpoint, what does this mean? He can take 100 bushels of Australian wheat, put 7 bushels of water into it and have 107 bushels, and still have wheat containing only 14% moisture, while if he takes Canadian wheat, it contains probably 14% moisture, and he still has only 100 bushels. In other words, the buyer gets more actual grain for his 100 bushels of Australian wheat than he does for 100 bushels of Canadian wheat. A similar comparison applies right within Canada: You get more wheat when you buy 100 bushels of dry wheat than you do when you buy 100 bushels of damp wheat. All you have to do is take 100 bushels of dry wheat and turn the hose on it, and you will have 110 or 112 bushels of Damp wheat. Hence the discount.

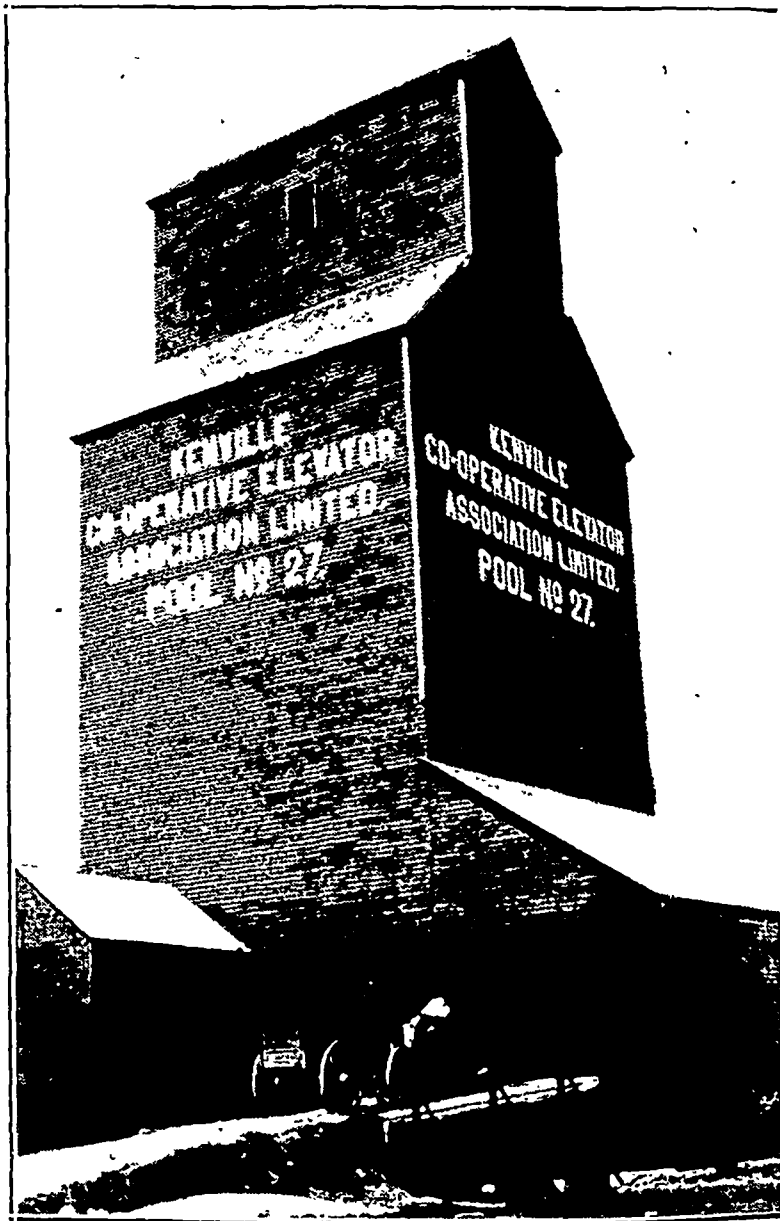
A Cause of Tough Grain

Much grain has graded Tough this year which I know never saw a drop of rain. But what happened? Grain is naturally cut a little on the green side in Canada. Lots of it this year was never stooked, because help was scarce and it looked like economy not to stook it; it was let lie in the windrows and was threshed from the windrows; it picked up moisture out of the soil and it caught all the frost and all the dew and all the dampness out of the air. And after last year's experience, is it any wonder that the grower was a little anxious to get his stuff threshed? Much grain was stooked, but not left in the stook long enough to properly mature. After last year's threshing experience, I am not surprised that it was not given more chance to mature and dry. Another thing, plump, hard wheat sheds a great deal of water: rusted wheat is spongy to start with; it picks up moisture easily and gives it up very slowly. The same is true in the maturing of wheat: wheat that matures into a good plump berry dries out more quickly than shrivelled and rusted wheat.

Something else which may interest you: experience has proven that it takes longer for Durum wheat to properly dry after cutting than it does ordinary spring wheat. I do not know the reason

for this, unless it is because the Durum berry is bigger than the spring wheat berry. This may not be the reason at all, but the fact remains that Durum has to be left in the stook longer than Marquis, for instance, has to be left.

All of this cutting on the green side, however; all of this leaving the grain in the windrows; all of this leaving the grain in the stook and threshing when threshing is being done, are matters which are absolutely up to the grower himself. I would not want to attempt to tell him when to cut his grain or when to thresh his grain, but I would like to say this: neither he nor anyone else can, after grain has been threshed which was not fit to thresh, get it by the inspection department as dry or



MR. J. H. PEARCE DELIVERING THE FIRST LOAD TO KENVILLE POOL ELEVATOR.

straight grade grain, if they are testing grain for moisture and if the grain contains an excess amount of moisture.

The Buyer Decides

We get occasional letters like this: "My car graded Tough. It was not Tough. It did not have a drop of rain on it and I won't stand for a Tough grade on this grain." Now, let us switch the thing around. Let us immediately bring that shipper into Winnipeg; take him to the inspection department and have a test made on the grain. The moisture is in it; the law says that so much moisture is allowed in dry grain; this grain has more moisture in it than is allowed in dry grain—consequently

quently it is Tough. He says again: "I am not going to stand for that grading." But, after all, what is he going to do and what can we do? The moisture is in the grain; the ultimate buyer is only going to take it as Tough grain; the inspectors are government-paid employes and the law is written out for them to follow. There is nothing to do but take that Tough grade, and neither he nor I, nor anyone else, can get the grade changed to dry, if the grain is not dry.

Just in conclusion let me say what I have often said before: you get into the habit of purchasing trade-marked goods. You go to town and you buy a package of some well-known yeast cakes. You know from past experience how many yeast cakes there will be in that package and what size they will be, and you don't open the package up and count them, or look at them. You take them home and they are put on the cupboard shelf until they are needed. But supposing by some chance when the package is opened it is discovered there is one less yeast cake than usual, or that the cakes are smaller than usual, and that you have paid the regular price for less than the regular quantity of yeast cake. What are you going to do? Well, you have the choice of two things: you can either take the package back and get your nickel back from the storekeeper, or you can make up your mind to buy another kind of yeast-cakes the next time you go to town, and get value for your money.

Now, the same thing is true of Canadian wheat. Manitoba 1 Northern, 2 Northern or 3 Northern is a trade mark, backed by the Dominion of Canada, and when the miller or importer buys Canadian wheat he is buying a guaranteed article. If you don't give him what he is buying according to law, he can do one of several things: He can turn it back to you and refuse to pay you; he can cut his price accordingly, or he can buy his wheat in future from some other source. And you might just as well tear down your government grading system; forget that you have a government guarantee and put the foreign buyer where he will not buy until he sees the grain, as to expect the government inspection department to grade grain other than absolutely according to The Canada Grain Act. If you want to sell something good (and I think you do), that is ear-marked; that is guaranteed and that has a trade mark, then you must take government inspection. If you want to take your chances on what you can get from the foreign buyer on sample, then do away with your inspection department and put everything on a sample basis; but you can't fool the buyer, and when I say that, I mean: the seller cannot fool you on a binder or plow, or anything you buy, for any length of time: he will either give you what you are paying for, or you will buy from somebody else.

If I knew of some system whereby Tough grain could be sold to the foreign buyer at dry prices, I am afraid I am human enough and near enough the producer of Western Canada to do everything in my power to get him to pay this price for Tough grain, but I don't know how to get him to do it. And if any of my readers can tell me how to do this, it will certainly be worthwhile information.

I have not written this article because I thought you would like to read it, or because I expected

everyone who reads it would agree with me. I have written it hoping to make you think this matter out; hoping to make you realize exactly what we, in your office in Winnipeg, face. I could sit down and tell you things that you would like to hear much better than you like to hear this, but after all, much of it, excepting the weather, is up to you. Whether you want to wait until your grain is absolutely dry before threshing or whether you want to hurry it up a little, is up to you. But whether or not the buyer will take grain containing excess moisture as straight grade grain is certainly something that is up to the buyer.

BED-TIME STORIES

Letters have reached this office advising us that platform shippers are being told that the Pool terminals cannot handle all the grain that is being shipped to them, and as a consequence, they are billing their cars to other terminals. Also, we are advised that some growers have been told that the Pool charges anywhere from 1c to 2c per bushel for looking after platform shipments, while the grain firms look after these for $\frac{3}{4}$ c per bushel.

The facts of the matter are that we have plenty of room in our terminals, and we make no charge whatsoever in this office for handling platform cars, in addition to which terminal earnings are reflected back to Pool members. Thus, not only is the direct charge of handling all platform cars of Pool grain absolutely nothing, but there is a return to the members from terminal earnings.

We have put this out over the radio and in "The Scoop Shovel" so many times that it seems that everyone should know it. It is, of course, difficult to offset at all times some of the stories that are told through the country, but if Pool members would, once and for all, make up their minds that they would get their information from their own employees (who must of necessity be interested in them), instead of from outsiders who are interested in getting their business at a profit for themselves, many of these difficulties would be eliminated.

DISCOUNT ON AXMINSTER

Mr. Larcombe, of Birtle, was in the office recently, and he showed us letters from growers of Axminster wheat commenting favorably on the yield and the quality, but expressing disappointment because elevator companies were discounting Axminster 30 cents per bushel under Marquis. These men are apparently not members of the Pool, because Axminster is classified as White Spring Wheat, and the Pool initial payment on 1 and 2 White Spring is 13 cents per bushel under 1 and 2 Marquis. On 3 White Spring the initial payment is 12 cents under 3 Marquis; on No. 4 it is 6 cents; and No. 5 it is 2 cents and on No. 6 and Feed White Spring, the Pool initial payment is the same as for No. 6 and Feed Marquis. Thus any grower of Axminster or Quality Wheat who is taking a discount of 30c a bushel under Marquis is paying a penalty of from 17 cents to 30 cents a bushel by not being a member of the Pool to say nothing of the other things he is losing.

THE SCOOP SHOVEL

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

OFFICES: ELECTRIC RAILWAY CHAMBERS, WINNIPEG, MAN. TELEPHONE 29 601

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Managing Editor—J. T. Hall

Subscription Rate—50 cents per year.

"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA

OCTOBER, 1927

THE POOL AND PRICES

Now that the final payment of the Wheat Pool on 1926-27 deliveries has been made we may expect to hear the usual stuff from the private trade. When the second interim payment was made in July, the comment of the Grain Trade News was that the open market average up to that time was \$1.46½; the Pool had paid only \$1.30 with "a little more" to come, from which deductions for elevator and commercial reserves would be made. Obviously the private trade did not anticipate a further payment of 12 cents. As a matter of fact opinion in the trade was that the Pool would pay about 8c, and the Grain Trade News simply reflected that opinion when it said that the final payment would be "a little more."

It was a bad guess and its only value is its indication of what the trade really thinks about its own method of making an "average" price. The trade knows well enough that what it puts forward as an average is a purely fictitious figure, one that bears only a most remote relation to the actual average of sales.

Members of the Wheat Pools are no longer to be deceived by such juggling with figures, but many farmers still believe that there is some kind of a natural price for wheat, that the Grain Exchange quotation is that price and that the price would be what it is even if there were no Wheat Pool, and supporters of the private trade appeal to what they call the "laws of political economy" as proof that the Wheat Pool cannot influence price. Well, there was a time when these "laws of political economy" were put forward to prove that trade unions could not possibly raise wages or reduce the hours of labor. Today we know that organization is a potent factor in determining the distribution of wealth; that by organization economic advantage is secured by many classes. The farmers are among the last to learn that lesson, but they are learning fast. A weak seller is always at a disadvantage against a strong buyer, and the farmers acting individually are weak sellers. Organization gives them strength; puts them on an equal footing with the strong buyer and enables them to secure the best price the market will give. What is generally called a market price is simply the price at which goods are actually sold; the price at which one will buy and another will sell. As between buyers and sellers it is always and invariably a question of relative strength; price, after all is said about it by the economists, is just exactly what the seller can manage to get. That is why organization counts;

and it is the final proof that the Wheat Pool, because of its strength in the market, does influence price to the advantage of the seller.

"ECONOMIC POISONS"

The Department of Agriculture, Ottawa, has announced that the Agricultural Pests' Control Act, passed at the last session of parliament, is effective as from October 1. This act makes it obligatory upon manufacturers or importers of "economic poisons" to register the product at Ottawa. An "economic poison" is any preparation intended to prevent or destroy insects, weeds, rodents "or other plant or animal pest collectively or individually affecting agriculture." Under this new act every package "must be labelled to show the name and address of the manufacturers, the brand name, the registration number, the word poison and symbol thereof if harmful to human or animal life in any sufficient degree, the antidote for the poison, the guaranteed analysis of the contents and the net quantity by weight or volume."

That is good as far as it goes. Insects destroy over two billion dollars worth of food grown by farmers on this continent, and it has been computed that their destructive activities nullify the work of a million men. Of course there is a big demand for insecticides and such-like preparations and in the field of supply, like that of patent medicines, quacks and impostors ply a profitable trade. Hundreds of thousands of dollars are spent yearly by householders, farmers and gardeners on preparations guaranteed (by the labels) to kill all kinds of pests, but which on a laboratory test are found to be either worthless or not discriminative enough in their lethal activity. They either do nothing or they are too deadly, killing both the pest and the host. And the prices charged are frequently pure extortion, the profit on some of these preparations running to two or three thousand per cent.

Most of the stuff farmers have to sell is sold on grade. The purchaser knows what he is getting for his money; but there is no guarantee of that kind on the bulk of what the farmer has to buy. He pays his money and takes a chance. Some day there will be established by our governments public laboratories in which goods offered for sale to the public will be subjected to scientific tests, and the results made public. Only by this means will the public get to know whether or not it is getting value for its money. This act regulating the sale of "economic poisons" is a step in that direction, because our departments of agriculture will be able to

say from the guaranteed analysis whether or not the stuff is of any value. From now on purchasers of these "economic poisons" should pay careful attention to the labels; they will be nearer the truth than most of the advertising of the preparations. If the stuff doesn't seem to come up to the claims made for it by the manufacturers, an inquiry addressed to the Department of Agriculture will bring information as to its usefulness.

THE POOL LIBRARY

Winter is coming on with its long nights and the need for something to fill them. To some it means the need for more entertainment; to others it means the opportunity for developing the mind. It is to the latter we especially direct our remarks because the Manitoba Pool has made special provision for them.

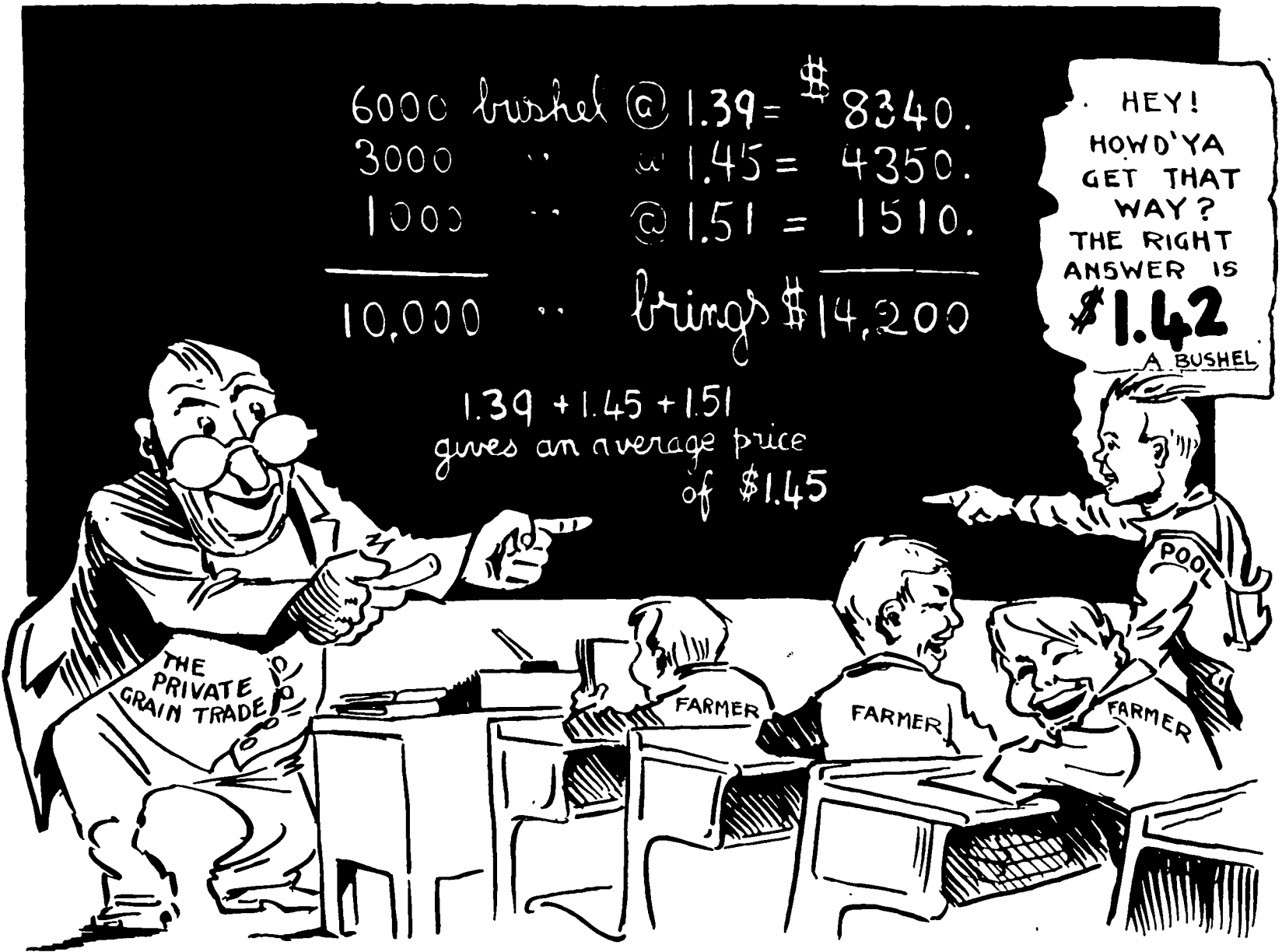
From the earliest period education has been a specific purpose of organized co-operation. The primary purpose of co-operation was, and is, to bring about a better social and economic order, and to accomplish this it is necessary that co-operators should make a study of all those matters which are included under the heading of the social question.

It is not an easy study, but it is one which men and women must undertake if we are to advance toward that better order.

The Wheat Pool library is well equipped with aids for this study. Last winter a few hundred members availed themselves of the use of the library; many more have been asking for catalogues during the summer, and we expect a much larger number will use the library this winter. That is a source of satisfaction to us because the library is the property of the members of the Pool, and they should make all the use of it they possibly can.

A new catalogue is being prepared and will be ready for distribution about the end of this month. We will send one to every user of the library whose name we have. Any member who has not so far borrowed from the library may have a catalogue by sending in a request, giving at the same time his Pool number.

Books sent out from the library have the postage paid both ways. A stamped addressed label is sent out with each book, so that all the borrower has to do when returning the book, is to wrap it up and stick on the label. Let us repeat: this is the Pool members' library. It has been established for their use and as an aid to their self-education. The greater the number that use it the more effectively it will serve its purpose.



A LESSON IN AVERAGES.

LOUISE

Table with columns: Shipping Point, Name, Address. Includes entries like Fallison, Pilot Mound, Purves, Wood Bay, Crystal City, Clearwater, Snowflake, Arbor Siding, Hebb Siding.

LORNE

Table with columns: Shipping Point, Name, Address. Includes entries like Mariapolis, Indian Springs, Swan Lake, Somerset, Cardinal, Altamont, Rlsteen, Notre Dame de Lourdes.

MORTON

Table with columns: Shipping Point, Name, Address. Includes entries like Alcester & Orthea, Mountain side & Whitewater, Croll, Desford & Adelpha, Minto, Cadzow, Wassewa, Horton & Fairburn.

MINTO

Table with columns: Shipping Point, Name, Address. Includes entries like Bethany, Minnedosa, Summit, Clanwilliam.

MINITONAS

Table with columns: Shipping Point, Name, Address. Includes entries like Renwer, Minitonas, Serick, Swan River, Bowsman.

MOSSY RIVER

Table with columns: Shipping Point, Name, Address. Includes entry: Fork River, P. Solomon.

MONTECALM

Table with columns: Shipping Point, Name, Address. Includes entries like Emerson Jct., Christie Siding, Letellier, Martin Spur, St. Jean.

MINIOTA

Table with columns: Shipping Point, Name, Address. Includes entries like Beulah, Isabella, Decker, Crandall, Arrow River, Miniota, Reeder, Rea, Quadra, Uno.

MORRIS

Table with columns: Shipping Point, Name, Address. Includes entries like Morris, Sewell, Trump, Lowe Farm, Swains Spur, McTavish, Silver Plains, Union Point, Moyers Spur, North Star, Smith Spur, Sperling.

MACDONALD

Table with columns: Shipping Point, Name, Address. Includes entries like La Salle, Oak Bluff, Sperling, Brunkild, Osborne, Starbuck, Sanford, Dipples Siding, Demoin.

McCREARY

Table with columns: Shipping Point, Name, Address. Includes entries like Norgato, Glencalrn, McCreary.

NORFOLK, NORTH

Table with columns: Shipping Point, Name, Address. Includes entries like Bagot & Ellsmith, Ladysmith & Pratt, Austin & Panser, Hugo, Pine Creek & Exira, MacGregor & Deer, Sidney & Firdale, Arizona & Gateside, Beaver, Lavenham, Rosendale.

NORFOLK, SOUTH

Table with columns: Shipping Point, Name, Address. Includes entries like Treherne, Rathwell, Notre Dame, Lavenham.

OCHRE RIVER

Table with columns: Shipping Point, Name, Address. Includes entries like Ochre River, Makinak.

OAKLAND

Table with columns: Shipping Point, Name, Address. Includes entries like Wawanesa, Nesbitt, Rounthwaite, Carroll, Nesbitt.

ODANAH

Table with columns: Shipping Point, Name, Address. Includes entries like Cordova, Moore Park, Rufford, Minnedosa, Franklin.

PORTAGE LA PRAIRIE

Table with columns: Shipping Point, Name, Address. Includes entries like Portage, Alpha Siding, Townline, Oakland, MacDonald, Edwin, Burnside, MacArthur Siding, Bloom, Rignold, Dickens Siding, Longburn, Fulton Siding, Rossendale, Fortier, Oakville, Newton Siding, High Bluff, Arona, Genest Siding, Hobson Siding, Tucker Siding, Curtis Siding, Coney Siding, Lelant Siding, Huddleston siding, Poplar Point.

PEMBINA

Table with columns: Shipping Point, Name, Address. Includes entries like Manitou, Snowflake, Kaleida, La Riviere, Somerset, Binney, Darlingford, Windygates.

PIPESTONE

Table with columns: Shipping Point, Name, Address. Includes entries like Cromer, Linklater, Reston & Ewart, Woodnorth, Ewart.

RIVERSIDE

Table with columns: Shipping Point, Name, Address. Includes entries like Dunrea, Margaret.

ROBLIN

Table with columns: Shipping Point, Name, Address. Includes entries like Louise Siding, Cartwright, Mather.

ROSSER

Table with columns: Shipping Point, Name, Address. Includes entries like Moor, Lillyfield, Gordon, Bergen, Stony Mountain, Grosse Isle.

ROSSBURN

Table with columns: Shipping Point, Name, Address. Includes entries like Rossburn, Birdtail, Vista.

ROLAND

Table with columns: Shipping Point, Name, Address. Includes entries like Roland, Graham, Jordan Siding, Kronsart, Hodgson Siding, Myrtle.

ROSEDALE

Table with columns: Shipping Point, Name, Address. Includes entries like Kelwood, Riding Mountain, Birnie, Eden, Howden, Springhill, Franklin.

RUSSELL

Table with columns: Shipping Point, Name, Address. Includes entries like Binscarth, Millwood, Harrowby, Penrith Siding, Endcliffe, Russell.

RHINELAND

Table with columns: Shipping Point, Name, Address. Includes entries like Emerson Jct., Crystal Siding, Gretna, Altona, Horndean, Plum Coulee.

ROCKWOOD

Table with columns: Shipping Point, Name, Address. Includes entries like Teulon, Gunton, Balmoral, Stonewall, Argyle, Ekhart.

SHELL RIVER

Table with columns: Shipping Point, Name, Address. Includes entries like Togo, Makaroff, Deepdale, Roblin.

STRATHCLAIR

Table with columns: Shipping Point, Name, Address. Includes entries like Strathclair, Strathclair, Strathclair, Strathclair, Elphinstone, Elphinstone.

STRATHCONA

Table with columns: Shipping Point, Name, Address. Includes entries like Belmont, Ninette, Hilton, Neelin, Siding on C.N.

ST. CLEMENTS

Table with columns: Shipping Point, Name, Address. Includes entries like Semple, East Selkirk, Carson, Libau, Thalberg.

SIFTON

Table with columns: Shipping Point, Name, Address. Includes entries like Bellevue, Bellevue, Deleau, Oak Lake, Oak Lake.

SASKATCHEWAN

Table with columns: Shipping Point, Name, Address. Includes entries like Rapid City, Moline, Basswood, Riverdale, Pettapiece, Varcoe, Tremaine.

SWAN RIVER

Table with columns: Shipping Point, Name, Address. Includes entries like Benito, Durban, Kenville, Swan River, Bowsman.

STE. ROSE

Table with columns: Shipping Point, Name, Address. Includes entries like Ste. Rose, Laurier, Ste. Amelle.

STANLEY

Table with columns: Shipping Point, Name, Address. Includes entries like Thornhill, Morden, Haskett.

SPRINGFIELD

Table with columns: Shipping Point, Name, Address. Includes entries like Dugald, Oak Bank, Hazelridge, Anola, Springfield.

SHOAL LAKE

Table with columns: Shipping Point, Name, Address. Includes entries like Oakburn, Kelloe, Shoal Lake, Brydon Siding, Ipswich Siding.

SILVER CREEK

Table with columns: Shipping Point, Name, Address. Includes entries like Silvertown, Silvertown, Angusville, Angusville.

SHELLMOUTH

Table with columns: Shipping Point, Name, Address. Includes entries like No Report, Petersfield, Claudeboye, Fort Garry, Netley.

SIGLUNES

Table with columns: Shipping Point, Name, Address. Includes entry: Moosehorn.

TACHE & RITCHOT

Table with columns: Shipping Point, Name, Address. Includes entries like Dufresne, Lorette.

THOMPSON

Table with columns: Shipping Point, Name, Address. Includes entries like Deerwood, Miami, Rosebank.



By F. W. RANSOM, Secretary

LOCAL BOARD MEETINGS

In the September issue of the Scoop Shovel it was suggested that the local boards meet periodically. Since then several meetings have been arranged and some have been held. Up to the time of writing the boards of Odanah, South Cypress, Rockwood and Woodlands have met. The date, time and place for meetings of 21 other locals have been set for this month.

The attendance at these meetings is small, of course, because the boards do not average more than eight officers, but the point is this: you have the key men and the elected representatives of the people in that district. They take up questions of local importance and discuss general Pool matters. At every meeting held so far, a resolution has been passed definitely adopting the principle of the local meeting regularly during the winter, and it is expected that each of them will be holding at least four meetings, or perhaps one each month between now and spring.

This is a new departure in organization work, and it is the most hopeful sign in this phase of Pool activities. Here you have the officers recognizing the fundamental principle in a co-operative movement—that it is a partnership business; that the members have to assume some share of the responsibility.

Where there are any contracts remaining to be renewed, the officers, in co-operation with the fieldmen, are going to finish up the work during the winter. It may be stated here that the main reason given by members who did not renew at the time of the drive was that there was no hurry—they would re-sign later—and in practically every case they gave their assurance that in any case, they were going to re-sign. This work will be attended to by the local.

Then there is the matter of non-deliveries: A resolution was passed at the annual meeting, that a list of non-deliverers be sent to the local each year for their check up, before being turned over to the fieldman. This also is being supported by further resolution at these meetings. A list of those who have not delivered grain is to be sent to the committee at each shipping point, and, after making inquiry, the committee will bring them to the attention of the board as a whole, and any cases requiring investigation will then be turned over to the fieldmen.

SEED AND FEED OATS

The seed and feed oat situation is serious, and is one that is being handled by the committee of the

local. Steps are being taken to find out the needs of the district, and orders are being forwarded to the central office for further attention.

Another feature of these meetings is, that where there are a few gathered together in an informal way, they feel more free to discuss what is on their minds, and from the report of the discussion and the resolutions passed, you get a very true idea of what the members are thinking, their attitude towards the Pool, and their opinions as to future policy. That some of the discussions or resolutions are critical is neither here nor there; you realize that they are paying attention, taking hold, and are really interested. I do not know anything that is so disheartening or killing as indifference. There is nothing that makes one feel like saying, "well, what's the use?" as apathy. I would far sooner a man call me down or give me — (well, you know what I mean) than with an air of stolid indifference, neither do nor say anything. At least you know the man is interested. This is the greatest incentive to your employees to dig in and put their hearts into the work. The assuming of local control and taking part in the affairs of the Pool is a practical demonstration of democracy functioning, and is laying the foundation of a co-operative commonwealth.

MEETING AT BALMORAL

As a result of a meeting of the Rockwood local board, held at Balmoral this week, arrangements are being made for a dance in their new community hall to which members of the staff are invited. The understanding is that the staff will provide the entertainment, and take part in the programme. A short address will be given on co-operation. Following this there will be a dance and lunch. Several members of the staff attended a meeting at Balmoral last winter, and besides making the acquaintance of Pool members in the district they had a "cracking good time" and expressed a desire to "see more of the country." It was quite a treat to see Jim Daley dancing a polka—(you all know him, of course, he's the chap who helps to sign the payment cheques). If this isn't co-operation between office and member, city and country, what is?

MEMBERSHIP

The increase in the number of new contracts received since September 6th, to date, October 12th, is 270, representing an additional membership of 139. Now that threshing is nearly completed the number of renewals is also growing. Among

others, Mr. Wm. Waddell, of Homewood, signed a contract covering 300 acres of wheat. When the rush is over, and with the approach of winter, we expect the number of renewed contracts and new members will grow much faster.

VISITORS

During the month of September 200 visitors called at the Pool office, most of them being Pool members. Those from a distance were:

Dr. Victor Talanoff and Miss Talanoff, U.S.S.R., Russia; Adolph Fenske, Kansas; H. A. Gilroy, president Ontario Grain Pool; Major Creighton, British Empire Marketing Board, London, England; P. Poulson, National Committee, Y.M.C.A., Denmark; R. A. Blanco, Victoria, B.C., Pool member; Dr. Schmidt, Poland, studying agriculture in Canada and U.S.; Geo. W. Robertson, secretary, Saskatchewan Wheat Pool; F. M. Ross, terminal superintendent, Ft. William; Dr. Chaturvedi, Allahabad, India.

HOSPITAL VISITS

In the last month our Pool hospital visitor has made 35 calls on Pool patients, one of whom came from Saskatchewan. A new step in this work is the provision made for light reading. Our library has procured a number of works of fiction, solely for the use of those who are confined to their beds. We again remind you to advise us if you know of any Pool member who is in any of the Winnipeg hospitals.

SEEDS

Wheat growers in the Union of South Africa held a meeting July 8, 1927, to consider the advisability of forming an association for co-operative marketing.

W. J. Jackman has been appointed representative of the Canadian Wheat Pool for the whole of South America. He has served on the directorate of the Alberta Pool since its formation, representing the Edmonton district. George Bennett, of Manville, is the director succeeding Mr. Jackman.

The first of a proposed string of country grain elevators has been acquired by the Minnesota Wheat Growers' Co-operative Association, Minneapolis. This elevator is located at Rothsay, Minn., and has bin space for 25,000 bushels of grain. Other elevators will be acquired as the authorized elevator reserve increases in amount and favorable points are discovered for operating Pool elevators.

There are 670 shipping points in the Province of Manitoba.

Pool elevators in Manitoba number 58; in Saskatchewan, 728; in Alberta, 157, making a total of 943.

George Bennett has been elected director of the Alberta Pool for the Edmonton district in place of W. J. Jackman, who is now Pool representative in Argentina.

A Musical feature of the Saskatchewan Wheat Pool broadcast on Oct. 13, over station CJBR, Regina, was the singing of the Wheat Pool Glee Club. This is a newly formed organization, composed entirely of employees on the staff of the Wheat Pool and Pool Elevator offices at Regina, and numbers about 35 voices.

John B. Fisher, who has been in the employ of the Scottish Co-operative Wholesale Society for a number of years and has served in its Winnipeg office, has been appointed manager in charge of the society's interests in Canada. Mr. Fisher has been acting manager since the resignation of Mr. J. G. Alexander. Mr. Fisher's co-operative instinct is at least partly inherited. His father, the late Mr. George Fisher, came with his family from Scotland 22 years ago, and was the first manager of the Winnipeg office. He had been asked to return to Scotland and assume directorship in the company when he was suddenly called by death.

If you have not been called on by the local canvasser, get in touch with the committee man at your point and secure a renewal contract form. When it is properly filled out, send it in to this office.

Illustrated Lectures on Cooperation.

By Tom Foley





THE CO-OPERATIVE MARKETING BOARD

Hon. Albert Prefontaine, Chairman.
F. W. Ransom.

W. A. Landreth.

Members of the Board:

G. W. Tovell.

R. D. Colquette, Vice-Chairman.
H. C. Grant. Geo. Brown.

Secretary: P. H. Ferguson.

Office—135 Parliament Buildings.

Telephone: 540 394.

Plans and Policies of the Manitoba Live Stock Pool

By P. H. Ferguson, Secretary of The Co-operative Marketing Board and Acting Secretary of Manitoba Co-operative Livestock Producers.

Twenty-one years ago the grain growers of this country made their first entry into large scale business. A scattered following and a determined opposition combined to make the road a difficult one. But the undaunted faith of those who fathered the scheme gave strength to conviction. The business grew and prospered, and stands today as a tribute to those who conceived it.

In the course of the last few years we have been introduced to modified and improved forms of co-operative relationship. The commodity marketing idea brought specialization into the co-operative field; while the contract system has taken the place of informal or voluntary methods. These two things helped to free our farmers from a competitive servitude under which generations of agricultural people have constantly labored. Thus, to use an apt repeated quotation, "the old order changeth, yielding place to new."

A Three-fold Plan

In this article we are dealing with the extension of commodity marketing to the sale of livestock. The method of organization is not the same as the Wheat Pool or the poultry or dairy associations, already organized in this province. It is a three-fold plan involving the formation of district livestock marketing associations, a provincial association known as "Manitoba Co-operative Livestock Producers, Limited," and a central selling agency incorporated under the name of "Central Livestock Co-operative, Limited." These three organizations constitute the framework of what is familiarly spoken of as the "Livestock Pool."

Since the strength of any organization must be measured by the strength of its membership, the most essential part of the plan is the district associations to which the producers are directly contracted. It is suggested that these associations should be large enough to give employment to a manager who can give his whole time to the work. This means, that instead of organizing on a purely local basis, that a district be formed which will take in four or five, or perhaps ten shipping points situated on one line, or on several lines of railway within the territory selected. By doing this the association can make regular shipments, permitting

farmers to sell their stock at a time when it is in the best shape for the market. More than this, a manager who is on the job all the time, keeping in touch with the market and inspecting the animals on the farms, can help farmers in determining the fitness of stock for the market; thus improving the quality and preventing an undue congestion of unfinished and undesirable stock during the heavy selling season.

How to Organize

The first step in the organization of these associations is to discuss the proposed project with the people concerned in the various communities and find out what territory can be most conveniently operated as a unit. Having done this, it is advisable to call meetings at the various shipping points and

"The conflict of the hour is not merely between a particular co-operative and a particular group of business men, but between the co-operative system of business and the competitive commercial system."

(Walton Petet at the American Institute of Co-operation in St. Paul, 1926.)

appoint organizing committees to canvass the adjacent districts. But before the contract can be signed, it is necessary to call a general meeting at some central place in the district for the purpose of appointing a board of directors and making application for a co-operative charter. As soon as the charter is issued, the board of directors should meet, appoint permanent officials and, most important, a manager to take charge of the work.

The manager's duties, in addition to shipping livestock and attending to the business affairs of the association, is first of all to initiate the contract drive. Aided by the local committees, he should take one point at a time, concentrating on the heavy stock producing areas. The actual shipping of livestock may, of course, commence any time there is sufficient stock to make up a car load. The contracts are not actually in force until notice is given to this effect. Until the contracts are called, non-contract stock may be accepted for shipment, but as soon as there is enough stock under contract to make regular shipments, printed notice is given in a newspaper selected by the association, and after that date the association operates entirely on a contract basis.

Operating District Associations

Given a large territory the manager cannot hope to personally attend to the shipping of livestock at all loading points. His work is to inspect stock,

arrange for cars, select shipping days and supervise all business affairs. Where he cannot be present himself he appoints sub-shippers to act under his direction. These sub-shippers are paid in accordance with the work they are required to do. Ordinarily, a sub-shipper's duties are confined to the loading of stock on the shipping day. He will receive the stock, mark, weigh and issue the producer's receipt. The work of partitioning and bedding the cars will also be done by him, and after the stock is loaded he will consign the car, complete the manifest return and send all documents to the manager, or to the central market if so directed. Livestock may be listed by the manager himself, or he may arrange with his sub-shippers to do this work for him.

The selection of a manager is the most important problem with which the directors of any association have to deal. The manifold duties which a manager of a district association is called upon to perform make it necessary for him to be a man of more than ordinary capabilities. He should, first of all, be a business man with a fair degree of executive ability. He has to know something about livestock and livestock marketing, and have a thorough understanding of the benefits that co-operation has to offer. As the success of the association is largely dependent upon the manager's organizing and supervisory ability, it is a common practice to pay him a commission, rather than a salary. This, however, is a matter for the association to decide. When

paid a commission, he is sometimes given about 20 to 15 cents a hundred, out of which he is required to pay his sub-shippers, office expenses, telephone and telegraph charges. The sub-shippers may be paid by the day, say four or five dollars, or the manager may pay them a certain percentage of his own commission. A flat rate of so much per car is frequently charged to cover wages or salaries, freight, insurance, sinking fund and central marketing costs. The flat rate plan is fair to everyone and recommends itself, especially to new organizations.

Manitoba Live Stock Producers

The foregoing remarks require perhaps just one explanation. Although we are attempting to outline a method of procedure that has stood the test of practical application, the provincial association does not purpose acting in an arbitrary manner in the enforcement of these methods. The district associations have absolute and complete authority in all matters that pertain to the local shipping and handling of livestock. The Manitoba Association is an educational and organizing body with three main departments of service.

(1) It is a connecting link between the selling agency and the district association. Acting in this capacity it will gather and disseminate reliable markets information to district managers and livestock shippers.

(2) In co-operation with the district associations, it is responsible for carrying out the organization

work of the Livestock Pool.

(3) It serves as a committee of appeal in the settlement of any difficulties that may arise between the different district associations, and in adjusting complaints in connection with the sale of livestock.

As the members are contracted to the district associations, so also are the districts contracted to Manitoba Co-operative Livestock Producers. A third contract connects up the provincial association with Central Livestock Co-operative. District associations, incorporated under the laws of the province and operating on a contract system, are eligible for membership in the provincial organization. The member associations appoint their representatives to the general meeting, and these representatives will select from among the Pool membership a board of seven directors. This board is responsible to the affiliated associations, and indirectly to the individual contract signers.

Central Sales Policies

Central Livestock Co-operative is an inter-provincial sales agency, operated and controlled by a joint board of directors selected by the provinces concerned. The physical assets of the United Livestock Growers at St. Boniface are being purchased by Manitoba Co-operative Livestock Producers, and will be leased to the Central Association. Livestock forwarded to the St. Boniface market from the other provincial pools is subject to the ordinary

commission charges. When the accounts are settled up at the end of the year, any savings made, over and above the actual marketing costs, including interest, rent and depreciation, shall be returned to the provinces in

proportion to the amount of livestock contributed. We present below an outline of the general policies governing the sale of livestock and the method of distributing the proceeds.

(1) The sales agency shall be operated as a general commission business. It will solicit the patronage of all livestock shippers, offering the best possible service.

(2) To protect the interest of its patrons, a shipper's trust account will be established.

(3) District associations shall contract to deliver all their stock to the Manitoba Association, and the Manitoba Association in turn will be under contract to deliver such stock to the Central Livestock Co-operative.

(4) Cattle will be pooled so long as it is found profitable to do so, and particular attention will be given to order buying.

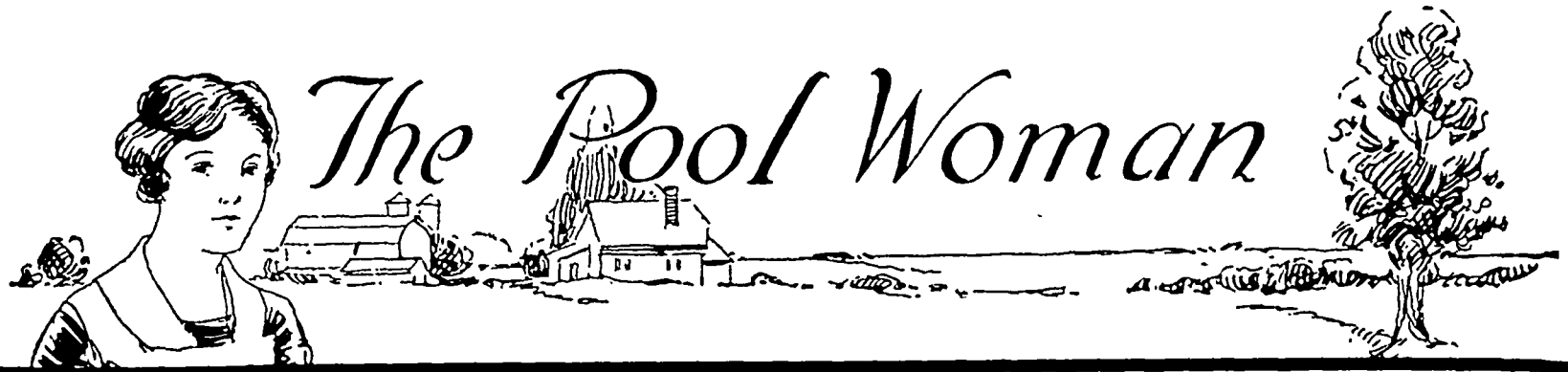
(5) Non-contract stock shall be sold on the open market, or, if the shippers so desire, cattle may be sold through the Pool, the owners receiving the actual appraisal value.

(6) All livestock delivered to the Central Agency, either contract or non-contract, will be subject to the regular commission charges.

(Continued on Page 44.)

"I believe there is a necessity for better marketing for agriculture, whether the industry is depressed or prosperous."

(Extract from a speech by Rt. Hon. Stanley Baldwin, Prime Minister of Great Britain.)



WAR IS PROHIBITED

Last month we told on this page of the Peace Bridge which has been built between Canada and the United States, and of other memorials which have been built to symbolize a people's desire for peace. Just a few days later—the 24th of September, to be exact—at a meeting of the Assembly of the League of Nations, a resolution prohibiting all war and ordering the employment of peaceful methods of settling international disputes, was passed unani-

mously. It was decided at this meeting that the Preparatory Committee should prepare the way for a new conference on disarmament.

In the discussion the lead was distinctly given by Germany. Germany herself is disarmed, and Herr Stresemann, the German delegate, in a brilliant



No More War.

speech, called upon the world to witness that Germany, who had to overcome a military tradition five centuries old, and was formerly the greatest military power in the world, was already disarmed. He urged the other nations to have the courage to disarm and insisted that disarmament must precede security treaties because disarmament itself was the greatest security. He reminded the Assembly that it was pledged to Germany at the Peace Conference at Versailles that her compulsory disarmament was but a prelude to general disarmament, and he urged the other nations to get on with the fulfilment of their pledge.

The resolution prohibiting war, which was proposed by Poland and carried unanimously, reads:

Realizing the solidarity uniting the international community, inspired by the firm will to maintain peace, recognizing that a war of aggression must never serve as a means of settling differences, believing that solemn renunciation of all war is calculated to create an atmosphere of gen-

eral confidence and one that will be favorable to the progress of disarmament, the Assembly of the League declare:

First, that all war is and remains prohibited.

Secondly, that all pacific means must be employed for the settlement of disputes of no matter what nature, which may arise among the various states.

Members of the League of Nations are under obligation to conform to these principles.

Co-operators, who have passed at their co-operative congresses, resolutions in favor of universal peace as a preliminary to social and industrial progress, and who have advocated the outlawry of war at co-operative gatherings, hail the passing of the Polish proposal as a co-operative victory. Mr. H. J. May, general secretary of the International Co-operative Alliance, commenting on the decision at Geneva says, it "forms a ready response to the resolution of the Stockholm Congress."

The resolution passed by the International Co-operative Congress held at Stockholm in the middle of August, to which Mr. May refers, was given in the September issue of *The Scoop Shovel*. It is a pity the resolution, as put by the English delegate, Mrs. Barton, was not in the form passed by the English Co-operative Congress. Mrs. Barton, herself, regretted that the words "to be prepared, in order to maintain unrestricted progress of their ideals, to offer complete resistance to the declaration and prosecution of war," had been withdrawn. Those last few words gave a real active meaning to the resolution. They took it out of the sphere of a mere pious wish and made of it a positive declaration of war against war.

The League of Nations has said that war is "prohibited"; that disputes must be settled by "pacific means." If that is not an invitation to the peoples of all nations, and especially to the mothers, to "offer complete resistance to the declaration and prosecution of war" then the words have no meaning. If war is "prohibited" and pacific means "must" be used to settle disputes, then the nations which adhere conscientiously to the terms of the resolution must be prepared to offer complete resistance to all proposals involving war. If all agree there shall be no war, there cannot possibly be war. Unfortunately, however, war is not declared by peoples but by governments, and governments frequently ignore the people. That is the side of the question of war and peace to which increasing attention must be given, and as women have now full rights of citizenship it is their duty to give attention to it.

SEED AND FEED OAT SITUATION IS SERIOUS

(From Page 2.)

For instance, we are getting requests from certain points for oats to be shipped in. Now good oats, if they can be secured, are worth approximately \$40 a ton, while at the same time screenings in some of our own local elevators are going begging at \$10 a ton. All grain that can be cleaned, should be cleaned and the screenings kept for feed. This particularly applies to barley containing wild oats or wheat containing wild oats, and even though you do clean out some of the barley or some of the wheat, you will have good grain left and you will have cheaper feed than you can buy.

I am only mentioning this now because, as I say, my guess is that next March and early April there will be a wild scramble for feed and seed after it has been shipped out of the country, and then there will be the summer's demand when there will not be any grain available except that which has been held by the wise guys, and if they are wise enough to hold it, they will be wise enough to charge a good price for it.

We are holding back as much grain as we can in our country elevators and in interior terminals, but we can only hold a limited amount, and unless the people who need this grain for feed and seed will come through with orders and take actual delivery from now on, it is not going to be very encouraging to hold grain.

This situation is serious, but it is up to each individual to figure out what he wants to do. My own advice (although it may be no good) to anyone who is going to need feed or seed, is this: Keep some of your low grade wheat and your barley, and get in touch with your local secretary, your Pool elevator secretary or your Pool elevator agent, and secure what oats you need or what other grain you need for seed and feed as quickly as you can.

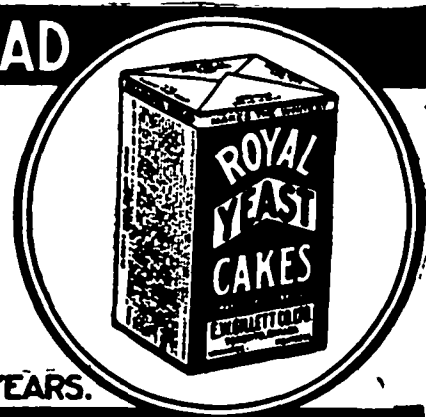
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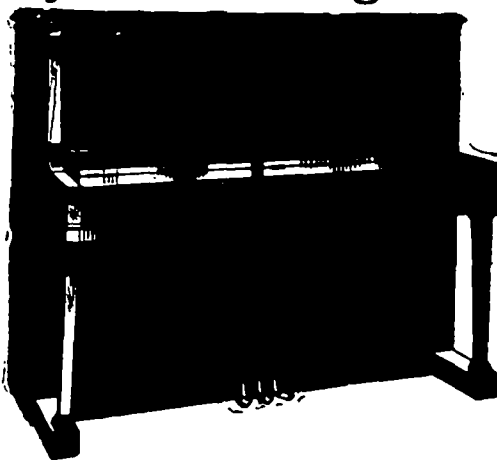
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Montreal	—Nov. 18—S.S. Montcalmto Glasgow, Liverpool
Montreal	—Nov. 25—S.S. Melitato Belfast, Glasgow, Liverpool
St. John	—Dec. 6—S.S. Montclareto Belfast, Glasgow, Liverpool
St. John	—Dec. 9—S.S. Montroseto Belfast, Glasgow, Liverpool
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St. John	—Dec. 15—S.S. Montcalmto Belfast, Liverpool

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Co-Operative Dairies

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THE GRADING SYSTEM.

As there is still some mis-understanding with regard to the system of cream-grading followed by practically all the provinces of the Dominion, we thought it would not be out of place to devote the space allotted to us to an explanation of the system and what it has accomplished during the past five years of its operation. Some people are of the opinion that it is a direct charge on the shippers of cream. Nothing could be further from the facts, as

this system is supervised by the provincial government and consequently is financed by the people, that is by the whole body of taxpayers plus an assessment on the creameries. This is possibly where the misunderstanding arises; the money paid the graders is raised by an assessment on



Sure its old stuff But are you wise to it?

the different creameries, but let us not forget that the grader takes the place of another man in the creamery, or in other words, while he is not grading he is employed at any other work that has to be done in the plant. We have at all times found the graders able, willing and efficient helpers, the only difference between them and the creamery staff being that they are under the supervision of the government and paid by them, but the money is collected from the creameries. What difference does it make that they are paid directly by the department of agriculture if they take the place of another man and earn their money in this way? It is very misleading to state that the system is a charge on the producer because if the graders were not so employed the creamery would be compelled to employ other help to take their place and the cream would not be efficiently graded.

The system followed by the provincial authorities of Manitoba has been very efficient, as every can of cream that is brought into any factory is carefully gone over, and, if any cases are doubtful they are set aside and the acid determined by the use of an acidimeter.

All the grades are carefully marked opposite the patron's name on the sheet, copies of the finished sheet are then sent in to the department and must

correspond with the grader's sheet, which at no time gets into the hands of the creameryman. Some will say: Why all the precaution? It is not that there is any suspicion of dishonesty on the part of the creameryman but to do everything that is possible to protect the interest of the cream-shipper.

Let us look for a minute at the fairness of the grading system. No person will, for a minute, claim that the old pooling system was fair. When we say pooling we mean the habit of paying a flat price for everything which may be offered for sale. This practice, we think you all will agree, is manifestly unjust to the cream shipper who goes to the trouble of producing the finest cream, as this mixing of good, bad and indifferent has only one result, and that is an indifferent product, that is, butter. Once cream has lost its fine fresh flavor any amount of doping or fixing will not restore its original characteristic flavor, so that to get best results we



THE BRANDON PLANT OF MANITOBA CO-OP. DAIRIES.

must use care, and to get any person to do his or her best they must be paid for their efforts, and this the grading system guarantees to do.

Further, since the grading system came into effect the Province of Manitoba, as a whole, has made steady progress as far as the quality of butter made is concerned. The only serious menace we have to contend with is the number of small creameries which are springing up where it is impossible to produce the quality desired, and they also increase the expense of operation on the whole, particularly of the grading system as there is not sufficient work at these small plants to employ the balance of the grader's time profitably.

ONTARIO POOL PAYS STORAGE

(From Page 2.)

sides they are anxious to co-operate with the millers and to regulate wheat deliveries to an extent that will feed local mills for as many months as possible out of the twelve.

The unfortunate situation was tackled by the Pool management with the object of protecting local millers, and also to be fair to the thousands of farmers who have signed Pool contracts.

Pay Storage to Farmer

Why not pay the farmer storage in his own barn?

This question was canvassed from all angles and no objection could be found. Elevators and mills under their contracts are paid for storage. Certainly the grower also was entitled to an allowance on what he holds back when he might as well deliver it and get the cash from his initial payment.

The proposition accepted is based on a storage fee to growers of one cent a bushel per month. The object of this agreement is to induce members to hold back their wheat deliveries until November or December. The man who delivers in November will get the regular initial payment as announced, plus one cent a bushel as a storage allowance. If he holds it for delivery in December the amount added to his initial payment will be two cents a bushel. Provided the situation has not improved in December it is likely that another cent will be added, making additional allowance for storage three cents on January deliveries.

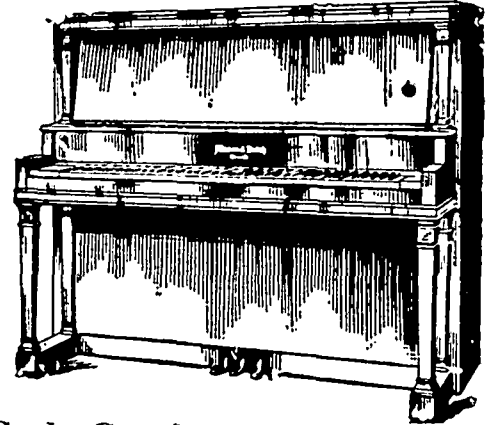
Membership Over 9,300

While no organized canvassing has been done for several weeks, signed contracts continue to arrive by almost every mail. The total on file in head office is now well over 9,300. Canvassers who took part in the major campaign, members of local loading committees and managers of local elevators or mills, combined their efforts to total around one hundred a week. In several instances former canvassers have sent in new contracts attaching the information that the new members had refused to sign when they were on their regular

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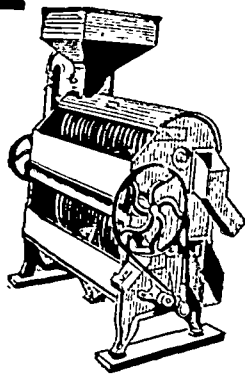
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Mr. LeRoy, Franklin, Man., made \$683.50 Net Profit on one car he cleaned. Another got No. 2 Northern for 900 bushels, which graded previously No. 4 Rejected, and made a saving of 21c per bushel. **If it will raise the grade—free it from dockage—and make found money for others, it will for you!** Our booklet entitled, "Does It Pay to Clean Wheat on the Farm?" proves beyond all doubt that the Carter Disc is the **World's Wonder Grain Cleaner and Separator.** Clip the coupon—NOW. Get the booklet—it's FREE.

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NAME

TOWN PROV.

canvass, but they had become converts when they saw it in operation, and got further information as to what Pool marketing really means to the grower.

BIG GAINS FOR FARM CO-OPS.

An increase of 13.8 per cent. in the business conducted by Pennsylvania farmers through their buying and selling co-operatives last year, is now reported by the state department of agriculture. The co-operative did a business of \$35,177,000 in 1926, compared with \$30,913 in 1925. The greatest increase took place in the co-operative marketing of milk. Sales of milk and of milk products amounted to \$28,545,342, compared with \$35,033,453 in 1925, an increase of 14 per cent. 44,510 Pennsylvania farmers were enrolled in co-ops. at the end of 1926, as against 41,990 at close of 1925.

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THIRD TRAIN leaves Winnipeg 10.00 a.m., Dec. 2, to Halifax, for sailing of S.S. "Antonia," Dec. 5, to Plymouth, Havre, London; S.S. "Pennland," to Plymouth, Cherbourg, Antwerp; and S.S. "Stockholm," to Gothenburg.

FOURTH TRAIN leaves Winnipeg 10.00 a.m., Dec. 8, to Halifax, for sailing of S.S. "Athenia," Dec. 11, to Belfast, Liverpool, Glasgow.

FIFTH TRAIN leaves Winnipeg 10.00 a.m., Dec. 9, to Halifax, for sailing of S.S. "Ascania," Dec. 12, to Plymouth, Havre, London; and S.S. "Baltic," Dec. 12, to Queenstown, Liverpool.

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 "FREDERIK VIII," Dec. 9, from Halifax to Christiansand, Oslo, Copenhagen.

THERE WILL BE THRU SLEEPERS FROM PRINCIPAL CITIES

Pool Final Payment on Wheat

Season 1926-1927

The column headed "Total Payment" is the gross price, basis Fort William, received from the Central Selling Agency for distribution to growers. "Gross final payment" is the balance of final payment for distribution, but from this must be deducted amounts shown in the columns headed "Commercial reserve," "Elevator reserve" and "Head office expenses." The last column headed "Final net payment" is the amount per bushel actually paid over to growers on the final payment.

GRADE—	Total Payment	Gross Final Payment	Less Deducted for Commercial Reserve	for Reserves and Expenses Elevator Reserve	Head Office Expense	Net Final Payment
1 Nor.	\$1.42	12.00c	1.420c	2.00c	.803c	7.77c
2 Nor.	1.37¾	10.75	1.377	2.00	.803	6.56
3 Nor.	1.31	9.00	1.310	2.00	.803	4.88
No. 4	1.21½	9.50	1.215	2.00	.803	5.48
No. 5	1.09	7.00	1.090	2.00	.803	3.10
No. 6 ....	.97½	7.50	.975	2.00	.803	3.72
Feed ....	.86¾	4.75	.867	2.00	.803	1.07
<hr/>						
Tf. 1 Nor.	1.35¼	13.25	1.352	2.00	.803	9.09
Tf. 2 Nor.	1.29¾	10.75	1.297	2.00	.803	6.64
Tf. 3 Nor.	1.23¼	9.25	1.232	2.00	.803	5.21
Tf. No. 4	1.14¼	10.25	1.142	2.00	.803	6.30
Tf. No. 5	1.02	8.00	1.020	2.00	.803	4.17
Tf. No. 6 ....	.91¾	9.75	.917	2.00	.803	6.02
Tf. Feed ....	.79	5.00	.790	2.00	.803	1.40
Tf. Rej. 2 Nor.	1.18½	9.50	1.185	2.00	.803	5.51
Tf. Rej. 3 Nor.	1.12¼	8.25	1.122	2.00	.803	4.32
Tf. Rej. No. 4	1.03	9.00	1.030	2.00	.803	5.16
Tf. Rej. No. 5 ....	.91	7.00	.910	2.00	.803	3.28
Tf. Rej. 2 Nor. Sprtd.	1.21	12.00	1.210	2.00	.803	7.98
Tf. Rej. 3 Nor. Sprtd.	1.14½	10.50	1.145	2.00	.803	6.55
Tf. Rej. No. 4 Sprtd.	1.04½	10.50	1.045	2.00	.803	6.65
Tf. Rej. No. 5 Sprtd. ....	.94	10.00	.940	2.00	.803	6.25
Tf. Rej. 3 Nor. Rej. Sprtd.	1.04½	10.50	1.045	2.00	.803	6.65
Tf. Rej. 3 Nor. Sprtd. Rej. X Htd. ....	.86	12.00	.860	2.00	.803	8.33
Tf. Rej. No. 4 Sprtd. Rej. X Htd. ....	.74	15.00	.740	2.00	.803	11.45
Tf. Rej. 3 Nor. X Htd. ....	.95¼	11.25	.952	2.00	.803	7.49
Tf. Rej. 3 Nor. Sprtd. & Musty	1.02½	13.50	1.025	2.00	.803	9.67
Tf. Rej. Spring & Durum	1.08¾	31.75	1.087	2.00	.803	27.85
Tf. Rej. Spring & Durum Sprtd.	1.12	35.00	1.120	2.00	.803	31.07
Tf. Rej. Wheat & Rye Sprtd. ....	.88	21.00	.880	2.00	.803	17.31
Tf. Smutty 2 Nor.	1.20¼	15.25	1.202	2.00	.803	11.24
Tf. Smutty 3 Nor.	1.13	13.00	1.130	2.00	.803	9.06
Tf. Smutty No. 4	1.04	14.00	1.040	2.00	.803	10.15
Tf. Smutty Rej. 3 Nor.	1.02	12.00	1.020	2.00	.803	8.17
Tf. Smutty Rej. 2 Nor. Sprtd.	1.11	16.00	1.110	2.00	.803	12.08
Tf. Smutty Rej. 3 Nor. Sprtd.	1.03¾	13.75	1.037	2.00	.803	9.90
Tf. Smutty Rej. No. 4 Sprtd. ....	.95	15.00	.950	2.00	.803	11.24
Tf. Smutty Rej. No. 4 ....	.93	13.00	.930	2.00	.803	9.26
Tf. 3 Nor. Htg.	1.04¾	4.75	1.047	2.00	.803	.89
Tf. No. 4 Htd. ....	.95	5.00	.950	2.00	.803	1.24
Tf. Musty 3 Nor.	1.10	10.00	1.100	2.00	.803	6.09
Tf. Wheat, Rye & Wild Oats ....	.84¾	12.75	.847	2.00	.803	9.09
Tf. Spring & Durum	1.17½	30.50	1.175	2.00	.803	26.52
Tf. Wheat, Barley & Wild Oats78¼	6.25	.782	2.00	.803	2.66
Tf. Condemned 1 Nor. X Htd. & Htg.74	36.00	.740	2.00	.803	32.45
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Damp 2 Nor.	1.22¾	12.75	1.227	2.00	.803	8.71
Damp 3 Nor.	1.16	11.00	1.160	2.00	.803	7.03
Damp No. 4	1.08	13.00	1.080	2.00	.803	9.11
Damp No. 5 ....	.95½	10.50	.955	2.00	.803	6.74
Damp No. 6 ....	.85½	12.50	.855	2.00	.803	8.84
Damp Rej. 3 Nor.	1.02½	7.50	1.025	2.00	.803	3.67
Demp Rej. No. 4 ....	.95	10.00	.950	2.00	.803	6.24

GRADE—	Total Payment	Gross Final Payment	Less Deducted for Reserves Commercial Reserve	for Reserves Elevator Reserve	and Expenses Head Office Expense	Net Final Payment
Damp Rej. No. 5 .....	.82½	4.50	.825	2.00	.803	.87
Damp Rej. 3 Nor. Sprtd.	1.04½	9.50	1.045	2.00	.803	5.65
Damp Rej. No. 4 Sprtd. ....	.96¼	11.25	.962	2.00	.803	7.48
Damp Rej. No. 5 Sprtd. ....	.84¾	6.75	.847	2.00	.803	3.09
Damp Rej. No. 5 Sprtd. X Htd. ....	.55	3.00	.197	2.00	.803	Nil
Damp Rej. 3 Nor. X Htd. & Htg. ....	.84	16.00	.840	2.00	.803	12.35
Damp Rej. 3 Nor. Sprtd. & Musty ....	.92½	13.50	.925	2.00	.803	9.77
Demp. Rej. 3 Nor. Rej. Sprtd. ....	.93¾	8.75	.937	2.00	.803	5.00
Damp Smutty 2 Nor.	1.10½	14.50	1.105	2.00	.803	10.59
Damp Smutty 3 Nor.	1.04	13.00	1.040	2.00	.803	9.15
Damp Smutty No. 4 .....	.96	15.00	.960	2.00	.803	11.23
Damp Smutty No. 5 .....	.84	10.00	.840	2.00	.803	6.35
Damp Smutty Rej. 3 Nor. ....	.93	12.00	.930	2.00	.803	8.26
Damp Smutty Rej. 3 Nor. Sprtd. ....	.94½	13.50	.945	2.00	.803	9.75
Damp Smutty Rej. No. 4 Sprtd. ....	.87	16.00	.870	2.00	.803	12.32
Rejected 1 Nor.	1.28¼	8.25	1.282	2.00	.803	4.16
Rejected 2 Nor.	1.24½	7.50	1.245	2.00	.803	3.45
Rejected 3 Nor.	1.18	6.00	1.180	2.00	.803	2.01
Rejected No. 4	1.08¾	6.75	1.087	2.00	.803	2.85
Rejected 2 Nor. Sprtd.	1.27½	10.50	1.275	2.00	.803	6.42
Rejected 3 Nor. Sprtd.	1.20	8.00	1.200	2.00	.803	3.99
Rejected No. 4 Sprtd.	1.10½	8.50	1.105	2.00	.803	4.59
Rejected No. 5 Sprtd. ....	.98¾	6.75	.987	2.00	.803	2.95
Rejected No. 6 Sprtd. ....	.88	8.00	.880	2.00	.803	4.31
Rejected 3 Nor. Rej. Sprtd.	1.09¼	7.25	1.092	2.00	.803	3.35
Rejected 3 Nor. Sprtd. & Musty	1.07	9.00	1.070	2.00	.803	5.12
Rejected 3 Nor. Sprtd. Rej. X Htd. ....	.92	15.00	.920	2.00	.803	11.27
Rejected 3 Nor. X Htd.	1.03	16.00	1.030	2.00	.803	12.16
Rejected No. 4 X Htd. ....	.93¾	16.75	.937	2.00	.803	13.00
Rejected No. 5 X Rotten Kernels ....	.74¾	4.75	.747	2.00	.803	1.19
Rejected Spring & Durum X Htd. ....	.97	37.00	.970	2.00	.803	33.22
Smutty 1 Nor.	1.30½	14.50	1.305	2.00	.803	10.39
Smutty 2 Nor.	1.26¼	13.25	1.262	2.00	.803	9.18
Smutty 3 Nor.	1.19	11.00	1.190	2.00	.803	7.00
Smutty No. 4	1.09¾	11.75	1.097	2.00	.803	7.84
Smutty Rej. 2 Nor. Sprtd.	1.17	14.00	1.170	2.00	.803	10.02
Smutty Rej. 3 Nor. Sprtd.	1.09¾	11.75	1.097	2.00	.803	7.84
Dried 2 Nor.	1.33	11.00	1.330	2.00	.803	6.86
Musty 3 Nor.	1.11	11.00	1.110	2.00	.803	7.08
Condemned 1 Nor. X Htd. ....	.78	18.00	.780	2.00	.803	14.41
Condemned 2 Nor. ....	.76	21.00	.760	2.00	.803	17.43
Condemned Wheat & Wild Oats X Htd. ....	.57	7.00	.570	2.00	.803	3.62
Spring & Durum	1.24	29.00	1.240	2.00	.803	24.95
No. 4 Spring & Durum	1.12	22.00	1.120	2.00	.803	18.07
Wheat & Wild Oats .....	.81	6.00	.810	2.00	.803	2.38
Wheat & Rye	1.04	19.00	1.040	2.00	.803	15.15
Red & White Spring	1.19	12.00	1.190	2.00	.803	8.00
3 Mixed Grain .....	.88	8.00	.880	2.00	.803	4.31
4 Mixed Grain .....	.80½	5.50	.805	2.00	.803	1.82
Tf. 3 Mixed Grain .....	.83¼	11.25	.832	2.00	.803	7.61
Tf. 4 Mixed Grain .....	.75¾	8.75	.757	2.00	.803	5.18
Tf. Rej. 3 Mixed Grain Sprtd. ....	.80	17.00	.800	2.00	.803	13.39
1 Kota	1.34	14.00	1.340	2.00	.803	9.85
2 Kota	1.31½	14.50	1.315	2.00	.803	10.38
3 Kota	1.27½	15.50	1.275	2.00	.803	11.42
4 Kota	1.17	15.00	1.170	2.00	.803	11.02
Tf. 2 Kota	1.23½	14.50	1.235	2.00	.803	10.46
Tf. 3 Kota	1.19¾	15.75	1.197	2.00	.803	11.74
Tf. 4 Kota	1.10	16.00	1.100	2.00	.803	12.09
Tf. Rej. 2 Kota Sprtd.	1.16	17.00	1.160	2.00	.803	13.03
Tf. Rej. 3 Kota Sprtd.	1.11	17.00	1.110	2.00	.803	13.08

GRADE—	Total Payment	Gross Final Payment	Less Deducted Commercial Reserve	for Reserves and Expenses Elevator Reserve	Head Office Expense	Net Final Payment
Tf. Rej. 4 Kota Sprtd.	1.01	17.00	1.010	2.00	.803	13.18
Tf. Smutty 3 Kota	1.10	18.00	1.100	2.00	.803	14.09
Tf. Smutty Rej. 3 Kota Sprtd.	1.00½	20.50	1.005	2.00	.803	16.69
Tf. Rej. 3 Kota	1.09	15.00	1.090	2.00	.803	11.10
Tf. Rej. 4 Kota .....	.97	13.00	.970	2.00	.803	9.22
Damp 3 Kota	1.12¼	17.25	1.122	2.00	.803	13.32
Damp Rej. 2 Kota Sprtd.	1.03¼	13.25	1.032	2.00	.803	9.41
Damp Rej. 3 Kota Sprtd. ....	.99	14.00	.990	2.00	.803	10.20
Damp Smutty 3 Kota .....	.98¼	17.25	.982	2.00	.803	13.46
Rejected 2 Kota Sprtd.	1.20¾	13.75	1.207	2.00	.803	9.73
Rejected 3 Kota Sprtd.	1.16½	14.50	1.165	2.00	.803	10.53
Rejected 4 Kota Sprtd.	1.06	14.00	1.060	2.00	.803	10.13
Rejected 3 Kota Rej. Sprtd.	1.05¾	13.75	1.057	2.00	.803	9.88
Rejected 2 Kota Sprtd. Rej. X Htd. ....	.92	20.00	.920	2.00	.803	16.27
Smutty 3 Kota	1.15½	17.50	1.155	2.00	.803	13.54
Smutty Rej. 2 Kota	1.08¾	15.75	1.087	2.00	.803	11.85
Smutty Rej. 4 Kota Sprtd. ....	.96¾	18.75	.967	2.00	.803	14.97
Smutty Rej. 3 Kota Sprtd.	1.06¾	16.75	1.067	2.00	.803	12.87
1 White Spring	1.32	20.00	1.320	2.00	.803	15.87
2 White Spring	1.27	17.00	1.270	2.00	.803	12.92
3 White Spring	1.24	17.00	1.240	2.00	.803	12.95
4 White Spring	1.14	11.00	1.140	2.00	.803	7.05
5 White Spring	1.04¼	4.25	1.042	2.00	.803	.40
Tf. 2 White Spring	1.18¾	16.75	1.187	2.00	.803	12.75
Tf. 3 White Spring	1.16¼	17.25	1.162	2.00	.803	13.28
Tf. 4 White Spring	1.12	17.00	1.120	2.00	.803	13.07
Tf. 6 White Spring .....	.96½	14.50	.965	2.00	.803	10.73
Tf. Rej. 3 White Spring	1.08½	19.50	1.085	2.00	.803	15.61
Tf. Rej. 4 White Spring	1.02	17.00	1.020	2.00	.803	13.17
Tf. Rej. 5 White Spring .....	.84½	2.50	Nil	2.00	.500	Nil
Tf. Rej. 2 White Spring Sprtd.	1.10¼	18.25	1.102	2.00	.803	14.34
Tf. Rej. 3 White Spring Sprtd.	1.06¾	17.75	1.067	2.00	.803	13.87
Tf. Rej. 4 White Spring Sprtd.	1.00	15.00	1.000	2.00	.803	11.19
Tf. Rej. 5 White Spring Sprtd. ....	.86½	4.50	.865	2.00	.803	.83
Tf. Rej. 4 White Spring Rej. Sprtd. ....	.92	17.00	.920	2.00	.803	13.27
Tf. Condemned White Spring X Htd. & Htg. ....	.67	2.00	Nil	2.00	Nil	Nil
Damp 3 White Spring	1.09	19.00	1.090	2.00	.803	15.10
Damp Feed White Spring .....	.72	7.00	.720	2.00	.803	3.47
Damp Rej. 3 White Spring .....	.94½	14.50	.945	2.00	.803	10.75
Damp Rej. 4 White Spring .....	.88½	12.50	.885	2.00	.803	8.81
Ramp Rej. 5 White Spring .....	.77	4.00	.770	2.00	.803	.42
Damp Rej. 3 White Spring Sprtd. ....	.98	18.00	.980	2.00	.803	14.21
Damp Rej. 4 White Spring Sprtd. ....	.90½	14.50	.905	2.00	.803	10.79
Damp Rej. 5 White Spring Sprtd. ....	.78½	5.50	.785	2.00	.803	1.91
Rejected 2 White Spring	1.14¼	14.25	1.142	2.00	.803	10.30
Rejected 3 White Spring	1.11	14.00	1.110	2.00	.803	10.08
Rejected 2 White Spring Sprtd	1.16¼	16.25	1.162	2.00	.803	12.28
Rejected 3 White Spring Sprtd.	1.13	16.00	1.130	2.00	.803	12.06
Rejected 4 White Spring Sprtd	1.09	16.00	1.090	2.00	.803	12.10
Rejected 5 White Spring Sprtd. ....	.95	5.00	.950	2.00	.803	1.24
Smutty 3 White Spring	1.10	17.00	1.100	2.00	.803	13.09
1 Durum	1.45	15.00	1.450	2.00	.803	10.74
2 Durum	1.40½	13.50	1.405	2.00	.803	9.29
3 Durum	1.37	15.00	1.370	2.00	.803	10.82
4 Durum	1.25	13.00	1.250	2.00	.803	8.94
5 Durum	1.13	11.00	1.130	2.00	.803	7.06
Tf. 2 Durum	1.35½	16.50	1.355	2.00	.803	12.34
Tf. 3 Durum	1.30¼	16.25	1.302	2.00	.803	12.14
Tf. 4 Durum	1.18¼	14.25	1.182	2.00	.803	10.26

GRADE—	Total Payment	Gross Final Payment	Less Deducted for Commercial Reserve	for Reserves and Expenses Elevator Reserve	Head Office Expense	Net Final Payment
Tf. 5 Durum	1.04 $\frac{1}{4}$	10.25	1.042	2.00	.803	6.40
Tf. 6 Durum .....	.97	10.00	.970	2.00	.803	6.22
Tf. Feed Durum .....	.89	10.00	.890	2.00	.803	6.30
Tf. Rej. 2 Durum	1.25 $\frac{3}{4}$	16.75	1.257	2.00	.803	12.68
Tf. Rej. 3 Durum	1.22	18.00	1.220	2.00	.803	13.97
Tf. Rej. 4 Durum	1.09 $\frac{3}{4}$	15.75	1.097	2.00	.803	11.84
Tf. Rej. 5 Durum .....	.98 $\frac{1}{4}$	14.25	.982	2.00	.803	10.46
Tf. Rej. 2 Durum Sprtd.	1.28 $\frac{1}{4}$	19.25	1.282	2.00	.803	15.16
Tf. Rej. 3 Durum Sprtd.	1.24 $\frac{1}{2}$	20.50	1.245	2.00	.803	16.45
Tf. Rej. 4 Durum Sprtd.	1.12 $\frac{3}{4}$	18.75	1.127	2.00	.803	14.81
Tf. Rej. 5 Durum Sprtd.	1.12 $\frac{3}{4}$	17.00	1.010	2.00	.803	13.18
Tf. Rej. 2 Durum Rej. Sprtd.	1.22 $\frac{1}{4}$	23.25	1.222	2.00	.803	19.22
Tf. Rej. 3 Durum Rej. Sprtd.	1.18 $\frac{3}{4}$	24.75	1.187	2.00	.803	20.75
Tf. Rej. 4 Durum Rej. Sprtd.	1.07	23.00	1.070	2.00	.803	19.12
Tf. Rej. 3 Durum X Htd.	1.02	18.00	1.020	2.00	.803	14.17
Tf. Rej. 4 Durum X Htd. ....	.90 $\frac{1}{2}$	16.50	.905	2.00	.803	12.79
Tf. Rej. 3 Durum Rej. X Htd. ....	.92 $\frac{1}{2}$	18.50	.925	2.00	.803	14.77
Tf. Rej. 3 Durum Sprtd. Rej. X Htd. ....	.95	21.00	.950	2.00	.803	17.24
Tf. Rej. 4 Durum Sprtd. Rej. X Htd. ....	.84 $\frac{1}{2}$	20.50	.845	2.00	.803	16.85
Tf. Rej. 4 Durum X Htd. & Htg. ....	.90	34.00	.900	2.00	.803	30.29
Tf. Rej. 3 Durum X Rotten Kernels .....	.92	22.00	.920	2.00	.803	18.27
Tf. Rej. 5 Durum X Rotten Kernels .....	.72	2.00	Nil	2.00	Nil	Nil
Tf. Rej. 2 Durum & Spring	1.15	28.00	1.150	2.00	.803	24.04
Tf. Rej. 3 Durum & Spring	1.11	24.00	1.110	2.00	.803	20.08
Tf. Rej. 2 Durum & Spring Sprtd.	1.15	28.00	1.150	2.00	.803	24.04
Tf. Rej. 3 Durum & White Spring Sprtd.	1.10	18.00	1.100	2.00	.803	14.09
Tf. Smutty 2 Durum	1.26 $\frac{3}{4}$	21.75	1.267	2.00	.803	17.67
Tf. Smutty 3 Durum	1.23	23.00	1.230	2.00	.803	18.96
Tf. Smutty 4 Durum	1.20 $\frac{3}{4}$	30.75	1.207	2.00	.803	26.73
Tf. Smutty 3 Durum & Spring	1.12 $\frac{1}{4}$	25.25	1.122	2.00	.803	21.32
Tf. Smutty Durum & Rye .....	.92	24.00	.920	2.00	.803	20.27
Tf. Smutty Durum, Spring & Rye .....	.90 $\frac{1}{2}$	22.50	.905	2.00	.803	18.79
Tf. Smutty Durum, Barley & Wild Oats .....	.75	12.00	.750	2.00	.803	8.44
Tf. Smutty Rej. 2 Durum	1.15 $\frac{1}{2}$	20.50	1.155	2.00	.803	16.54
Tf. Smutty Rej. 3 Durum	1.12	22.00	1.120	2.00	.803	18.07
Tf. Smutty Rej. 4 Durum	1.00 $\frac{1}{4}$	20.25	1.002	2.00	.803	16.44
Tf. Smutty Rej. 2 Durum Sprtd.	1.17 $\frac{3}{4}$	32.75	1.177	2.00	.803	28.76
Tf. Smutty Rej. 3 Durum Sprtd.	1.14	24.00	1.140	2.00	.803	20.05
Tf. Smutty Rej. 4 Durum Sprtd.	1.02	22.00	1.020	2.00	.803	18.17
Tf. Smutty Rej. 2 Durum Rej. Sprtd.	1.08 $\frac{1}{2}$	23.50	1.085	2.00	.803	19.61
Tf. Smutty Rej. 3 Durum Rej. Sprtd.	1.05	25.00	1.050	2.00	.803	21.14
Tf. Smutty Rej. 4 Durum Rej. Sprtd. ....	.93 $\frac{1}{4}$	23.25	.932	2.00	.803	19.51
Tf. Smutty Rej. 3 Durum & Spring	1.02 $\frac{1}{4}$	29.25	1.022	2.00	.803	25.42
Tf. Durum & Spring	1.20	23.00	1.200	2.00	.803	18.99
Tf. 3 Durum & Spring	1.20 $\frac{1}{2}$	23.50	1.205	2.00	.803	19.49
Tf. 5 Durum & Spring .....	.93 $\frac{3}{4}$	6.75	.937	2.00	.803	3.00
Tf. Durum, Rye & Ragweed .....	.97	25.00	.970	2.00	.803	21.22
Tf. Condemned Durum X Htd. & Htg. ....	.71	14.00	.710	2.00	.803	10.48
Tf. Durum & Wild Oats .....	.82 $\frac{1}{4}$	4.25	.822	2.00	.803	.62
Tf. Durum & Barley .....	.95 $\frac{1}{4}$	18.25	.952	2.00	.803	14.49
Damp 2 Durum	1.24 $\frac{3}{4}$	14.75	1.247	2.00	.803	10.69
Damp 3 Durum	1.21 $\frac{1}{2}$	16.50	1.215	2.00	.803	12.48
Damp 4 Durum	1.10 $\frac{1}{4}$	15.25	1.102	2.00	.803	11.34
Damp 6 Durum .....	.87 $\frac{1}{2}$	9.50	.875	2.00	.803	5.82
Damp 3 Durum & Spring	1.08	20.00	1.080	2.00	.803	16.11
Damp Durum & Barley .....	.85	14.00	.850	2.00	.803	10.34
Damp Rej. 3 Durum	1.09 $\frac{1}{2}$	14.50	1.095	2.00	.803	10.60
Damp Rej. 4 Durum .....	.99	14.00	.990	2.00	.803	10.20
Damp Rej. 2 Durum Sprtd.	1.14 $\frac{3}{4}$	14.75	1.147	2.00	.803	10.79
Damp Rej. 3 Durum Sprtd.	1.13 $\frac{1}{2}$	18.50	1.135	2.00	.803	14.56
Damp Rej. 4 Durum Sprtd.	1.03	18.00	1.030	2.00	.803	14.16
Damp Rej. 3 Durum X Htd. ....	.93	11.00	.930	2.00	.803	7.26
Damp Rej. 4 Durum X Htd. ....	.77	5.00	.770	2.00	.803	1.42
Damp Rej. 3 Durum Sprtd. & Musty	1.01 $\frac{1}{2}$	22.50	1.015	2.00	.803	18.68

GRADE—	Total Payment	Gross Final Payment	Less Deducted Commercial Reserve	for Reserves and Expenses Elevator Reserve	Head Office Expense	Net Final Payment
Damp Rej. 3 Dur. X Rotten Kernels X Htg.	.72	2.00	Nil	2.00	Nil	Nil
Damp Smutty 3 Durum	1.12½	21.50	1.125	2.00	.803	17.57
Damp Smutty 4 Durum .....	.99¼	18.25	.992	2.00	.803	14.45
Damp Smutty Rej. 3 Durum	1.00½	19.50	1.005	2.00	.803	15.69
Damp Smutty Rej. 3 Durum Sprtd.	1.04½	20.50	1.045	2.00	.803	16.65
Rej. 1 Durum	1.35	15.00	1.350	2.00	.803	10.84
Rej. 2 Durum	1.30½	13.50	1.305	2.00	.803	9.39
Rej. 3 Durum	1.27	15.00	1.270	2.00	.803	10.92
Rej. 4 Durum	1.15	13.00	1.150	2.00	.803	9.04
Rej. 2 Durum Sprtd.	1.32¾	15.75	1.327	2.00	.803	11.61
Rej. 3 Durum Sprtd.	1.29	15.00	1.290	2.00	.803	10.90
Rej. 4 Durum Sprtd.	1.17¼	15.25	1.172	2.00	.803	11.27
Rej. 5 Durum Sprtd.	1.05½	13.50	1.055	2.00	.803	9.64
Rej. 2 Durum Rej. Sprtd.	1.23	16.00	1.230	2.00	.803	11.99
Rej. 3 Durum Rej. Sprtd.	1.19¼	15.25	1.192	2.00	.803	11.25
Rej. 2 Durum Sprtd. Rej. X Htd.	1.03	21.00	1.030	2.00	.803	17.16
Rej. 3 Durum Sprtd. Rej. X Htd. ....	.99½	22.50	.995	2.00	.803	18.70
Rej. 3 Durum X Htd.	1.09	22.00	1.090	2.00	.803	18.10
Rej. 4 Durum X Htd. ....	.94	22.00	.940	2.00	.803	18.25
Rej. 3 Durum X Rotten Kernels	1.00	30.00	1.000	2.00	.803	26.19
Rej. 4 Durum X Rotten Kernels .....	.88¼	18.25	.882	2.00	.803	14.56
Rej. 5 Durum X Rotten Kernels .....	.76	6.00	.760	2.00	.803	2.43
Smutty 2 Durum	1.31¾	18.75	1.317	2.00	.803	14.62
Smutty 3 Durum	1.28	20.00	1.280	2.00	.803	15.91
Smutty 4 Durum	1.15¾	17.75	1.157	2.00	.803	13.78
Smutty 3 Durum & Spring	1.17	31.00	1.170	2.00	.803	27.02
Smutty Rej. 3 Durum Sprtd. Rej. X Htd. ....	.92	29.00	.920	2.00	.803	25.27
Smutty Rej. 3 Durum	1.18	20.00	1.180	2.00	.803	16.01
Smutty Rej. 2 Durum Sprtd.	1.23¾	20.75	1.237	2.00	.803	16.70
Smutty Rej. 3 Durum Sprtd.	1.19	21.00	1.190	2.00	.803	17.00
Smutty Rej. 4 Durum Sprtd.	1.06¼	18.25	1.062	2.00	.803	14.38
1 Durum & Spring	1.34	29.00	1.340	2.00	.803	24.85
2 Durum & Spring	1.29½	24.50	1.295	2.00	.803	20.40
3 Durum & Spring	1.26	21.00	1.260	2.00	.803	16.93
5 Durum & Spring	1.00	5.00	1.000	2.00	.803	1.19
Durum & Rye	1.07¾	17.75	1.077	2.00	.803	13.86
Durum & Wild Oats .....	.88	2.00	Nil	2.00	Nil	Nil
Condemned Durum X Htd. ....	.77	12.00	.770	2.00	.803	8.42
1 Red Durum	1.30	10.00	1.300	2.00	.803	5.89
2 Red Durum	1.26	9.00	1.260	2.00	.803	4.93
3 Red Durum	1.21¾	9.75	1.217	2.00	.803	5.72
4 Red Durum	1.10	8.00	1.100	2.00	.803	4.09
Tf. 2 Red Durum	1.20	11.00	1.200	2.00	.803	6.99
Tf. 3 Red Durum	1.15½	11.50	1.155	2.00	.803	7.54
Tf. 4 Red Durum	1.04	10.00	1.040	2.00	.803	6.15
Tf. Rej. 3 Red Durum	1.07	13.00	1.070	2.00	.803	9.12
Tf. Rej. 3 Red Durum Sprtd.	1.09¼	15.25	1.092	2.00	.803	11.35
Damp 3 Red Durum	1.04½	9.50	1.045	2.00	.803	5.65
Rej. 3 Red Durum	1.11¾	9.75	1.117	2.00	.803	5.82

CO-OPERATION ALWAYS PAYS

Benefits conferred upon its members by the North Carolina Cotton-Growers' Co-operative Association, during the past five years, include reduction in the per-bale operating costs and carrying charges, from \$8.10 to \$4.30;

reduction in interest-rate on money borrowed for advances to the growers, from 6 to 4½ per cent; reduction in storage and insurance charges, from 50c to 35c a bale; and the development of a direct-to-mill and export business which includes 72 per cent. of the cotton handled by the co-operative.

Nearly half a million dollars of the reserve fund of the association will be refunded to the membership, beginning Sept. 1, representing 1 p.c. deductions of the sales value of the 1923, 1924 and 1925 crops marketed by it. During the past five years the co-op. has handled more than 600,000 bales of cotton for its members, with a sales value of nearly \$90,000,000.



MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LIMITED

W. A. Landreth, President and Superintendent A. W. Badger, Vice-Pres. D. W. Storey, Sec-Treas. & Sales Manager

DIRECTORS

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WORLD'S POULTRY CONGRESS

The third World's Poultry Congress, which was held in Ottawa, July 27th to August 4th last, was probably the greatest international event ever held in Canada. The invitation was extended at the second congress at Barcelona, Spain, 1924, and was backed by a splendid exhibit of live birds at that congress, illustrating three phases. The first world's meeting was held in London, Eng., 1912. At that time the international organization was formed, and Edward Brown was named president. At this meeting it was decided to hold the next world's meeting in 1916. Due to the intervention of the great war, this became impossible, but as soon as international relationships were re-established, a meeting was planned for November, 1918, and it was decided to hold the First World's Poultry Congress at The Hague, Holland, in 1921. The Second World's Congress was held in Barcelona, Spain, in 1924, and the third in Ottawa, Canada, in 1927, and the fourth is to be held in London, Eng., in 1930. These great international conventions and exhibitions are a tribute to the importance of the hen. These few words from President Edward Brown's address at the congress bear this out:

"Ottawa, 1927, should, nay, will prove the opening of a new and greater era in the poultry industry. This congress has brought closer together poultry men and women from all over the world. It should lead to extended vision, to unity of spirit, in combination with a broadening experience. Remember there is the greatest joy in waiting, if faith and hope are strong. As was recently pointed out by the Canadian minister of justice, co-operation does not remove individuality. It is the harmonious union of both that produces strength." The chief object of World's Poultry Congresses is to bring together those interested in any phase of the poultry industry, co-ordinating education and research internationally, and through exhibits to illustrate important phases of poultry industry. Forty-two countries were represented and the presentation of papers on numerous phases of the industry, with discussion on them, played a great part of this congress. The exhibition end of the congress occupying over half a million square feet, had a more direct and stronger appeal. Possibly one of the greatest sights was the wonderful display of live poultry. Birds of all colors, shapes and breeds were there in almost unlimited numbers. Manitoba's exhibit of live poultry was very much to the front,

and was one that any province might well be proud of. Prof. F. C. Elford, who succeeds Edward Brown, and who was responsible to a very great extent for the putting over in Canada of the biggest World's Poultry Congress, was given the highest office in World's Poultry Congress. He is a citizen of Ottawa, and a man of whom we are very proud.

MANITOBA CO-OPERATIVE EXHIBIT

In this issue you will see a picture of the association's exhibit at the congress. It was the only exhibit of its kind featuring dressed poultry, the birds being put up on the farms by the farmers of Manitoba, and held in cold storage for eight months previous to the congress. We do not hesitate in saying this exhibit attracted keener attention than any other at the congress.

LOCAL ANNUAL MEETINGS

In the course of the next few days notices will be mailed to every shareholder of the association announcing the date of local annual meetings, at which an official or director of the association will be in attendance. It means considerable expense to hold these meetings, and we would like to emphasize the importance of every shareholder attending. As a local branch, your success depends very much on the interest the individual shareholder takes in his business. Financial statement, marketing report and dressed poultry marketing pamphlet will be sent with notice of meeting, and we ask that these reports be read over carefully, and that you will come to your annual meeting prepared to enter into frank and open discussions, and transact the usual business pertaining to the welfare of the association.

WINNIPEG EGG STATION

Our Winnipeg egg station is operating very efficiently with a nice volume of eggs. We discontinued handling live poultry October 1st, but will be handling dressed poultry in small lots up to November 1st. Our fall dressed poultry shipping will be carried on as usual in car lots, from about the end of November until the middle of December, catering to the Christmas market. Any new districts wishing to form locals in order that they may be affiliated with us for our fall dressed poultry marketing, would do well to write head office at the earliest possible date.



I'LL take my hat off anywhere to them as cross the sea by air; they surely earn their fame. They're plucky fellows without fear; they get my loud and lusty cheer. I like men who are game! They fly that broad unknown expanse, and stake their futures on one chance—it's either lose or win. There's not a hope of backing down;—oblivion or world renown; they risk it with a grin.

But still at that it sometimes seems as if the public never dreams that fellows who don't fly, are sometimes just as full of grit; and often just as slow to quit the hopeless tasks they try. The farmer may not risk his neck by falling in an aeroplane wreck—but let me just explain; his future's just as insecure as if he made a daily tour, to France and back again.

The farmer takes an awful chance each time he plows and drags and plants; and yet year after year, he gambles on the sun and rain, and on the market's loss or gain—and gambles without fear. Each season when he plants his crops, he hardly hesitates or stops to think what may betide. If circumstances are adverse, it means hard days or even worse: financial suicide! And many farmers sink from sight, the victims of some dreary plight that leaves them flat and broke. It's just like flying over sea; the farming-game, it seems to me, is certainly no joke.

Of course where farmers join a pool, it seems to be that as a rule they share a better fate. They help each other all the way, because they've learned 'twill always pay each to co-operate!

CHICKADEE
YEAST FOOD
for POULTRY

Keeps all poultry healthy
INCREASES EGG PRODUCTION

Ask your Poultry Supply Dealer
WRITE FOR FREE BOOKLET
E.W.GILLETT CO. LTD.
TORONTO CANADA.

MAKES HENS LAY **MAKES POULTRY PAY.**

CO-OP. REFUSES POOL OFFER

The shareholders of the Saskatchewan Co-operative Elevator Company have refused the offer of the Saskatchewan Pool to pay the amount owing by the Pool to the Co-op. in one cash payment, provided the Co-op. would give a discount of about 10 per cent. The Pool offered to pay \$5,453,379 for the outstanding obligation of \$6,059,310. The six hundred thousand and odd apparently looks good to the Co-op. shareholders, and the security for the whole debt equally good.

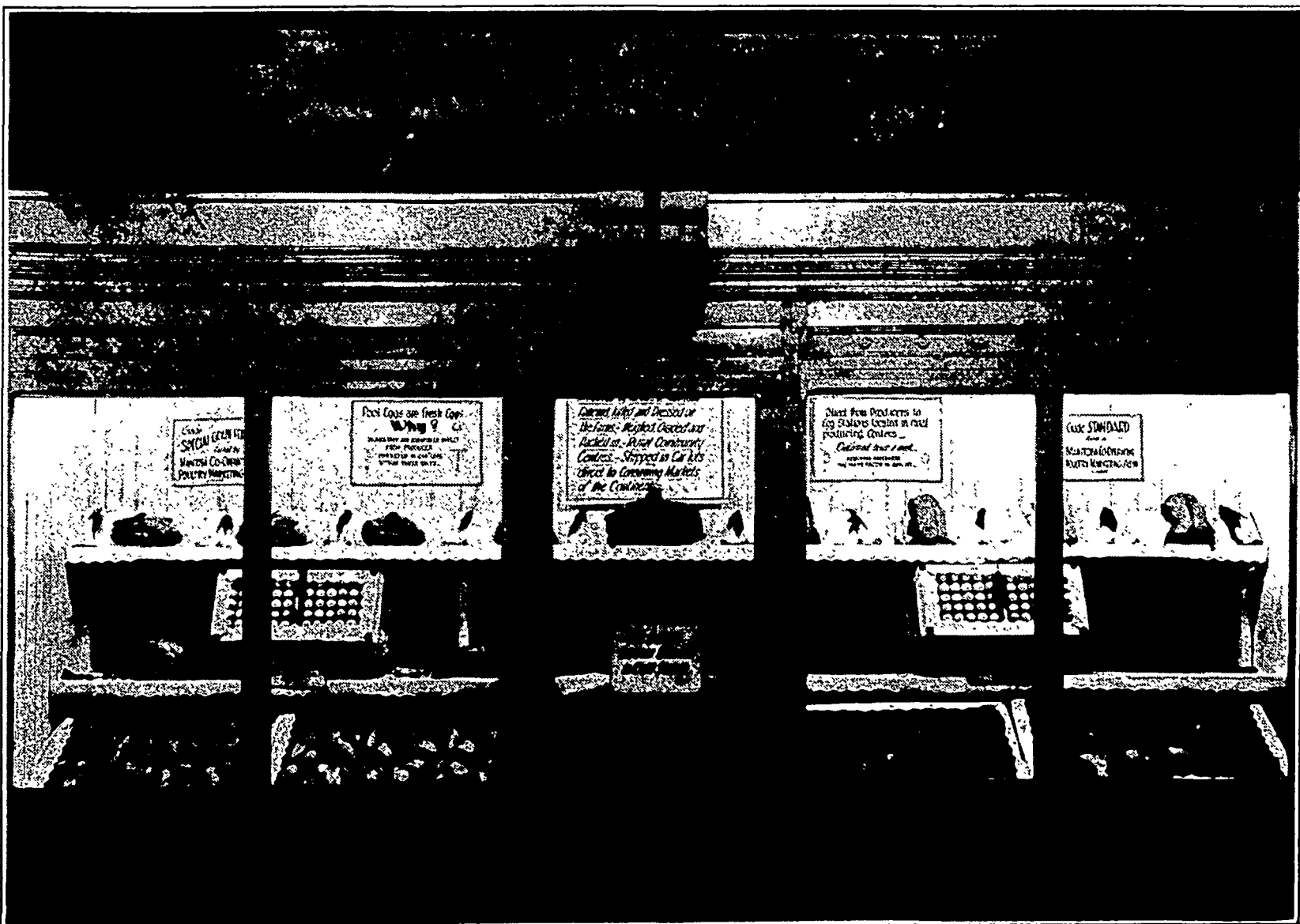


EXHIBIT OF MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION, AT THE WORLD'S POULTRY CONGRESS, OTTAWA, JULY 27 TO AUGUST 4.



This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

THE HOG MARKET

Hog prices in Winnipeg have gradually been working lower, bringing this market more in line with Toronto. Ordinarily, when the west is producing a surplus of hogs, the outlet, either for hogs or for hog products, is in the east or on the British market. Under such conditions the Winnipeg market is normally lower than the Toronto market by from 75 cents to \$1 per hundred. During recent months, however, western hogs and hog products were not going east, as only a sufficient number were coming forward in Winnipeg to take care of the trade in the west, while Alberta hogs, and even some from Saskatchewan, were finding an outlet to the west, either in British Columbia or in the Pacific Coast States. Under the conditions western markets were quite independent of the east. Winnipeg was higher



But even at that it might be a whole lot worse.

than Toronto, and Moose Jaw and Alberta markets correspondingly higher than Winnipeg. To take a single day, for example, on September 21st, hogs were quoted at \$9.75 in Toronto, \$12.50 in Winnipeg, and \$13.00 in Edmonton.

Recently conditions have been changing rapidly. Western supplies have increased, a change in price relations has closed the United States outlet to Alberta hogs, and the number available has been more than sufficient for the requirements of the trade in Western Canada. This has made it impossible for our prices to continue at the former premiums above eastern prices, and Winnipeg prices have slid down from a premium ranging from \$2.00 to \$3.00 above the Toronto level, to the level of the Toronto market, and even 50 cents per hundred below. Even more marked has been the drop in Alberta, where hogs have dropped from a premium sometimes \$1.50 above the Winnipeg price, to below the Winnipeg price.

Toronto prices are still considered to be above the price justified by the current bacon market in England. Latest prices there are quoted on the basis of from 88 to 92 shillings per hundredweight for best Canadian bacon. That is somewhat stronger than prices which prevailed a few weeks ago, but it is decidedly low compared with a price range of from 100 to 120 shillings per hundred which prevailed a year ago.

A favorable factor in the outlook for hog prices is a continued small supply in the United States, and an increasing demand for hog products.

CATTLE IN DEMAND

The cattle situation in the United States continues to be the most important factor affecting Canadian cattle markets. The British market remains entirely out of the picture so far as Canada is concerned, and there seems to be no immediate likelihood of shipments overseas being resumed. Our markets are simply on too high a basis, and British markets too low, to make it possible to move cattle overseas.

Recently top prices at Chicago reached \$16.90 per hundred, high for all time except during the war and the year following. Up to 1912 it was considered that \$8.00 per hundred was a good price for cattle at Chicago, and not until 1912 was the first \$10.00 price recorded there. It is not only the extreme top prices that are significant there. All down the line prices are much higher than in recent years. The general range for good beef steers is considered to be between \$11.00 and \$15.00 per cwt., and even steers ranked as common to fair sell up to \$11.00 and over.

There has been a big advance in retail meat prices, and continued prosperity among consumers promises continuance of a good market.

With the improvement in the cattle markets it has been discovered that there is an actual scarcity of supplies of cattle. Cows and young cattle for stocking ranges have been in great demand. In fact, cattle from Mexico were moving north at such a rate, in spite of the duty, that the Mexican government placed an export duty, intended to be prohibitive for the time, against such shipments.

United Livestock Growers continue to receive many orders from their customers south of the line for shipment of good feeder cattle. Some were recently sent from Alberta to a customer in California. It must be remembered that the greater the demand for cattle, and the higher the prices offered, the greater is the insistence upon quality in cattle. When cattlemen in the United States are feeding high priced corn to high priced cattle they are aiming to get the premiums offered for finished cattle of the very best type.

Once more it should be repeated, that the better the cattle market, the more it pays the producer to make sure of getting the full value of his product. The more cattle are worth, the greater the returns, not only for raising and feeding them, but also for marketing them to advantage.

You can only be sure of getting all your stock is worth by getting them to market, and having them sold there by the best marketing service available. That means that it pays to send your cattle in co-operative shipments to be sold by United Livestock Growers, Ltd.

PRES. McPHAIL ADDRESSES POOL STAFFS

From Page 3.)

ers, they should also understand what a co-operative organization is, what it is striving to accomplish and the principles of the movement of which it is a working expression.

Mr. McPhail explained how the Pool came into existence; how the farmers of Western Canada, bitterly discouraged by low prices for their product, had organized to put themselves in a better position to secure for themselves the full market price of their product. Not, he emphasized, to impose upon anybody or to extort a monopoly price, but so to improve the method of placing their grain on the market that the full value of their grain would be secured for themselves.

A more prosperous agriculture, Mr. McPhail said, meant better economic conditions for the community as a whole, and as employees of the Wheat Pool they were assisting in bringing about this desirable improvement. He urged the employees of the Pool to give time to the study of co-operation and ask what it meant. A study class, he said, was to be formed for the staffs of the three offices in Winnipeg. This class would meet during the winter months and the whole story of co-operation right down to the formation of the Wheat Pools would be studied. Such a class, he said, had his whole-hearted support and also that of the Pool directors.

Mr. George McIvor, newly appointed sales manager, was introduced to the assembled employees, and in a few brief words he supported what Mr. McPhail had said.

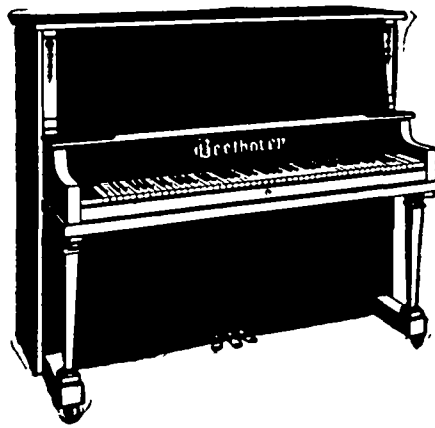
THEORY AND PRACTICE OF CO-OPERATIVE MARKETING

(By J. F. Blanchard)

(From Page 6.)

been put on to sign up the farmer for co-operative organization has been replete with posters, banners, speeches on the tremendous financial gains that will accrue to the producer by cutting out the middleman and taking his profit. Many promising associations have failed through the discrepancy

A Straight Saving of \$100.



On This "Minuet" Model Beethoven Piano

Are your children being denied the advantages of Music? Take advantage of this special offer on the Beethoven Piano. A splendid instrument, possessing rich tonal qualities, handsomely encased, and embodying features usually found only in high-priced pianos. Your choice of Mahogany, Walnut or Oak Finishes.

Special Terms

While this Offer lasts

\$25 Cash and \$9 Monthly; or One-Third Cash, balance in 1 or 2 years (on Pool Payments if desired).

Regular Price \$435.

SPECIAL PRICE Including Duet Bench

\$335.

Send your order without delay to secure this Special Price.

SHEET MUSIC SPECIAL

7 Assorted pieces, Classical, Standard and popular, Vocal and Instrumental—clearing from stock. Special Price (including Postage), while they last

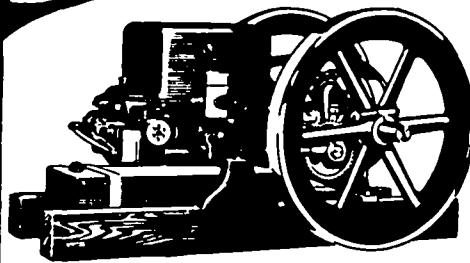
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Yes, ONLY \$5.00 down buys this great engine. Used all over the world—from the snows of the Yukon to the burning sands of Arabia. More power at less expense. Dependable! Guaranteed! Greatest engine on the market! That's why we offer it to you on 10 Days FREE Trial. Use it for 10 Days FREE! If not satisfied—return it at our expense. If you keep it, pay only \$5.00 down—balance in easy monthly payments.

Comes completely equipped: Wico Magneto, square protected tank, die-cast removable bearings, speed and power regulator and throttling governor. Made by Witte. Guaranteed by Babson Bros. 50 NEW features. All sizes 1 1/2 to 30 h.p.

Write Today

for NEW FREE WITTE BOOK, and free trial and easy payment offer. Ask about our Log and Tree Saws, 3-in-1 Saw Rigs or Pump Outfits, etc. Learn how this great Witte Engine WILL increase your farm profits. Write us NOW.

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10 Days FREE TRIAL

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

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

Try This Liberal Offer

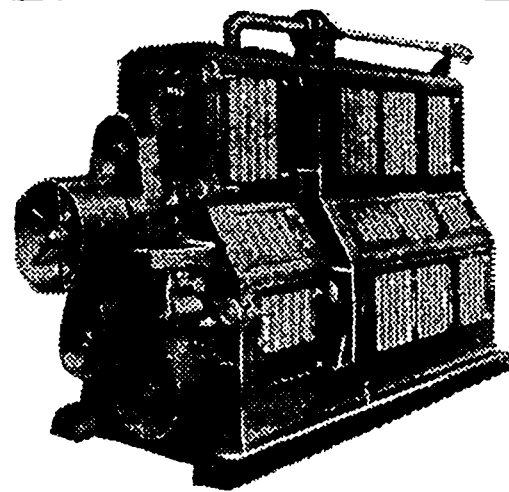
EGGS, EGGS, EGGS and fine healthy chicks, prosperous flocks, without fuss or bother, or drugs, or expensive feeds, can be had. Just drop these VITA-GLAND tablets into drinking water. So simple to double your profits. Summer production at winter prices. So confident are the Vita-Gland Laboratories, manufacturers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

THE MIDGET MARVEL FLOUR MILL

The mill that is creating a revolution in the Flour Milling Industry—putting the milling of wheat back into the small towns. This mill makes the finest grade of flour from local grown wheat. A self-contained, complete roller mill, made in two sizes—25 and 50 barrels per day capacity.

This mill is a wonderful asset to the farmers. It offers to someone in each community a splendid business opportunity. In addition to the ordinary milling profit, there is the large saving in freight and elevator charges.

Pollard Mfg. Co. Ltd., Niagara Falls, Ont.



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WINNIPEG CANADA

between the expected and the real profit derived by the members. There is, however, with efficient management, a profit to be made, and only by management as efficient as the private middleman can it be made.

Co-operative marketing reduces the costs of marketing so far as is practicable. Here then the system has a distinct advantage over the private system. The reduction in cost of marketing is a real saving to the farmer. Here again efficient management is necessary, but in addition to this, volume of business plays a great part. Competition is replaced by co-operation and instead of many agencies all doing the same work, more or less efficiently—and the cost of marketing is regulated by the least efficient—the work is done by one large organization. Time, labor and overhead are thus reduced in the process of marketing and savings are effected. The success of many of the present-day organizations can be traced, in part, to the reduction in cost of marketing. The Canadian Co-operative Wheat Producers, Ltd., may be taken as an example. Owing to the great volume of business done, the wheat marketing associations throughout the west, with their central selling agency, have been able to cut the cost of marketing to a fraction of a cent per bushel. Though only a small part of the benefits accruing from the organization of the farmers of the west in marketing their product, it is no mean achievement.

Co-operative marketing improves old and and devises new standards of marketing service. The extent to which this can be done again depends on efficient management and volume of business. Improvement of old standards and the acquiring of new ones very often means elaborate equipment and astute business judgment. Macklin says: "In the long run, if experience is any indication of the future, the most beneficial improvements in marketing service may be briefly grouped along four lines as follows:

1. "Development and use of systems to rigidly standardize both product and package."

An example of such development is to be found in our egg

and poultry marketing associations in Manitoba.

2. "Dependable identification,

by name or otherwise, of farm products according to quality so that the prices paid by consum-

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Made in Council Standard and ordinary brands

Greater covering area than any other corrugated sheet on the market

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19



Buckingham

FINE CUT Packages 15¢ and 20¢
 ½ lb Tins 80¢

You get more loaves of better bread when you use

Robin Hood FLOUR




Positive "MONEY BACK" Guarantee in each bag.

ers may make their direct impression upon the farm management policies of producers."

The Danish Co-operative Creameries realized the value of this when they put on the market their Brand butter.

3. "Effective spreading of marketing risks which now burden farmers, a benefit made possible by large scale co-operative organization."

4. "Elimination or reduction of speculative motives and policies in the conduct of marketing operations for farmers."

To these may be added:

5. Advertising.

The American Cranberry Exchange could never have kept pace with the production of cranberries had it not been for their shrewd advertising policy.

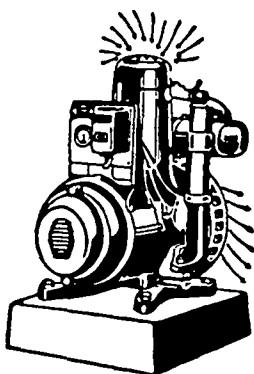
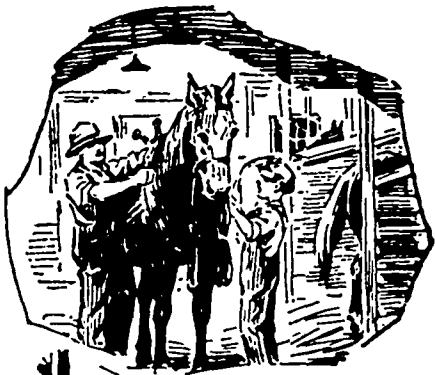
6. Development of new markets as was done in the case of the California Fruit Growers Exchange. (Co-operative marketing of farm products. O. B. Jessness.)

It is the great volume of business that comes from the organization of large associations thereby producing adequate returns, which makes these benefits, as a whole, possible.

So much for the tangible bene-

fits—let us now turn to the intangible. Herein lie the real lasting benefits which co-operative effort is conferring on the whole agricultural industry.

Co-operative marketing readjusts standards of production. This is a corollary to Adam Smith's enunciation, quoted above. When the farmer realizes that quality is to be desired in production his standard will be raised and his whole outlook changed. He must adjust his methods to suit the market which he has learned to consider through his own marketing agency. Co-operative marketing revolutionized



Air-cooled motor.
(See arrows above.)
Direct drive—saves power.
Approved by Fire Underwriters.

Improve Your Farm

At surprisingly low cost

WHEN you come in from the day's work in the fields to the tasks of chore time, how much easier and more pleasant it would be to have the barn, the watering trough, the milking stable lit with brilliant, safe electric light.

Then when the chores are done, how much more enjoyable to sit down to a brilliantly-lighted supper table; to sink back in your favorite chair after the meal is over and the family gathers to read or study in the well-lit room.

Delco-Light will improve your farm—make life better and easier—as it has for over 275,000 Delco-Light users. A product of General Motors, Delco-Light's dependability and economy are assured. Made in styles and sizes for every need. Sold at surprisingly low prices. May be paid for while you are enjoying it, through the General Motors Deferred Payment plan. Send postcard for details.

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Sales and Installation Branches in Every Province

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

Dependable
DELCO-LIGHT
FARM ELECTRICITY

the swine industry in Denmark. Necessity drove the Danish farmer to organize and organization drove home the fact that he must produce the product his market demanded. (Agricultural Co-operation in Denmark by C. L. Christensen, U. S. D. A. Bulletin No. 1266, 1924, page 31.)

Co-operative marketing establishes farmer confidence in the marketing mechanism. It has been stated above that the farmer is suspicious of the middleman. That suspicion can only be laid by an actual knowledge of the processes of marketing. How better can he gain such knowledge than through actually becoming a member of a marketing system and thereby getting first hand information on that system through his own association. This confidence once established places the farmer in a position where he can see the difficulties confronting the marketing of his product and thus tend to alleviate them by changing his methods to meet those difficulties.

Co-operative marketing gives the farmer the conviction that his products are marketed in the most efficient way. The efficiency of the system greatly depends on the efficiency of the management, but, with a competent manager, it will not be difficult to convince the producer of the efficiency of the system. This will tend to make the farmer more contented and give him more interest in his own sphere of work. It is a great comfort to him to feel that after his hard work to produce his crop, he will have it properly marketed.

Co-operative marketing stimulates and develops an agricultural leadership. Organization of locals in an agricultural community even necessitates and develops some organizing ability. When the local organization is formed, a member must be chosen to look after the business. If successful, with the help perhaps of the larger central association, he learns to run a small part of the marketing machinery efficiently. Later he may be chosen to carry on on a larger scale, the larger associations drawing their material from the smaller, thus linking the whole system together with human ties and producing that co-ordination which makes for success.



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Visit the Homeland this Christmas and you will bring more joy and happiness than all the gifts you could send.

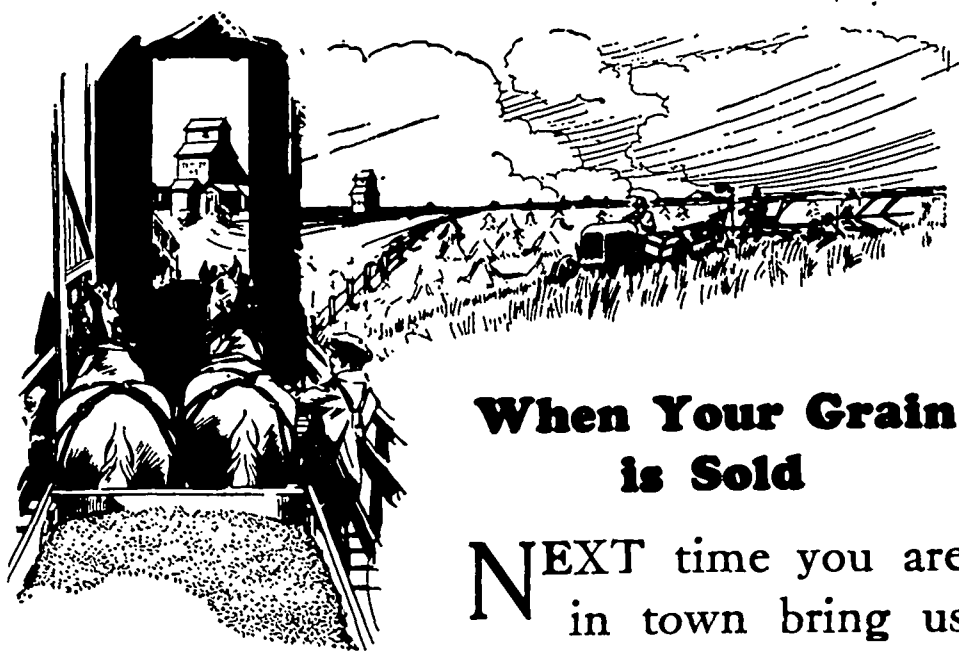
CHRISTMAS SAILINGS

FROM		TO
Montreal	Nov. 25—Ausonina	Plymouth, Cherbourg, London.
Montreal	Nov. 26—Letitia	Belfast, Liverpool, Glasgow.
Halifax	Dec. 5—Antonia	Plymouth, Havre and London.
New York	Dec. 7—Aquitania	Cherbourg and Southampton.
New York	Dec. 10—Transylvania	Londonderry and Glasgow.
St. John	Dec. 10—Athenia	Belfast, Liverpool, Glasgow.
Halifax	Dec. 11—Athenia	Belfast, Liverpool, Glasgow.
Halifax	Dec. 12—Ascania	Plymouth, Havre, London.
New York	Dec. 14—Berengarla	Cherbourg and Southampton.
New York	Dec. 15—Samaria	Queenstown (Cobh) and Liverpool.

CHRISTMAS EXCURSIONS PERSONALLY CONDUCTED THROUGHOUT
—NO CARES OR WORRIES

Cabin, Tourist Third Cabin and Third Class Accommodations available at rates to suit all purses. SPECIAL TRAINS AND THROUGH CARS TO SHIP'S SIDE. Apply to local agents, or to

"There is no Better Way" **Cunard**
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LINES
270 MAIN STREET, WINNIPEG.



When Your Grain is Sold

NEXT time you are in town bring us your grain tickets and cheques. We shall be pleased to handle them for you.

Ask for a copy of our Farmer's Account Book

The Royal Bank of Canada

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First Grand Prize

\$300000 for YOU

210 CASH PRIZES



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To be given away by the Nor'-West Farmer to contestants in their great, new JUBILEE PUZZLE CLUB. You do not have to solicit subscriptions for weeks or months. The conditions of this wonderful and exclusive puzzle-contest are as easy as the puzzles are fascinating.

Thousands of Dollars in Cash Prizes

Entirely New, Baffling, Fascinating, Irresistible Puzzles. Nothing like them have ever before been published in Western Canada. They will appear in The Nor'-West Farmer exclusively.

The only puzzle ever presented to the public by any publication that gives every man, woman, boy or girl, regardless of age, occupation or education, an equal chance to solve. A type of puzzle that eliminates guess work. You know when your answer is correct in this contest.

You will be interested in this great puzzle series. They will appeal to every member of the family, both the children and the grown-ups will want to solve them, everyone can do them with equal ease.

Just try one—let us send you a copy of Lucky "7" the first puzzle, together with full information regarding this great prize contest. Send in the enquiry coupon today, it places you under no obligation whatever. Do it now.

For Boys and Girls

The Nor'-West Farmer Winnipeg - - Man.

For Men and Women

There are no tricks or jokers in these puzzles, they are designed so that rewards are bound to go to those who win them by honest effort—it cannot be otherwise.

Enquiry Coupon

The Puzzle Man, Nor'-West Farmer, Winnipeg, Canada

Dear Sir:

Please send me full information regarding your NEW PUZZLE CONTEST. I understand that this request places me under no obligation, and that these particulars will be forwarded by you, postage paid.

My name is _____

Address _____

Write plainly and be sure to address your envelope as above S.S.

WHY TUNNEY WON

The most amazing and surprising feature of the fight was when Dempsey sank Tunney in the seventh round, and Tunney sat on the floor and waited patiently for the count of "nine." . . . Tunney had been feeling quite well, when he suddenly was hammered on the jaw, and he sat down in the midst of very unfriendly surroundings, dazed and miserable, with the enemy who hit him standing close by to do it again. Tunney knew that if he stayed where he was, it would be the last of him. He also knew that if he got to his feet too suddenly he would be knocked down again. He had to plan his campaign. He knew that there was only one way he could save himself. When the count of "nine" was finished, Tunney had organized himself. He got his hands and his feet and his head in a close co-operative movement—and he won.

At the end of the year 1923 the western farmers were sitting on the floor just like Tunney. They had been knocked down and stepped on. The only difference between them and Tunney was that there was no referee to prevent the farmer from being kicked when he was down. If the farmer had stayed down, he would have died. If he had got up and started staggering around the economic ring in the old style, he would have got knocked down again. He had to organize when he was on his back. He did. Just as the count of "nine" was buzzing in the farmer's ears, he got up. His knees were wobbly; his hands were limp; but he had the Wheat Pool in his head. He may not have won yet, but he is winning.

—Western Producer.

WAR COST CONTINUES

The war is nearly a decade in the past, but it still presses hard today. The continuing cost is reflected in wholesale commodity prices of the present as compared with those of 1913. As given by the National Industrial Conference Board of the U.S.A., the increase over the pre-war level is:

Table with 2 columns: Country and Percentage Increase. United States 47 per cent, France 527 per cent, Canada 51 per cent, Germany 31 per cent, United Kingdom 46 per cent, Italy 581 per cent, Japan 201 per cent, Australia 58 per cent, Belgium 759 per cent.

LOCAL POOL OFFICIALS

(From Page 13.)

TURTLE MOUNTAIN

Shipping Point	Name	Address
Ninga & Rhodes	Thos. Hillier	Ninga
Enterprise	Ben Brown	Smith Hill
Holmfield & Louise	Sam Fletcher	Holmfield
Killarney	Roy Clark	Killarney
Lena	D. L. Stewart	Lena
Bannerman & Wakopa	E. Vodree	Bannerman

VICTORIA

Pratt	John Linley	Pratt
Holland	W. H. Graham	Holland
Landseer	Geo. Mullin	Cypress River
Landseer	Jas. Malcolm	Cypress River

WOODWORTH

Kenton	D. H. McKay	Kenton
Blossom	I. Cormack	Kenton
Harding	T. Bell	Harding
Oak Lake	J. Johnston	Oak Lake
Griswold	Geo. Milne	Oak Lake
Lenore	D. Noble	Lenore

WESTBOURNE

Plumas & Colby	Jos. Rogers	Plumas
Ogilvie	B. Wright	Ogilvie
Mayfield & Helston	A. Lobb	Mayfield
Golden Stream & Muir	J. E. Thompson	Golden Stream
Katrimie	J. Barber	Katrimie

WINCHESTER

Coatstone	W. Renton	Deloraine
Deloraine	Geo. Perry	Deloraine
Naples	A. McGregor	Deloraine
Regent	R. Sexton	Regent
Dand	R. Tiernan	Deloraine
Hathaway	R. Sexton	Regent
Leighton	A. Innes	Deloraine

WHITEHEAD

Ashbury	John Lowe	Alexander
Terence	A. Green	Beresford
Merle & Beresford	H. Hinchcliff	Beresford
Alexander	Hugh Jackson	Alexander
Villette & Roseland	W. J. Pollock	Kemnay
Kemnay	J. Topham	Kemnay
Rattray	G. Conlay	Beresford

WHITEWATER

Elgin	Geo. Ross	Elgin
Fairfax	I. W. Boyd	Fairfax
Minto	J. G. Scott	Minto
Heaslip	John McDonald	Heaslip

WOODLANDS

Woodlands	R. Griffin	Woodlands
Argyle	S. Scott	Argyle
Marquette	W. P. Tully	Marquette
Reaburn	F. J. Pratt	Reaburn
Grosse Isle	E. Gjertson	Grosse Isle
Warren	J. D. Bassett	Warrenton
Meadows	D. N. McIntyre	Meadows

WALLACE

Hargrave	A. Odell	Hargrave
Virden	C. Stinson	Virden
Elkborn	A. J. Swan	Elkborn
Two Creeks	H. Russell	Two Creeks
Harmsworth	M. T. Heritage	Harmsworth
Kirkella	W. H. Jaffray	Kirkella
Cromer	Chas. Cruikshanks	Cromer
Butler	T. C. Watson	Butler

**CREDIT CO-OPERATION
IMPORTANT IN POLAND**

That co-operative credit is an important factor in the life of Polish peasants is indicated by the 1926 report of the Central Credit Institute of the Polish agricultural co-operative societies (Centralna Kasa Spelek Relynicznych). There were 1,841 co-operatives affiliated to the institute at the end of 1926, including 1,442 credit co-operative societies. The balance sheet total amounted to 24,914,499 Zl. (\$3,000,000 to \$5,000,000, according to the exchange); savings deposits amounted to 729,437 Zl., and the profit and loss account amounted to 986,350 Zl.

Write Today
For Your Copy of the
HOLT, RENFREW
Fur Catalog
For 1927-28

THE New Fur Coats are Smarter than ever and never before have we presented such an extensive assortment of varied pelts and trimmings, in both natural and new dyed shades, fashioned into soft, supple, incomparable fur garments, upholding the reputation that Holt, Renfrew has enjoyed for nearly a century.

Select Your Fur Coat NOW!

The advantages of buying your fur coat now are too important to be overlooked. The values offered in our present assortments have only been made possible by the Holt, Renfrew buying ability in the fur markets of the world, supplemented by the savings effected through manufacture in our own factories and direct sale through our own stores. The raw fur markets have steadily advanced and all replacements of stock must be at a considerably increased cost.

Buy Your Fur Coat on Our BUDGET BUYING PLAN

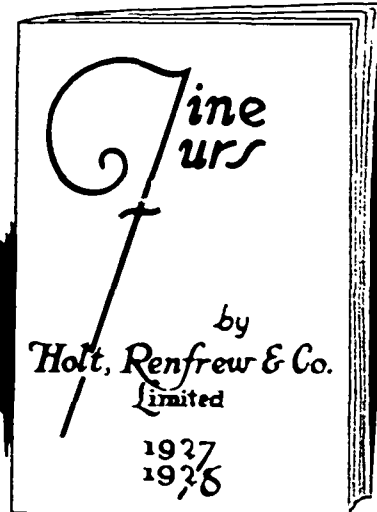
10% at time of selection, balance on conveniently arranged terms. No interest to pay. Coat stored free of charge until required for wear.

Write stating the kind of fur coat you are interested in, size required, etc., and enclose bank or business reference and we will forward a selection of coats for approval in your own home. Compare these for individuality of style, quality, actual price and value with any offered. We pay express charges both ways. There is no obligation to purchase.

HOLT, RENFREW & CO., LTD.

Makers of Dependable Furs for Over 90 Years

WINNIPEG :: :: MANITOBA



The Catalog Presentation of Holt, Renfrew Furs is naturally limited to just a representative showing from our numerous lines. Garments in practically all the furs illustrated are carried in both lower and higher priced ranges. Behind every Holt, Renfrew fur garment stands the established Holt, Renfrew reputation for fine furs and fair dealings with the Holt, Renfrew guarantee of satisfaction to the customer.

BOOK RESERVATIONS NOW FOR

CANADIAN FARMERS'

MARKETING TOUR

Through

ENGLAND, SCOTLAND and DENMARK

\$500

Plus low rail fares from starting point to Halifax and return

\$500

Opportunity for special study of Marketing and Agriculture in the Old Land

Attractive Sight-Seeing Features are Included

TOUR LEAVES HALIFAX JAN. 9, 1928

For particulars apply any agent



CANADIAN NATIONAL RAILWAYS

BIG GAIN IN CO-OP. MEMBERSHIP

Membership in co-operative marketing and purchasing organizations has gained nearly threefold within the past ten years, according to the U. S. Department of Agriculture, and the number of organizations has doubled. Nearly 2,000,000 American farmers are now enrolled in these co-ops., which collectively did a business of \$2,400,000,000 in the decade 1915-1925.

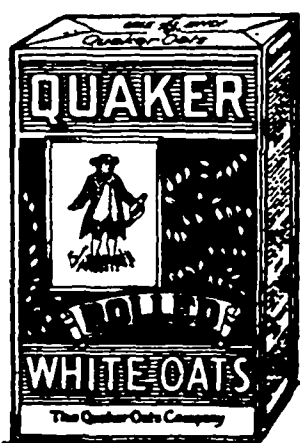
More than \$40,000,000 worth of poultry-products were marketed through U.S. co-ops. in 1926, according to reports coming from

67 poultry co-ops. serving 55,000 farmers. Egg sales were estimated at \$30,000,000; live poultry sales at \$4,850,000; and dressed poultry sales at \$6,200,000.

Eleven enterprising farmers got together in September, 1925, to form the Colorado Bean Growers' Association, and the co-op. which they formed has grown like a rolling snowball. Membership increased to 350 in 1926, and in 1927 the membership is 1,500, according to the second annual report of the association. Eighty cars of beans were shipped in the 1926 pool, as against nine the first year.

The Michigan Elevator Exchange, Lansing, reports handling a million more bushels of grain than ever before, in the year ending June 30, 1927. Sales for the year amounted to \$8,000,000; and the co-operative had a net worth of about \$120,000 at the close of the year, including an individual patronage refund of \$43,874.

DO you want to buy, sell or exchange? Send your message to 28,000 prospects through **THE SCOOP SHOVEL.**



A BREAKFAST THAT SUSTAINS

Quaker Oats
"stands by" you
all through the forenoon

HOT, appetizing Quaker Oats with milk appeals to every taste. You never tire of it.

Quaker Oats is nearest to perfection in food balance. Contains 16% protein for bone and muscle, 65% carbohydrates as energy producers. Vitamines and bulk to make digestion easy. An honest to goodness food that sustains.

Nowhere else can you get such nourishment for so little — costs but a cent a meal.

See that the Quaker's figure is on every package of oats you buy. Packages wrapped, sealed, dustproof.

If you want speedy cooking get Quick Quaker—the same superiority of quality—but cooks in 2½ to 5 minutes.

QUAKER OATS
—you have always known.

QUICK QUAKER
—cooks in 2½ to 5 minutes.

FARMING A LA MODE

One autumn when markets were up pretty high,
I said to myself, "There is no reason why
I shouldn't sow twice as much land for next year
And have a big crop while the prices are dear!"

I doubled my planting the very next spring;
But some of my neighbors did just the same thing—
And that queer coincidence was, I expect,
The reason the price went to thunder, by heck!

So when I found out that the prices were low,
I thot that I'd better go just a bit slow:
And next year I didn't plant much stuff at all;
I didn't have hardly a thing in the fall.

Believe me or not, but I swear it is true—
My sap-headed neighbors, they cut their crops to!
And just on account of their being so dumb,
The prices went higher than ever, by gum!

The trouble with farming, whatever you do,
Some other darned chump does that very thing too—
Except when it seems best to cooperate;
And then they all sit and they wait, and they wait.

CO-OP. ENCOURAGES SPEAKING CONTESTS

Members of the Dairymen's League Co-operative Association, Inc., New York City, are furnishing prizes and prize money for seven district speaking contests in New York state. The contestant members of the Young Farmers' club, organized in connection with high school departments of agriculture. The speakers will first meet in local contests where two will be selected to attend the district contests at which speakers will be selected for a state contest. The orations are to be upon some phase of farm economics such as agricultural co-operation or co-operative marketing.

NEW
BALL-
BEARING
Stockholm



New Shipment Just Arrived

Now!—
for the first time!—

Canadian farmers have a chance— *if they act quick!*— to see and USE, on 30 days' free trial, the *new* BALL BEARING Stockholm— Sweden's latest and greatest cream separator.

The great NEW Stockholm separator has been in such demand in Europe that we are JUST NOW able to get our allotment for Canada. Write us at once—get details of free trial offer before supply is quickly exhausted. Mail coupon now.

Wonderful New
Ball Bearing Construction

Mail coupon now for Free Book telling all about this great NEW Stockholm with its wonderful new Ball Bearing construction. Learn about its great patented, frictionless, ball bearing spindle. No wear. No noise. Learn about its great NEW Gyroscopic Bowl. Spins like a top. No vibration. Marvelous skimmer. The new BALL BEARING Stockholm is the greatest separator ever built! Special LOW Introductory Price—*if you act quick!* Mail coupon NOW before special offer expires!

30 Days Free Trial!
Don't Pay for 4 Months!

Think of it—you can have this NEW BALL BEARING Stockholm on our regular easy terms. First, we will ship it direct to your farm for 30 days' free trial, without the slightest obligation to buy. Then, after the free trial, you do not have to pay one cent for 4 months after you receive it—OR—you can take advantage of our Easy Monthly Payment Plan that is so popular with Canadian Farmers.

Send for Free Book
before special offer closes!

Send for free book telling all about this wonderful NEW separator—get all the facts about free trial and liberal terms and special LOW Introductory Price. The coupon brings you all this FREE—mail it now!—before special price offer expires!

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110 Princess Street, Winnipeg, Man.
218 Front St. E., Toronto, Ont.

Please send me your FREE NEW Stockholm Catalog, Special Introductory Price and full details of your FREE TRIAL and "Don't Pay for 4 Months" Offer."

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Address.....

Post Office..... Province.....

CENTRAL CANADIAN

INSURANCE COMPANY

HEAD OFFICE—WINNIPEG :: BRANCH OFFICE—CALGARY

AN EXCLUSIVELY WESTERN CANADIAN STOCK
INSURANCE COMPANY WRITING FIRE AND
AUTOMOBILE INSURANCE

When Answering Advertisements Please Mention The Scoop Shovel.

NEBRASKA WHEAT POOL CAMPAIGN OUTLINED

A campaign is under way in Nebraska to sign up 50 per cent. of the wheat acreage of the state in a new wheat pool, as the five year contracts for the old association expire with the present year. The new contracts call for 50 per cent. of the wheat acreage, as given in the annual report of the Nebraska State Department of Agriculture, before they are effective. If the required acreage is secured by July 1, 1928, the contracts will become effective. In

case the acreage is not secured by that date the time will be automatically extended to July 1, 1929.

The contract further provides that if the full 50 per cent. is not secured by July 1, 1928, the grower may pool his wheat next year, or, if he wishes to wait until the full percentage is secured he may notify the association of his intention to do so between June 20 and July 1, 1928. Provision is made for withdrawal during the corresponding period of 1929 in case the required acreage is not signed in two years.

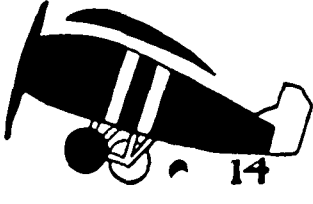
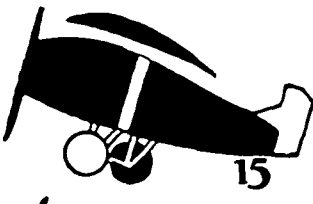
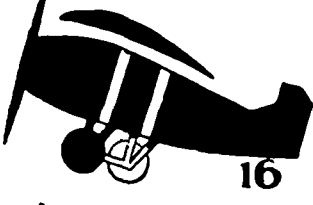
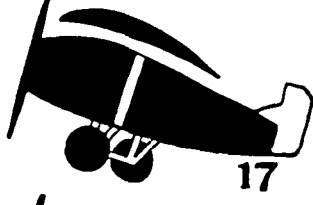
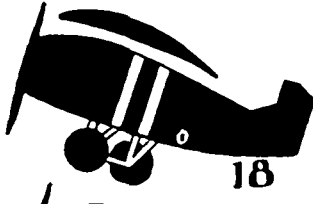
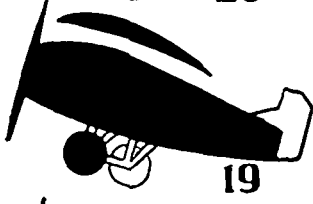
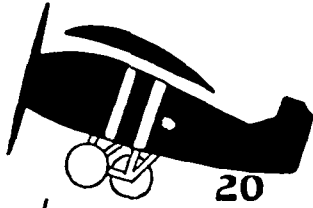
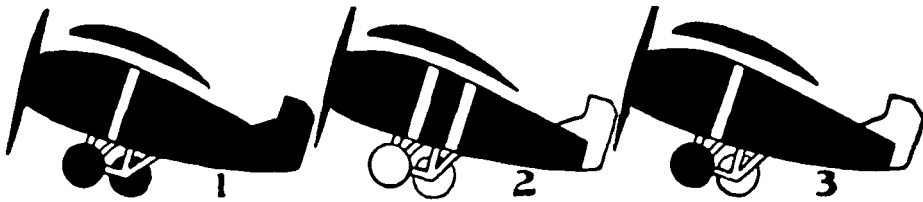
The new pool is to be known

as the Nebraska Wheat Growers' Association Non-stock Co-operative. Wheat is to be sold through a central selling agency, already established, which has two large terminal elevators at Leavenworth and Kansas City. It is proposed to establish sales agencies in other terminal markets in this country and in foreign countries from time to time.

Definite plans have been made for establishing local shipping associations and local pool elevators in order that the pool may have its own local facilities for handling pool grain.

Free

To everyone submitting an answer Paragon will give a special offer of silk stockings FREE.



\$30,000.00 in Rewards

Find the Two Paragon Planes and Win \$1,000.00

They're Off! Twenty-one entrants in a cross-Canada flight. Do they all look alike? Examine them carefully and you will see that the markings on the airplanes are different. Some have one white stripe on the carriage; some have the right wheel black, others the left. Two and only two have markings exactly the same. These are the two entered by Paragon—the only two which have the sturdiness and quality to finish the race. Can you find them? If you can, the \$1000.00 reward may be yours. It is really difficult, but with patience and care it can be accomplished.

MAIL YOUR ANSWER TO-DAY

It costs you only a 2c. stamp and you may be the winner of one of the big cash rewards. Do not delay—don't miss this opportunity to win \$1000.00 in cash.

OUR OBJECT

We are giving these magnificent rewards to advertise the Paragon method of selling direct to the Consumer. You do not have to sell anything. This is NOT a sales competition.

\$50.00 Additional for promptness in answering this ad.

PARAGON KNITTING AND TEXTILE MILLS, LTD.

Dept. 13L 99-101 King Street West
TORONTO, ONT.

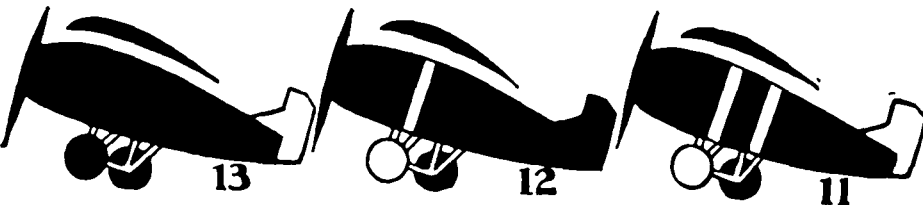
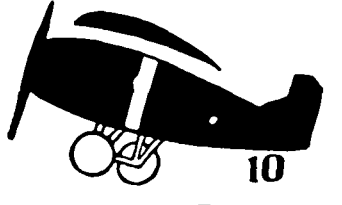
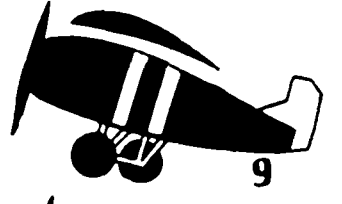
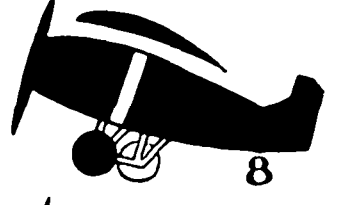
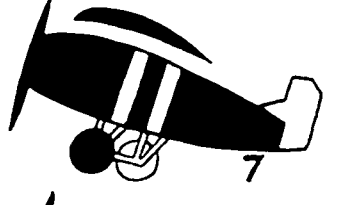
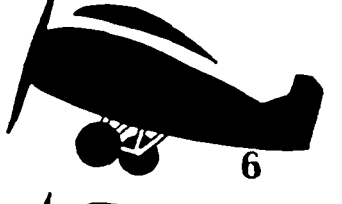
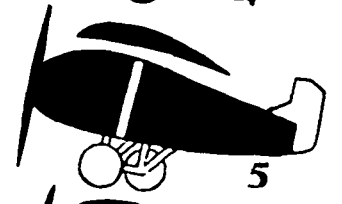
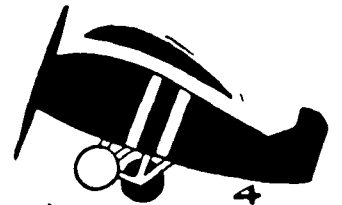
We have given away in prizes and awards over \$30,000.00. For the correct answers to this contest, we shall give \$1,500.00 in cash and an extra award to everyone who does not win a prize. Do you want some of this money? Send your answer to-day.

THE PRIZES

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

RULES

1. Write your answer plainly in ink. Write the numbers of the two winning Paragon airplanes on a sheet of paper. Write name of this newspaper and your name and address on the same sheet in upper right corner. For anything else you write use separate piece of paper.
2. Contestants must be over 15 years of age.
3. Employees of Paragon are not eligible.
4. BE NEAT; handwriting and general appearance will be considered.
5. Full information given to all contestants.



Send Your Answer Today

This advertisement may not appear again.

**NEW CONTRACT
SUBMITTED TO BURLEY
TOBACCO GROWERS**

A new contract covering seven years is being submitted to growers of Burley tobacco by the Burley Tobacco Growers' Co-operative Association, Lexington, Kentucky, with a 75 per cent. sign-up as the goal. Unless the 75 per cent. is obtained by November 15, the grower who signs the contract can sell his tobacco when and where he pleases. He will not be required to deliver it to the association warehouses, although the management assumes that all growers would naturally prefer to deliver to the houses they own rather than to houses in which they have no interest.

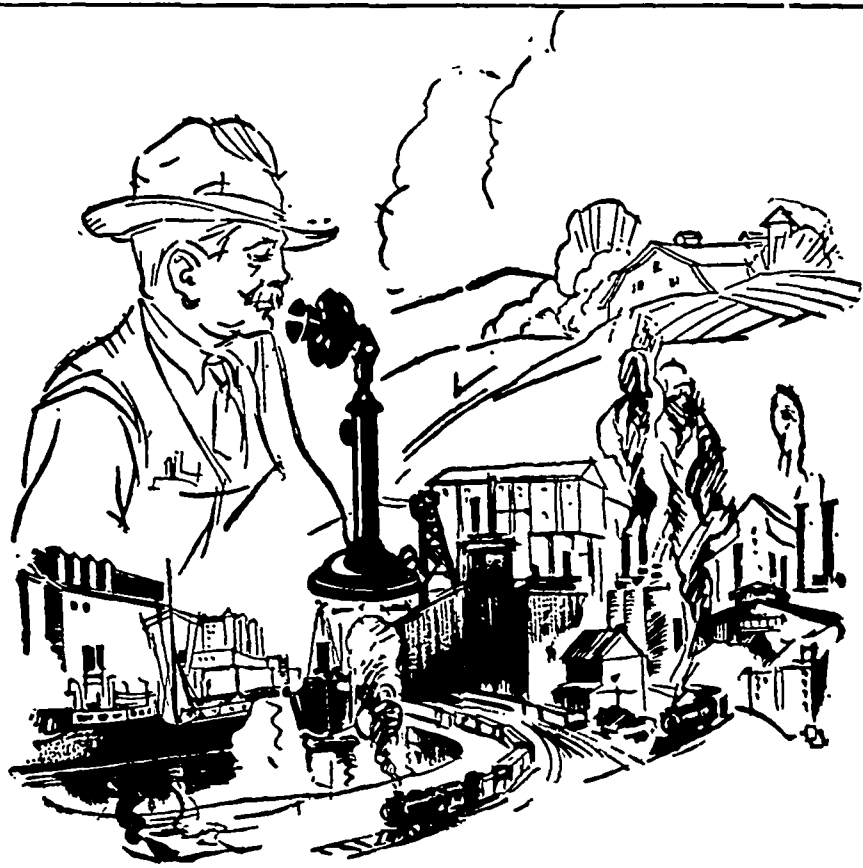
In case the 75 per cent. is not secured by November 15, the management proposes to sell at auction the tobacco of all members who want the association to perform this service for them. Tobacco delivered by persons who are not members of the association will also be sold at auction. Any profits accruing from the operation of the receiving plants will be paid to members of the present association who own the stock in the warehouses.

THE BEST KIND OF WHEAT

What kind of wheat is the best to grow in Western Canada? There might be endless discussion involved in answering that question, but after all one prime requisite for the general success of farming is sometimes overlooked.

From the columns of The Coronation Review (Alberta), we clip the following news item, which tells the kind of wheat to grow.

"Some time ago Mr. Butterwick from the district north left a fine sample of wheat in Alex. Bernhardt's office. It being a busy day in Coronation, many people were looking at it and, while praising it highly, couldn't decide just what kind of wheat it was. In the midst of a heated controversy Butterwick himself came in and settled all disputes. He said: 'Gentlemen, this is the finest kind of wheat raised in Alberta. Wheat of this kind means the absolute success of farmers raising it. It is called 'Pool Wheat.'"



**Keeping in Touch
with your Markets**

USE the telephone for efficiency. Quick communication is just as essential to you as to the city merchant. It enables you to conduct business transactions in minutes that would otherwise take days.

Current prices and market reports are easily obtained by 'phone and this service means increased profit to you. And in the case of mishaps, machinery breakdowns for instance, you can summon help or spare parts easily and quickly.

Write to the nearest Northern Electric Branch for particulars of installation, prices, etc.

**Northern Electric
Telephone**

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Fire Insurance at Cost

Join Canada's Largest Mutual Fire Insurance Company

ABSOLUTE SECURITY

BROADEST POLICY

LOWEST COST

Our members are our only stockholders and the insurance is written at cost—the dividends go to our members in reduced premiums. Over \$3,500,000 paid out for losses in the past 30 years and almost as much more saved to our members in reduced premiums.

Over \$125,000,000.00 Insurance in Force—Assets over \$2,300,000.00

The WAWANESA MUTUAL INSURANCE Co.
Head Office, WAWANESA, Man.

USE IT IN ALL YOUR BAKING

PURITY FLOUR

"More Bread and Better Bread" and Better Pastry too

105

You'll Never Know

how delicious those many nourishing macaroni dishes can be made, until you have made them with

EXCELSIOR

MACARONI
SPAGHETTI
ALPHABETS
VERMIGELLI
EGG NOODLES

Make sure you get the Excelsior Brand from your dealer.

Write for free recipe book.

Excelsior Macaroni Products
WINNIPEG, MAN.

Home to the Old Country for Christmas - New Years

Travel

SPECIAL TRAINS

to the

SEABOARD



LOW FARES

During December to the

SEABOARD

Leave Winnipeg 10.00 a.m.

CONNECTING WITH

XMAS SAILINGS

From Winnipeg---

Nov. 23—S.S. Melita from	Montreal -	Nov. 25 for Glasgow, Melfast, Liverpool
Dec. 3—S.S. Montclare from	St. John -	Dec. 6 for Belfast, Glasgow, Liverpool
Dec. 6—S.S. Montrose from	" -	Dec. 9 for Belfast, Glasgow, Liverpool
Dec. 11—S.S. Montnairn from	" -	Dec. 14 for Cobh, Cherbourg, Southampton
Dec. 12—S.S. Montcalm from	" -	Dec. 15 for Belfast, Liverpool

THROUGH SLEEPING CARS TO CONNECT WITH SPECIALS AT WINNIPEG WILL BE OPERATED FROM EDMONTON, CALGARY SASKATOON, MOOSE JAW AND REGINA.

For full particulars ask the Ticket Agent

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Cor. MAIN & PORTAGE
Phone 843 211-12-13

Ticket Office
C.P.R. STATION
Phone 843 216-17

A. CALDER & CO.,
663 Main St.
Phone 26 313

J. A. HEBERT CO.,
Provencher & Tache
St. Boniface

CANADIAN PACIFIC

What Our Members Are Saying

Finished threshing wheat today, average 15 bushels to the acre, 3 Northern, color excellent. Berry undersized but plump. I believe the Pool will pull us out of our difficulty. I sometimes ask myself if I would still be farming if I was obliged to sell my wheat for 74 and 77 cents as I did in 1922 and '23, previous to the co-op. movement. I rather think not. Our Pool elevator at Arden has a good chance to do some good work for us again this fall. Closing. I remain a firm believer in the Pool.

—Wm. Everett Barron,
Neepawa, Man.

I would like to state that I was satisfied with the price the Pool paid last year. I think the Pool man came out best last year. Yours for co-operation.

—Harvey J. Greenaway,
Newdale, Man.

Please accept our many thanks for the gifts of toys sent to our little boy while in the General Hospital at Winnipeg. He enjoyed them so much they helped to make the days pass more pleasantly. Also for the many visits paid to him by Mrs. Ransom, and the little dainties she used to take along. Walter is home now, and although he misses his foot a great deal, he is gaining in health and strength. With every good wish.

—A. Seward, Ridgeville, Man.

Herewith enclosed please find one new contract signed. Things are going fine out here now. One of the stiffest opponents we have to the Pool shipped a car of wheat last week on which he could have got 68c initial payment if he had it in the Pool, and the open market has offered him the large sum of 70 cents. He says now they are getting desperate.

—Robt. Mayo, Mather, Man.



The Way to Health through OGILVIE OATS

Keep the health of your boys and girls well and have the safety margin. Give them wholesome Ogilvie Oats every morning. This delicious breakfast food supplies growing bodies with abundant energy to ward off ailments. Order Ogilvie Oats from your dealer today.

THE OGILVIE FLOUR MILLS CO. LTD.
WINNIPEG - MEDICINE HAT - EDMONTON

The Amount You Can Save



is often more important than the amount you can earn, for it represents your future spending power.

Why not prepare for future requirements by depositing your savings regularly in an interest-bearing account?

41

THE CANADIAN BANK OF COMMERCE

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

CYLINDER GRINDING

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

Modern equipment, long experience, low price.

THORNTON MACHINE CO.
62 PRINCESS ST., WINNIPEG.

PLANS AND POLICIES OF THE
MANITOBA LIVESTOCK POOL.

(From Page 17.)

(7) The profits, or savings,

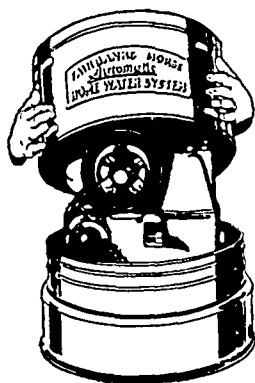
shall be distributed to the members at the end of each year in proportion to the amount of livestock delivered. Non-contract

shippers do not participate in these savings. Any profits made in the handling of non-contract stock, after an adequate reserve is deducted, will be turned over to the provincial association to be paid into a sinking fund for educational work and business extensions.

(8) The provincial association will make a deduction of one-quarter of one per cent. ($\frac{1}{4}$ of 1%) to pay organization costs, and a further deduction of one-quarter of one per cent. ($\frac{1}{4}$ of 1%) to be used for the retirement of the capital debt.

(9) The full proceeds from the sale of livestock is to be paid to the producers as soon as it is sold. No advances will be made by the central association, but the district associations may provide for advances on the security of livestock shipped to the central market.

(10) Settlements may be made by central, direct to the producers, or the district associations,

New ..**an unbelievably low cost
Home Water System**

THIS new Home electric Water System possesses the time tried features for which Fairbanks-Morse water systems are famous.

Trim in design and finished in delft blue automobile lacquer it is beautiful enough for the finest kitchen.

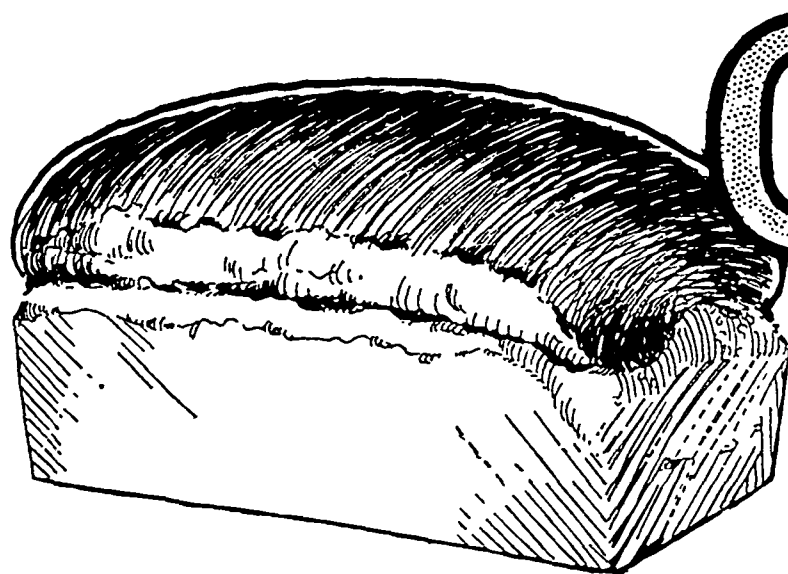
The Fairbanks-Morse New Home Electric Water System is 19 inches in diameter, 21 inches high, with a capacity of 210 gallons per hour. Self-contained. Entirely automatic. Easy to install—only two pipe connections. Completely equipped, including electric motor, automatic switch, pump and tank. Can also be used with large storage tank when desired. Genuine Fairbanks-Morse unit throughout. Fully guaranteed—the biggest home water system value ever offered.

Write our nearest office for particulars of this exceptional Home water system, which can be yours at an unbelievably low price.

The Canadian Fairbanks-Morse Co. Limited

Saint John Quebec Montreal Ottawa Toronto
Windsor Winnipeg Regina Calgary
Vancouver Victoria

719



Quaker
Always the Same
Flour
Always the Best

For large, light loaves of bread

What a pride and happiness to turn out good bread—with lightness and color, a fine, even texture, and a delicious flavor. The supreme accomplishment of the successful home baker.

You can do it with Quaker Flour, because Quaker Flour must produce exactly these results. We test it every day under actual home conditions as it comes through the mill. We bake bread, cakes, pastry, just as you do. We examine them for every possible fault. The flour must pass this test daily before it can bear the Quaker name.

Women who use Quaker Flour always get the same perfect results. It's best for every household purpose.

*Every bag sold with our money back guarantee that
Quaker Flour will give you the utmost satisfaction.*

Milled by the Millers of Quaker Oats

on receipt of the returns from Central, may issue the cheques and sales statements to the members.

WEATHER AND FARMING

How many realize just what the farming business as a whole loses through bad weather? They have done more investigating in this line in the United States than has been done in Canada, and the U.S. Weather Bureau estimates that the average farmer loses from one-sixth to one-third of his crop every year as a result of drought, excessive moisture, hail, storms and the other comistures of bad weather.

The average wheat farmer, for example, has his average yield reduced 23 per cent. by unfavorable weather. The barley grower fares the same, while the corn grower loses an average of 24 per cent. each year. Flax and apple crops are cut down to almost a third each year. Hay crops are reduced 17 per cent.; cotton, 22 per cent.; oats, 19 per cent.; tobacco, 16 per cent.; and rice, 15 per cent.

WHEAT IN THE FROZEN NORTH

The Alberta Pool has received a letter from Mrs. Emily Crawford, of Fort St. John, 200 miles up the Peace River, wanting to know if she can join the Wheat Pool. She has 1,000 acres of which which she estimates will yield over 40 bushels to the acre, and she is anxious that the Pool shall market this grain. The main difficulty lies in getting it to the railway and to do this the whole lot will have to be shipped down the Peace by water W. W. Wilson, a hardware merchant in Peace River town, writes that he has had innumerable inquiries from farmers who wish to join the Pool and asks for blank contracts.

THE CO-OPERATIVE SPIRIT

"Holborn United Farmers cut and stoked 65 acres of grain for Wm. Hopkins on Sunday last. Mr. Hopkins and family returned from Rochester just as the gang was finishing up. Mr. Hopkins will be unable to do any work for some time, so it was decided the threshing would be done the same way."—Stony Plain Sun.

\$1000. Cash in Prizes
Solve this Puzzle—

ATLANTIC MILLS—7.22.1.5—
 6.9.20.6.5.5.14—8.21.4.14.18.5.4—
 4.15.1.18.12.19.12—9.14—16.26.18.9.5.19—
 20.15—20.5.8—23.9.5.14.18.14.19—
 9.14—20.5.9.8.18—12.19.20.1—
 3.15.5.14.20.19.20—

IT COSTS NOTHING TO TRY

NOTE—Any person who solves 6 or more words correctly will receive an IMMEDIATE award in addition to any other prize they may win.

What did Mr. Brown read in the paper?

A Few Pointers on Solving Puzzle

What has Mr. Brown just read in the paper?
 There are 15 words in all. 13 are in code. Each group of numbers represents a word.
 Number the alphabet from A to Z. A is No. 1, B is No. 2, C-3 and so on. THE FIRST LETTER OF EACH WORD IS IN ITS PROPER PLACE, but the remaining letters are misplaced. Can you solve the puzzle?

Rules of Contest

- 1.—Write your name and address on top Right-hand corner (state whether Mr., Mrs. or Miss). Write name and date of this newspaper at top left-hand corner. Write your answer in middle of paper.
- 2.—Nothing else should appear on the paper. If you wish to say anything else, use another sheet.
- 3.—Employees of ATLANTIC MILLS and their relatives are barred from this contest.
- 4.—Only ONE entry will be accepted from a household.

\$1,000 CASH IN PRIZES

1st Prize	\$500 Cash
2nd "	150 "
3rd "	75 "
4th "	25 "
5 Prizes, \$10 each ..	50 "
10 " \$ 5 "	50 "
75 " \$ 2 " —	150 "

Nothing to Sell

YOU WILL POSITIVELY NOT BE ASKED TO SELL ANYTHING FOR US in order to win any of the Big Cash Prizes offered above.
 When we receive your entry, we will advise you of the number of points you have gained and ask you to make a small purchase from our catalog.
 YOU DO NOT OBLIGATE YOURSELF TO DO ANYTHING FOR US BY SENDING IN AN ANSWER TO THIS PUZZLE. It costs nothing to send in an entry.

Here are the Winners in our last Contest

1st, Mr. J. Lomas, Hamilton Beach, Ontario; 2nd, Mrs. Geo. Fry, Box 25, Loverna, Alta.; Mrs. H. Taylor, Niagara Falls, Ontario; Mr. S. Bryan, Sylvan Lake, Alta.; 3rd, Mrs. K. H. Irwin, R.M.D. 1, Comox, B.C.; 4th, Miss Mill. Ritchie, Orilla, Ontario. \$10.00 each—Mrs. D. McAllister, Teeswater, Ont.; Miss V. Frank, Frankburg, Mrs. Geo. Barker, Bruce, Alta. \$5.00 each—Mrs. Decker, Port Kowan, Ont.; Mrs. J. Olmstead, Ottawa, Ont.; Mrs. F. Wood, Innesfall, Alta.; Mrs. M. Fraser, New Glasgow, N.S.; Mrs. W. Wilkie, Windsor, Ont.; Mrs. S. Kasmussen, Standard, Alta.; Miss O. Laudels, Kivier Hebert, N.S.; Mrs. M. Hendry, Port Elgin, Ont.; Mr. K. Hough, Charlton Station, Ont.; Mr. M. Himmerich, Cartavls, Alta.; Mr. K. Hawerth, Irma, Alta.; Mrs. E. Marler, Lethbridge, Alta.; Mrs. A. Ahrens, Elmwood, Ont.; Miss E. Drodhagen, West Monkton, Ont.; Mr. G. Grant, Nattawa, Ont.; Mrs. L. Truscott, Sault Ste. Marie, Ont.; Mr. A. Rocca, Sault Ste. Marie, Ont.; Hr. H. Reutz, Walkerton, Ont.; Mrs. D. Laley, Queenstown, N.B.; Mrs. J. MacDonald, Black Avon, N.S.; Rev. C. Gauthier, Marius, Man.; Mrs. A. Henderson, Portage La Prairie, Man.; Miss O. Srigley, Allandale, Ont.; Mrs. K. Bryksa, Icuna, Sask.

It Costs Nothing to Send in an Answer — Do it Now

ATLANTIC MILLS, Dept. 108

145 Wellington St. W.,

Toronto 2, Ont.

FARMERS' ADVERTISEMENTS

Buy, Sell or Exchange through this page

The cost is 3 cents per word one insertion. Each initial and group of four figures counts as a word. Be sure and count name and address. Farmer's advertisements on livestock, seed grain, poultry and farm produce, displayed with big type are charged at the rate of \$1.52 per inch deep by one column wide.

Cash must accompany each order.

All advertisements and changes should reach us not later than the tenth of each month.

Circulation 26,000 all in Manitoba

Livestock

FOR SALE—THREE RED POLLED BULLS, aged thirteen, eight and two months. T.B. tested. W. J. Chester, Sinclair, Man. 9-2

Farm Machinery

NEW COMBINATION CULTIVATOR-Seeder, does away with plow, harrow, seeder, cultivator, weeder, packer. Sure and economical. 10 years guarantee. Write for details. Ronald-Smith Cultivator Co., 114 Balmoral Place, Winnipeg. 10-1

Miscellaneous

FOR SALE—400 ACRE FARM, ONE MILE from Bield. 150 acres cultivated, forty acres summer fallowed. For full particulars write. Miles Hesselgrave, P.O. Bield, Man. 7-2

FLOWERS ALL WINTER — HIGHEST grade Dutch bulbs—hyacinths, 15c and 20c each; tulips, 50c and 60c dozen; narcissus, 7, all different, 50c; crocus, separate colors, 40c doz.; scilla, 50c doz.; collection, 3 named hyacinths, 5 single early tulips, 3 double tulips, 5 Darwin tulips, 6 various narcissus, 3 scilla, 5 crocus, 3 grape hyacinths, 1 freesia, all postpaid for \$2.00; double quantity, \$3.50. John Hiscock, Baldur, Man. 10-1

FENCE POSTS—TAMARACK, CEDAR AND willow. 4-foot and 8-foot slabs, cordwood, stovewood, corral poles, telephone poles, sawdust. Write for delivered prices. The Northern Cartage Company, Prince Albert, Sask. 8-4

FOR SALE—GOOD ½ SECTION, 4 MILES from town, school 1 mile; good road; mail delivery; good water and buildings. For further particulars write or phone. Thos. Cole, Cypress River, Man. 9-1

360 ACRES A1 LAND, 60 ACRES PRAIRIE, balance wooded; good water; well settled district; 50 miles from Winnipeg. No cash required from one who would improve. D. W. Buchanan, 157 Maryland St., Winnipeg. 9-2

YOU ARE READING THIS—25,000 OTHER farmers in Manitoba will read it. Suppose it was your ad or anybody else's. If what it advertised was wanted it would be sold. (An ad this size costs 90c.)

FOR SALE — BLACK CHINESE DOG'S Skin Man's Coat, good as new; chest 32 in. Quilted lining, shawl collar, knitted wristlets, \$18, forwarded C.O.D. Return if not approved. B. K. Hewitt, Neepawa, Man. 10-1

OWNER HAVING FARM FOR SALE AT reasonable price, write J. Hargrave, 233 Portage Ave., Winnipeg. 8-5

FOR SALE—360 TONS OF GOOD TIMOTHY and clover. Correspondence solicited. Fitzpatrick Bros., Piney, Man. 9-3

PRIVATE NURSES FREQUENTLY EARN \$30 a week. Learn by personal correspondence. Catalogue No. 57 free. Royal College of Science, Toronto 4, Canada, N.P. T.F.

CORDWOOD AND HAY WANTED—FOR satisfactory results ship your cars to Western Fuel Co., Winnipeg. 9-6

MOTORCYCLE FOR SALE—TWIN HAR-ley-Davidson, one speed, old model, chain drive, in running order; \$60. J. H. Heinrichs, Emerson, Man. 10-1

NUMBER OF BLACK MINORCA COCKER-els for sale, \$2.50 each. Also a few Jersey Black Giants, \$5 each. L. W. Hamilton, Gilbert Plains, Man. 10-1

BRANDON AUTO PARTS

AND ACCESSORIES CO.

120-9th St., BRANDON

NEW AUTO PARTS FOR EVERY MAKE OF CAR, GEARS, BEARINGS, WHEELS, PISTON PINS AND RINGS. AXLE SHAFTS, SPRINGS, RADIATORS, BATTERIES, TIRES, TUBES, ETC., ETC.

WE BUY USED CARS FOR WRECKING AND SELL USED PARTS. MAIL ORDERS GIVEN PROMPT ATTENTION

Used and New Auto Parts

For every make of car.

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

Used Threshing Belts.

CITY AUTO WRECKING CO.

783 MAIN ST., WINNIPEG

Thos. J. Murray, K.C. Ralph Maybank
Clifford Dick Edwin Cass

Murray, Maybank, Dick & Cass
Barristers

ELECTRIC CHAMBERS,
WINNIPEG.

MILLAR, MACDONALD & CO.

CHARTERED ACCOUNTANTS

470 MAIN STREET
WINNIPEG

AUDITORS TO THE
MANITOBA WHEAT POOL



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

Pool Ripples



Maid—You know that old vase you said had been handed down from generation to generation?

Mistress (anxiously)—Yes.

Maid — Well, this generation has dropped it.

“Why are you angry at John?”

“Well, you’d be angry, too. He put his arms around me and told me everything he touched today seemed to be wrong.”

“In our last week’s issue we erroneously reported that triplets had been born to Mrs. Claude Strauss. The Strausses are the proud parents of twin boys.”—(News item in the Catto Republican.) Must have been a government crop reporter on the job.

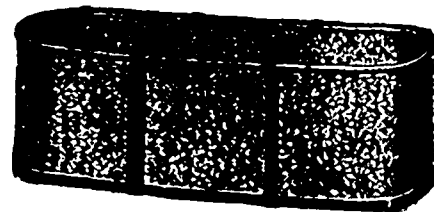
Miss Nutley—Of course, I’m greatly honored by your proposal, but as I don’t believe in tying myself to one man, I must refuse you.

Notice to Pool Members

I will pump water for you for \$2 50. Send for blue print printed instructions for building a home-made wind mill, made from old parts of binders, and build it yourself, no gears; very simple and very cheap. It will pump water, run a washing machine or churn or grind stone in a fair wind. This mill can be built for less than \$10 Send \$2 50 to

M. W. HARRISON, Souris, Man.

“Quality-Service”



The “RED BOTTOM” Line of
Tanks and Troughs

FOR
Drinking--Cooling--Storage

Also **MAX** CORRUGATED
TANKS

Ask your dealer or write to
Western Steel Products Ltd.

Amalgamated with The Metallic Roofing Co. Limited
WINNIPEG, MAN.

Regina Saskatoon Calgary
Edmonton Vancouver

WANTED—A MAN



There is always a job at the top for the trained man.

Over the door of almost every industrial enterprise the world has a standing advertisement—"Wanted—A Man." It can be seen and read only by the TRAINED MAN—the man who can boss a job or be entrusted with expensive machinery and not make a "botch" of any job given to him. Yes, the world is looking for TRAINED MECHANICS and SKILLED WORKMEN. It is almost impossible to find them. These are the men who do not look for jobs—they sell their services. More often than not their services are sought. Yes, there is always a place for the man at the top of his trade. Whatever your present or future calling may be a Hemphill Training is your passport. And the man who has taken a course of training need not go far afield to find a job. If you learn a trade, Main Street—in your town—has a place for you! You can go into business for

yourself or work for someone else. Or, if you are a tiller of the soil, there is not one farmer in 20 who will refuse to hire a man who is a trained gasoline AUTO-TRACTOR ENGINEER and GARAGE MECHANIC. Take a look at the picture. It resembles most Main Streets—does it not? Here we have a Garage—a Barber Shop—a Power House (Industrial Electricity)—an Electrician—a Building Contractor—a Machine Shop, specializing in Oxy-Acetylene Welding—and an Auto Tire and Accessory Store, combining Tire Repairing, Vulcanizing, Battery Service, etc., as a profitable side line. Young man, any one of these businesses is at your finger tips if you are a trained man. Wouldn't you like to be a highly paid expert and get out of the "not wanted" class. Wouldn't you like to run a business and be your own boss? You can!

LADIES LEARN HAIRDRESSING AND BEAUTY CULTURE WORK

The new fast-growing profession. Tremendous demand. Write for free information.

HOME STUDY COURSE

In Auto Gas Engineering and Electrical Ignition for those who cannot attend school. Particulars on request—FREE.

Your Opportunity to Earn \$2,400--\$3,600 a Year

If you have the desire to succeed, a Hemphill Training will put you on Easy Street. Thousands of Hemphill Trained Men are holding good paying jobs all over the world. Many are running their own businesses. These men first sent for our BIG FREE BOOK—"The Road to Prosperity." Clip the coupon for your copy tonight!

FREE EMPLOYMENT SERVICE AT ALL SCHOOLS

Address the Hemphill School Nearest You

Hemphill Trade Schools Ltd.

Headquarters: 580 Main St., Winnipeg, Man.

Regina, Sask.,
1827 So. Railway St.

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119 20th St. East.

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163 King St. West.

Calgary, Alta.,
808 Centre St.

Montreal, Que.,
1107 St. Lawrence St.

Edmonton, Alta.,
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418 Front St.

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HEMPHILL TRADE SCHOOLS, LTD. (Address Nearest School)

Please send me your Big Free Book, "The Road to Prosperity," and particulars of Course of Training I have marked with X.

- AUTO-TRACTOR GAS ENGINEERING and Garage Work, Tire Vulcanizing, Oxy-Acetylene Welding, Battery Service.
- ELECTRICAL COURSE, including Industrial Electricity and House Wiring. (Taught at Winnipeg and Toronto.)
- THE BARBER TRADE. (Taught in all Branches.)
- LADIES' HAIRDRESSING and BEAUTY CULTURE WORK. (Taught at all Branches.)
- BUILDING TRADES, including Bricklaying, Plastering, Tile-Setting. (Taught at our Winnipeg, Toronto and Vancouver Schools only.)
- HOME-STUDY MOTOR and GARAGE COURSE. By mail.)

NAME

ADDRESS

I saw this Ad. in The Scoop Shovel, October.

IMPERIAL PRODUCTS HAVE TO BE GOOD

GOOD products mean satisfied customers. Satisfied customers mean increased demand. Increased demand means growth.

That is why we have grown since 1881—from one refinery to six—from a few branches to 1556 branches in 1556 towns. This expansion has resulted in the investment of millions of Imperial dollars in oil fields, tank steamers, tank cars, refining equipment, motor trucks and all the other facilities necessary in the operation of a vast organization.

Imperial products *had* to be good for 45 years to make this growth possible. Today—to maintain our position in face of keenest competition and to add steadily to our hundreds of thousands of satisfied customers—it is imperative that Imperial products must not only be good—but must be the best.

You never take a chance when you buy an Imperial product. You know it must be good or it would not carry the "Imperial" name.

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 Oils
Imperial Thresher Hard Oil
Imperial Mica Axle Grease
Imperial Cream Separator Oil
Imperial Eureka Harness Oil


**Farm
Lubricants**