



A Magazine of Agricultural Co-operation

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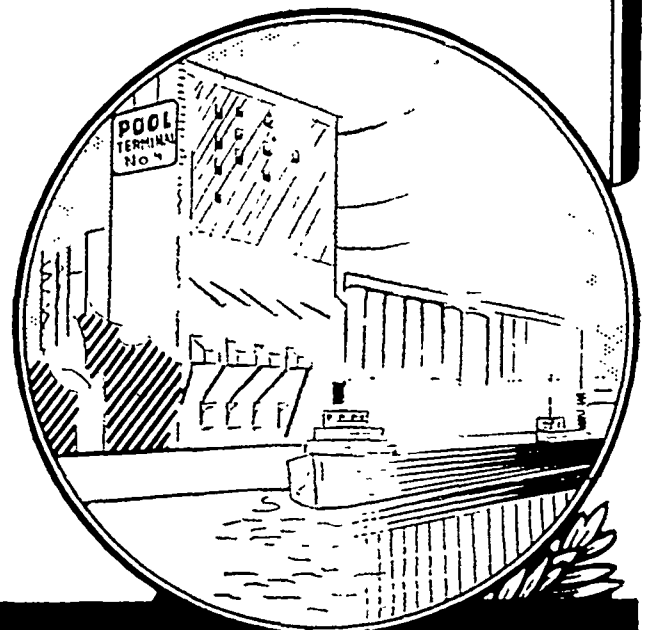
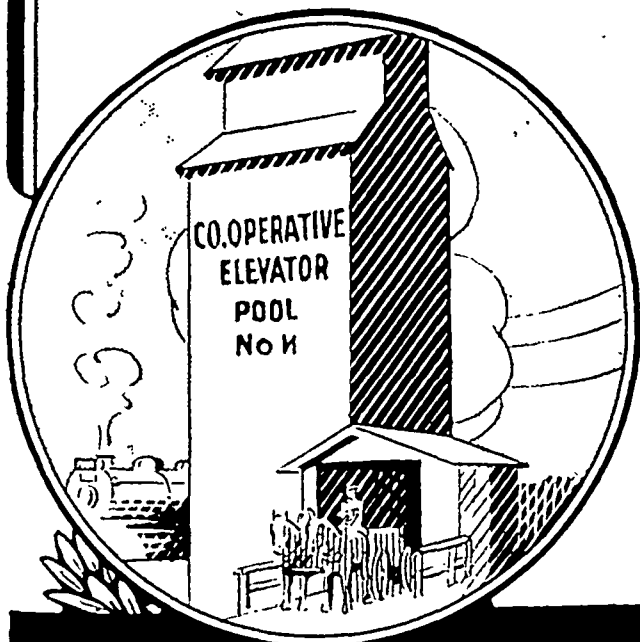
WINNIPEG, MAN., NOVEMBER, 1927.

No. 11

CO-OPERATION - EDUCATION



A Danish Farm---The Kind that Co-operation Builds



Manitoba Co-operatives in Conference

Farmers Co-operative Organizations Meet to Discuss Ways and Means of Helping Each Other

Representatives of the seven major co-operative institutions in Manitoba met in conference in Winnipeg on Tuesday, November 15th, the conference being called on the initiative of the Manitoba Wheat Pool for the purpose of discussing plans for co-ordinating the co-operative movement in the province.

The institutions represented were: Manitoba Wheat Pool, Manitoba Co-operative Dairies, Manitoba Co-operative Poultry Marketing Association, Manitoba Co-operative Livestock Producers, Canadian Co-operative Wool Growers, Portage la Prairie Farmers' Mutual Fire Insurance Company, and Wawanesa Mutual Insurance Company. A representative from the U.F.M., the U.F.C. Manitoba section, and Manitoba Co-operative Marketing Board was also present.

At the opening session a representative of each institution gave a brief description of it, and spoke on the problems encountered in his particular co-operative line. At the afternoon session discussion took place on ways and means for preventing overlapping in the field work of the various organizations, the institutions represented agreeing that each should be a support to the others, and that their field men should use every opportunity to commend the objectives of all the co-operators.

It was decided by formal resolutions to have a consultative committee composed of one member from each co-operative, appointed by the respective boards, this committee to have power to add to its numbers and to meet from time to time to devise plans for the promotion of the co-operative movement in the province. The conference also agreed that there should be one farmers' organization for educational purposes in the province which should be distinct from and independent of the commercial co-operatives but co-operating with and serving all of them.

The Manitoba Wheat Pool was appointed convenor of the consultative committee, and a meeting of the committee will be called as soon as the various boards have appointed their representatives.

At the luncheon hour the representatives were addressed by A. J. McGuire, general manager of the Land O' Lakes Creameries, Minnesota, a federal co-operative composed of over 400 local co-operative creameries. Mr. McGuire told the story of co-operation in dairying in Minnesota, of

the first locals and their struggles, of the efforts of the private traders to put them out of business, and finally of their federation into the Land O' Lakes Creameries, now so solidly founded that he would never lie awake at night fearful of its future. Speaking of co-operation in general, Mr. McGuire dwelt upon it as a means of realizing the brotherhood of man, and he expressed the hope that the farmers' co-operatives would be one of the great factors in the movement for the prevention of war.

Investigation of Sample Containers

Director R. F. Chapman Reports to Board in Connection with Resolution Passed by Pool Annual Meeting

The following resolution was passed by the annual meeting of the Manitoba Wheat Pool, July 28, 1927, and referred to the grading committee appointed by the provincial pools.

"Whereas we have reason to believe that in the sampling of cars sufficient care is not taken to keep the sample bags from becoming wet and in turn often affecting the sample of grain;

"Therefore, be it resolved, that we go on record as asking for sample containers being made of water-proof material."

At the October meeting of the board of directors, R. F. Chapman made the following report in connection with this resolution:

On July 30th, after the close of the annual meeting, as a member of the grading committee I visited the yards for the purpose of checking up on the work in that department. I do not think it necessary for me at this time to make a lengthy report, as the resolution as brought forward would indicate only that some doubt existed that during wet weather proper protection was provided for the handling of sam-

ple bags, and as a result of that, tough and damp grading might follow.

I do not feel that this is the case. The samplers work in gangs of four. Sheets are supplied by the railway officials giving number of cars and car numbers on arrival of each train. One man proceeds along opening up the car doors, two men enter the car and commence the stabbing process, and if the car is properly trimmed and levelled seven to nine stabs are taken and are sufficient. If, however, indications of plugging are in evidence, sufficient stabs will be drawn until the extent of the plug can be ascertained. The fourth man stands on the ladder in the doorway, spreads a heavy rubber sheet out on the grain, and on which the samplers lay the samples drawn, side by side. When the stabbing process is completed the grain so drawn is all mixed together and the sample bag, which is made of heavy canvas and closed with a heavy drawstring and contains three pounds, is filled. A heavy cardboard check, with the name of the foreman of the gang on one

side and on the reverse the number of the car, together with date and the average depth of the grain in the car, is placed in the sack with the sample. The sack is then hung on the door of the car and the samplers proceed to the next car. In wet weather sample drawing is to some extent retarded, and sample bags are collected and protected by rubber sheets supplied by the department for that purpose, while being conveyed to the yard office.

In the yard office the samples are packed in boxes and conveyed by motor truck to inspection office in the Winnipeg Grain Exchange Building.

Mr. McLean, who is in charge of the sample drawing department, assures me that he and his men are carrying out these regulations to the limit, and I have no reason, after a close inspection of his work, to doubt his word.

AUSTRALIAN POOLS

The position of the wheat pooling movement in Australia is shown in the following extract from a letter to President Burnell from Mr. T. H. Donnelly, manager of The Farmers and Graziers' Co-op., in Sydney, New South Wales.

"The position as it stands today so far as the various Australian Pools are concerned is as follows:

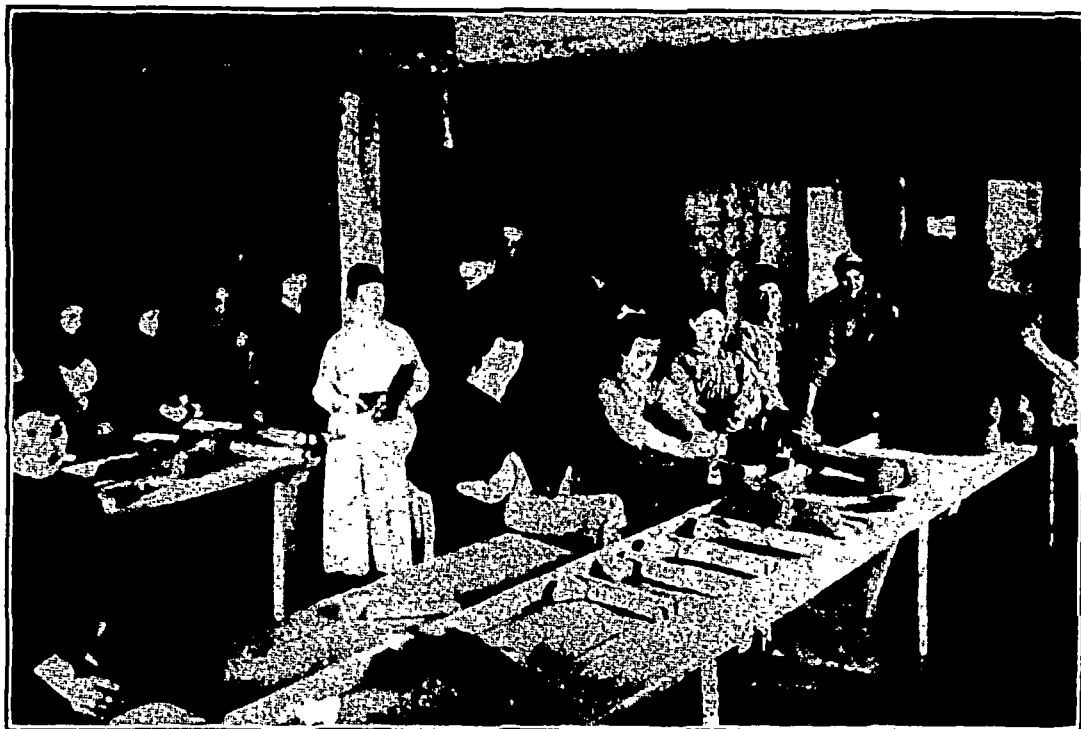
"The Westralian Pool are so satisfied with their excellent results that they do not feel disposed to ask wheat growers to sign a binding contract.

"South Australia, before I left for the Kansas Conference, had commenced a "signed up" campaign. Although this was fairly well supported, they now admit that it would not be possible to get 40% of their growers to sign up before next harvest. They have, therefore, decided to fall back on last year's arrangement as regards the coming crop, and meanwhile to continue an active canvass for signatures for the 1928-29 harvest.

"Victoria has decided to continue last year's system, which was to get growers to sign a contract. This contract, however, is not a binding one. There is no penalty clause, and if growers do not deliver, no action is taken. So far as the 1928-29 Pool is concerned, their board has not arrived at any decision.

"In view of this, although before I left it had been decided for all states to embark on a 'signed up' campaign, our Pool board have decided so far as the coming

crop is concerned to work on last season's basis, and for the time being defer whatever action is considered necessary regarding the 1928-29 harvest."



MAKING FELT BOOTS IN A RUSSIAN CO-OP. FACTORY IN THE ARCTIC.

U.S. Cotton Pools have Good Year

Increased membership and record deliveries forecast a banner-year for American cotton poolers with unusual growths reported by almost every association.

The marketing fiasco of last season, when thousands of growers who dumped their crop for a song, later saw middlemen clean up thousands, has been generally regarded as the chief cause for the swing toward co-operation. At the same time the years of successful cotton pool operations have won marked confidence from the growers; and changes made in a number of the Pool contracts have brought in additional members.

In Mississippi and Texas, where production showed a marked decrease, the pools are showing a substantial gain in percentage volume. More than 45,000 bales had been received by the Mississippi Pool before the first of November—or only 10,000 bales under last year's total. Similarly the Texas association reported an October 1 delivery of 57,000 bales, and prospects of handling a much larger percentage of the total volume than last year.

Other States Gain

The October 1st membership

lists of the Arkansas association showed 13,286 members on the new contract—or over twice as many members as delivered in 1926. In Oklahoma it is reported that 4,000 farmers already have signed the new contract. Although the old one does not expire until the end of the current season.

Other states show similar gains. Alabama has been topping her former records and expects to handle 150,000 bales. Louisiana reports receipts double those of last year. The pools in both Carolinas and in Tennessee are going strong, and the new California Pool is preparing for a 30,000-bale delivery.

The new pooling plan, which has been adopted by a number of the cotton pools, permits considerable leeway on the part of the members in designating the time at which their product is sold.

The Arkansas plan, for example, permits the member to place his cotton in any one of five pools. The first pool is a customary seasonal pool, with several distributions throughout the year. The second is the "October Pool" which closes October 15th, and returns an average price on all

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Pool Prices Higher than Open Market

E. B. Ramsay, Secretary of Central Selling Agency, Shows that Pool Farmers Received Much Better Prices than Those Outside the Pool

Pool members received higher average prices for their wheat than non-Pool farmers for the 1926 crop, as well as for the other years the Wheat Pools have been operating, declared E. B. Ramsay, secretary of the Central Selling Agency, replying to statements made on behalf of the private grain trade, that the average price received by non-Pool farmers last year was slightly over \$1.46 a bushel.

"The so-called average of \$1.46 1/8 was obtained by adding together the daily closing quotations and dividing the sum by the number of days," said Mr. Ramsay. "The figure is valueless as a comparison of Pool and non-Pool prices. It completely ignores the most important factor in computing a true average, namely, the volume of grain sold at the various prices throughout the year. No consideration whatsoever is given to the cost of storing, or to the insurance and interest charges which are approximately 1 1/2 cents per bushel per month; all of these charges including the administrative and operating cost of the Canadian Pool, were deducted before computing the Pool's average price of \$1.42 for No. 1 Northern. No mention is made of the one cent per bushel deducted by the private grain trade as a selling commission.

"The absurdity of the Grain Trade's method of computing the average price may be readily demonstrated by taking a very simple illustration. Let us say a farmer sells 1,200 bushels of wheat over a period of three months. The first month he sells 900 bushels at \$1 per bushel, the second month 200 bushels for \$1.10, and the third month 100 bushels for \$1.20 per bushel. If we use the Grain Trade's method of obtaining an average we would simply add the \$1 to the \$1.10 and the \$1.20, and divide the sum, which is \$3.30, by three and obtain an average, which is abso-

lutely analogous to the Grain Trade's average, of \$1.10 per bushel, although the actual price received by the farmer would be only \$1.03 per bushel, figured as follows:

900 bushels @ \$1.00	....	\$900.00
200 bushels @ \$1.10	....	220.00
100 bushels @ \$1.20	...	120.00
		Total
		\$1,240.00
Average price		$\frac{\$1,240}{1,200} = \1.03

"It is important that farmers and the general public know the



E. B. RAMSAY,
Secretary Central Selling Agency.

facts regarding prices received by Pool and non-Pool farmers. The only fair way to arrive at the average price received by Pool farmers for street wheat is to take the actual prices paid for grain at country points. Street wheat, or wheat delivered and sold in wagon load lots, represents approximately fifty per cent. of the grain marketed. Practically all elevator companies in the three western provinces buy street wheat on the basis of the prices sent out daily by the Northwest Grain Dealers' association in Manitoba and Saskatchewan and

the Western Grain Dealers' association at Calgary, an organization of private grain traders in the province of Alberta.

"Taking the volume of wheat delivered week by week at all shipping points in Alberta and the Western Grain Dealers' price quotations for the corresponding weeks, in other words, using the same method to determine the average price as used in the illustration to demonstrate the true average price received by the farmer who sold 1,200 bushels, the average price received by non-Pool farmers for street wheat in Alberta during the entire crop year, basis No. 1 Northern at a 26 and 27 Fort William freight rate point, was \$1.17 4-5 cents. The Pool price for street wheat on the same basis was \$1.22 2-5 cents, or over four cents higher. The average price paid for non-Pool street No. 2 Northern, on the same basis, was \$1.13 3-5. The Pool price for No. 2 Northern, on the same basis, was slightly over \$1.18, or over 4 1/2 cents higher than the non-Pool price. The average price paid for non-Pool street No. 3 Northern on the same basis, was \$1.07 4-5 cents. The Pool price for No. 3 Northern was \$1.11 2-5 or is 3 3-5 cents higher than the price paid for non-Pool street wheat in Alberta.

"It is very important to note that the figures given above as the Pool payment for street wheat on the various grades, were obtained by deducting the Fort William freight rate, 15.6 cents per bushel, and 4 cents per bushel as a handling charge from the Pool's Fort William basic price. As all Pool members in Alberta are paid on the basis of Vancouver freight rates, and as the average rate last year to Vancouver was 2.64 cents per bushel lower than the average Fort William rate, it can readily be seen that the actual difference between the prices paid for Pool and non-Pool wheat is much greater than shown above.

"A still wider margin in the Pool's favor can be found between Pool spreads and the spreads taken from non-Pool farmers. It is common knowledge that practically all the grain bought at country points in Saskatchewan and Manitoba is purchased at prices sent out daily by the Dawson Richardson Publications, Limited, which prices are set by a committee representing the Northwest Grain Dealers' Association, an organization of private grain companies. A comparison of the spreads between the total prices paid by the Pool for the various grades, which reflect the actual price received by the Pool, and the spreads between the various grades quoted by both Dawson Richardson Publications Limited, and the Western Grain Dealers' association, consistently show a wide margin favorable to the Pool. The following table shows the average discounts on non-Pool wheat taken from the Dawson Richardson price lists for seven months out of nine, (the price lists for the other two months are not available to the Pool), and the corresponding spreads on Pool wheat.

Comparison of Spreads on Pool and Non-Pool Grain

GRADE	Average Discount Under No. 1 Northern for 1926 crop of non-Pool wheat taken from Northwest Grain Dealers' price list	Pool's Average Discount Under No. 1 Northern for 1926 crop.	Higher Price Paid for Pool Wheat.
No. 4	21 1/2c	20 1/2c	1c
No. 5	35	33	2
No. 6	49	44 1/2	4 1/2
Feed	62	55 1/4	6 3/4
Red Dur.	20 1/2	12	8 1/2
White Spg.	14	10	4
Kota	11 1/2	8	3 1/2
Smutty	18	11 1/2	6 1/2
Rejected	19 1/2	13 1/4	6 1/4
Tough	8 1/4	7	1 1/4
Damp	19 1/4	14 1/2	4 3/4

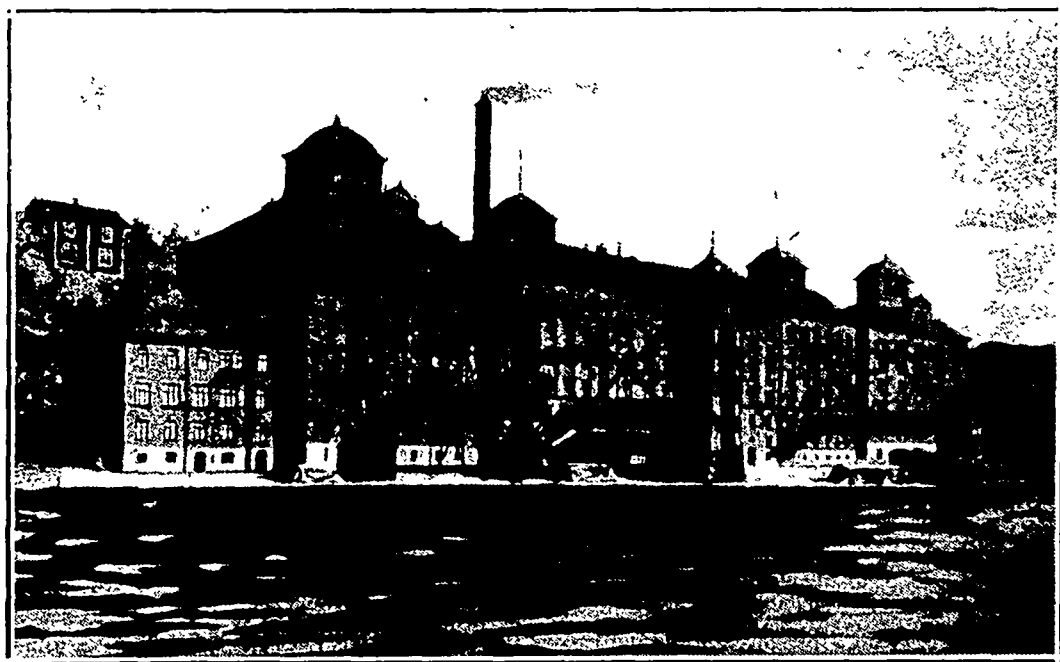
"The Northwest Grain Dealers' spreads during the period August 1, 1926, to January 31, 1927, during which period 85.5 per cent. of the total crop was delivered, were wider than the average annual spreads shown in the above table. For instance, the Pool's discount for Red Durum was over 11 cents less than the Northwest Grain Dealers' spread during the

period mentioned; on White Spring the Pool's discount was over 7 cents less; on Kota the Pool's discount was over 5 cents less; and on Smutty the Pool's discount was 7 cents per bushel less than the Northwest Grain Dealer's spread.

"Some of the spreads taken from the Western Grain Dealers' association price lists are even wider than those shown on the price lists of the Northwest Grain Dealers' association. The following table shows the average discount under No. 1 Northern on non-Pool wheat taken from the daily price lists of the Western Grain Dealers during the period of August 1, 1926, to July 31, 1927.

GRADE	Average Discount Under No. 1 Northern for 1926 crop of non-Pool wheat taken from Northwest Grain Dealers' price list	Pool's Average Discount Under No. 1 Northern for 1926 crop.	Higher Price Paid for Pool Wheat.
No. 4	21-2/5c	20 1/2c	1-3/10c
No. 5	34-3/5	33	1-3/5
No. 6	49	44 1/2	4 1/2
Feed	62-3/10	55 1/4	7
Tough	9	7	2
Rejected	18	13 1/4	4 3/4
Smutty	16 1/2	11 1/2	5

"In view of the unprecedented amount of low grade tough and off-grade grain marketed during the last year, it is perfectly obvious that the higher spreads on non-Pool grain represent in the (Turn to Page 45.)



THE PRIDE OF THE SWEDISH CO-OPERATORS—THEIR FLOUR MILL AT STOCKHOLM.

Tobacco Pool Quits---Prices Slump

Tobacco growers in Virginia and the Carolinas, who abandoned their pool and sowed their last few crops "independently," are reaping the whirlwind this year in the form of ruinous prices and disastrous market conditions.

Last year, according to the reports, it was not so bad. The pool still owned a number of warehouses, and there was some likelihood that the association would again do business. So the buyers apparently took no chances and the bright tobacco growers got an average price of about 25 cents per pound.

Then the receivers of the pool began to sell the abandoned pool warehouses, and by this fall the old organization seemed to be

well-buried. Immediately the prices went down.

Prices Hit Bottom

No longer do the growers of these three states get 25 cents a pound for their tobacco. They are lucky to get 15 cents, and in many cases best grades have brought as low as 11 cents. Lower grades of tobacco have failed to bring five cents—and growers are being urged to use these low grades as fertilizer rather than take prices which are below the cost of production.

The lesson of co-operation is said to be clearly apparent to even the most ignorant farmers in the tobacco belt. They have had their lesson. But the unfor-

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Report of the Board of Directors of the Central Selling Agency to the Boards of the Provincial Pools for the Crop Season 1926-27

PRESIDENT McPHAIL'S INTRODUCTION

Gentlemen:—

I beg to present to you a report of the Directors of the Canadian Co-operative Wheat Producers for 1926-27. Attached to this is the Financial Report of the year's operations.

Perhaps the most important development during the past year, so far as the Board is concerned, was the appointment of a resident director in the head office—Mr. E. B. Ramsay. This appointment has enabled the Board to keep more intimately in touch with all the operations of the organization than was possible in the past. The value and full effects of Mr. Ramsay's work are only now coming to be felt.

After careful consideration, the board decided to open an office in London with Mr. D. L. Smith in charge. It is felt that this office can be of great value in gathering information and keeping the head office informed, particularly regarding conditions in Europe and the United Kingdom, in keeping a more direct contact between the Head Office and our Continental Agents, on handling consigned wheat and chartering, and in making recommendations to the board and head office regarding improvements in the manner of handling and selling our wheat.

Considerable re-organization has taken place in the past few months. In making changes the Board have followed the policy of promoting men within the organization. Mr. George McIvor has been appointed general sales manager. Mr. O. Z. Buchanan, formerly in charge of the Vancouver office has taken Mr. McIvor's former position as western sales manager in Calgary. Mr. D. R. McIntyre has been appointed eastern sales manager, and Mr. W. C. Follitt has been appointed coarse grains sales manager. Mr. James Gibson, formerly accountant in the Calgary office, is placed in charge of the Vancouver office.

The board feel that every officer in an important position should have an assistant who could step up in the event of anything happening to the man in charge. The work of training assistants to those officers has already started.

A branch office was opened in Montreal last June, to look after our interests in that port. Apart from the most important consideration of controlling our own business, it is anticipated that a considerable saving will be effected in overhead by its operations. Mr. William Johnson, formerly manager of the New York office, is in charge.

In order to insure the obtaining of reliable information regarding crop conditions in the Argentine, Mr. W. J. Jackman, formerly a member of the Alberta Co-operative Wheat Producers' Limited Board, was appointed representative in that country. The satisfactory results from Mr. Jackman's visit last year decided the Board to continue the service.

Mention might be made of the two branch of-

fices where our representatives are selling direct to millers—Paris and Toronto. Both offices are doing first-class work. The accounts will show the amount of business transacted in each office during the past year.

Last year Mr. W. A. MacLeod was appointed director of publicity, and as a result of his work and that of the provincial publicity men, the aims and objects of our organization are being fairly well disseminated wherever it is necessary to do so.

I had the opportunity, together with Mr. McIntyre, of visiting the United Kingdom and some points on the continent, and investigated conditions as they affect the business of our organization. I would emphasize the value of such visits by members of the Board.

The final net average price returned from the Central Selling Agency to the province for distribution, was on a basis of \$1.42 Fort William for No. 1 Northern.

All of which is respectfully submitted,
A. J. McPHAIL,
President.

Winnipeg, 17th October, 1927.

DIRECTORS' REPORT

In marketing that portion of the 1926 Western Canada wheat crop delivered to the Pool, the chief difficulties encountered were the coal strike in England and the condition of the crop occasioned by the wet weather during the threshing season.

The coal strike had a very serious effect on North Atlantic freight rates which rose to the high level of 25 cents per bushel as against a normal price of 9 cents per bushel. As rates on other steamship routes were not to the same extent affected, the natural result was a cessation of our export business until a settlement was reached.

It is very probable that had there been no Pool in existence at this period, prices for wheat would have gone to a low level, due to the pressure of the crop in its natural flow to market.

The outlook during the year was, if anything, for lower prices in view of the situation in wheat. The world production of wheat was as follows, as compared with previous years:

	World Production	Av. Pool Price No. 1 Northern
1923	3,792,080,000 bushels	\$1.01
1924	3,411,760,000 bushels	1.66
1925	3,886,000,000 bushels	1.45
1926	3,974,560,000 bushels	1.42

The condition of the wheat of last year's crop was a new factor in marketing. Never before has there been so large a proportion of tough and damp wheat. Total inspections for the year in the western inspection division, of all wheat, were 335,500,000 bushels, of which 179,950,242 bushels were delivered to the Central Selling Agency, or 53.6% of the total. Out of the Pool deliveries 82,279,328 bushels were graded tough and 769,235 bushels damp, or a total of

83,048,563 bushels of no grade wheat. The drying facilities available were entirely unable to cope with the volume of no grade grain, and it was necessary to develop a market in Europe for wheat shipped as tough. It was an entirely new departure for the United Kingdom miller to purchase tough wheat in any large quantity.

Your directors are of the opinion that in view of the unsatisfactory methods used in drying wheat in Canada that the same should be regulated by the board of grain commissioners, and that proper machines for use in this service should be licensed. The Canadian Research Council is at present engaged, in conjunction with the Saskatchewan, Manitoba and Alberta Universities, in investigating the whole question of drying wheat, but at the time of writing have not yet published any report in connection with their work.

Deliveries

The deliveries to the Central Selling Agency from the three provinces for the 1926-27 season were as follows:—

	East Bushels	West Bushels
Alberta	18,415,310	25,866,829
Saskatchewan	119,031,250	428,228
Manitoba	16,208,625	.....
Total Deliveries	153,655,185	26,295,057
1925-26 Carryover	10,319,764	.....
Local Purchases	18,250,137	981,335
	<u>182,225,086</u>	<u>27,276,392</u>
Making a total handling of	<u>209,501,478</u>	<u>209,501,478</u>

Sales

Sales during the season were fairly regular with the exception of the period of dislocation of business caused by the coal strike in England, as before mentioned. The monthly totals are undernoted as compared to the deliveries. It is important to note that in the early part of the season deliveries have an important bearing on the sales of wheat.

	Deliveries Bushels	Sales Bushels
Carryover 1926	10,319,764	
15/30 Sept., 1926	28,484,500	10,417,555
Oct.	26,434,164	14,814,308
Nov.	43,131,886	20,481,982
Dec.	23,245,397	20,123,190
Jan. 1927	17,154,266	17,319,700
Feb.	9,695,512	13,714,785
March	8,966,533	14,552,133
April	7,386,050	15,662,517
May	14,610,541	21,774,818
June	5,322,172	14,290,607
July	13,623,951	7,349,960
Aug.	1,103,340	17,131,482
Sept.	23,402	14,449,470
Carryover 1927		7,418,971
	<u>209,501,478</u>	<u>209,501,478</u>

There are two distinct markets, speaking generally, for Canadian wheat, viz: Domestic and export.

The most important buyer in the domestic market is the milling industry; other buyers comprise

American millers, exporters and shippers and brokers acting for their principals.

We have sold during the past year 77,947,199 bushels in the domestic market.

One of the most important developments of the Pool has been in the export market. During the past season we have exported direct, the following quantities:

	Bushels
Via Eastern Canada	107,802,000
Via Western Canada	16,333,308
	<u>124,135,308</u>

It has been the policy of the company to foster as much as possible direct sales of wheat to consuming interests, taking into consideration the financial disabilities which some European countries still labor under. We have, during the past year, shipped grain direct to 24 countries through 60 ports. A table of the shipments and quantities is appended herewith in order to give you an idea of the international business in which your company is engaged. ,

	Bushels
United Kingdom	50,152,558
Ireland	1,220,000
Germany	10,424,000
Holland	13,423,454
Belgium	10,280,781
Italy	14,584,547
Sicily	120,000
Sardinia	140,000
North Africa	560,000
South Africa	32,000
Mexico	300,000
Malta	16,000
Portugal	1,952,000
Spain	168,000
Greece	1,816,000
Argentina	40,000
Brazil	520,000
Sweden	1,480,000
Norway	320,000
Denmark	690,000
Latvia	64,000
France	8,119,411
China	1,289,729
Japan	6,422,828
	<u>124,135,308</u>

Gross Proceeds

The gross proceeds of the wheat sold during the season amounted to \$295,750,764.57. It is necessary to add \$13,995,527.75, being the amount of the inventory taken as at 22nd September, in order to enable us to determine our final payment. This item will be referred to in detail in succeeding paragraphs. These sums give us a gross return of \$309,746,292.32 from the sale of wheat in all positions.

Deductions

From the gross proceeds of the wheat the following expenses were incurred in the process of marketing the handling of the Pool:

Local Purchase \$43,149,921.94.—This is the corresponding deduction to a similar total embodied in the sales proceeds and represents what may be termed "cross" entries:

1925-1926 Inventory	Bushels	
Lake Ports and Seaboard		
plus costs	8,695,491	} \$15,017,605.42
Fort William	1,624,273	
Local Purchases to complete shipments, and	2,691,472	} 28,132,315.62
Deliveries on option a/c..	16,540,000	
		<u>\$43,149,921.04</u>

In order to enable the management to determine the final payment as soon as possible, the stocks of wheat are valued and taken over for sale by the next Pool. Every effort is made to strike a value that it is possible to realize upon without loss and at the same time avoid a large surplus. This method avoids the rapid realization of comparatively large quantities of wheat and would appear to be a common sense method of avoiding pressure on the market on the eve of a new crop.

The next item is the purchase of small quantities of wheat from time to time in order to complete shipments of any particular grade.

Deliveries to us on option account amounted during the past year to 16,540,000 bushels. In explanation I may say that we accumulate options from time to time in exchange for the cash wheat. These options are treated as part of our stocks of grain together with our wheat and are realized upon from time to time as conditions warrant.

Due to the selling policy being followed and in order to avoid unduly depressing the market, delivery was accepted of this quantity of wheat in the clearing house.

Grain Charges

Lake and Rail, \$12,696,973.96. — This represents the physical cost of moving your wheat from Fort William to the seaboard, or into market position in Canada.

Elevation, \$1,994,109.81.—This represents the elevation charges at lake ports and seaboard. Of this sum \$1,574,000.00, approximately, was paid to Pool owned facilities.

Superintendence, \$1,127,620.04.—This is the cost of having our export grain checked at unload.

Chartering, \$210,799.71.—The commissions and brokerages paid for the chartering of the lake vessels employed by us in moving the wheat to market.

Ocean Charges, \$10,134,173.59.—This sum is the total amount of freight and seaboard charges paid out in exporting our grain.

Brokerage, \$154,058.03. — This represents the brokerage paid out on the sale of cash wheat.

Option Brokerage, \$19,897.58.—The heading of this expenditure explains the account.

Telegrams and Cables, \$104,941.53.—This sum is the cable cost in connection with the sale of wheat.

Pool Terminal Charges, \$629,023.40.—This sum represents the raise in grade earned by Terminals Nos. 1, 2, 3 and 5.

Storage, \$2,897,380.23.—The storage charges on our stocks of grain in all positions are included in this figure. Of this amount \$864,450.00 was paid to Pool owned facilities.

Insurance, \$911,790.05.—This figure covers our outlay for all insurance—ocean, lake, storage, out-turns, employees' bonds, etc., etc.

Bank Charges, \$1,858,037.14.—All sums paid to banks are included in this item. Interest amounts to \$1,375,000, and the sum of \$479,000 represents commission, exchange charges, custody of documents, etc., etc., affecting Central.

Diversion Premiums, \$142,570.51.—By agreement between the provinces, all premiums earned by the C. S. A. on the diverting of wheat from Pool owned terminals were credited to the terminal from which the grain was diverted. This sum represents the return to the Pool terminals in this connection.

Premiums on Western Shipments, \$471,098.63.—Under the agreement between the three provinces, which constitutes the basis upon which central was organized, the Vancouver premium earned over and above the price obtainable at Fort William on any one day is allocated to the Provincial Pool earning the same as on its deliveries at that port. During the past season this amounted to the above sum, earned provincially as follows: Alberta, \$462,023.93; Saskatchewan, \$9,074.70.

Administrative Expense, \$312,926.52.—The office and administrative expense is substantially on the same basis as last year, or at the rate of one-fifth of a cent a bushel. There are, however, several features which would be of benefit to point out:

In the course of developing our policy of providing our own services in connection with the sale and movement of our wheat, we have opened branch offices at strategic points where the volume of our business warranted the expansion. The cost of running these offices has heretofore been included in the general administrative expenses, with the result that a true perspective of the savings effected at these offices has not come to our members.

During the past year, had our branch offices been allotted credit for the regular port charges for the services they rendered us, they would have shown the following results:

Vancouver and	} Savings effected	
Prince Rupert		\$39,103.06
New York		55,745.51
		<u>\$94,848.57</u>

In future, accounting for the results of the year's operations, this information will be available in order that you may have clearly before you the value of these branch offices to the whole organization. Every care and attention is being given to the maintaining of our overhead at the lowest possible level consistent with efficiency.

A detailed statement of the administrative expense is appended in Schedule "A."

Toronto Office.—During the year we sold through this office 9,622,902 bushels of wheat, 2,097,053 bushels of coarse grains and 9,000 tons of screenings. The branch has been of material assistance to us in enabling us to maintain a close contact with our customers in Ontario.

Paris Office.—This office sold for us 4,902,500 bushels of wheat, and has been most effective in fostering direct selling with the French mills.

Inventory---\$13,995,527.75

In order to determine the final payment at as early a date as possible, stocks of grain on hand have been valued on the basis and price ruling for Octo-

ber wheat on the 22nd September. This was on the basis of 1.333/8 Fort William. Since that date these stocks have been cleaned up without loss. The gross total of the inventory at that date was 10,559,423 bushels from which is to be deducted the open sales amounting to 3,140,452 bushels, leaving a net carryover of 7,418,971 bushels.

Net Proceeds 1926-1027 Crop

After deduction of the foregoing expenses we have as the net proceeds available for distribution amongst the three provinces, \$232,930,969.65. This sum has been distributed as follows:

Initial Payment Pool Deliveries	\$160,978,350.22
First Interim Payment	25,409,731.25
Second Interim Payment	27,165,155.24
Final Payment	19,160,324.41

leaving a net surplus of \$217,408.53 to provide for any outstanding expenses for which no provision has been made.

Financial Statements

Financial statements, duly certified by the auditors, are appended herewith.

Coarse Grains Division

The marketing of coarse grains through the pooling method presents many problems quite distinct from those in connection with wheat. In the first place the volume is lacking which with wheat has so much influence on the market; the markets for coarse grains are also largely domestic and very often local. We believe, however, that the results attained this year clearly demonstrate that by using the Pool methods and marketing the grain through an organization such as our own, very considerable economies are effected for the producer, which are reflected in his final payment.

Oats

The total deliveries of oats amounted to 5,443,965 bushels to which must be added the carryover of 1,022,352 bushels from the 1925-26 Pool. There are also local purchases to complete shipments, of 529,402 bushels, giving a total handling for the season of 6,995,719 bushels. These were sold as follows:

	Bushels
Local	4,668,471
Eastern	2,004,307
Export	28,235
1926-27 Carryover	294,706

The sales termed "local" include a very large proportion of the total which were sold to farmers in the west. The eastern sales were largely to Ontario and Eastern Canada farmers, and the small exports to the United Kingdom.

The carryover this year amounted to 294,706 bushels which was valued for the purposes of determining the final payment, and has since been realized upon practically the basis of valuation.

Barley

The total delivery of barley was 11,681,171 bushels to which is added 657,090 bushels carryover from 1925-26, local purchases of 516,048 bushels to complete shipments, giving a total handling of 12,854,309 bushels. The disposition of this grain was as follows:

	Bushels
Local	9,339,714
Eastern	1,866,240

Export	1,461,257
1926-27 Carryover	187,098

Local sales were largely to malsters and local dealers. Eastern sales were to a certain extent to farmers for feeding purposes.

A considerable export business is being developed with Germany, mostly in feed barley.

We are endeavouring to develop a trade with the United Kingdom in malting barleys of special type which, if it is practicable, should result in increased returns to the areas in Western Canada which find barley a profitable crop. We are indebted to Mr. L. H. Newman, the Dominion cerealist, for bringing this to our attention.

Flax

Total deliveries of flax were 1,365,918 bushels to which must be added 52,357 bushels carryover from the previous year, and 89,545 bushels of local purchases to complete shipments, giving a total handling, of 1,507,820 bushels. This grain was sold as follows:

	Bushels
Local	1,385,275
Eastern	49,250
1926-27 Carryover	73,295

Almost the entire trade in flax was local, the Canadians still suffering from the competition of Argentine flax.

Rye

Total deliveries of this cereal were 2,550,345 bushels to which must be added the 1925-26 carryover of 8,781 bushels, local purchases to complete shipments, of 175,967 bushels, giving a total handling of 2,735,093 bushels. This grain was sold as follows:

	Bushels
Local	1,959,766
Eastern	414,790
1926-27 Carryover	360,537

Canadian Rye has hitherto been sold for mixing purposes, the Canadian standard being unknown in Europe. We are taking steps to establish our standards in Europe, and expect in the coming year to be able to start a direct export business in Rye.

We feel that in view of the growing importance of this crop in Western Canada we will be of considerable assistance to the farmer by developing this market.

Administrative and General Expenses

General Expense	\$ 24,778.30
Office Supplies	14,373.38
Office Travelling	8,005.59
Directors Fees and Expenses	35,338.35
Rent and Light	18,465.06
Salaries	223,237.10
Telephones and Telegrams ..	13,050.07
Legal and Audit	22,940.41
Publicity	17,001.96
Business Tax	968.53
International Conference	602.81

\$378,761.56

Less Coarse Grains

\$312,926.52

Average Coarse Grain Prices

The average prices obtained for all coarse grains were as follows:

Oats, 2 C. W.	60½c
Barley, 3 C. W.	71c
Flax, No. 1 N. W.	\$1.92
Rye, 2 C. W.	97½c

The relative spreads on the other grades have already been furnished to you.

Administrative Expense

As the coarse grains are handled with the same machinery as the wheat division, a flat charge of ¼c per bushel was levied on them. This very closely approximates the actual cost to the company of handling this division.

Complete financial statements are attached hereto (Schedule "C.")

Schedule "B"

WHEAT DIVISION
Season 1926-1927 Pool

Statement of Grain Operations.

From 15th Sept., 1926, to 22nd Sept., 1927.

SALES

Eastern		\$261,717,950.16
Export via East	\$164,866,774.00	
Domestic East	96,851,176.16	
	<u>\$261,717,950.16</u>	
Western		\$ 34,032,814.41
Export via West	\$ 21,070,698.06	
Domestic West	12,962,116.35	
	<u>\$ 34,032,814.41</u>	
		<u>\$295,750,764.57</u>

Costs deductible from Sales

Local Purchases	\$ 43,149,921.94
(Exclusive of Pool Deliveries)	
Grain Charges	33,352,474.21
Lake and Rail	\$12,696,973.96
Elevation (L.S.C.A.)	1,994,109.81
Superintendence	1,127,620.04
Chartering	210,799.71
Ocean Charges	10,134,173.59
Brokerage	154,058.03
Option Brokerage	19,897.58
Telegrams and Cables	104,941.53
	<u>\$26,442,574.25</u>
Pool Terminal Charges	629,023.40
Storage	2,897,380.23
Insurance	911,790.05
Bank Charges	1,858,037.14
Premiums on Western Shipments..	471,098.63
Diversions Premiums	142,570.51
	<u>\$33,352,474.21</u>

Administrative Expenses \$ 312,926.52

\$76,815,322.67

Net Proceeds from Sales Available for Distribution..... \$218,935,441.90

Appropriated and Distributed to Provincial Pools

Pool Deliveries	\$160,978,350.22
First Interim Payment	25,409,731.25
Second Interim Payment	27,165,155.24
Final Payment	19,160,324.41

\$232,713,561.12

\$ 13,778,119.22

Stocks of Grain Held for Account of Provincial Pools \$ 13,995,527.75

Surplus at Credit of Season 1926-1927 Pool \$ 217,408.53

A. J. McPHAIL, President.
E. B. RAMSAY, Managing Director.

Winnipeg, 1st November, 1927.
Certified in accordance with our Report of this date.

JOHN SCOTT & CO.,
Chartered Accountants.

Schedule "C"

COARSE GRAINS DIVISION				
Season 1926-1927 Pool				
STATEMENT OF GRAIN OPERATIONS		From 6th August, 1926, to 31st July, 1927.		
SALES	OATS	BARLEY	FLAX	RYE
Local	\$2,831,965.84	\$6,352,411.53	\$2,775,303.22	\$1,924,632.28
Eastern	1,150,893.01	1,364,467.89	101,024.06	413,727.89
Export	14,720.52	1,335,250.20	.....	.....
	<u>\$3,997,579.37</u>	<u>\$9,052,129.62</u>	<u>\$2,876,327.28</u>	<u>\$2,338,360.17</u>
Options	Dr. 5,222.50	185,305.00	1,583.75	40,296.25
	<u>\$3,992,356.87</u>	<u>\$9,237,434.62</u>	<u>\$2,877,911.03</u>	<u>\$2,378,656.42</u>
COSTS DEDUCTIBLE FROM SALES				
Local Purchases	\$ 978,397.49	\$ 917,239.60	\$ 289,716.37	\$ 204,834.81
(Exclusive of Pool Deliveries)				
Grain Charges				
Lake and Rail	\$ 45,246.20	\$228,293.02	\$ 1,062.50	\$16,086.53
Elevation	22,774.79	45,589.10	1,142.00	7,251.91
Superintendence and Chartering	1,835.10	17,452.06	.....	488.25
Ocean Charges		111,954.55		
Brokerage	5,546.39	12,051.66	615.16	2,657.59
	<u>\$75,402.48</u>	<u>\$415,340.39</u>	<u>\$ 2,819.66</u>	<u>\$26,484.28</u>
Pool Terminal Charges ..Cr. 7,143.81	Cr. 19,352.72	.....	.....	Cr. 2,370.53
Storage	117,456.21	113,789.46	40,947.94	39,613.84
Insurance	1,413.98	8,953.11	94.96	721.32
	<u>\$ 187,128.86</u>	<u>\$ 518,730.24</u>	<u>\$ 43,862.56</u>	<u>\$ 64,448.91</u>
Interest	1,165.66	2,361.31	292.32	546.10
Administrative and General Ex- penses	13,609.91	29,202.92	3,414.79	6,375.86
	<u>\$1,180,301.92</u>	<u>\$1,467,534.07</u>	<u>\$ 337,286.04</u>	<u>\$ 276,205.68</u>
Net Proceeds from Sales Available for Distribution	<u>\$2,812,054.95</u>	<u>\$7,769,900.55</u>	<u>\$2,540,624.99</u>	<u>\$2,102,450.74</u>
Appropriated and Distributed to Prov. Pools				
Pool Deliveries	\$1,798,337.58	\$5,220,323.89	\$2,104,130.57	\$1,629,230.17
First Interim Payment	117,710.91	866,681.20	246,685.63	284,830.21
Second Interim Payment	372,936.31			
Final Payment	667,232.13	1,821,439.05	317,739.90	499,079.27
	<u>\$2,956,216.93</u>	<u>\$7,908,444.14</u>	<u>\$2,668,556.10</u>	<u>\$2,413,139.65</u>
	<u>\$ 144,161.98</u>	<u>\$ 138,543.59</u>	<u>\$ 127,931.11</u>	<u>\$ 310,688.91</u>
Stocks of Grain Held for Account of Provincial Pools at 31st July, 1927	129,229.32	124,287.32	138,666.05	320,706.47
Surplus for account of Prov. Pools estab- lished on a distributive basis	Dr. 14,932.66	Dr. 14,256.27	10,734.94	10,017.56
ADD				
Surplus 1925-1926 Season's Pool	24,610.01	18,201.54	Dr. 1,685.15	1,919.86
NET SURPLUS AT CREDIT OF PROV. POOLS				
.....	<u>\$ 9,677.35</u>	<u>\$ 3,945.27</u>	<u>\$ 9,049.79</u>	<u>\$ 11,937.42</u>

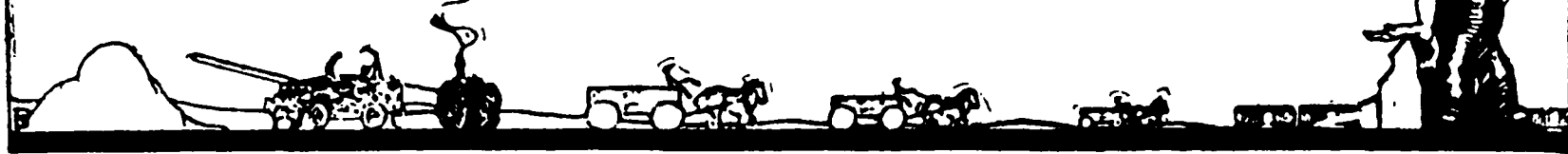
A. J. McPHAIL, President.

E. B. RAMSAY, Managing Director.

Winnipeg, 1st November, 1927.
Certified in accordance with our Report of this date.

JOHN SCOTT & CO.,
Chartered Accountants.

IN THE GRAIN BIN



By R. M. MAHONEY, Manager.

THE GRADING PROBLEM

Many letters have reached me since last month's Scoop Shovel went to the country. A good percentage of them have contained thanks for the information given on my page; a good many of them have contained suggestions as to changes which should be made in the system of grading grain; many have contained criticisms and some have been downright bitter. Sometimes I get discouraged, trying to explain or show what the inspection of grain means, and I often make up my mind the best thing to do is agree with everyone, regardless of what their criticism may be, or what change they suggest. If one did this, life would run along much more smoothly, even if we made progress more slowly than at the present time.

If it were possible to boil down all the letters that have been sent to the office in three years, with reference to the grading of grain, to get into some compact form the criticisms that have been made and the changes that have been suggested, we would discover two things: First, that every section of The Canada Grain Act and every department of the government inspection system would have to be abolished; second, that we would need almost as many systems of grading as there are different kinds and grades of grain produced. That is a broad statement, but it is nevertheless true.

The idea I have always had in mind in discussing the question of grades is that if we were to give out as much information as we could on the grading system we would create in the country a healthy discussion of conditions as they exist, which would mean that finally some system might be evolved which would better please the majority of people.

There is one thing that we must not overlook: Western Canada is a big area, and to establish any grading system to cover satisfactorily as large an area as this is quite difficult. To establish any grading system which would please every individual under every condition is, of course, impossible. However, the thought I had in mind when I started to write this article was not to further discuss the actual grading of grain, but to suggest to the growers themselves that the government, and not the Pool, controls the grading of grain, and the Parliament of Canada and not the Pool must change, if any change is to be made, the statutes governing the grading of grain.

It is natural for any individual who is a Pool member, or any group of individuals who are Pool members, to figure that they have elected directors and hired certain help who should make it their business to see that certain changes in grading are made. Now, the whole thing simmers down to

this: We cannot ask for changes on the request of one individual or on the basis of arguments put up by one grower. The Pool directors and management are not only willing, but anxious to do anything they possibly can to improve the grading system, and we are not immodest when we say that if the Pool, as a Pool, were to put up a sound proposition to the government as regards changes in grading, it would, without question, have an influence with the government.

The real question then is this: What changes do the majority of growers in Western Canada want? There is only one way to arrive at the answer, as I see it, and that is for the Pool locals, at their meetings, to discuss fully the grading of grain, agree upon changes which they feel should be made and instruct their delegates to the Pool annual meeting to put their ideas before the meeting. If every Pool local will do this, then all the requests and all the suggestions can be thoroughly discussed at the annual meeting; can be boiled down into some compact form and a suggestion can be made by the Pool to the government that they make certain changes. But remember this: the Pool officials must always have in mind, in asking for anything from anyone that nothing shall be done which will lower the standard of Canadian grain, for this would in reality lower the price which the Canadian farmer gets for his grain, as compared with grain from other exporting countries.

And remember, too, that not only is the Manitoba farmer concerned: the Saskatchewan farmer and the Alberta farmer are also concerned, and any request that is made to the government for a change, or any change that may be made will affect every producer of grain in Western Canada.

Let me repeat: To work out a grading system that would be satisfactory to every individual in Western Canada who is interested in the grading of grain, would be impossible, taking conditions year after year into account. All we can hope for is to work towards the perfection of a system which is fair, so far as it is possible, to all the producers in all parts of the West. You need not stretch your imagination very much to realize what is involved, and we want to be very sure before we ask for any change in the grading system, that we are right.

I believe I have discussed the grading of grain, publicly, by correspondence and through articles in the Scoop Shovel, more than any other man in Western Canada. Whether or not this discussion has been of any benefit, I do not know. If it has had the effect of making even a few people think of the actual problem we face, it has been worth while. If it has simply antagonized certain individuals

against me, it is unfortunate. I feel that changes and improvements can be made in the system of grading grain, just as they are made in other systems of human invention, but I appreciate, too, the magnitude of the problem we are tackling, and the number of producers concerned in any change. I am prepared to admit that it is one of the biggest things any group of people ever tackled, and it is something that must be handled carefully. Only a full understanding of conditions all over the west; only a full discussion of the problem; only sane, unselfish thinking will gain for us the sort of inspection system that will serve everyone fairly and well.

I shall not say more now, other than to ask every Pool local to discuss this problem at every meeting, and try to arrive, as nearly as they can, at a solution of some of the problems, so that the Pool annual meetings may bring forth some recommendations which, if put into effect, will prove of benefit.

TOUGH GRAIN PRICES

More proof of the Pool's value to the grower of grain is shown in the final sales figures on Tough Grain, under the Pool system of selling. The discount on Tough Wheat under straight grade averaged last year about 7 cents per bushel (a great many people apparently have an idea that it ran from 8 to 14 cents, but that is not correct). On Oats the Tough discount under straight grade ran from 3 to 4 cents per bushel, on Barley from 2 to 4 cents, and on Rye from 4 to 6 cents per bushel. This is all borne out by the actual Pool final payment prices.

The discounts taken in making the initial payments were larger, but the final payments brought the spreads down to the figures shown.

The realization of these facts will undoubtedly come as a surprise to a great many growers, who have kept in mind the initial spreads or discounts

for Tough under straight grade grain and overlooked taking into account the final payments, which narrowed them up.

The Pool can well be proud of its sales of all grains this past year, but it can be particularly proud of the prices secured for the growers on Tough and low grade grain.

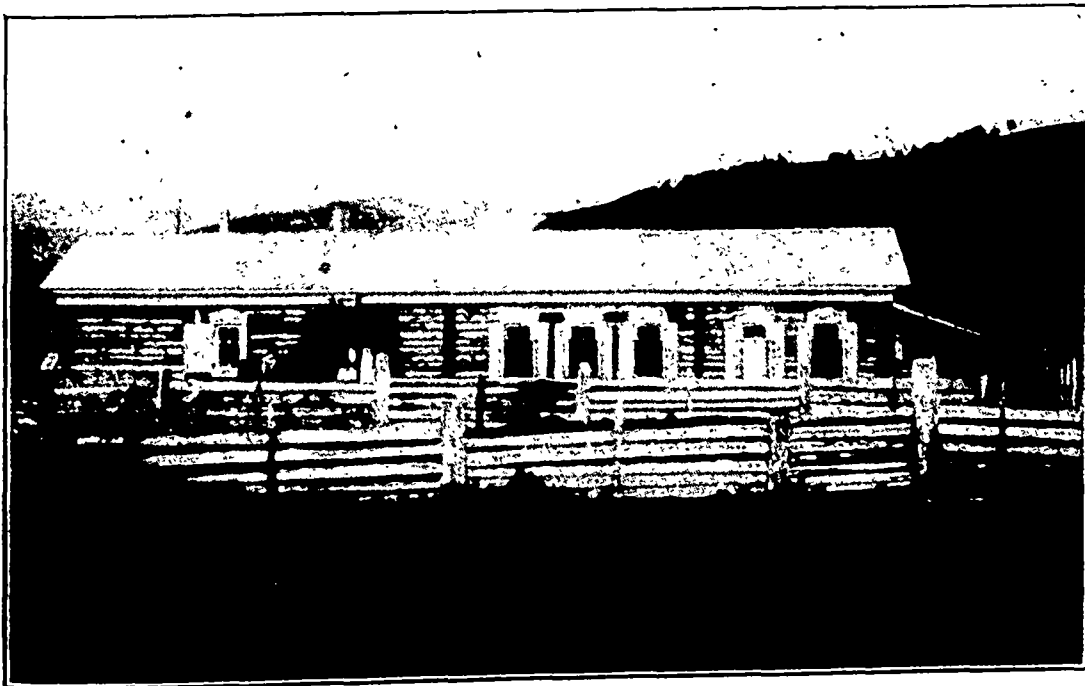
NO STREET SPREAD IN POOL ELEVATORS

I have been asked to remind Pool farmers, not naturally tributary to Pool elevators, that they may take their grain to a Pool elevator and receive for it the regular Pool spot Fort William price less handling charge and service charge, whether they deliver one bushel or five thousand bushels. In other words, I have been asked to remind you that the street spread has been eliminated on Pool grain in Pool elevators.

LOW GRADE GRAIN AND MIXTURES

Occasionally we receive for grading samples of mixtures of wheat and barley, Durum and Spring Wheat, barley and wild oats, or very low grade grain which will command such a low price on the commercial market that we are sure the growers will be disappointed in their returns, if it is marketed.

If any members have grain of this kind, we suggest that, before delivering or shipping it, they send a sample in so that it may be graded and also so that we may determine the approximate value of the grain. We will then advise them whether we think it would be more profitable for them to ship it or keep it for feed. We know in the majority of cases, mixtures sell very poorly and the average grower would be better off to feed this sort of grain than to ship it. If it is shipped, he must be prepared to be disappointed in the price realized on the open market.



A CO-OP. DAIRY IN EASTERN SIBERIA.

Co-operative associations in New South Wales, Australia, are required to register under an act passed in 1923, or to refrain from the use of the word "co-operative" or any word importing a similar meaning. Furthermore, if they do not register they are debarred from holding out in any manner that their trade or business is "co-operative."

An increase of 20,213 members is reported by the progressive co-operative movement of Finland during 1926, bringing total membership to 208,558. Sales of societies affiliated with the progressive co-operative center (K. K.) increased by 96.2 million Finnish marks, or 9.1 per cent., to a total of 1,148,200,000 marks. Seventy-four new stores opened during the year.

THE SCOOP SHOVEL

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

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

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P. F. BREDT, Vice-Pres.

R. M. MAHONEY, Manager.

F. W. RANSOM, Secretary.

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

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Managing Editor—J. T. Hull

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“CO-OPERATION—SERVICE AT COST”

WINNIPEG, MANITOBA

NOVEMBER, 1927.

NON-DELIVERIES

At its last meeting, the board of directors unanimously adopted a resolution in the following terms:

In view of the fact that the grower's contract, in its letter and in its spirit, constitutes a mutual covenant between each individual member of the Pool and all the other members thereof, requiring from each a complete and persevering loyalty to, and co-operation with, the whole group;

And since within this covenant the membership has made provision for effectively dealing with disloyal action on the part of any of its number, and there are innumerable evidences of its intention to enforce such provision to the letter;

Therefore, in keeping with the desire of all of our true co-operators, and in accord with our express instructions from the whole membership, this board declares that since no provision has been made which would enable it to overlook any intentional breach of the agreement, it intends to deal firmly and promptly with any cases, which may come to its attention, indicating deliberate violation of the grower's contract and in particular intentional failure to deliver grain.

This is no new policy. It is only a restatement of what has been the policy of the board ever since this question came under consideration. However, the fact that the board of directors saw fit to reiterate their settled policy in a formal resolution is not without special significance. At all times, the board seeks to put into effect the wishes of the general membership, so far as these wishes can be definitely interpreted. Lately it has become quite evident that a very definite opinion on the subject of non-deliveries, is held by the great majority of our membership. The above recited resolution gives expression to what has long been the policy of the board, and what is clearly now a view almost universally held among our members.

It must be admitted that in former years the board has been disposed to view somewhat leniently the comparatively rare cases of deliberate contract breaking, which were brought to its attention. It would appear now, however, that some of our members have misinterpreted this past disposition of the directors. At any rate the Board has recently learned of some cases, the facts of which clearly indicate that the time is opportune for a lesson. It is the intention of the board to demonstrate to these members that the contract with their fellow members cannot be violated with impunity. The arm of the board is strengthened by the knowledge that it has behind it such a solid body of opinion on the part of the membership.

At their regular meeting in November the directors will deal with all cases of non-deliveries which have been brought to their attention.

TWO SERMONS

There was a rumpus in St. Paul's Cathedral, London, on Sunday, October 16. Dr. Barnes, Bishop of Birmingham, preached a sermon which so irritated a brother minister, Canon Bullock-Webster, that he rose and denounced Dr. Barnes and demanded that he be “cast out of the church” until he “repents and recants.” The incident was cabled abroad and the whole world immediately manifested an interest in the matter.

We mention it here for the purpose of recalling a similar kind of incident which happened in another London church. The preacher was Charles Kingsley, rector of Eversley, in Hampshire, and the time 1851 when the “Great Exhibition” was held. Kingsley was making a name for himself as one of the small band of devoted Christian men who were laying the foundations of the Christian Socialist movement and the co-operative movement, and drawing anathemas upon his head for his blunt enunciation of the doctrine that the poor had as much right to a good life as any other class. He had just delivered a notable lecture on “The application of associative principles and methods to agriculture,” in other words, co-operation in agriculture, and he was invited to preach to the working men who had come to London to see the exhibition.

The subject of his sermon was “The Message of the Church to Laboring Men”; his text was Luke IV, 16-21. In the course of his sermon he said:

“If those words of the Lord of all the earth mean anything my friends, they mean this: that all systems of society which favor the accumulation of capital in a few hands—which oust the masses from the soil which their forefathers possessed of old—which reduce them to the level of serfs and day-laborers, living on wages and on alms—which crush them down with debt or in anywise degrade or enslave them, or deny them a permanent stake in the commonwealth, are contrary to the Kingdom of God.”

This vigorous plea for the workers on and off the land was too much for the resident minister in whose church Kingsley was preaching. He rose. It was his “painful duty,” he said, to declare the sentiments “dangerous and untrue.” Kingsley merely bowed his head and pronounced the benediction, but with the closing of the service

the working men of the congregation pressed forward to take the hand of the heretical preacher. Seventy-five years later the vicar of the same church could say: "I would be prepared to preach all that Kingsley then said—and no one would consider my sermon in any way extraordinary."

Kingsley is known today to all the world as the parson who boldly and eloquently championed the cause of social justice; nobody bothers about the man who denounced his sermon as "dangerous." The co-operative movement which secured a legal status in England through the energies of Kingsley and his friends — Maurice, Ludlow, Neale and Hughes—is one of the greatest movements in the world and its avowed purpose is to give to all workers "a permanent stake in the commonwealth."

IS FARMING OVERDONE?

A bulletin issued by a New York bank says that if farmers are constantly underpaid, "there is no escape from the conclusion that agriculture is overdone." One would like to put one question to the author of that sapient remark: can it ever be said that the production of foodstuffs (which is the farmer's business), is overdone as long as there is in the world one hungry mouth associated with a pair of useful, willing hands?

If, after all the people were properly fed, there remained an indisposable surplus it might truthfully be said "agriculture is overdone"; but that is not the case, not even in New York with all its wealth.

No, the problem is not nearly so simple. The difficulty is, that the consumers do not possess the purchasing power at the price which is an adequate

return to agriculture. Now, if the New York bank will look into the problem along that line it might, at the end, find that it was staring itself in the face, or to put it plain, that the main cause of the trouble is modern finance.

CO-OPS. CO-OPERATE

At a recent meeting of the Pool Board, President Burnell urged the desirability of all the agricultural co-operatives in the province getting together to discuss matters of mutual interest and formulate plans for promoting co-operation in the province. He suggested to the board that the Pool might take the initiative in calling a conference of the co-ops. The board promptly fell in with the suggestion, and the conference held in Winnipeg, on November 15, was the outcome.

It was not to be expected that a great deal would come out of this first conference. It was essentially a "get acquainted" gathering. Manitoba's co-operatives have grown up almost strangers to each other; before they can work together they must get to know each other.

They agreed to work together for the cause of co-operation. They are creating a committee to study out the ways and means. They expressed the opinion that the farmers should be united in one educational and social organization distinct from their commercial enterprises. To get acquainted and then begin on a plan of uniting the farmers and their co-operative institutions for the welfare of all was a pretty good day's work, and augurs well for the future.



OH WELL, THE BOYS MUST HAVE THEIR FUN.



By. F. W. RANSOM, Secretary.

CO-OPERATION AMONG CO-OPS.

There are co-operative associations in the province organized for the purpose of growing certified seed such as barley and oats, and also other grains. Manitoba is rapidly changing from wheat growing to coarse grains, and is concentrating more on quality than quantity, and it is most likely that pure seed growing associations will increase in number. With each one established as an independent unit there will be the absurd situation of a number of co-operative associations in competition with one another. Later, as the number increases, the need of coming together will be more apparent, and as times goes on that problem will become more and more difficult. The time for these seed grower's associations to join forces and co-operate is right now while the movement is still in its infancy. In fact, whenever a seed grower's association is newly established it should link up at once with a provincial body. Each of the associations should co-ordinate their activities through a centralized body. The only logical body for that purpose is the Manitoba Wheat Pool.

The Graysville Brome Grower's Association, recently organized, has made arrangements with the Pool Elevator Association at that point for a place in which to clean up and store their seed. This is an instance of co-operation between two bodies at one point which will, no doubt, work to their mutual advantage. More particularly, however, could the provincial Pool be used as a co-ordinating factor for the pure seed associations growing the grains already handled by the Pool. It handles coarse grains, is provincial wide, and can render any service required by seed grower's associations, and services that they could not secure if working on their own. Of course, it is desirable that the member of the Seed association be also a member of the Wheat Pool. The member in the one can have no objection to joining the other, for they are both co-operative associations. No matter what the co-operative society, the underlying principles are the same, and surely if a member believes in co-operation for marketing pure seed he will also believe in co-operation for marketing other kinds of grain. Each association is but a part of the co-operative movement. They are all members of one big family.

The advantages may be briefly set out as:

- (1) Service at cost on a non-profit basis.
- (2) The elimination of competition by co-ordinating the activities of each association.
- (3) The use of an official organ—the Scoop Shovel—through which to keep in touch with their members and carry on general publicity and advertising.

(4) The services of the coarse grain department of the Central Selling Agency with its selling connections, not only all over the Dominion, but in other countries.

There is a growing demand for quality grain. The Coarse Grain or Wheat Pool is in the best position to find the markets and sell this class of grain for its members. The Pool is a service organization—it is yours. What service do you want it to render?

MEETINGS OF LOCALS

If you want to know what the members are thinking, attend a meeting of the officers of a local. Already some 35 board meetings have been held, and I have attended about 25 of them. You learn, at first hand, of the Pool feeling all over the province. It is in a very healthy state. At most meetings the local officers and members showed by their attendance and questions a genuine interest in Pool management, both local and general. In some municipalities they are quite enthusiastic, in a few they are indifferent.

The average attendance was between 15 and 20, being the local committee and a few other members who had been invited. At every meeting there was unanimity of opinion on three questions:

(1) Local control.—That the local board should meet periodically during the year to decide as to matters affecting the Pool in the municipality and to express opinions on policy affecting the Pool as a whole.

(2) Breach of contract.—Every local agreed to take on their own shoulders the responsibility of checking up on non-deliveries with the view to recommending to central board what action should be taken in each case of breach of contract. This decision will have more effect than any step yet taken to stop whatever tendency there may be on the part of a few members to break a bargain they have made with their neighbors.

(3) Renewal campaign.—Where not already attended to, the locals are going to see that the remaining unrenewed members are canvassed.

Grading

After these questions were disposed of it was quite evident, from the general discussion which followed that the members everywhere were most concerned about the grading system. Much criticism was levelled at the classification of "tough," but favorable comment generally followed on the explanation of the stand taken by the Grain Standards Board before the Board of Grain Commissioners recently, in respect to the subdivision of "tough" into "A" and "B" classes.

Supplies of Oats

The failure of the oat crop brought numerous inquiries for seed oats. Members are looking to the Pool as the medium through which to secure not only oats but other seed grains as well. In all probability the matter of acquiring a terminal at Winnipeg will receive more consideration at the annual meeting next year. Neither are some of the resolutions turned down at the last convention forgotten—the one dealing with “resolutions committee” will probably come up again, also “a lifetime contract.” “Compulsory legislation,” and “a fixed price for wheat” are not without supporters in some parts.

Occasionally Pool officers, not excluding the secretary, came in for criticism.

All this is a healthy sign. The members are thinking and interested, and that is what stimulates. Indifference will kill. The members are determined to mind their own business. The Manitoba Pool is building a self-governing force that has no equal anywhere.

COMBINED CONTRACT

At the last board meeting your directors decided that, for use in new elevator associations and for farmers joining both Pools, all grains should be included in one contract. That is to say, both wheat and coarse grains will be printed on the one form—only one contract will be necessary instead of two as heretofore.

This only applies to those who are signing up for all grains and those joining Pool elevator associations. Where a farmer wishes to sign for only wheat or only for coarse grain, he may do so in the usual way on the one contract form or the other. This is a step toward simplifying organization work both in the country and in the office. Let's hope the next move is for a lifetime contract with a five year withdrawal clause.

ENTERTAINMENT AT BALMORAL

A unique and really enjoyable function took place at Balmoral, on Friday, November 4th. The new Community Hall was the scene of an entertainment and dance, the new feature being that the Winnipeg office staff of the Manitoba Pool was invited to attend. What is more, they did so, some eighty

strong. The caravan of twenty-six cars made the sixty mile return journey without too many mishaps under quite snappy weather conditions. The initial half of the programme was provided by Wheat Pool talent which was very well received. Short addresses were given by President Burnell and Secretary Ransom.

NOTICE TO SECRETARIES OF LOCALS

Your local board will, no doubt, be meeting from time to time and discussing matters affecting the Pool. Where there are questions of importance upon which the board comes to definite conclusions, they should be expressed in resolution form and those resolutions sent into me. These will be brought to the attention of the provincial board at their monthly meetings and there discussed.

Your directors are wanting to know what the people in their districts think, and with them these resolutions will have weight and consideration because they are the expression of opinion of not one or two individuals but a number of officers who met together for discussion; and because those officers represent the members in a particular district or municipality.

Send in resolutions immediately after your local board meeting—do not hold them up.

If you want any supplies—minute books, writing paper, envelopes, correspondence pads—write and let me know and I will send them to you immediately.

HOSPITAL VISITS

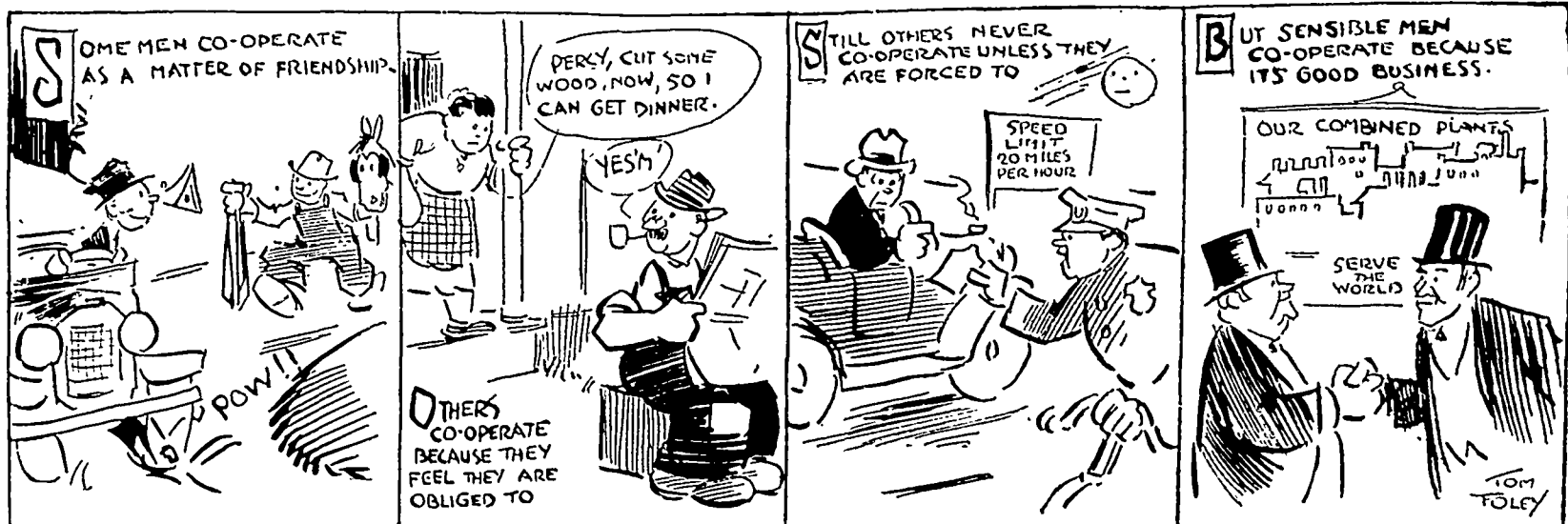
In the last month our Pool hospital visitor has made 50 calls on Pool patients. We stated in the October “Scoop Shovel” that we have added to our Pool Library, books suitable for hospital reading. Judging from the number of requests for books from this section of the library it would appear that this service is very much appreciated.

The membership to date, November 14th, is 19,409, and the number of contracts 31,619. At practically all the local board meetings the officers have agreed to clean up on the renewals.

During the month of October 262 visitors called at the Pool office, most of whom were Pool members.

Illustrated Lectures on Co-operation.

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. Colquhette, Vice-Chairman.
H. C. Grant. Geo. Brown.

Secretary: P. H. Ferguson.

Office—135 Parliament Buildings.

Telephone: 840 394.

(Conducted by P. H. Ferguson, Secretary, Manitoba Co-operative Marketing Board.)

WHAT ABOUT THE LIVESTOCK POOL?

The above question will be asked by a great many people in the next few weeks. It will form the basis for many a barn-yard discussion; many a line fence argument. And why not? Now that the fall work is pretty well finished up and the grain safely turned into the hands of the Wheat Pool, we can afford to spend a little time discussing all the pros and cons of another, and equally important, organization—The Livestock Pool.

Perhaps I should preface my remarks on the subject by mentioning that Manitoba Co-operative Livestock Producers (M.C.L.P.) has now a full staff of organizers in the field, and we are making a vigorous effort to place 14 or 15 large scale district associations on a sound working basis before the snow fills up the trails. Most of the ground work has already been done. Fourteen have their charters, and there is a possibility of another association being organized before this goes to press. But the goal is not yet. There will be some meetings to be held, and a lot of contract work to do. Our organizers cannot possibly visit everyone. We must depend on the voluntary effort of a band of workers in each district who are willing to load the old "flivver" with contracts after the chores are done, and do a little missionary work among the friends and neighbors. Those who have assisted so nobly in the past with elevator campaigns, grain pool campaigns and poultry organization, will, I am sure, again be at our service to strengthen the co-operative chain that binds us one to the other.

UNDERSTAND THE FACTS

There is one thing though that we should never overlook, and it is this: The man who is making up his mind about signing a contract for the delivery of his livestock is anxious for information about the organization he is called upon to enter. "Why," he asks, "should I join the Livestock Pool?" In answering this question, it appears to me that we have got to strike right back to bed rock to get a proper foundation for our thinking. Here is what we find: Two distinctly different lines of thought, one competitive, the other co-operative. One system provides for the enrichment of a few at the expense of many; the other strengthens the weak and raises the earning power of all. Which is the best road for our farming people to follow? The answer is, indeed, too obvious to require further comment.

Then, having accepted the co-operative principle, let us see what is needed. I sometimes liken a co-

operative association to a machine, with the members representing the component parts. What makes the machine function successfully is the fact that every cog and pinion works in harmony. The thing that makes the co-operative succeed is this same harmonious relationship, based on the intelligence and understanding of each and every member. Consequently the details of the scheme must be made known. The line fence argument, to be definitely settled, has to be won on the strength of actual facts. Suppose we see what these are.

Weigh All the Benefits

The main thing that concerns the partner in any business is the results obtained. Similarly, what interests the livestock producers are the benefits that result from membership in the association. Space does not permit us to dwell upon these at length, but here is a summary which explains, briefly and concisely, what such membership has to offer. Weigh carefully these benefits, and the reader will see why he is urged to join this province-wide organization. Note, too, that both the immediate and future advantages are taken into consideration.

(A)—Immediate Benefits—

(1) The producer receives the terminal market price for his livestock, less actual handling and selling costs.

(2) He pays out no profits to cover the risks of fluctuating markets. These risks are borne collectively by all members of the association; hence, by lessening individual risks, the selling price is correspondingly increased.

(3) By performing the work often done by several local buyers or commission shippers, the co-operative association avoids needless services; consequently, this reduces marketing costs and increases the selling price.

(4) Insurance may be carried by the association, and any profits, made over and above the cost of such insurance, become the property of the members.

(5) Every member of the district association participates in the surpluses resulting from the operation of the central selling agency at St. Boniface. These surpluses shall be distributed once a year, and should be regarded as a final sale settlement. Thus, all livestock sold through the association is subject to an increased valuation.

(B)—Long-time Benefits—

(1) The producer is paid strictly on a basis of quality. This, eventually, induces quality production, and quality production means higher prices.

(2) The manager of a district association, through his contact with the market, and the advice given from time to time by the manager of the central sales agency, can help the producer decide on the fitness of his stock for the market. Undesirable animals can be held back for a time, market "gluts" may be avoided, orderly marketing pursued, and prices strengthened by systematic merchandising.

(3) The organized producers in business for themselves have more bargaining power, and by this increased bargaining power they are able to deal more advantageously with the organized trade. This results in a market price that is based on the actual demand and actual supply of livestock.

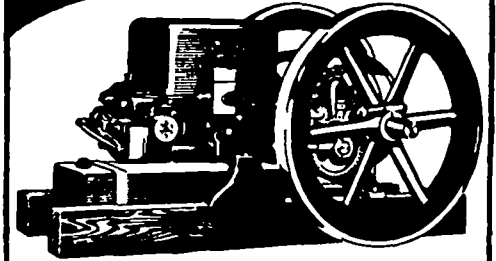
(4) A farmer-owned agency, backed up by three provincial livestock pools, can exert an important influence in the modification of existing laws, and in the enactment of new legislation

recommended by its producer members. It may collect railway claims that cannot be collected individually, bring about improvements in the methods of handling and selling livestock at the terminal markets, develop new markets at home and abroad and build up a dependable statistical service for the purpose of forecasting price tendencies, and in the course of time is equivalent to higher values.

(5) The foregoing advantages create even more significant results from the satisfaction that arises from economic independence. Members take pride in knowing that through co-operative effort they have found a place in the field of business. It raises our social standards and gives a higher tone to all branches of community life.

Self-reverence, self-knowledge, self-control, these three alone lead life to sovereign power.—Tennyson.

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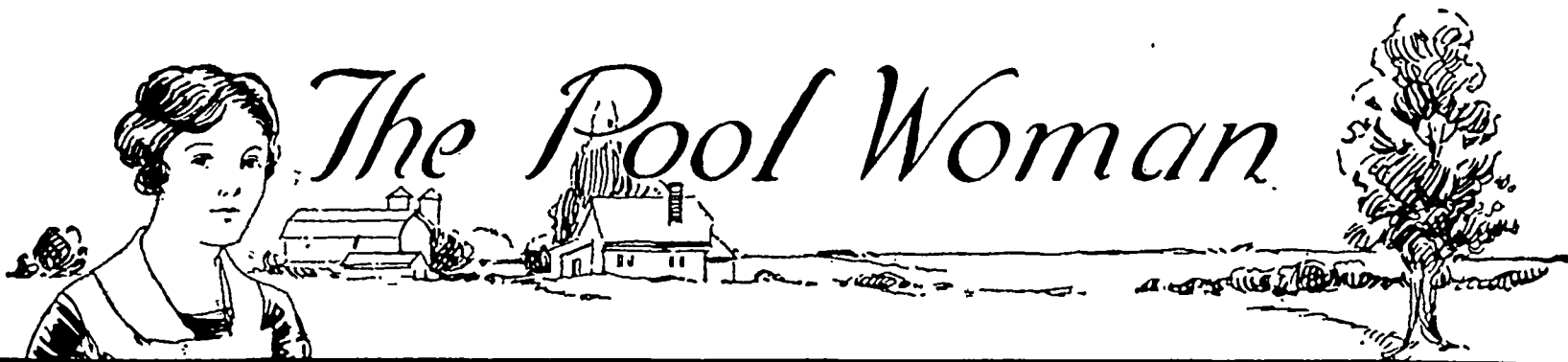
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THESE MODERN GIRLS!

The Winnipeg Free Press of November 9 reports that a national assembly, made up of three hundred high church dignitaries, nobles and leading reformers, has met in Spain to decide what can be done about the "deplorable" morals of today, with special reference to the transgressions of the younger generation. The subjects to be discussed include objectionable books, moving pictures and, particularly, feminine fashions.

This apprehension regarding the morals of the younger generation is not confined to Spain. It seems to be the wide-spread belief that the youth



—Cartoon in New York Herald.

As the twig is bent, the tree's inclined—Pope.

of today—and more especially feminine youth—has thrown all the traditions and precepts of civilization into the discard and is rapidly going to the dogs. Magazines and newspapers carry startling stories of this "revolt of modern youth" and the dress, conduct and morals of the "rampant flapper" are continually being discussed, criticized and condemned. We print herewith two extracts in which the modern young woman (as usual it is the women who are giving the most concern), is assailed, and from which she appears to be—to the writers of the articles, at least—a pretty alarming proposition.

"Alas, how miserably maidenly modesty and honor have fallen off, and the mothers' guardianship has decayed both in appearance and in fact, so that in all their behavior nothing can be noted but unseemly mirth, wherein are no sounds but of jest, with winking eyes and babbling tongue and wanton gait and most ridiculous manners. The quality of their garments is so unlike to that frugality of the past that we see how shame is cast aside. Each thinks to have touched the lowest step of misery if she lacks the regard of lovers, and measures her glory of nobility of courtliness by the ampler number of such suitors. Thus and in such-like is our modern age corrupted."

And this from an English Tory weekly:

"The girl of the period and the fair young English girl of the past have nothing in common save

ancestry and their mother-tongue; and even of this last the modern version makes almost a new language through the copious additions it has received from the current slang of the day."

"The girl of the period is a creature who dyes her hair and paints her face as the first articles of her personal religion; whose sole idea of life is plenty of fun and luxury; and whose dress is the object of such thought and intellect as she possesses. Her main endeavor in this is to outvie her neighbors in the extravagance of fashion.

"Love, indeed, is the last thing she thinks of, and the least of the dangers besetting her. Love in a cottage, that seductive dream which used to vex the heart and disturb the calculations of prudent mothers, is now a myth of past ages. The legal barter of herself for so much money, representing so much dash, so much luxury and pleasure—that is her idea of marriage; the only idea worth entertaining.

"All men whose opinion is worth having prefer the simple and genuine girl of the past, with her tender little ways and pretty bashful modesties, to this loud and rampant modernization, with her false hair and painted skin, talking slang as glibly as a man.

"We do not see how she makes out her account, viewing her life from any side; but all we can do is to wait patiently until the national madness has passed, and our women have come back again to the old English ideal, once the most beautiful, the most modest, the most essentially womanly in the world."

A great many people, will, no doubt, heartily agree with these two indictments of the modern girl, and we only wish to add that the first was written by an eminent Frenchman 800 years ago, and the second is an extract from an article written by a noted Englishwoman in 1868—59 years ago!

ARMISTICE DAY

The ninth anniversary of the armistice which ended the Great War has been held. There was a great deal of looking back on November 11; not so much looking forward. And yet the world is as much an armed camp today as it was in 1914. Every now and then a statesman tells us that despite all the talk about peace, we are steadily drifting to the condition that precedes and makes for war. Does the present generation not care what happens to the next? For a certainty all the sorrow and the sacrifice, the misery and the terror of war will be repeated within the next fifty years if men and women do not now set themselves determinedly to prevent it.

Do You Realize?

The trustees of the Western Australia Wheat Pool published a number of comments on co-operative marketing, and asked their members their choices by preference of those which they considered most suitable for propagandist purposes. The following from the Texas Farm Bureau News received the largest number of votes:

Do You Realize?

Do you realize that a Co-operative marketing association is merely a group of farmers working together to dispose of their product to the best advantage?

Do you realize that the men who are striving to develop this system of marketing are working in the interests of the producers of every section, and that the men on the outside of the association receive benefits from the increased prices just as the members of the association do?

Do you realize that if the co-operative marketing association should fail, and that if the farmers had to go back to the old system of marketing, defeated and disheartened, they would be more helpless than ever before when they went to sell their products?

Do you realize that those who are opposing the co-operative marketing movement are usually those whose personal interests are in danger from the movement. Those opposers are in most instances individuals who are more anxious to get profits out of the farmers than to get profits for the farmers?

Do you realize that you have always been compelled to sell the products of your farm on a buyer's market rather than on a seller's market. That, when you went to town with a load of grain in most instances you did not even know the grade of your product, much less the market value of it, and that in nine cases out of ten you simply handed the produce to a buyer for what he was willing to give you?

Do you realize that co-operative associations are organizations of human beings, and that the management of these associations is in the hands of men like you—

who are as conscientious and honest as you are, and as human. These men are liable to make mistakes not intentionally—sometimes in judgment and sometimes merely mechanical errors, but in every instance their anxiety is to do the best for every member of the organization?—Texas, Farm Bureau News.

Boost the Div.

The following by Hon. T. H. Bath (an enthusiastic Pooler), received the largest number of first choice votes, but was eight behind the preceding quotation on total votes.

The more we pull together
And the more we Pool together;
Then the more the Pool will
gather

And the more the Div. will be.

"Div" it should be explained is the patronage dividend paid by co-operators.

Without Co-operation—Disaster!

The following, taken from Hon. W. R. Motherwell's message to Manitoba Poolers, published in the January issue of The Scoop Shovel, was given third place:

Expert Office Help Wanted!

Somewhere in Western Canada a real position awaits you! You need only one thing—not previous experience—not luck—not pull—just TRAINING. The superior tuition one receives at the "DOMINION" is due to individual instruction under a highly-efficient Faculty. Thousands of former Dominion students now occupy well-paid positions. 19 years practical experience. **The Dominion Way is the Quick Way to Good Pay.** Join the school for results! Prospectus of BUSINESS COURSES—mailed on request.

Dominion Business College

301-303 New Enderton Bldg.
(Opposite Eaton's)

WINNIPEG, MAN.

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

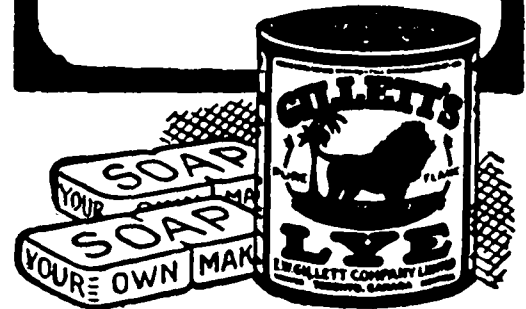
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waste fats and

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WINNIPEG, MAN.



Co-Operative Dairies

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

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MILESTONES

As we are nearing the close of another season we avail ourselves of the opportunity to express appreciation of the very loyal support received by us from our cream shippers.



ALEX. MCKAY,
Winnipeg Manager, Manitoba
Co-operative Dairies.

There are still some who do not appear to appreciate the advantages offered by the co-operative method of selling and handling products of the farm. To you, who have neglected this opportunity, we would say that besides being your loss it is also the loss of all those who are trying to improve their marketing system.

To get the best out of any system of marketing we must furnish volume. This has been one of the very disappointing things about this season, due to several conditions over which the producer has had no control. It is estimated that we will be short of last season's make in the neighborhood of ten million pounds of butter over the three western provinces. Eastern Canada is also short of the volume produced in 1924. This is hard to understand. Some will immediately come to the conclusion that the producers have not found the production of cream profitable, and this is a question that can only be answered by comparison, as the producer of any farm produce will produce that commodity which gives him the largest returns for his labor. We have always been under the impression that the dairying industry has been the

one which gives the greatest returns when you consider a term of years, it is not like the growing of wheat, it does not deplete the soil fertility to the same extent as any other branch of farming. This is particularly true of the production of butterfat as the amount of fertility taken from the soil is very small and the returns to the soil considerable. So far is this true that where you find dairying carried on to the greatest extent you also find the soil in the best condition for the production of other crops. When you are producing dairy products you are co-operating with your land in that you return so much to it that you are nearly always assured of a crop.

Another advantage in the production of cream or butter is that your income is spread over the whole year in place of receiving all your returns in the last few months of the year. All this does not account for the lack of volume in 1927, and our own opinion is the very bad weather conditions during the Fall and Winter of 1926 had a very bad effect on production. It was difficult to get the proper food, or sufficient of it to carry the dairy cow through the winter under the conditions which are essential to a heavy milk production. The fall of 1927 promises more favorably as the fodder crop of the province was exceptionally good; although on the other hand, grain will be scarce for winter production.

By carrying the spirit of co-operation all along the line we can surely obtain the best results, always keeping in mind that the producer has the production end under his control, and by co-operating with his fellow producer he can largely control the manufacturing. At least, he can control the expense of converting his raw material into a marketable commodity. Where the producers combine their forces in furnishing quantity it materially lowers the costs, and as the producers have complete control of the quality of their product, all their influence is carried on to the finished article which helps wonderfully in marketing it. Co-operative marketing enables the producer to forge the three great links in the chain, namely, production, manufacturing and marketing. These, along with efficient management, will enable the producer to reach the consumer with the minimum of cost and to make his entire operations more profitable.

Private Grain Dealers Say Pool Has Prevented Break in Prices

The following is a circular letter issued to their clients under date of November 9, by the firm of Hulburd, Warren and Chandler, grain and stock brokers, Chicago. The firm is a member of the Chicago Grain Exchange and the New York Produce Exchange:

"Dear Sir:—

"We are not in the confidence of the Canadian Pool, and therefore cannot speak with authority concerning its aims or objects, nor can we speak positively of the nature of its present operations. We can judge only from hearsay and from observation, and as the Pool is more or less of a public institution, we feel at liberty to comment on what we hear and what we think we see.

"It seems reasonable to assume that the Pool is endeavoring to carry out a policy of so-called orderly marketing. It seems quite likely that it is offering wheat at widely distributed points abroad in liberal quantities, and perhaps selling as much as the various markets will absorb without disturbing prices. It also seems reasonable to assume that on sharp rallies in the future market, such as have recently occurred, the Pool has been selling as much wheat as the market would absorb, and when prices declined, this selling was withheld. In theory, this policy might seem to be logical, but its success in practice has yet to be proved.

"A large group of speculators are bearish and anticipating lower prices. So far, the operations of the Pool would seem to have frustrated the expected break. We have been bearish on the market and are still bearish because of the belief that the world situation warrants lower prices. We do not pretend to the virtue of infallibility, however. We have been known to be wrong. It is probable that the Pool is operating on the theory that present prices discount all of the bearish features in the situation, and that the world will be able to absorb the load of supplies without further depression of importance in prices. If

the Pool is correct in its diagnosis, perhaps prices are low enough, but if we are correct in our diagnosis, then prices will ultimately decline, notwithstanding the great strength of the Pool.

"Meanwhile, the bearish speculator is pitting his strength and his financial resources against a powerful organization which has

been more or less successful up to this time. When the speculator is in error he loses his own money. When the judgment of the Pool is wrong, it merely means that the farmer secures less money for his wheat. It is our opinion that the farmer who is not selling his wheat at present prices, will ultimately take less money for it. Time alone will prove the correctness or incorrectness of this theory.

"Yours very truly,
"HULBURD, WARREN &
CHANDLER."

5 Greatest Separator Offers!

1. Whole Year to Pay
2. 30 Days Free Trial
3. Price As Low As \$29.50
4. Payments
As Low As \$2 per Month
5. Freight Paid Both Ways
(If Returned)

HERE are 5 marvelous, competition-crashing NEW Stockholm Cream separator offers, all grouped together in the most startling and history-making cream separator announcement you have ever seen. Mail the coupon below and get the NEW Stockholm Catalog which tells you all about these five remarkable offers.

It is probable that never have such claims been made in any one advertisement before. Those who get the NEW Stockholm on 30-Day Free Trial will find points of excellence about it which have not been touched upon in describing it.

New Stockholm

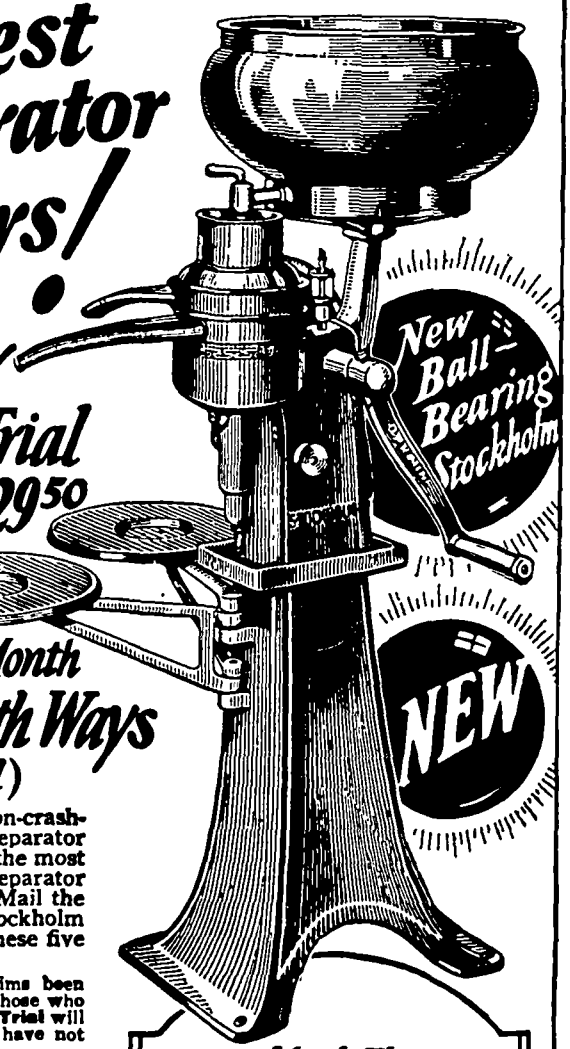
If, after the 30-Day Free Trial, you do not want to keep the NEW Stockholm, for any reason whatsoever, you return it to us at our expense. We positively pay the freight both ways if you are not satisfied. On this offer we take every bit of the risk. You take no risk at all. We've got to prove the NEW Stockholm's superiority right on your farm. It's strictly up to us. Prices are as low as \$29.50— and Monthly Payments which are as low as \$2.00. You have a whole year to pay for any model NEW Stockholm you select. All these offers are for you. Take advantage of them while you can.

Send for Catalog!

Don't take anyone's word, but find out for yourself how durable the NEW Stockholm is, how close it skims, how much more money you can make with it, how easy it turns. Check the Guaranteed Specifications, one by one. Know that they are there. Ask for the catalog today. Do not put this paper down without filling in and cutting out and mailing this coupon. This does not obligate you to buy anything.

BABSON BROS.

Department S228
110 Princess St., Winnipeg, Man.
321 King St., East, Toronto, Ont.



Match These Points, If You Can

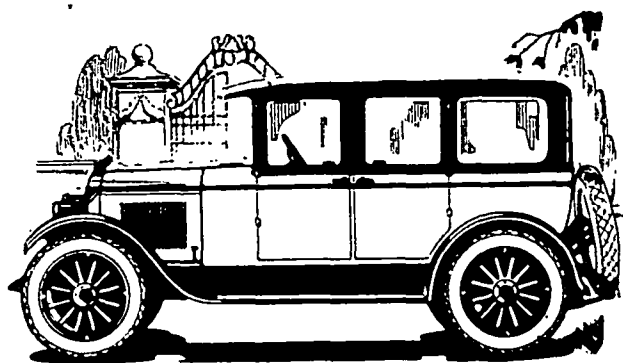
- Guaranteed easiest turning
- Guaranteed closest skimming
- Guaranteed handiest separator
- Guaranteed increase in cream profits
- Guaranteed quickest cleaning
- Guaranteed most sanitary
- Guaranteed new gyroscopic bowl
- Guaranteed new ball-bearing construction
- Guaranteed lowest price for grade
- Guaranteed ten years
- Guaranteed that with the NEW Stockholm you can challenge comparison with any separator regardless of cost and that if you are not satisfied in every way the separator may be returned to us and we will pay the freight both ways. How can you possibly make a mistake by writing for the FREE Catalog Today?

BABSON BROS., Dept. S228
110 Princess Street, Winnipeg, Man.
321 King Street, East, Toronto, Ont.

Please send your Free NEW Stockholm Catalog and all about your 5 offers right away.

Name.....
Address.....
P.O. Province.....

Thousands of Dollars for Skill and Accuracy



THE NEW STAR FOUR SPECIAL SEDAN—\$1,160.00

Combines utility, style, and economy with remarkable ease of control and ready accessibility of all working parts. Power and speed to spare. Anyone would be proud to own this car.

9 others to select from

How to Enter Everyone has an equal Opportunity

1. All residents of Canada, living between Port Arthur, Ontario and the Pacific Coast, can take part in the Contest except:

- (a) The Grain Growers' Guide employees and their families.
- (b) Residents of towns or cities with a population over 2,500 unless the head of the household is actually operating a farm.

2. Additional puzzle charts may be obtained free of charge by writing to The Grain Growers' Guide, Winnipeg.

3. Every figure in this picture is complete and stands alone. The drawing is entirely free from tricks. If any contestant is in doubt about a figure put a circle around it and send the chart with your letter to the Contest Secretary, care of The Grain Growers' Guide.

4. When you have solved the puzzle, fill out the big coupon carefully. Note our very low subscription rates. One dollar pays for The Grain Growers' Guide for three whole years, and also qualifies you to compete for the prizes. Two Dollars pays for seven years, and Three Dollars for eleven years. Subscriptions for a longer term than eleven years not accepted. The value of the first seven prizes increases with each Dollar sent in up to Ten Dollars (see prize list). A renewal subscription counts the same as a new subscription and will be extended from the day the present subscription expires.

5. Every dollar sent in must represent your own subscription or one collected from a person who is eligible to enter the Contest (see rule 1). The full amount of the subscription must be sent direct to The Grain Growers' Guide. No premiums are given where a solution is entered in the Contest, nor can agents or postmasters deduct a commission. Solutions cannot be changed after they reach the Contest Office.

6. You can submit more than one answer if you like, but each answer must be accompanied by at least a \$1.00 subscription. If more than one answer is sent in, one of which wins one of the first seven prizes, the money sent in with your other answers will not increase the value of that prize.

7. Readers who give their subscription to some other contestant and later on want to send in an answer themselves, may do so. No further payment is necessary providing they write on the big coupon on this page the name of the person to whom they paid their subscription, also the amount paid. Space is provided at the bottom of the coupon for this purpose.

8. Contestants should remit by Postal Note, Bank, Postal, or Express Money Order. These should be made payable to The Grain Growers' Guide.

9. Anyone who has won \$300.00 or more in one of our previous Figure Puzzle Contests cannot win either of the First Four Prizes in this Contest. Only one person in any household can win a regular prize. The Contest will close in January

10. A contestant may receive help from anyone except:

- (a) Another contestant taking part in this Contest.
- (b) Anyone who has won more than \$300.00 in any previous "Guide" Figure Puzzle Contest.

11. In case a second puzzle is necessary to break a tie for any prize, the tying contestant will solve another Figure Puzzle requiring accuracy in addition and subtraction. The rules recited herein will apply to the second puzzle with whatever additions or modifications are found necessary. Should two or more persons send solutions to the second puzzle which tie for a prize, that prize with as many prizes following as there are persons tied, will be equally divided among them. The Grain Growers' Guide reserves the right not to accept any remittance with the second puzzle.

12. The right is reserved to alter these rules and regulations for the protection of contestants or "The Guide"; to refund subscriptions, and disqualify any competitors on the recommendation of the Judges. Contestants agree, upon entering the Contest, to abide by these rules and to accept the decision of the Judges in all matters as final. All prize winners must agree to submit an affidavit upon any point if requested.

Hints to help you Win

You will find one or other of the following methods very helpful in counting the figures in the puzzle:—

(1) Blot out each figure with red ink at same time another person writes it down in a ruled space under its proper heading—2 to 9. As you blot out figures simply put a stroke in proper column

(2) First count all the 2's, then all the 3's and so on.

(3) Mark the puzzle into several sections. Add all the figures in each section and mark each as it is added. Cutting or marking into several pieces enables you to re-check your work

Win Fame, Fortune and Happiness—Obey that Impulse

How to Win

This problem is easy, quite fascinating, requiring only the accuracy that is the result of a little patience. Add the figures thus $6+2+9+7=24$; —the total of all the figures is the answer. Every figure stands alone, is plainly printed, and ranges from 2 to 9. No 1's or eiphers. The top of the 9's are closed, bottoms straight. The 6's have curved top and the bottom is not closed. When in doubt, write the Contest Department. Should no one obtain the exact answer, the prizes will be awarded for nearest correct solutions.

45 Extra Special 45 Prizes for December

In addition to the 45 "Special Prizes" offered to contestants (see prize list) sending in the best solutions during November, an extra set of 45 "Special Prizes" will be awarded for the first correct or nearest correct answers received during the month of December. What does this mean? It simply means that if you start now you have an opportunity to win a "Special Prize" for the first correct or nearest correct solution received during December as well as one of the Grand Awards.

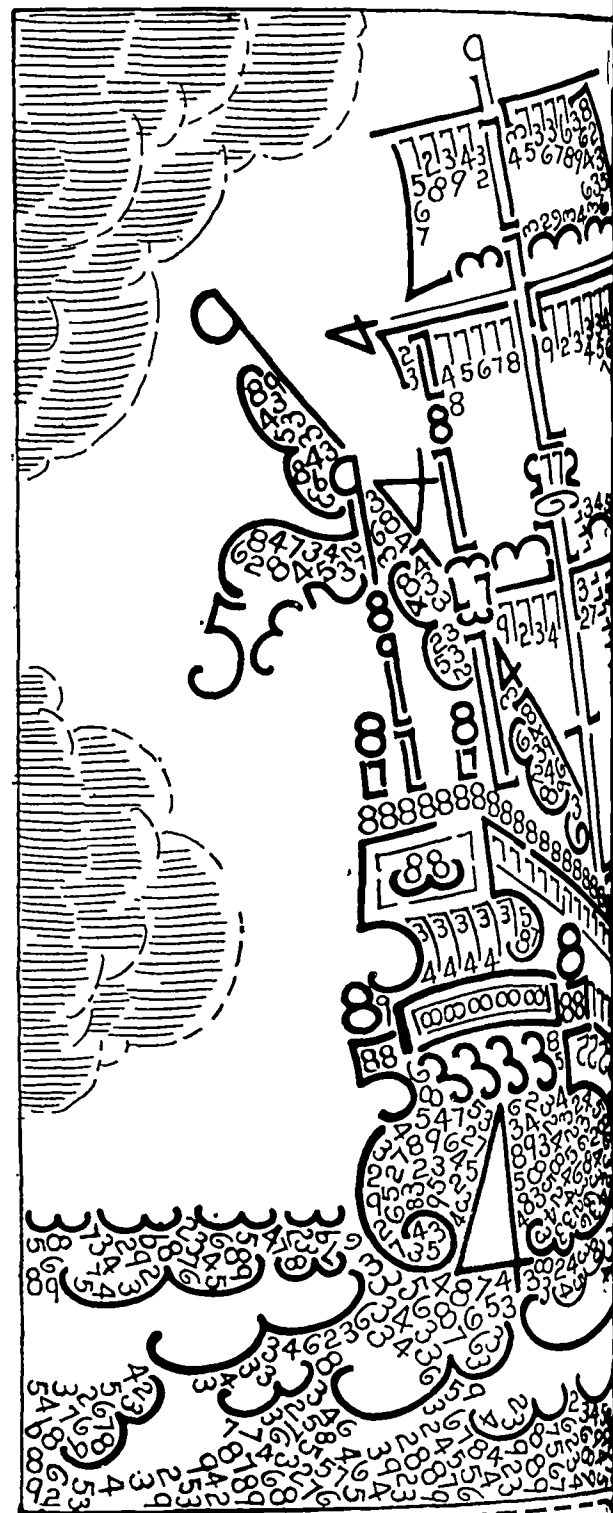
Make a Start Now!

Grain Grow

Fourth Great Figure

No Tricks -- No Strings to our Prizes -- Ever

How Many Miles



Use this Coupon when THE GRAIN GROWERS' GUIDE, WINNIPEG, MANITOBA.

In entering this contest I agree to accept the decision of the judges with the rules. My answer to the problem is _____ send the prize to me to the following address:

NAME

Use this space if you are sending in other subscriptions

Name

Name

Name

Name

Name

Name

Name

Name

Name

Name

Name

Name

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

IMPORTANT—Answer all questions carefully. Address correspondence to: **The Grain Growers' Guide**

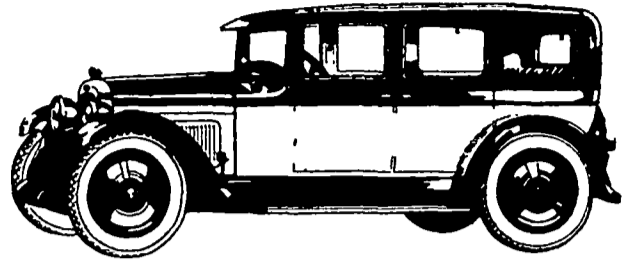
The Grain Growers' Guide

NOTE—If your subscription was sent in by another person, please send the coupon below: Name

Guide's Puzzle Contest

ing Clear-cut -- Everyone an equal Chance
id this Ship Sail?

120 Regular Prizes TOTAL VALUE - **\$6,610**
90 Special Prizes TOTAL VALUE - **\$420**



NASH—MODEL 32 FOUR-DOOR SEDAN—\$1,500.00
 Imagine yourself behind the steering wheel of this magnificently appointed Nash. Comes to you fully equipped—a sensational seven-bearing motor—a car anyone would be proud to own. You will get a thrill out of its speed, power and smoothness.
9 others to select from

Win one of these Wonderful Prizes

FIRST GRAND AWARD—Total Value \$2,000.00. A \$1,500.00 car (1928 model) and \$500.00 cash extra.
SECOND GRAND AWARD—Total Value \$1,400.00. A \$1,150.00 car and \$250.00 cash extra. (Read below how to qualify for the maximum value of the First and Second Grand Awards under "How to Qualify for Cars.")
THIRD GRAND AWARD—Total Value \$700.00. \$500.00 cash and \$200.00 extra cash.
FOURTH GRAND AWARD—Total Value \$500.00. \$350.00 cash and \$150.00 extra cash.
FIFTH PRIZE—Total Value \$300.00. \$200.00 cash and \$100 cash extra.
SIXTH PRIZE—Total Value \$200.00. \$150.00 cash and \$50.00 cash extra.
SEVENTH PRIZE—Total Value \$100.00. \$70.00 cash and \$30.00 cash extra.
FIVE PRIZES—\$50.00 each.
TWENTY-EIGHT PRIZES—\$20.00 each.
FORTY PRIZES—\$10.00 each.
FORTY PRIZES—\$5.00 each.

How to Win the "Extra Cash"

The extra cash offered with the First to Seventh Prizes is awarded at the rate of \$50.00, \$25.00, \$20.00, \$15.00, \$10.00, \$5.00, and \$3.00 respectively for each Dollar sent in up to \$10.00 by the successful contestant. For further details see rule 4. Remember this is not a contest where the winning of a prize depends solely upon the number of subscriptions sent in. It depends entirely upon your solution to the Puzzle. There is no advantage in sending in more than \$10.00 in subscriptions, but every contestant is urged to qualify for the full amount of the extra cash offered with the first seven prizes.

How to Qualify for Cars

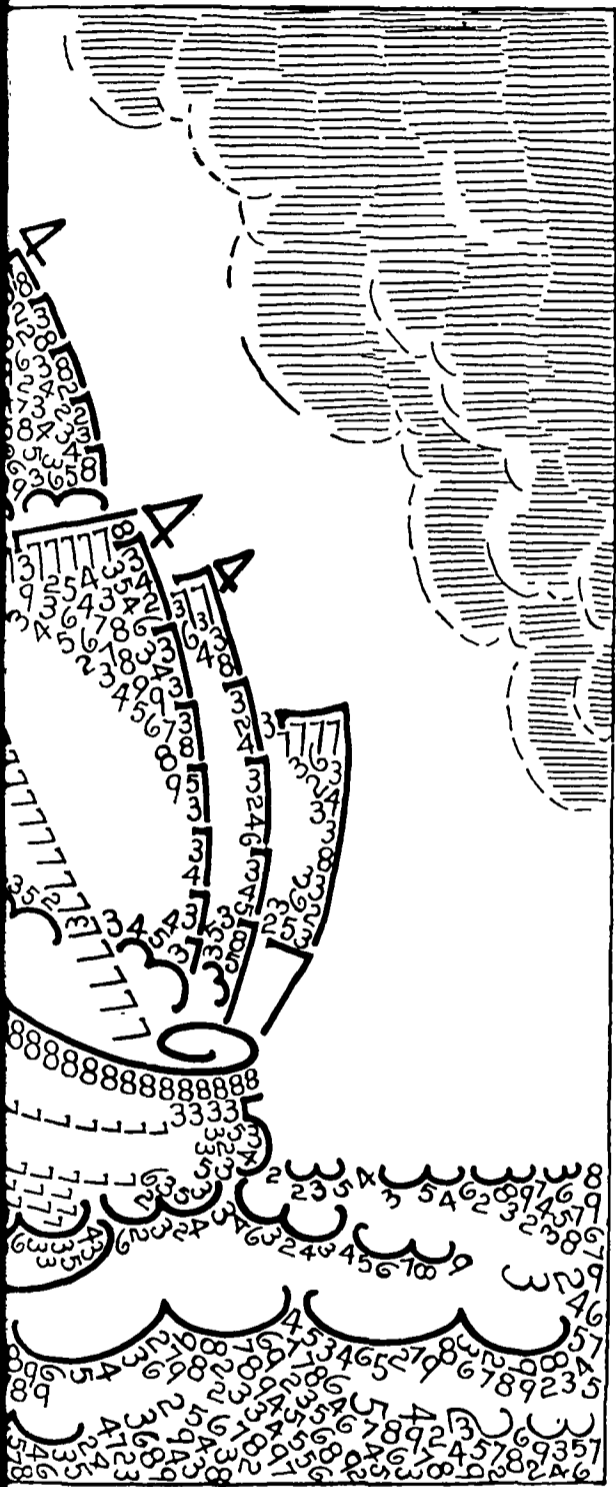
We are offering the First and Second prize winners their choice of 10 cars. The First Prize winner will be entitled to his choice of a Nash, Oldsmobile, or Erskine Sedan (\$1,500.00 cars) if he has sent in more than \$5.00 in subscriptions—if he has sent in \$5.00 or less than \$5.00 he will be entitled to his choice of the Essex Coach, Chrysler Sedan, or Whippet Coach (\$1,200.00 cars). Similarly the winner of the Second Grand Award will be entitled to either the Star Sedan or Pontiac Coach (\$1,150.00 cars) if he sends in more than \$5.00—if \$5.00 or less is sent the Chevrolet or the new Ford cars.

45 "Special Prizes"—\$210.00

45 Special Cash Prizes will be awarded to 15 contestants in each of three districts who send in the first correct or nearest correct answers on or before November 30, 1927. District No. 1 includes Manitoba, and New Ontario west of Lake Superior. The province of Saskatchewan comprises District No. 2, and the provinces of Alberta and British Columbia, District No. 3.

	District No. 1	District No. 2	District No. 3
First Prize	\$20.00	\$20.00	\$20.00
Second Prize	10.00	10.00	10.00
Third Prize	5.00	5.00	5.00
Next Three Prizes	4.00	4.00	4.00
Next Five Prizes	3.00	3.00	3.00
Next Four Prizes	2.00	2.00	2.00
Totals	\$70.00	\$70.00	\$70.00

All Special Prizes will be awarded after the Contest closes at the same time as the regular prizes. The winning of a special prize does not interfere with your winning one of the other prizes in any way. Obey that impulse. Start today. You'll be surprised how soon you can complete a solution. Don't let your neighbor beat you to it.



standing in your Answer

192.....
 of the Judges in all matters as final and to comply
miles, and if this is the winning answer

..... Prov.
 New or
 Renewal Amount

..... \$.....
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 \$.....

remittance to this
SUBSCRIPTION RATES:
 \$1.00 for three years.
 \$2.00 for seven years.
 \$3.00 for eleven years.

test Department, care of: 12
Winnipeg, Manitoba
 ant you must put his or her name and address

..... Prov.

No one Knows the Correct Answer

Certain figures were erased from the Puzzle Picture by Premier Bracken and Hon. T. A. Creerar. Neither of them knew what figures the other erased, nor does any member of The Guide's Staff possess this information. Each official made a note of the figures he erased and placed this information in a sealed envelope in his own private safety deposit vault where it will remain until the Contest closes. By this method neither the artist nor the Contest Department knows the correct answer. After the Contest closes Premier Bracken and Hon. T. A. Creerar will make known the numbers they erased. These will be subtracted from the original correct answer giving the present correct answer. In other words, the sum total of all the figures in the picture printed berewith is the correct answer to the puzzle.

Turn Your Yearning Power Into Earning Power

To Win A New Ford

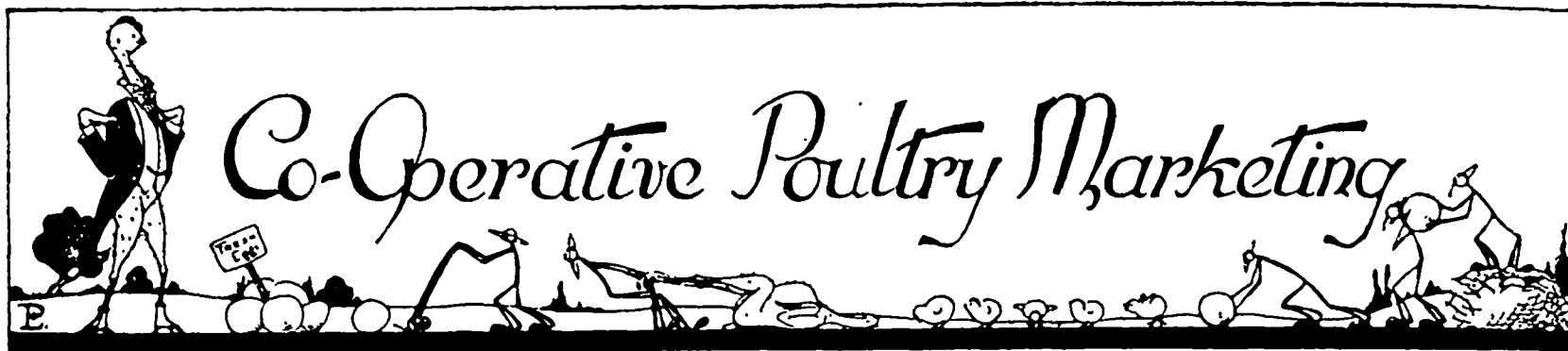
We are offering Contestants a choice of any Model "Ford" (the new Ford), not exceeding \$925.00 f.o.b. Winnipeg, Man.

No one will tell you what the new "Ford" is going to be like. The "Proving Ground" where the New Ford is being tested out is enclosed by a high fence, which is guarded all the time. We can't even get a description of Ford's new car, but a large number of people are eagerly awaiting a complete description. The successful contestant can choose whichever model he prefers, not exceeding \$925.00 in value. We will also deliver this car (and all cars offered in the Contest), free of charge to your nearest station.

Watch for definite information in an early issue..

First and Second Prize Winners have 10 Makes of latest Model Cars to select from

EXTRA COPIES of puzzle, with prize list and complete details **SENT FREE!**



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

W. A. Landreth - Hartney D. W. Storey - Hartney A. W. Badger - Carman W. S. Patterson, Boissevain
Geo. Gordon - Oak Lake W. B. Martin, Shoal Lake C. B. McLean, Grandview W. S. Smith - Neepawa
Head Office: Hartney, Manitoba. Dr. H. N. Thompson, Virden

DRESSED POULTRY SHIPPING

The local annual meetings are all over and the season for dressed poultry shipping is fast approaching. Our local annual meetings were well attended on the whole, and everyone was feeling very happy over the marketing services of your association. Demonstrations have also been held at several new points under the supervision of the Dominion livestock branch. This season we will have at least 100 shipping points to cover between Dec. 1st and 15th. The shipping date itinerary has just been completed, and is given below; it will be followed as closely as possible.

NORTHERN MANITOBA

- Dec. 5—Togo.
- Dec. 6—Benito-Roblin.
- Dec. 7—Kenville-Grandview.
- Dec. 8—Bowsman-Gilbert Plains.
- Dec. 9—Swan River-Rorkton-Magnet.
- Dec. 10—Minitonas-Dauphin.
- Dec. 12—Pine River-St. Rose du Lac-Ochre River.
- Dec. 13—Ethelbert-Laurier.
- Dec. 14—Sifton.

NORTHERN CENTRAL MANITOBA

- Dec. 1—Glenella.
- Dec. 2—Plumas.
- Dec. 3—Galdstone-Russell-Binscarth.
- Dec. 5—Angusville.
- Dec. 6—Foxwarren-Rosburn.
- Dec. 7—Birtle, Vista.
- Dec. 8—Kelloe-Oakburn.
- Dec. 9—Shoal Lake.-Elphinstone.
- Dec. 10—Strathclair-Clan William.
- Dec. 12—Newdale-Arden.
- Dec. 13—Basswood-Kelwood-Ashern.
- Dec. 14—Minnedosa-Neepawa-Eriksdale.
- Dec. 15—Lundar.

SOUTH CENTRAL MANITOBA

- Dec. 5—Wapella.
- Dec. 6—Moosomin-Miniota-Carberry.
- Dec. 7—Crandall-Elkhorn-Austin.
- Dec. 8—Hamiota-McAuley-MacGregor.
- Dec. 9—Oak River-Virden-Cardale-Bagot.
- Dec. 10—Rapid-City-Oak Lake-Oakville.
- Dec. 12—Bradwardine.
- Dec. 13—Woodnorth-Lenore.
- Dec. 14—Brandon.

SOUTHERN MANITOBA

- Dec. 3—Lyleton.
- Dec. 5—Waskada.
- Dec. 6—Carnduff-Reston-Wawanesa-Deloraine-Medora.
- Dec. 7—Melita-Pipestone-Glenora-Boissevain.
- Dec. 8—Napinka-Souris-Somerset-Killarney.
- Dec. 9—Lauder-Glenboro-Miami-Piolt Mound.
- Dec. 10—Hartney-Cypress River-Roland-Manitou.
- Dec. 12—Elgin-Holland-Sperling.
- Dec. 13—Minto-Elm Creek-Stephenfield-Darlingford.
- Dec. 14—Belmont-Carman-Morden.

Our shipping will be carried on this season similar to last year, confining our activities to shipping in car lots. The grading will be under supervision of A. C. McCulloch, poultry promoter, Dominion livestock branch, and done according to the definitions of grade as adopted by your association at their annual meeting in March last. The packing will be under careful supervision by supervisors furnished by the association. Locals will kindly remember that half a cent per pound on total pounds shipped from each local, will be paid for local expenses including shipping point expenses. This payment will be made from head office immediately the number of pounds has been ascertained. The usual 15c flat advance per pound on all kinds and grades of poultry will be made again this season, and the balance paid shortly after the New Year. Last season our members had fully 50 per cent. of the value of their poultry paid them in the final payment, which we are sure they appreciated very much, at a season of the year immediately following the New Year.

We would urge our members not to be carried away by enticing prices which may be offered. You know the opportunity you have in seeing your own poultry graded and weighed, and you also know the prices you have netted from the Pool during the past five years. Equally good results can be expected in the future. Last year our members netted 35c per pound for every pound of turkeys shipped through their association, irrespective of grade. We are not saying what you will get this season, it may be more or it may be less, but you can be assured you will get the best price available through the Pool. There might be a tendency on the part of some to dispose of their birds early, either live or dressed, possibly through shortage of feed in some parts of the province, but remember after you have grown the bird to maturity, there is the chance you have to make real profit by proper finishing, as in any other livestock product. We therefore, cannot emphasize too strongly the importance of finishing your birds, even though you have to buy a little feed in order to do so. The difference in price between specials and No. two's or culls, is sufficient to warrant the effort put forth in properly finishing the product.

FATTENING CHICKENS

The ration used must be determined to a great extent by the availability of the usual ingredients of rations. Manitoba usually has an abundance of feeds but lacks in variety. A mixture of equal parts finely ground oats, wheat middlings and cornmeal will make a good ration. If corn is not available or is too expensive, it may be partially replaced by low grade flour or finely ground barley. Grains should be ground fine, not just cracked or crushed, which is the common practice. It is usually safer to mix two or more ingredients than to give one only. If chickens have been on the range and getting plenty of exercise they should be given nothing but milk or water the first twenty-four hours after being confined to crates.

The grain mixture should be mixed with approximately twice its own weight of buttermilk or skimmilk. A better rule is to make it the consistency of thin porridge or gruel so it will pour nicely. Feed twice daily as

nearly twelve hours apart as possible. Feed lightly for three or four days and gradually increase. The amount of the first feed is greater and the rate of increase more rapid in short fattening processes than in long ones. Ordinarily about three or four ounces of grain, plus milk, is sufficient for four birds for each feed the first day or two. After two days gradually increase till the birds are on full diet in about eight or nine days. This applies to a total fattening period of about three weeks. Eight to ten ounces of mash, plus milk, is full feed for one meal for four average size birds. No whole grain need be fed. Water is not necessary if the mash is mixed with milk. Do not try to force them too much the first few days or they will "go off their feed" and quit eating. Watch them closely always, particularly the last week or so, and promptly remove any uneaten food. If food is left before the birds to "piece on" they will lose their appetite and actually lose weight. These details are what test a feeder's ability.

FATTENING TURKEYS

Turkeys require entirely different treatment to chickens. Ordinarily they should not be confined closely to coops for fattening. However, after snow comes or after they largely cease ranging, they may be partially confined and successfully fattened.

Equal parts of wheat middlings and finely ground oats and barley feed daily at noon as a mash, moistened with buttermilk or skimmilk, should give good results. This should not be mixed nearly as sloppy as for chickens. A full feed of whole grain should be given night and morning. If any ingredient of the mash mixture is increased it should be the oats. A small amount of boiled vegetables such as potatoes, turnips or cabbage, may be added to the mash if they are available. Give all the buttermilk or skimmilk the birds will drinks. This helps to put on a very fine finish. Three weeks of special fattening should finish the birds off well providing they were well reared.

DEFINITION OF GRADES

Special—Birds in this class are select specimens, both as to conformation, quality and flesh, no pin feathers that would detract from appearance of bird, no bruises, breaks or tears in skin or flesh or evidence of food in crop allowable. Slight surface skin abrasions allowable (other than on the breast) shall not be of a nature which will detract from appearance or finish of product.

Standard—Birds in this class must be well fleshed and fattened. They may show some pin feathers, but if on the breast shall be of a nature which will not detract from the good appearance of bird. No deformities in conformation allowable which detract from appearance of the bird. No breaks or tears in skin or flesh on breast allowable, other than one which shall not exceed one inch

in length, and there shall be no more than two breaks or tears in skin or flesh of each specimen. Slight abrasions of surface skin shall be of a nature which will not detract from appearance of product. There shall be no evidence of food in crop.

B. Grade—Birds in this class must be fairly well fleshed showing some evidence of fat, fairly cleanly plucked, but may have crooked keel bones, and may not show more than two bruises, breaks or tears in skin or flesh on breast, and not more than five on each specimen. Abrasions of surface skin shall be of a nature which will not detract from the food value of the product. No evidence of food in crop allowable.

D. Grade—Poorly fleshed birds showing no evidence of fat. Badly torn, bruised, poorly dressed birds and birds discolored owing to being poorly bled. Birds showing food in crops. All other birds fit for food.

DRESSED POULTRY STANDARDS

Dressed Poultry Classes—

The classes for dressed poultry shall be as follows: Turkeys, ducks, geese, chicken, fowl and roosters.

Chicken, fowl and ducks must not vary over one-half pound each when packed in container.

Roosters must not vary over one pound each when packed in container.

Turkeys and geese shall not vary over three pounds each when packed in container.

Chicken and fowl must be packed twelve to a box.

Turkeys, geese, ducks and roosters must be packed 8, 10, 12, 14 or 16 to a box.

All boxes must be parchment lined.

Dressed Poultry Grades—

There shall be six grades for chickens: Special milk fed, standard milk fed, special grain fed, standard grain fed, B. grade grain fed, D. grade grain fed.

There shall be four grades for turkeys: Special, standard, B. grade and D. grade.

There shall be three grades for fowl, roosters, ducks and geese: Standard, B. grade and D. Grade.

All poultry to grade special, standard, or B. grade must be well bled through the mouth, undrawn, dry plucked, clean of feathers, dry cooled, head and feet left on. Feet must be clean, vent properly flushed, blood removed from mouth and throat.

FOURTH POOL PERIOD ON EGGS

Fourth Pool period on eggs handled through our Winnipeg egg station, closed November 15th, and final payments are going forward. This Pool period is from Sept. 3rd to Nov. 15th. We are now advancing 45c per dozen on eggs through Winnipeg egg station. Address your cases, Winnipeg Egg Station, 191 Market street, Winnipeg.

MAKES HENS LAY **MAKES POULTRY PAY**

CHICKADEE
BEST FOOD
for **POULTRY**

Rich In Vitamins
INCREASES EGG PRODUCTION

Keeps poultry healthy and active
Ask your Poultry Supply Dealer

E.W. GILLETT CO. LTD.
TORONTO, CANADA.

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



Buckingham
FINE CUT

BY SPECIAL APPOINTMENT

Buckingham
FINE CUT

Packages 15¢ and 20¢
½ lb Tins 80¢



This page conducted by UNITED LIVESTOCK GROWERS, LIMITED, WINNIPEG.

THE HOG MARKETING SITUATION

On October 28th, United Livestock Growers issued a pamphlet on the hog marketing situation, dealing with recent changes in hog prices and with changes in the relation of different markets to each other. Anyone who has not received a copy can get one by writing to United Livestock Growers at St. Boniface, Man.



"I believe you know the Co-op's best, but you're that stubborn."

The drop in hog prices, which was commented on in that circular, has continued and the reason is a drop in hog prices in the United

States. Our markets are still under the influence of a demand from south of the border, and they are still at a level somewhat higher than would correspond with the present prices in the British bacon market. The drop in the United States was due to larger marketings than had been anticipated. As soon as prices began to fall, farmers held their hogs back in the country, but such a process could not long continue, and the delayed hogs are again showing up at the central markets.

The extreme high prices which prevailed in Western Canada a few months ago were due to an actual scarcity of hogs to meet western needs, and our markets for a time went above the level of outside markets. That situation did not last long, and our markets began to get back in line with outside just about the time those markets began to decline. Until another period of shortage occurs, which will possibly come late next summer, our markets will be governed by outside conditions, either those in the British bacon market or in the United States.

THE BOYS' AND GIRLS' CLUBS

On Wednesday, November 2nd, the stock yards were visited by a party of boys and girls, prize winning members of Manitoba Swine Clubs, who were spending a week at the Agricultural College, and who, for that day, were the guests of United Grain Growers. At the stockyards the party were shown the processes of handling both hogs and cattle on the market, and were given pointers on market values. In the afternoon they visited other points of interest, and were entertained both at luncheon and dinner in the evening by United Grain Growers.

It is pleasing to testify to the good work that has been accomplished towards increasing the standard of bacon hog production in Manitoba through the work of these boys' and girls' clubs, which has now been carried on for seven years. In that time the percentage of bacon hogs produced in Manitoba has

considerably increased, and it is worth noting that the biggest improvements have been at points where the boys' and girls' clubs have been most active.

This year both Roland and Decker Clubs were able to produce carloads containing 100% bacon hogs—and it was the second time for Decker to accomplish this feat—while other clubs were not far behind. It goes to show that the production of bacon hogs in Manitoba is entirely practicable.

DEMAND FOR CATTLE

In the cattle market, the same as in the hog market, conditions in the United States are the chief governing factors at the present time of Canadian prices. Cattle prices in Chicago have continued to be very strong, the best corn fed beef animals frequently bringing \$17.00 per hundred and over, while a very large percentage of good steers have been worth \$12.00 and over. There appears to be a real scarcity of cattle in the United States, and consumers all over the country are being warned that they must be prepared to pay much higher prices for beef than they have been accustomed to in recent years.

With feeder cattle very scarce in the United States, the demand for feeders from Canada is strong, and United Livestock Growers is constantly filling orders from the south. At the same time a certain number of beef cattle are crossing the border; while Canadian packers are killing beef on this side and shipping the product to the United States.

The price of corn at Chicago, which not long ago soared away over \$1.00, is now down around 85c a bushel. Lower prices available for hogs probably had something to do with the reduction. At present prices for beef cattle, fattening them on corn seems to be a profitable undertaking, and there is every indication that the demand for Canadian cattle for shipment to the United States will continue. In the meantime shipment of cattle to Great Britain is more out of the question than ever, with our market on a decidedly higher level than prevails overseas.

Two Important Points

As cattle prices go up, two points stand out more strongly than ever. One is the importance of producing good cattle, because the spread between good and inferior cattle is widening very considerably. The other is the importance of correct marketing, and getting the full value out of cattle at the central market rather than selling them in the country. It always pays to ship consistently to market rather than to sell locally, but when cattle prices are strong, the amount of possible loss by choosing the wrong method becomes much greater.

Tweet Tweet Pomes of a Pesky Pooler

I MET a man one day in town, who asked me wouldn't I sit down and talk a little while. He wore expensive diamond rings; a checkered vest and other things that showed he was in style. He handed me a fat cigar, and said, "My man I see you are a member of the pool. Now you appear right smart to me; it's very evident to see that you're nobody's fool. I've got a little friendly tip: I think you fellows ought to quit; I don't see why you try. You're simply wasting hard-earned dough, because you'll never make it go. Your overhead's too high!"

I told him it was very nice for him to give us free advice; and then I asked him where he'd picked up all of his immense collection of experience—and just why he should care.

"My friend," he said and smiled at me, "I know this game from A to Z; that's how I made my jack! I buy the stuff you have to sell, and that is how I know so well just what you fellows lack. I've made darned near a hundred grand—because, you see, I understand just how to beat the game. Whatever happens I'll sure get my share of profits (you can bet). That's how I made my name."

He puffed all up and gave a grin, and straightened up his diamond pin; and said: "Now get this straight—the farmers when they deal with us don't have that overhead or fuss. We even pay the freight!"

It sounded fair enough to hear—but after 'while I got it clear, and saw as plain as day: the reason dealers make the dough is 'cause they never let us know their overhead we pay!

MANIPULATING PRICES

The practice on the part of speculators of manipulating the market price of farm products in order that they may reap an unearned profit, at the expense of both producers and consumers, is so common and general it is surprising that farmers have not recognized the situation and sought to curb these methods long before this. The fact is, of course, that while speculators know that these things are done and that most, if not all of them profit at times through them, they generally say little about it outside their own circles, and thus only rumors of what takes place get back to the farmers.

The development of large co-operative organizations among farmers has had the effect of uncovering the tactics of speculators who gamble in many classes of farm products. The result has been that manipulating the market is a practice which is becoming more difficult to follow in any big way than it was formerly. Nevertheless, it is still conducted to an extent that causes heavy losses to producers.—Farm and Dairy.

A FOUR-FOLD PURPOSE

Marketing associations under the co-operative plan are designed for a four-fold purpose, declared the supreme court of the State of Florida in a recent decision. The four purposes are:

(1) to promote, foster and encourage the intelligent and orderly marketing of agricultural products through co-operations; (2) to eliminate speculation and waste in such marketing; (3) to distribute agricultural products between producer and consumer as efficiently and directly as possible; and (4) to stabilize the marketing of agricultural products.

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	COST
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Farm Mechanics—Jan. 3 to Jan. 6	9.50
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Livestock Judging—Jan. 16 to Jan. 20	9.50
Seed Growers—Jan. 23 to Feb. 3	18.00
Beekeepers—Jan. 23 to Feb. 3	18.00
Horticulture—Feb. 6 to Feb. 17	18.00
Foods and Nutrition—Feb. 6 to Feb. 17	18.00
Clothing—Feb. 20 to Mar. 2	18.00
Cream Graders—Apr. 2 to Apr. 13	18.00

The cost given above covers both tuition and board and room in the College residence.

Write the Registrar for the circular outlining the course or courses in which you are especially interested.

W. C. McKILLICAN, Dean.

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Speculation in the Grain Trade

Gambling on price-trends represents 99 per cent. of the "business" transacted on the Chicago Board of Trade, and less than one per cent. of the aggregate futures contracts are actually fulfilled by the delivery of grain, according to data presented recently by Dr. J. W. T. Duvel, chief of the Grain Futures Administration of the United States Department of Agriculture.

Over the country as a whole, Dr. Duvel declared that about 95 per cent. of the transactions in grain futures on grain exchanges are of a speculative character. They are closed prior to or during the delivery period.

Unwarranted and erratic price fluctuations are caused by excessive speculation, he pointed out; but at the same time the speculative element is deemed necessary as long as hedging is a current and common practice in grain marketing. Hedging is adopted by dealers and millers as a means of self-protection when they are forced by the farmers to absorb an entire year's production in the course of a few short months.

Gives Rise to Abuse

This system, Doctor Duvel said, has occasionally given rise to abuses through excessive speculation on the part of individuals of large means and by the general public. He said that excessive speculation generally results in erratic and unwarranted price fluctuations. Steps have been taken, under the United States Grain Futures Act, to correct these abuses, he said, and it is hoped in consequence that the futures markets may be made considerably more useful to producers and merchandisers of grain products.

Speculation and Hedging Related

He explained that it is necessary to bear in mind the relationship between speculative trading and hedging transactions, since it is recognized that hedging operations cannot be successfully conducted through trading in future without some participation by persons who speculate in futures and thus assume a part of the risk in the hope of making a profit.

A successful hedging market,

Doctor Duvel said, must be a liquid market in which a sufficient number of buyers and sellers are operating to make possible the prompt execution of orders. In the ordinary course the miller or the exporter is not always ready to buy wheat at a price satisfactory to the producers or merchandisers when they desire to sell.

"Give me three pounds of insect powder."

"Do you want to take it with you?"

"Well, yes. You don't expect me to bring the bugs here do you?"

A Scotchman was leaving on a business trip, and he called back as he was leaving:

"Good-by all; and dinna forget to tak' little Donald's glasses aff when he isna lookin' at aething."

For Investors



INVESTORS find our **Bond Department** of great assistance in selecting suitable investments, and also in arranging the purchase or sale of securities.

A MONTHLY list of offerings will be sent on request.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up \$20,000,000

Reserve Fund \$20,000,000

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ELEVATOR MACHINERY
VULCAN GLOBE DUMPS
ORNAMENTAL IRON WORK
MACHINING OF ALL KINDS

Prompt and Efficient Service

CO-OPERATIVE BANKING

Evidence of the extensive operations carried on by co-operative banks throughout the world is given in a number of balance-sheets recently published by the International Committee on Co-operative Banking, Paris. The following are just a few of the many co-op. banks in existence whose reports have recently been received by the committee, but they give some idea of the big business conducted by them. These are the balances, in dollars, as reported by the committee:—

England—Co-operative Wholesale Bank, London, \$141,516,271.

India—Mysore Provincial Co-operative Bank, \$275,710.

Italy—Istituto di Credito per le Co-operative, Milan, \$1,307,344; Istituto Nazionale di Credito per la Co-operazione (Rome), \$7,383,570.

Latvia — Latvijas Tautas Banka, Riga, \$4,609,297.

Palestine—Central Bank of Co-operative Institutions in Palestine, Jerusalem, \$421,687.

Czecho-Slovakia—General Co-operative Bank, Prague, \$3,405,775.

Ukraine—Ukrainian Co-operative Bank, Karkhof, \$21,441,408.

U. S. S. R.—Central Agricultural Bank of the U. S. S. R. (Moscow), \$96,145,603; All-Russian Co-operative Bank, Moscow, \$86,472,120.

The figures given are those at the end of 1926, for the English and the Czecho-Slovakian banks; June 30, 1926, for the Indian bank; March 1, 1926, for the Moscow Agricultural; August 31, 1925, for the Palestine bank; and the end of 1925 for the others.

—Bulletin of All-American Co-op. Commission.

Until the American farmer learns to market co-operatively, in an orderly manner, without dumping everything he has on the market at one time, he will not realize what he should be entitled to on his products. Individualism is fine to talk about from the platform; it makes the farmer swell with pride, but it doesn't swell his pocket book."—Alexander Legge, president of the International Harvester Company.

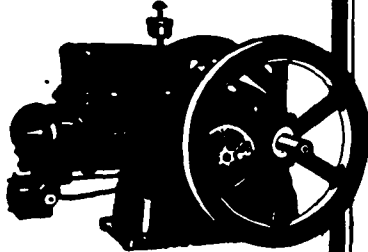
IRISH DAIRY INDUSTRY TO BE REVIVED

A constructive plan for the re-organization of Irish dairying along co-operative lines, has been prepared by the minister of agriculture, and the work has been started.

The minister stated that he proposed to buy out at a fair price already agreed upon, the large proprietary creameries, leaving the dairy farmers of the Free State in complete control of their industry. Those creameries

which are not needed will be dismantled and those remaining will be transferred to co-operative societies which will have to furnish something over \$700,000 toward the cost of closing the superfluous establishments, while the government will furnish about \$200,000. It is estimated that the saving to the farmers in closing part of the creameries will amount to about \$175,000 a year.

A feature of the scheme is that a federation for marketing purposes must be established by the organized farmers themselves.




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In every detail the "Z" is simple, sturdy, powerful. It has high tension magneto ignition; suction fuel feed; positive lubrication; renewable die-cast bearings. Has fewer parts subject to wear and those parts are carefully made, are drop forged and heat treated. All this means longer life, more power and freedom from trouble. Crankshaft and cam-shaft are drop forgings.

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CANADIAN NATIONAL RAILWAYS

Talking About Tests —

(By F. D. B.)

Modern science has given rise to a positive mania for testing things. Tests are used chiefly for robbing peaceable citizens of the joy they once got out of kidding themselves. They prove that things are not what they seem, or if they are they ought not to be. They are used on almost all saleable commodities nowadays except human beings, there being some exceptions even to this exception.

For instance, soldiers are tested for a number of things but they are not ordinarily saleable, and as for looking on them as human, it just isn't done any more. You also have to be tested for life insurance, but if you just go and buy it you're not human. Any agent will tell you that. If he manages to sell it to you you are not saleable. In his gentle jargon you are "sold."

What I mean about tests not being any use for human beings is that you can't find what a man is worth by any known test; and I'm not forgetting income tax returns. Marriage is the nearest thing to it, but it comes under the head of a trial rather than a test, and risk taken by the tester is at least equal to that incurred by the testee. Anything you find out will generally be too late anyway.

People talk of the acid test of a man. That's all lunk. The only acid test I ever saw is the one they use in creameries to prove that sweet cream is 2c to 4c per pound butterfat sourer than you thought it was; usually after you've spent the money in advance. I haven't a mother-in-law in my own right but I know of several I'm welcome to for experimental purposes that ought to go off-grade on acidity alone.

Then take egg-candling. Many's the time I've urged my creditors to have a heart. I suspect it to be a waste of breath, but how can I possibly know till someone finds out how to candle capitalists. I tried some of my eggs the other day and found out quite easily

that they not only had hearts but a lot of other inside information that would have pleased me better in some people I know than they did in my fresh firsts.

We boiled the rooster three hours today—and flattered him at that.

There's the grain inspections department, too. You may be perfectly certain that your wheat never got a lick of rain all summer, and its only chance to get wet was when you wept into the wagon at the price the elevator man offered for it. Nevertheless they boil it in oil and tell you its tough. They'll give you the water back if you insist. You say: "Yep. it sure is tough," and they are suitably pleased to find you agree.

I know a bunch of people whom I darkly suspect of being all wet, and if there's one test I'd sooner apply than any other its the boiling oil one.

As usual it takes the pushful co-operators to break new ground, and the Wheat Pool has devised a test to find out, not only whether any given citizen (farmer) has a heart, but also if it is properly located. The test also registers perpendicularitas vertebrarum (straightness of the backbone), soliditas maxilli (firmness of the jaw); fides sodalibus (faith in one's fellows) and several other admirable conditions.

This is the procedure. Place the subject at a broad, level table with plenty of elbow room. Give him a moderate dose of co-operation carefully strained of catch-words, exaggeration and cant. Place him squarely before a prepared document (color according to province and year. Manitoba, 1927, yellow) and have him read it through. (Some fail before they get this far). At the end is a dotted line, and if his right (or left) hand reaches steadily for the adjacent fountain pen (full) the test is said to have yielded a positive reaction. Try this test on a few of your neighbors. You can't afford to have your community a negative quantity.

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.

Thos. J. Murray, K.C. Ralph Maybank
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Grain Bags Twine
BEMIS BRO. BAG CO.,
WINNIPEG

The Co-operative Union of Great Britain is organizing a separate department to which agricultural societies may be admitted as members. The board of the union will draw up a separate agreement defining the functions of agricultural societies to ensure

that no new competition will be set up within the co-operative movement as a whole.

An old farmer attended a big picnic and stayed over to watch the dancing at night. He hadn't been out in the world much, and

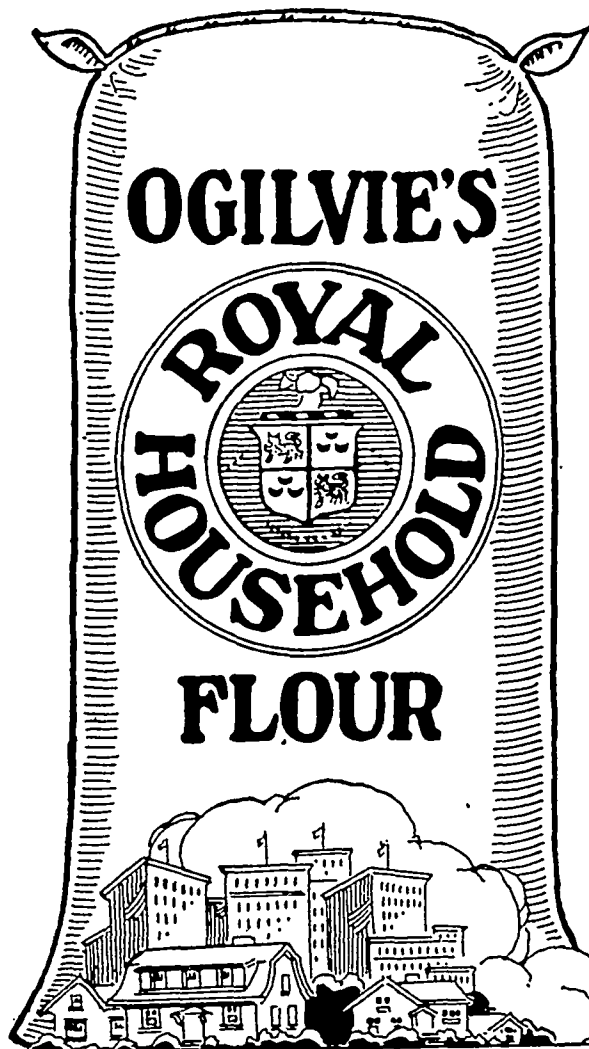
he was deeply impressed with the girls' clothes at that dance. "Some of the ladies' clothes I see here," he said, "puts me in mind of a barbed wire fence." Somebody asked him why. "Well," he said, "it's this way—they appear to protect the property without obstructin' the view."

"OGILVIE'S"

Favorite in Town and Country-

It doesn't matter where a man lives, so long as he has to have strength to meet strenuous work, he needs the kind of bread, cakes, pies that make muscle. That is why real workers everywhere—town and country—insist that all baking be done with

ROYAL HOUSEHOLD FLOUR

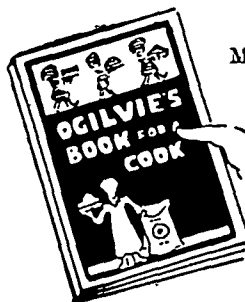


Your husband is no exception. His body needs the strengthening nourishment derived from bread, buns, cakes, pastries, made so wholesomely good with ROYAL HOUSEHOLD — for a century and a quarter milled right to retain the strengthening food elements of wheat.

Send 25c for this big book
of tested Baking Recipes

THE OGILVIE FLOUR MILLS
CO., LIMITED

Mills at:
WINNIPEG
MEDICINE HAT
EDMONTON



SPAIN HAS SOME UNUSUAL CO-OPERATIVES

A study of the co-operative movement in Spain, made by a French economist and translated into English, shows that Spain's most original contribution to the co-operative movement is found in the colonization societies and the organizations formed by fishermen. A law enacted in 1907 provides for allotting communal land to poor peasants of worthy character. The colonists are required to form co-operative societies to purchase the necessary farm and household supplies, to market the products of the colony, and to provide for credit, savings, mutual aid, and cultural development. There are now

some 20 of these colonies with about 1,200 colonists, holding about 26,000 acres of land. The state's part in the work takes the form of construction of roads and sewers, and various community services.

The fishermen's co-operative associations have made remarkable progress. They are found all along the sea coast, and number from 140 to 150 with about 35,000 members. Eighty of the associations own their own boats. The membership includes all the workers on land or sea, not only the fishermen, but also the lightermen, boat builders, calkers, painters, etc. The primary object is to sell the fish direct to the consumers. All earnings of the

associations are used for social purposes, first of all to provide schools for their children. More than 100 schools have been built, at which 8,650 children are receiving a general education and also instruction in the principles and practice of co-operation. The children form their own societies through which they purchase books and other school supplies, plan and carry out excursions, and other activities.

Sixty-six of the fishermen's societies have established insurance against sickness and old age; 26 make loans to their members; six have undertaken to build homes for their workers; and 36 have established co-operative stores.

\$2,500 for CO-OPERATIVE PROTECTION 2,500 People

WILL be out of your reach if you do not grasp the opportunity afforded you by filling out "THE APPLICATION THAT PROTECTS."

Many readers of THE SCOOP SHOVEL took advantage of a previous opportunity by sending in their applications for membership.

The Manitoba Mutual Benefit Association is an organization with charter granted by the Provincial Government of Manitoba. Its purpose is to bring about a condition whereby a body of people can protect themselves at cost, by getting together on a co-operative plan.

People of either sex, in good health, from the age of 16 to 50 inclusive, may make application for membership on the printed form below, providing the application is accompanied by the application fee of ten dollars. This fee of ten dollars shall be treated and regarded as the dues of the member applying, for the period between the dates of application and the first day of JANUARY, 1929. The annual dues are \$5.00 for each year following. Sixty per cent. of all dues are placed in a Mortuary Trust Fund. If in any year the Directors find the death rate excessive, claims will be paid from this fund.

On the receipt of certificates each member is protected to the extent of the Association's membership.

A FEW POINTS TO REMEMBER:

- There are no shareholders.
- The Association is not run for profit.
- There is no medical examination.
- People of either sex are eligible.
- Thirty days notice is sent each member, of all dues and assessments.

- Upon the death of a member, each member is assessed the sum of one dollar.
- When the Association is complete, each member is protected against death from any cause, for \$2,500.00.
- The Secretary-Treasurer is the only paid servant of the Association.

APPLICATION FOR MEMBERSHIP

To the Board of Directors of The Manitoba Mutual Benefit Association, 700 Electric Railway Chambers, Winnipeg. Phone: 28 831

I hereby make application for membership in the Manitoba Mutual Benefit Association. Enclosed please find my Application Fee of \$10.00. If admitted to membership in the Association I agree to abide by the rules and regulations of same. If, for any reason, my application is declined, it is understood and agreed that the amount of \$10.00 will be refunded in full.

Name in fullAddress

OccupationAge Height Weight

Except as herein stated no Life Insurance Company or Association has ever rejected my application or declined to renew the same

Except as herein stated I am not now suffering from, nor have I had, any chronic disease, nor have I any defect in hearing, vision, mind or body

Name of BeneficiaryRelationship to Applicant

Address

Have you been treated by a Physician during the last three years?

Physician ConsultedAddressFor what cause?

I hereby certify that my present health is good.

Dated at Prov. ofthisday of192.....

..... Witness Signature of Applicant.

NOTICE—Persons submitting their applications now will not be required to pay further dues until January 1st, 1929.

GREEK GOVERNMENT AIDS CO-OPERATORS?

Greece has two kinds of co-operative association, agricultural and urban, according to a recent consular report. On June 30, 1926, the total number of co-operatives in the country was 5,103, of which 4,060 were agricultural and 1,043 were urban.

Of the agricultural co-operatives 3,081 were for the purpose of supplying credit.

The largest number of the sales associations handle raisins, tobacco and olives, while the list of productive associations is headed by olive oil, wine and dairy groups.

Previous to 1914 there was very little co-operative activity in Greece. In December, 1914, a co-operative law was enacted and since that time the government, through the ministry of agriculture, has taken great interest in encouraging and supporting the movement.

CO-OPERATION IN DENMARK

Direct marketing channels for standardized, high-quality agricultural products have been responsible for bettering Danish export markets and increasing the prosperity of the Danish farmers, according to Dean Lange, of the Shareholders Agricultural School of Fuen, Denmark, in a recent address in Washington.

According to C. L. Christensen, of the Division of Co-operative Marketing, Prof. Lange sketched the progress and changes in Danish agriculture during the last century and a half.

"He began with the reform legislation of 1788 which freed the peasant, and also mentioned the Free Constitution and the establishment of the Folk High Schools in the middle of the nineteenth century. Up to that time Denmark had been a country of small landholders, who directed their energies toward the production of grain.

"During the latter half of the century, however, it became evident that Denmark could not compete with the rich soil of the United States which, with cheapened transportation, permitted the importation of grain at prices destructive to local growers. As

a result, Denmark, in 1880, changed from a surplus grain exporting to a grain importing country. The cheap feed was utilized for producing butter, bacon and eggs. It was at this time that the basis for co-operative organizations was laid.

"Professor Lange pointed out," said Mr. Christensen, "that agricultural co-operation in Denmark has resulted in standardized, high-

quality agricultural products with more direct marketing channels reducing costs to a minimum and a rational adjustment in farm production to meet better the consumers' demand in the modern markets. Better prices and an increasing export trade are the result of this movement whose foundation is the complete system of rural education which characterizes Danish agriculture."



LOOK!

Your money back
plus 10% if you
are not satisfied with

Robin Hood FLOUR

Positive "MONEY BACK" Guarantee in each bag.

Something to Fall Back Upon

Money in the bank—saved from your income and earning compound interest—you will find not only a great comfort and protection in an emergency, but a ready fund to enable you to take advantage of business opportunities.

The Bank of Montreal welcomes small savings accounts, and it offers you service as well as safety in connection with your account.

BANK OF MONTREAL

Established 1817

TOTAL ASSETS IN EXCESS OF \$780,000,000

AS OTHERS SEE US

This is how the Canadian Wheat Pools appear to the Philadelphia Farm Journal:



We can't help noticing the parade that is taking place in and about Winnipeg and points west.

The Wheat Growers' Journal, official organ of the Kansas Wheat Pool, thinks a comparison like the one below should be made, and urges the Kansas farmers to "Think it over."



HARVEST POEM

Young Willard K. Wampus came out to the West And worked through the harvest —like all of the rest. He signed with Si Perkins, whose girl, Ethelyne, Of all the farm flappers was rated the queen; She'd mortgage the homestead to buy a twin six, Kept Si's bank account in a helluva fix. Young Wampus worked hard, fell in love with the girl, And coaxed her to tie up and try it a whirl. Old Si wept real tears when he gave 'way the bride, But, at the same time he was chuckling inside; He remarked to himself. "I must show 'em some grief— But this day has brought me some real farm relief."

—Walt Drummond.

\$1000. Cash in Prizes Solve this Puzzle—

ATLANTIC MILLS—7.22.1.5— 6.9.20.6.5.5.14—8.21.4.1.4.18.5.4— 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?

\$1,000 CASH IN PRIZES

Table with 2 columns: Prize rank and Cash amount. 1st Prize \$500 Cash, 2nd 150, 3rd 75, 4th 25, 5 Prizes \$10 each, 10 \$5, 75 \$2.

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.

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 Mil. Ritchie, Orillia, 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, Cartavis, 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. Rocc, 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.,

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When Answering Advertisements Please Mention The Scoop Shovel

Benefits ALL the Family



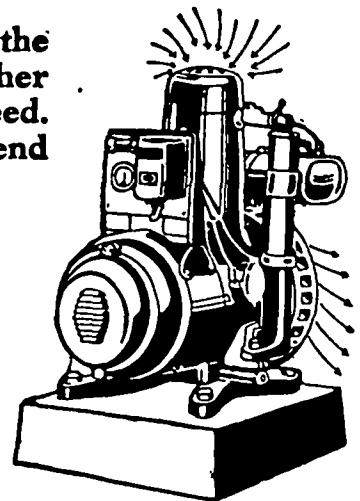
ONE of Delco-Light's big advantages is that every member of the family benefits when it is installed. Delco-Light's brilliant, safe electric light makes reading a pleasure—enables the children to study better. With its aid, the evening chores are completed in quicker, easier fashion. You take pride in your well-lighted rooms when entertaining. You can enjoy the wonderful conveniences of radio, using Delco-Light's batteries.

Delco-Light's power saves time and labor for all by turning the separator, churn, grinder, saw—pumping water and doing other tasks. Delco-Light is built in styles and sizes to meet every need. Sold on the General Motors plan of Deferred Payments. Send postcard for details now.

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

Dependable
DELCO-LIGHT
FARM ELECTRICITY



Air-cooled motor.
(See arrows above.)
Direct drive—saves
power.

Approved by
Fire Underwriters.

A MATTER OF ORGANIZATION

The fact is the leaders of the pooling movement in Canada are more interested in their neighbors in the United States getting well organized than are the majority of the wheat growers in our own country. They feel that their efforts to stabilize prices will not be entirely effective until the wheat crop in the entire world is organized, although they have undoubtedly done a good job of stabilizing prices thus far in their own country. The bulk of their wheat is sold abroad where it

comes into competition with our surplus. If our growers were organized to control this surplus, the Canadians feel that a long step would have been taken toward stabilizing world wheat prices, provided, of course, that the Argentine and Australian growers also organize. — The Farmer, St. Paul.

He came home and, as they say in the movies, found his wife, sewing on a tiny garment.

"My dear, my dear!" he cried.

"Don't be silly," she replied.

"This is my new dinner gown."

MILK POOLERS BEAT STEEL TRUST

The forty-one milk pools of the United States gathered together under the National Co-operative Milk Producers Federation, do an annual business that rivals General Motors or the Steel Trust, according to the annual report of the secretary to be presented at the annual meeting this month. The list of member associations cover the entire country, and no phase of co-operative marketing has made more rapid recent progress than the dairy-men's associations.

What Our Members Are Saying

Your favor of October 3rd in regard to certificate No. 74889 to hand last night. It is certainly a feather in your hat to dig up this certificate now nearly two years old. I knew nothing about it, but we discovered it, with the growers memorandum, and cash ticket No. 17913 still unpaid, and tucked away in the pocket of an old coat. This money will be very acceptable, as crops are poor with us. I wish to express

my appreciation of the care taken of our business. Thanking you, I am ever a booster for the Pool.

—F. L. Peskett,
R.R. 4 Gilbert Plains, Man.

I wish to thank you very kindly for the service you rendered me in having the grade of my last car of wheat raised from tough rejected sprouted 3 Durum to Tough 3 Amber Durum. In past years I have on one or two oc-

casions asked for reinspection on a car of grain which was shipped through a line elevator company, but always got the same grade back. I suppose it paid them better to get the grade for themselves. Wishing the Pool all possible success

E. J. Guthrie, Reston, Man.

I thank you for your interest in our work, and feel sure that if there had been enough to make claim (on a leaky car), the Pool would have got it for me. That last payment makes them sit up and take notice.

R. A. Patterson, Boissevain.

CHINA you're PROUD to have on your TABLE



IN every package of Quick Quaker marked "China" you will find a lovely china dish. Sometimes a cup and saucer, sometimes a plate, bowl or salt shaker.

Every piece of this china, is delicately moulded and prettily decorated in blue and gold. Pieces you will be proud to have on your table. You are sure to be interested in collecting such pretty dishes.

Hot Quick Quaker and milk is the world's greatest breakfast. It sustains and "stands by" all through the morning hours. You never tire of its delicious flavour.

Costs but a cent a meal. Nowhere else can you get such nourishment for so little cost. Quick Quaker cooks quickly—in 2½ to 5 minutes. Same superiority of quality as the famous Quaker Oats.

Be sure the Quaker figure is on the oats you buy. Packages wrapped, sealed, dustproof.



QUAKER OATS

—you have always known.

QUICK QUAKER

—cooks in 2½ to 5 minutes.

Your radio talks are much enjoyed in this home. I am sure they are doing a lot of good work keeping Pool members satisfied and non-Pool men dissatisfied. Try and keep your present radio man; don't let the government make a cabinet minister of him.

T. N. Firby.

I have been pleased with the way the Pool has of paying, and I think all farmers should be members of the Pool. It would make times better in Canada and all over the world. I give all my thanks to the Pool for the time I have been with it. I am not on the farm this year but hope to be with you all next year.

A. V. Archer, Winnipeg.

We have received today your cheque for rebate in freight, and wish to express our many thanks to you in securing same.

Cottam V. Simpson,
Treherne, Man.

The dear old Scoop Shovel—may she never get rusty.

S. E. Junkin, Winnipeg.
(Formerly of Dominion City,
Man.)

I write mostly through a desire to thank you all for the way my last crop has been sold. It is very satisfactory to me, and it gives me great pleasure to be able to indite these lines. I have been in this country close on 40 years; my old home was not far from Rochdale, Lanc., Eng. I know co-operative buying is a good thing, and I always thought since coming here co-operative selling would be as good, therefore, I did not hesitate to join the Pool, and I have no reason to regret it.

Josiah Walmsley, Hartney.

FROM THE ANTIPODES

C. H. Burnell, Esq.,
Manitoba Wheat Pool,
Winnipeg, Man.

Dear Sir:

Many thanks for your kindness in forwarding to me copies of your splendid journal, "The Scoop Shovel," which I find of great assistance in my duties as wheat inspector to the Co-operative Wheat Pool of Victoria.

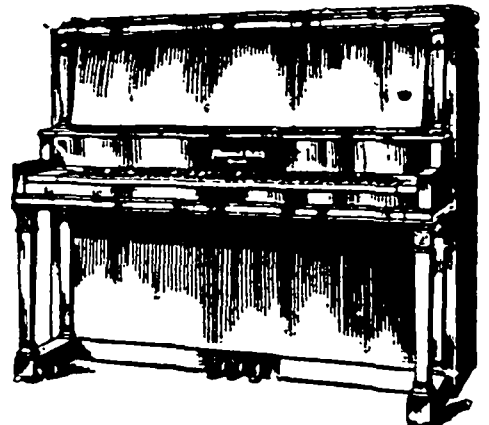
Yours faithfully,

J. W. Pilkington,
Melbourne, Victoria, Australia.

For the Long Winter Evenings—a Mason & Risch Piano Will Bring Joy and Comfort to Your Home

Nothing can take the place of music in the home—and a Mason & Risch will add much to the pleasure of the circle around the fireside on the long winter evenings.

Write for Free Style Catalogue and particulars of the easy plan on which you can buy your piano.



Sold Direct From Our Factories to Your Home

SAMPLE BARGAIN FROM OUR EXCHANGE DEPARTMENT:

WILLIS UPRIGHT PIANO **\$385**

Up-to-date Model in fine condition

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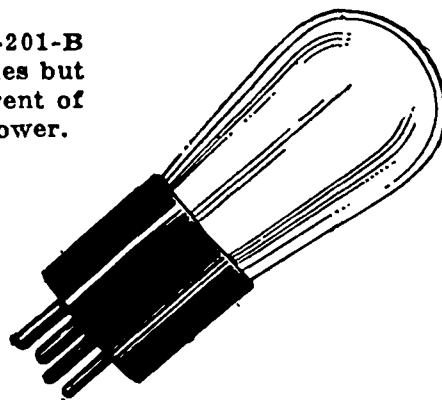
Also at Regina, Saskatoon, Calgary, Edmonton, Nelson and Vancouver.

We will promptly supply any Victor Record ordered.

SPARE TUBES Prevent Disappointment

You carry a spare tire on your car. Keep one or two spare radiotrons for your radio.

The new UX-201-B radiotron consumes but half the "A" current of tubes of equal power.



Replace your tubes each season so you can enjoy the maximum possibilities of your set. Insist on genuine radiotrons made by

Westinghouse

Pioneers in Radio

CO-OP. CREAMERIES

A co-operative creamery that makes millions of pounds of butter a year and does millions of dollars of business, is the Barron (Wis.) Co-operative Creamery Association, one of the largest east of the Rocky Mountains. In 1926 it manufactured 2,379,474 pounds of butter from 6,828,503 pounds of cream, delivered by 883 patrons. It received \$1,004,850 from the sale of butter during the same year, and sales of buttermilk and supplies add a considerable amount to the yearly income. Average membership has doubled and business increased steadily every year since it was organized.

One of the oldest creamery co-ops. is the North Montpelier (Vermont) Co-operative Creamery Company. Organized in 1896, it has continued functioning

year after year. It receives and converts into butter from 300,000 to 400,000 pounds of butter-fat annually. During the last six months the average monthly price paid to patrons has been around 50 cents a pound. Last year the average was 52.50 cents a pound.

Nearly twenty million pounds of butter have been produced and sold by the Baldwin (Wis.) Co-operative Creamery Association, in the 22 years of its existence. Its patrons have received from 91 to 94 per cent. of the sales value of the finished product throughout. Business has increased steadily from 874,310 pounds of butter made and \$257,880 butter sales in 1912, to 1,761,039 pounds of butter and \$730,706 sales in 1926.

The Farmers' Equity Co-operative Creamery Association, of Orleans, Neb., which now has two

plants in operation, recently set a new high record with two carloads of butter made in one day. For one week in June business was about 44 per cent. above that of the corresponding period of 1926.

"I was 4,000 feet high," said the boasting aviator," when my engine stopped and a wing support broke. Faster and faster I came down; every second I expected the end."

"What happened?" asked the breathless listener.

"Fortunately I fell on a rubber plant."

"Didn't that lawyer know you were a movie star?"

"Hadn't the least suspicion. Why, he offered to get me my divorce without any publicity."

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

City Ticket Office
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Phone 843 211-12-13

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Provencher & Tache
St. Boniface

CANADIAN PACIFIC

DEVELOPMENT OF CO-OPERATION IN INDIA.

Statistics regarding the co-operative movement for all India, published by the Department of Commercial Intelligence and Statistics, Calcutta, show that the number of co-operative societies in 1925-26 had reached a total of 80,182. Of this number the agricultural societies numbered 71,140, including 407 cattle insurance societies. There were 7,069 non-agricultural societies; 567 central organizations, including provincial and central banks and banking unions; and 1,406 supervising and guaranteeing unions, including re-insurance societies. Excluding the 407 cattle insurance societies the agricultural organizations increased in the year from 63,873 to 70,733.

In 1925-26 the 70,733 agricultural societies were classified as follows: 66,318 credit societies, 349 purchase and purchase and sale societies, 665 production societies, 328 production and sale societies, 681 other forms of co-operation. They had a total membership of 2,321,959 and an aggregate working capital of 2,293,000 rupees (\$742,932). Loans to individual members during the year amounted to 109,842,068 rupees (\$35,588,830) and to banks and societies, 6,862,086 rupees (\$2,223,315). In addition to the above there were 407 cattle insurance societies in the provinces of Madras, Bombay and Burma, with 5,940 members. Non-agricultural societies are classified on the same basis and there is a similar preponderance of credit societies.

For all India there are now 28.7 societies for each 100,000 inhabitants, and 11 members of primary societies for each 1,000 inhabitants, with a working capital of about 66 cents per head of population.

TOBACCO GROWERS GAIN MILLIONS BY CO-OPERATION

Growers of Burley tobacco have increased their return by \$111,477,433 since 1920, due largely to co-operation, according to Pres. J. C. Stone, of the Burley Tobacco Growers' Co-operative Association. The price paid for Burley tobacco has increased 8c a pound on the average, over the

price paid in 1920 before the co-operative was organized. "Reports of sales throughout the Burley tobacco district," says Stone, "show that while the independent market averages \$12.55 a hundred pounds, our tobacco sold for \$13.25, or 70c a cwt. more than was paid the outsider, gross, for his tobacco."

HOW TO GO BROKE FARMING

Expert advice on how to go broke on the farm has recently been compiled by the Tennessee College of Agriculture, and a number of points are emphasized

for the farmer who is interested in making a first-class failure of his business:

"Grow only one crop."

"Don't plan farm operations—trust to luck."

"Hold fast to the idea that the methods of farming employed by your grandfather are good enough for you."

"Mortgage your farm for every dollar it will stand to buy things you would have cash to buy if you followed a good system of farming."

"Be independent—don't join with your neighbors in any form of co-operation."



Savings

For every dollar placed on deposit with the Bank of Toronto, the depositor is assured of full, fair value in banking service.

Money conserved in small savings accounts, and reinvested as opportunity comes, has been the seed of most Canadian success.

Do not merely start an account with the Bank of Toronto. Consult our managers as to the possibilities that come to those who save systematically.

THE BANK OF TORONTO 304

NINE BRANCHES IN MANITOBA

Consult the Manager of your nearest branch.

TEACHING CO-OPERATION IN CONTINENTAL EUROPE

"The Teaching of Co-operation in Germany and Other Countries," is summarized in a recent number of *The Co-operative Review*, Manchester, England. The writer states that co-operative teaching began in the high schools founded by private initiative and supported by commerce and industry, in the following cities: Petersburg, 1910; Moscow, 1912; Berlin, 1913; and Milan, 1918. In Germany it is still the commercial high schools which deal with the subject most thoroughly. Soon after the outbreak of the world war, regular and systematic instruction in co-operation was begun in a high school in Berlin and at the University of Halle, where a seminar was also organized. At the High School of Commerce at Berlin, lectures on various phases of co-operation were given during 1925-26 by six different teachers or leaders in the movement. Two lectures were also given at the University of Berlin, and at the Agricultural College, one professor gave eight hours every week to co-operation.

At the University of Cologne, four professors lectured upon the subject from various angles, and lectures were also given in a number of other universities and high schools. During the summer term lectures were given at six German universities.

In Russia, lectures on co-operation were being given in the universities and the agricultural and commercial colleges before the war. At the present time a number of special co-operative training schools are being maintained by the government and the co-operative federations.

A chair of co-operation was founded in the University of Paris in 1921, and three lectures a week are given by a distinguished economist. Two other courses are given in Paris colleges, and six universities of France find a place for lectures on co-operation in their curriculums.

Italy has a special co-operative school at Rome. Co-operation is also taught in a commercial high school in Milan.

Prayer-worn knees and a rusty hoe never raised a big crop yet.
—Mrs. Wiggs.

PURITY FLOUR

More Bread and Better Bread and Better Pastry too

Use it in All your Baking

For your

WINTER HOLIDAY TRIP

CANADIAN NATIONAL
offers
LOW FARES
CHOICE OF ROUTES

THE ACME OF TRAVEL COMFORT
CONVENIENCE AND SAFETY IN
MODERN TRAIN EQUIPMENT

We will, at your convenience,
advise and assist you in selecting
the most attractive and convenient
routes to—

EASTERN CANADA : PACIFIC COAST

OR THE **OLD COUNTRY**

ANY AGENT WILL BE PLEASED TO GIVE YOU FULL INFORMATION

—OR WRITE—
W. J. QUINLAN, District Passenger Agent :: WINNIPEG

CANADIAN NATIONAL

When Answering Advertisements Please Mention The Scoop Shovel

WHEN THE SOLO PERFORMANCE FELL FLAT

Once there was a farmer who worked all alone;

No one's business bothered him except his own.

Never did he ask for help from anywhere;

When he craved amusement, he played solitaire!

He cooked his own beans, he darned his own jeans;

He talked to himself, and he grew his own greens;

He fixed his own tires; he pumped his own air;

And once in awhile, why he cut his own hair!

All his life this fellow went his lonesome way;

No co-operation did he think would pay;

Never spent a nickel that he couldn't save;

Even planned to ultimately dig his own grave!

He played his own hand; he took his own stand;

He kept to himself on his very own land;

He made his own jokes. (They tell in truth,

He even attempted to fill his own tooth.)

When he tried to sell his crop and make some dough—

Then it was he found his system wouldn't go;

Then it was, he found, before it was too late,

That he'd better wake up and co-operate.

He married, 'tis said; and nowadays instead

Of being in debt almost up to his head;

He pools all his crops; he pitches right in;

He's riding the band wagon headed to win!

When men face a duty, not merely will that duty become at once less unpleasant to them, but life itself will immediately begin to gather interest; for in duty, and duty only, does the individual begin to come into real contact with life.—G. MacDonald.

Strengthening the Bonds of Friendship

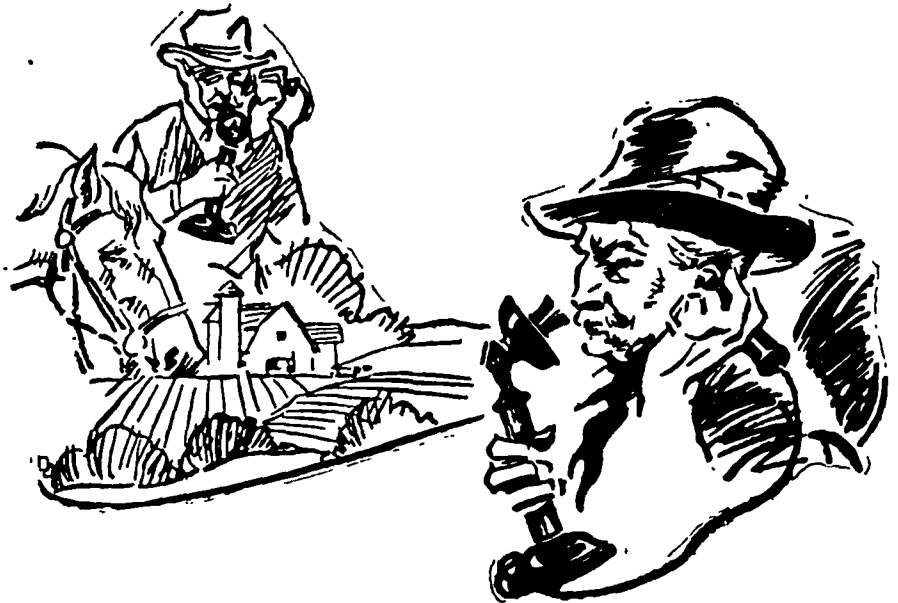
USE the telephone to cultivate the friendship of your neighbour—to keep constantly in touch with him.

It enables you to make this friendship more valuable in many ways.

An errand while in the village—the loan of a horse—spare machinery parts—a bag of meal—help in time of sickness, can be secured quickly by telephone.

Establishing a closer bond of friendship with your neighbour is only one of the many ways in which you will use your phone.

Write to our nearest branch for full information.



Northern Electric Telephone

MONTREAL
HALIFAX

QUEBEC
OTTAWA

TORONTO
HAMILTON

LONDON
WINDSOR

WINNIPEG
REGINA

CALGARY
VANCOUVER

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.

WINTER EXCURSIONS

PACIFIC COAST

VANCOUVER - - VICTORIA
NEW WESTMINSTER

TICKETS ON SALE

Dec. 1, 6, 8, 13, 15, 20, 22, 27, 29.

Jan. 3, 5, 10, 12, 17, 19, 24.

Feb. 2 and 7.

RETURN LIMIT APRIL 15, 1928.

EASTERN CANADA

TICKETS ON SALE

DECEMBER 1st TO JANUARY 5th.

FROM STATIONS IN

Manitoba (Winnipeg and West) Saskatchewan,
Alberta

RETURN LIMIT THREE MONTHS

CENTRAL STATES

TICKETS ON SALE

DECEMBER 1st TO JANUARY 5th.

FROM STATIONS IN

Saskatchewan and Alberta

RETURN LIMIT THREE MONTHS

LA SURVIVANCE FRANCAISE

Special Train for French Ex-
cursionists to the Province of
Quebec, will leave Winnipeg,
December 17th, 1927.



OLD COUNTRY

Special Trains and through
Sleeping Cars from Winnipeg
and Western Points to Saint
John for December Sailings.

FOR FULL INFORMATION ABOUT WINTER TRAVEL ASK THE TICKET AGENT.

CANADIAN PACIFIC

THE WORLD'S GREATEST TRANSPORTATION SYSTEM.

U.S. COTTON POOLS HAVE GOOD YEAR
(From Page 3.)

cotton sold to that date. The "December Pool" and the "February Pool" close on December and February 15th, respectively, and return the average prices to those dated. The optional Pool permits the member to later transfer his cotton to one of the other four pools.

Variations of this plan by the introduction of daily and semi-monthly pools are being inaugurated by some of the other associations, and in many cases the short pools are said to stimulate membership growth. This is particularly true in the case of the growers who are not familiar with co-operative advantages; or in the case of those who feel that they "cannot wait so long for their money the first year."

TOBACCO POOL QUILTS—PRICES SLUMP
(From Page 5.)

tunate part of abandoning a co-operative is that it always proves more difficult to again reorganize. A few years of starvation prices, and the growers are literally unable to wait for deferred payment. The few dollars cash that they secure for a crop that is in reality given away, is often all they have to tide them over the winter. Until these one-time co-operators are sapped dry and forced to abandon their calling, the hope to again build to the heights of co-operative success is slim indeed.—Allen Sandy.

POOL PRICES HIGHER THAN OPEN MARKET
(From Page 5.)

aggregate millions of dollars. "The difference between the Western Grain Dealers' spreads and the Pool spreads on tough wheat alone amounts to over one and one-half million dollars on the volume of non-Pool tough wheat, which gives some idea of the enormous loss to non-Pool farmers through excessive spreads taken by private grain companies.

"A comparison of Pool and non-Pool prices is a most inadequate basis of appraising the Pool, but if interests insist on making such a comparison it is important that they adhere to the facts. The statements here made may be substantiated by anyone by referring to the sources mentioned."

The Greatest Canadian Contest of All Time
A PRINCE'S RANSOM in PRIZES

IMMEDIATE AWARDS
NO WAITING

If You Can Solve This Puzzle You Immediately share in this tremendous Prize List.



\$125,000.00 IN PRIZES

THE outstanding success of our recently concluded contest in spreading the fame of Campbell Hosiery Mills has encouraged us to offer the people of Canada a contest that will be larger and better than anything previously attempted.

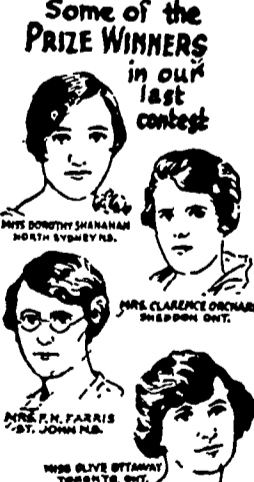
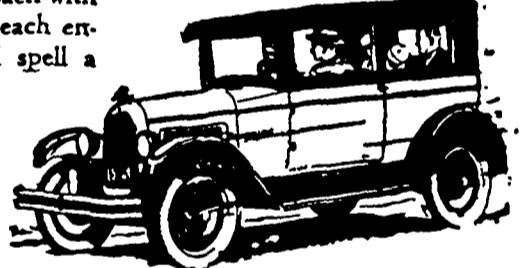
\$125,000.00! One hundred and twenty-five thousand dollars is offered—and anyone who can solve the above puzzle can share in the prizes.

This contest is unique in every way—it will appeal to all fair-minded, discriminating people. Contestants will not be asked to wait months for results—the bulk of the big prize money is offered for immediate distribution.

Judges will examine all entries every day as they are received and immediate decisions will be given, awarding prizes to all correct, qualified answers to the puzzle.

How to Solve the Puzzle WIN This New Overland WHIPPET COACH one of the BIG PRIZES

What is the Mail Man telling you with his letters?—A message of supreme importance to every Canadian home. Can you read it? Look above at the seven envelopes, each with its jumbled letters. The letters on each envelope, when placed correctly, will spell a word, and the seven words together give you the Mail Man's message. To start you off right, the third envelope will spell the word SAVINGS. Now—can you figure out this complete mystery message?



You Can Win—Send Your Answer Today

FOLLOW THESE SIMPLE RULES—That's all: 1—Give name and date of this paper. 2—Write on one side of the paper only. 3—Write name and full address plainly with pen and ink in upper right hand corner. State whether Mr., Mrs. or Miss. Neatness and good appearance will be considered. Don't send typewritten, fancy or drawn entries. 4—Contestants with correct answers will be given an opportunity of selecting a minimum order from the Campbell Money-Saving Catalogue, qualifying for the prizes which will be immediately awarded. 5—Only one answer may be submitted by a person. 6—Judges' decision will be final. 7—Employees of Campbell Hosiery Mills are barred from this contest.

This is the Contest You have Waited For

It costs nothing to send an answer—no obligation—nothing to sell to win a prize—immediate awards—no waiting—every correct, qualified answer immediately shares in the BIGGEST PRIZE MONEY ever offered in Canada.

If You Can Solve the Puzzle You Can Positively Win a Prize

You Also Can Win Valuable Prizes
were presented in every Province.

Miss Shanahan, North Sydney, N.S., \$1,000.00.
Miss Orchard, Sheldon, Ontario, \$150.00. Miss Grell, Albert, B.C., \$100.00. Mrs. Farris, St. John, N.B., \$75.00. Miss Ottawa, Toronto, Ontario, \$50.00. Miss Ross, Eldon, P.E.I., \$30.00. Miss Cook, Portage La Prairie, Man., \$15.00. Mrs. Hillen, Clarendon, Alta., Miss Ham, Corning, Sask., Mrs. Cartwright Major, Sask., \$10.00 each.

COMPLETE LIST OF PRIZE-WINNERS SENT TO ALL CONTESTANTS

Send Your Entry to **CAMPBELL HOSIERY MILLS**
Toronto 2, Ontario

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 \$1.82 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

FIRST-CLASS HEREFORD BULL AND two females for sale, cheap, or exchange for good Clydesdale stud colt, Suffolk Ewes or Holstein Cows or Heifers of equal value. Thos. Venables, Fork River, Man. 11-1

FOR SALE—ABERDEEN POLLED ANGUS, both sex, all ages. Accredited. R. H. McLenahan, Lenore, Man. 11-1

Miscellaneous

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. 9-4

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

FOR SALE—300 TONS OF GOOD TIMOTHY and clover. Correspondence solicited. Fitzpatrick Bros., Plney, 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

HALF SECTION — ALL CULTIVATED, black bush loam, no stone, alkali, gumbo or sloughs. 120 summerfollow; good district, Northern Man. Owner, A. N. Mack, Wadena, Sask. 11-1

FOR SALE — DELICIOUS MANITOBA Sweet Clover Honey, \$8.40 for a 60 lb. crate in 10 lb. pails, or \$14 per 100 lbs. f.o.b. Dauphin. John Aller, 344 Dauphin, Man. 11-3

TOBACCO—CHOICE CANADIAN-GROWN Virginia flue cured and Kentucky natural leaf tobacco at 30c to 80c lb. A 3-lb. package of samples sent postpaid to any address in Canada for \$1.50; 6-lb. package, \$2.50. Money refunded if dissatisfied. Ruthven Co-operative Tobacco Exchange, Ruthven, Ont. 11-5

FOR SALE—ONE NEW SET OF HEAVY English harness, suitable for draying and other work. Hand sewn brass mounted. A bargain at \$100. Robert Mott, Swan River, Man. 11-1

Poultry

CHICKS FOR 1928—BRED-TO-LAY FROM tested, trapnested and official inspected hens, with records up to 250 eggs in one year. Big discount for orders placed before January 1st. Canada's largest hatchery. Buckeye & Wisconsin Incubators and Brooders. Free catalogue. Alex. Taylor's Hatchery, Winnipeg, Man. 11-2

PURE BRED BUFF ORPINGTON COCKERELS, \$3; and Single Comb White Leghorn Cockerels, \$1.50. Wyn Fisher, Hazelridge, Man. 11-1

BARRED ROCK COCKERELS—OF BEST bred-to-lay strain, \$2. each Mrs. Chater Angusville, Man. 11-2

SELLING — APRIL HATCHED BARRED Rock Cockerels, from 250-280 egg stock, \$2.50. Large S. C. Black Minorcas, \$2 up to Dec. 15. Could not supply demand for birds from same stock at \$3.50 last spring. Secure yours now. Jas. W. Stevenson, Holland, Man. 11-1

FOR SALE—PURE BRED WHITE LEG-horn cockerels, April hatched, choice B. C. laying strain, \$2 each. Walter Dunlop, Deepdale, Man. 11-2

FOR SALE—PURE BRED S. C. BLACK Minorca Cockerels, \$1.50 each. Mrs. Fred Rice, Millwood, Man. 11-1

HIGHEST QUALITY S. C. WHITE LEG-horn cockerels from pedigreed high-class males and 200 to 279 egg R. O. P. hens. These are from W. H. Fisher's grade. Matings known to be very best procurable in Canada. Select birds \$5 each. Geo. S. Wooland, Letellier, Man. 11-1

MAMMOTH BRONZE TOMS, ONE TWO-years old, one eighteen months old, \$10 each, 2 hens 18 months, \$6 each. Young gobblers, \$8; hens, \$5. Mrs. Robinson, Lydiatt, Man. 11-1

PURE BRED COCKERELS, S.C. REDS, EX-perimental farm and imported strain, extra dark, \$3; also Agricultural College hatch S.C. White Leghorn, \$2. J. K. L. Friesen, Morris, Man. 11-1

PURE BRED WHITE WYANDOTTE Cockerels, \$2.50 each; \$4 for 2. Pure bred Mammoth Bronze Toms, \$7; hens, \$5. Free from disease. Until Dec. 7th. J. S. Wiseman, Neepawa, Man. 11-1

EXTRA LARGE TOULOUSE GEESE FROM 45 lb. pair, 60 egg strain, won championship Neepawa Poultry Show, 1927. \$6 each, 2 pair Chinchilla Rabbits, \$10 pair. Pedigrees free. O. R. Watson, Brookdale, Man. 11-1

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.
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We are offering 500 Watt, 32 Volt Generators, which can be operated by a 1 1/2 h.p. (or larger engine, for \$42 F.O.B. Winnipeg. They can be used for electric lighting or charging car and radio batteries. Write for printed circular.
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Pool Ripples



Old Oscar Wimp had one queer quirk—

He threw himself into his work;
Which proved O.K., as they all tell,

Until the day he dug a well!

Tramp—Kin I cut your grass for a meal, Lady?

Lady of the House—Yes, but you needn't bother cutting it; eat it right off the ground.

When you gaze at a farm with its broad expanse;

With its billowing fields and its growing plants;

And you say, "What a pretty view!"

It's a pretty good bet most any day

That you wouldn't feel anywhere near that way—

If the darned place belonged to you!

A mule and a Ford are said to have met on the highway.

"And what might you be?" asked the mule.

"An automobile," answered the Ford, "and you?"

"I'm a horse," replied the mule. And they both laughed.

Customer—I would like to purchase a present for my wife's birthday.

Clerk—Would you be interested in something in silk stockings?

Customer—Well, let's get this present matter out of the way first.

PILES IF you have Piles write or call at the only Institution in Canada specializing in the killing of Piles. No confinement to bed. Satisfaction guaranteed. Special 10 p.c. discount to those who return this ad, in 10 days from Nov. 20.

The Thomas Sanitarium
175 S.S. MAYFAIR AVE., Winnipeg, Man.

"I told you not to go swimming."

"But the other boys p-pushed me in!"

"Then how is it that your clothes aren't wet?"

"Well, when they said they 'were goin' to push me in, I took 'em off!"

1st Vacationer—Where are the shower baths?

2nd Vacationer—I don't know. I've only been here three weeks.

Lady—How much are these chickens?

Butcher—A dollar and a half, mam.

Lady—Did you raise them yourself?

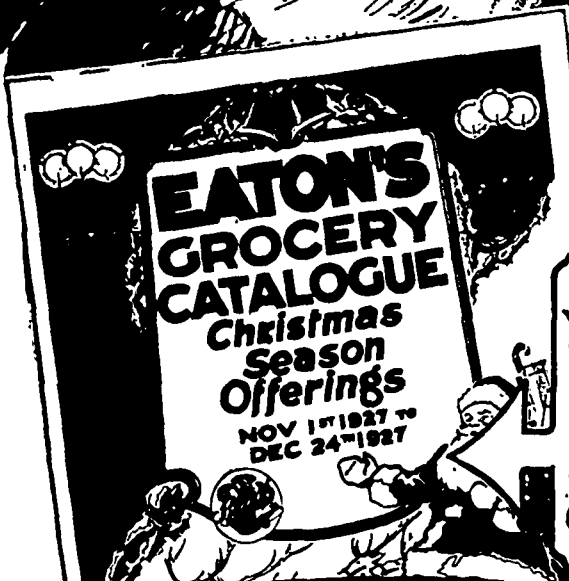
Butcher—Yes, they were \$1.25 yesterday.

How can a man make his coat last?

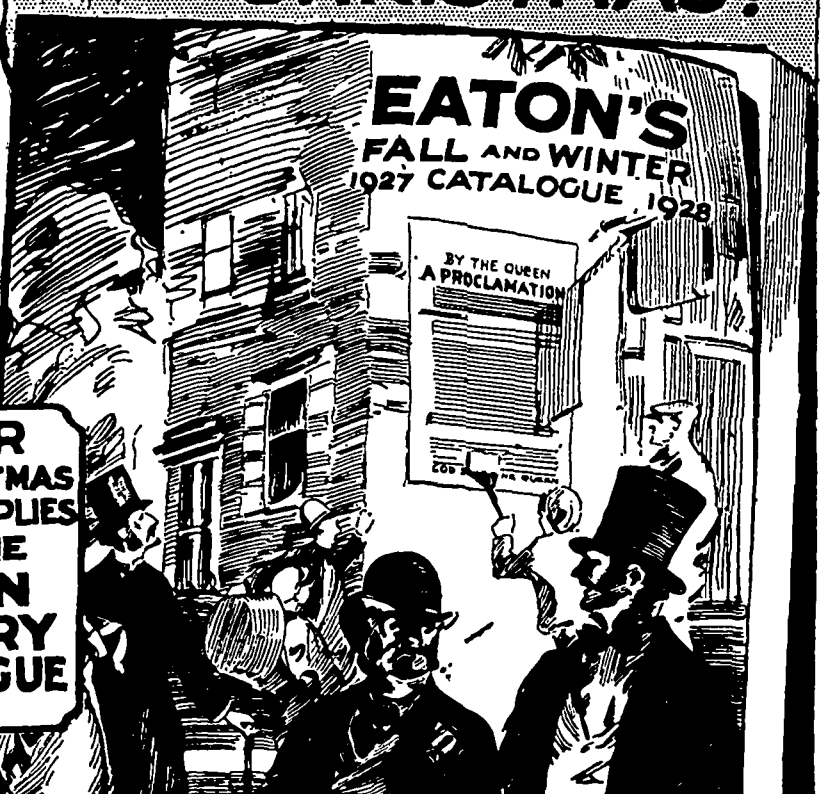
By making his vest and pants first.

The Old Problem

What to give for CHRISTMAS?



ORDER YOUR CHRISTMAS TABLE SUPPLIES FROM THE EATON GROCERY CATALOGUE



ORDER EARLY for CHRISTMAS and Avoid the Rush

If you order early you will be assured of speedy service. You will also indicate to us those lines which be in greatest favor and allow us ample time to replenish our stocks. **SEND YOUR ORDER NOW AND BE SURE**

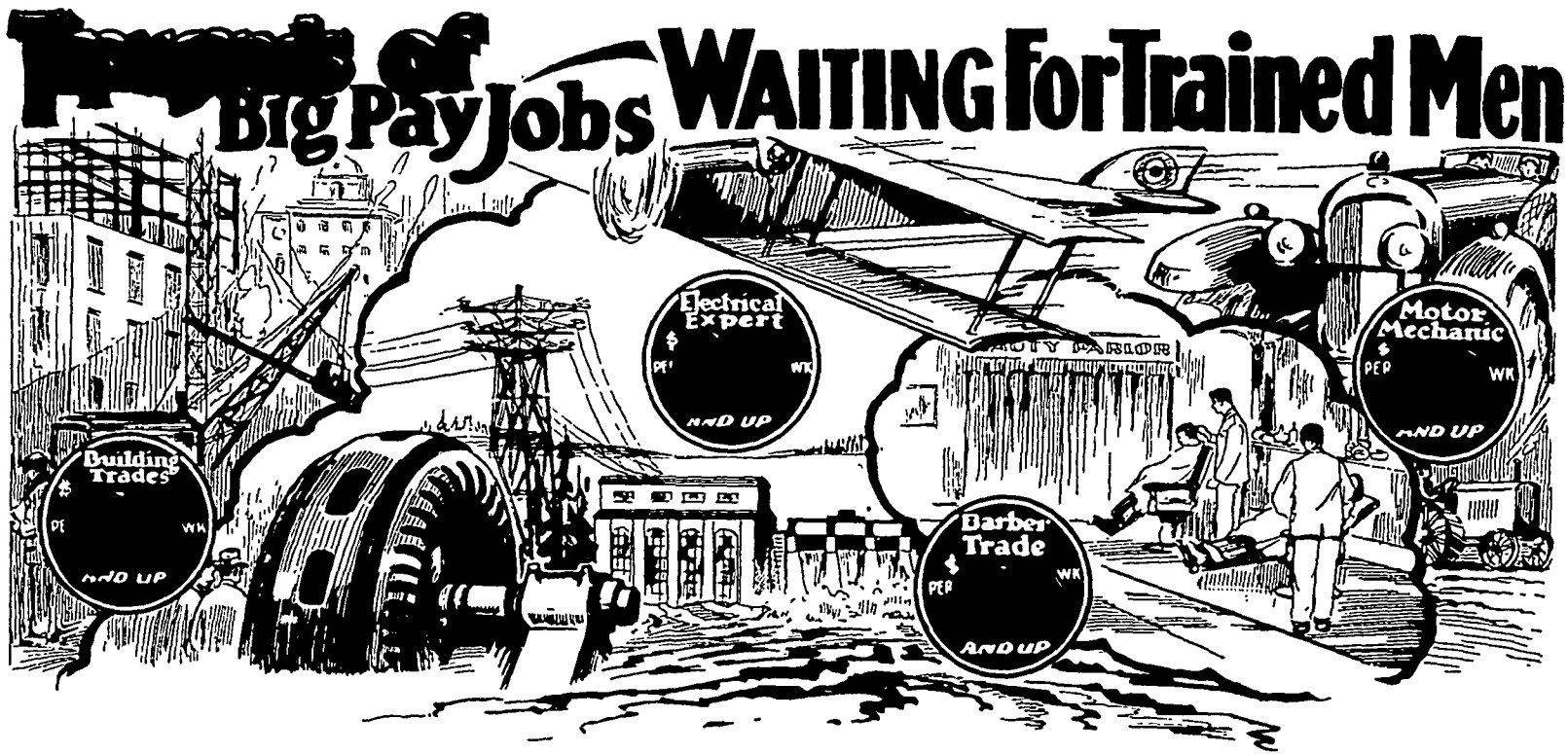
Simplify Your Christmas Shopping Buy from EATON'S CATALOGUE

When you can't think what to give Brother John or Sister Mary; when you just can't decide what would be the right remembrance for Uncle and for Aunt and for all those kind friends; when you wonder how you are ever going to satisfy all the requests of Junior and the kiddies—

Then consult your EATON Catalogue—turn through its many pages of Christmas suggestions, and as you go down your list, checking off one name from one Catalogue page and one from another, you will find that what seemed a great problem was really a very simple and pleasant task.

You will find, too, that your Christmas budget will go much further than you expected, and you will have the satisfaction of knowing that the gifts you buy will be in quality, style and finish exactly as represented.

THE T. EATON CO LIMITED WINNIPEG CANADA



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Nothing in the world can stop the march of industrial progress. Thousands of opportunities are open to those with clear-eyed vision—men of ambition—men of action—men who recognize an opportunity when they meet it face to face!

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It costs you nothing to follow in their footsteps. First write for our **Free Book**—“*The Road to Prosperity.*” It tells you all about the **Big Pay Trades** we teach. The coupon will bring it to you, **FREE**, without obligation. Satisfy yourself that you are fitted to learn a trade. Clip the coupon—**NOW**—mark an X against the trade you think you would want to learn—send it to your nearest Hemphill School. It means the first step to happiness, contentment and fortune.

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I saw this Ad. in *The Scoop Shovel*, November.