

# The Manitoba Co-operator

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## As it was in 1884—

To me, at least, it seems clearer than ever before, that the critical time—the parting of the ways finally—has come. Often before within living memory there have been times of depression and stagnation in trade, but never anything like that of the present time. One universal cry of distress is going up from every great trade and industry in the land. And what is the cry? Surely, my friends, the strangest that ever went up from any great trading community till now. "Too much corn," "too much sugar," "too much cotton," "too much labor," too much in short of every species of wealth, and yet our merchants and manufacturers are being ruined, while two-thirds at least of our people are underfed, badly clothed, miserably housed. Does anyone believe this can last? Power is passing rapidly into the hands of those who are underfed, badly clothed, miserably housed. How long, with all their patience, will they respect these huge and unused accumulations of all that they and their children need?

—From an address by His Honor Thos. Hughes, Q.C., December 6, 1884, on the occasion of the presentation to him of a testimonial in recognition of his services to the cause of British and International co-operation.



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**MANITOBA CO-OPERATIVE CONFERENCE LTD.**

COMPRISING

Manitoba Pool Elevators  
Manitoba Co-operative Poultry Marketing  
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Winnipeg District Milk Producers  
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Canadian Co-operative Wool Growers

Manitoba Co-operative Wholesale Society  
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## NEWS and VIEWS

There is one thing that is stronger than armies and that is an idea whose time has come.

—Victor Hugo.

Following the example of Germany, Roumania is also suppressing the Social Democratic party.

Belgium has increased its tariff on coffee and sugar, which will probably help to increase the world surplus of both.

The debating clubs of the universities of Oxford, Manchester, Glasgow, Leicester, Wales, Manitoba, and others, have voted that they will not in any circumstances "fight for king and country."

On March 31, 1933, the United States Grain Stabilization Corporation held 11,911,000 bushels of wheat in the form of futures. The corporation held no cash wheat.

At January 1, 1933, there were in Germany 51,795 co-operative societies which included 21,607 credit societies, 18,821 agricultural societies, 1,674 consumers' societies, and 1,295 purchasing societies.

Free trade is the program of individualism and competition; the program of co-operation is unrestricted exchange; ability to perceive wherein these programs differ is the acid test of a co-operative economist.

—T. W. Mercer.

Industrial experts estimate that about 25 per cent. of those unemployed at the present time will never be in jobs again. They will be too old when industry is back to where it was when they had jobs.

The teaching staff in every university in Italy must take an oath of allegiance to the fascist state and every teacher must attend the local meetings of the fascist party and is required to take an active part in fascist propaganda. By and by Moscow will decide it is feeble compared with Rome!

According to the United States Department of Commerce the average monthly payment of interest charges in the United States were:

1923—	\$218,497,000.
1925—	\$251,419,000.
1927—	\$289,283,000.
1929—	\$342,496,000.
1930—	\$364,534,000.
1931—	\$379,427,000.
1932—	\$380,389,000.

Stephen Leacock, Professor of Economics, McGill University, with a loud flourish of trumpets announces a way to "relieve the depression in six days, remove it in six months and eradicate it in six years." It consists of reducing the gold in the dollar from 23 to 17 grains. Professor Leacock must have been sleeping for the last three years or else he would have heard the demand for just that kind of dollar from the Canadian farmers.

The Mexican Ministry of National Economy began its work on January 1, 1933. Under this ministry was established a Department of Co-operation, which is to encourage the work of co-operative societies of all kinds in Mexico. It will consist of a propaganda section and a section for organization and inspection, and is to explain to the co-operative societies the principles on which their activities should be based.

—Industrial and Labor Information.

The High Court of Appeal in Holland has put the co-operative movement of that country in a box. A recent judgment of the court exempts from taxation the dividend on purchases provided the dividend contains no element of profit. According to the Court there would be no element of profit if the rate of dividend were determined at the beginning instead of at the end of each business year. What the Dutch co-operators have to figure out is how they can determine what the patronage dividend shall be before they know how much surplus they have to distribute.

An investigation conducted by the government of Argentina into the cost of growing grain in that country for the crop year 1931-32 shows the cost to be: wheat, 58 cents per bushel; flax, 74 cents per bushel; maize, 37 cents. The average selling price for the year is given as: wheat, 52½ cents per bushel; flax 64½ cents; maize, 34½ cents. The figures show why the farmers of Argentina are threatening to go on strike and so no seeding until prices rise.

We are gradually reaching a time, if we have not already reached that period, when the business of the country is controlled by men who can be named on the fingers of one hand, because those men control the money of the nation, and that control is growing at a rapid rate . . . . How long are we to stand for that? How much longer will we stand for it before we realize that we are just hired men of corporations; that we are just slaves; that we have nothing to say about anything that shall be done unless we get the consent of some great big corporation which through its interlocking directorates controls practically every avenue of human activity?

—U.S. Senator Geo. W. Norris.

The inherent defect of the capitalist system is its inability to maintain an equilibrium between production and consumption. It is simply a form of economic warfare which, no less than military conflicts, produces its aftermaths of chaos and suffering. The remedies that have been attempted in such variety as to constitute a new commercial policy are no remedies at all, but only aggravations of the disorder, in its turn accentuated by the economic nationalism which now holds the world in its grip. Then solution of the present difficulties can only be effectively accomplished by the substitution of the co-operative system with its ideals of service to the community instead of profit for the individual, its democratic control, and its inherent capacity to produce the desideratum of an equilibrium between supply and demand—production and consumption.—H. J. May.

## BRITISH AGRICULTURAL MARKETING BILL

The Agricultural Marketing Bill introduced in Parliament by the Minister of Agriculture on 7th March assures protection in the form of regulation of imports to producers provided that they avail themselves of the powers of organising home production conferred upon them by the bill. The first part of the bill empowers the Board of Trade to make an order regulating imports of any kind of agricultural product, if a marketing scheme in connection with that product is in force, or in course of preparation, or if the Board considers such regulation necessary as a complement to a marketing scheme for the product. Such an order must not be made, however, if it is at variance with any existing treaty or agreement with a foreign power or the Dominions.

The second part of the bill, dealing with the regulation of home supplies provides for the appointment of a Market Supply committee, consisting of a chairman and four members, to review the circumstances connected with these supplies. Producers of primary and secondary products (such as pigs and bacon) are also empowered to submit joint development schemes to the government which are subject to the approval of Parliament. Such schemes must provide for administration by a board, elected by the government and the constituent marketing boards, which has power to prohibit the production of the secondary product in the area covered by the scheme. The remainder of the bill contains miscellaneous provisions in connection with the sale of eggs by weight or grade, the obtaining of information as to stocks of agricultural products, and various amendments to the Marketing Act of 1931.

—I.C.A. News.

Now we have a new commission to review our tariff rates, Here's a bit of information I have learned,  
There'll be no protective tariff on hides, I'm free to state  
As far as the mosquito is concerned.

—F. A. Twilley, Swan River.

## THE CO-OP DIVIDEND PAYS THE TAXES

The Producer has recently given two instances which show the interesting connections between the act of receiving co-operative dividends and that of paying municipal rates and taxes.

In Oldham the municipality has arranged for a municipal office to be provided on the premises of the Oldham Equitable Society during the period of the dividend paying; so that hundreds of members periodically pass from the dividend desk to the town council's rate collectors' office in the same building in order to settle their lighting and heating accounts.

At a recent monthly meeting of the Holmfirth council attention was drawn to the arrears of over £1,200 in the payment of rates. The chairman mentioned that the finance committee were delaying the issue of notices until the Co-operative society's dividend day arrived so that many people will have a better chance of paying the rates. A councillor wanted to know why proceedings had not been taken. He was answered by the chairman's explanation that the finance committee preferred to give people a chance by utilizing their dividend and so avoid the infliction of any undue hardship.

—I.L.O. Co-operative Information.

## THE FALLACY OF THE BALANCE OF TRADE

In a recent lecture in Paris on "Some Economic Heresies which are Ravaging the World" Mr. Jacques Rueff, financial adviser to the French Embassy in London, attacked the fallacy of the "favorable" trade balance, and the restrictive economic policies to which it has given rise. In the course of his address he said:

"A glance at the commercial statistics which are now published in all the papers shows that in 1930 England, France, Holland, Belgium, Switzerland and others showed a deficit on their trade balances, that is, unfavorable balances, imports having exceeded exports. During the same year Germany, Poland, Roumania, Hungary and Bulgaria had favorable balances, that is, a surplus of exports over imports. My audience will agree with me that the conception ac-

ording to which the position of a country is improved by converting it from the state in which England, France, Holland, Belgium and Switzerland found themselves in 1930 into the state of Germany, Poland, Roumania, Hungary and Bulgaria during the same year, may inspire some doubt as to the wisdom of recommendations so formulated. What is true in space is no less true in time, for if we examine the trade balance of France over half a century we find that it has always shown a deficit except during the four years 1872-1875 when we were paying war indemnities, and during the three years 1924, 1925 and 1927 when we were suffering from a drain of capital. We have the right to entertain doubts about the meaning of words and the common sense of men when the most unfavorable situation possible is called favorable."

## A CANADIAN CO-OP COMMUNITY

Because it seems to have escaped the more rigorous effects of the present economic situation, attention is being focussed in Canada on a remarkable co-operative community near Morell on the Canadian National railways in Prince Edward Island, founded twenty years ago by one Ben Compton, a Scotsman, and today run by his nephew, captain John Compton.

An offshoot of the Macdonaldites, a religious sect which still has adherents in the province, the community, according to the Canadian National Railways' Agricultural Department, consists of upwards of 100 souls who own and farm some thousands of acres of land. It owns community tractors and other farm machinery, community barns and a co-operative store. When the produce is harvested Captain Compton sells it and banks the monies to the credit of the community.

Even marriage is a community matter, for when a young man marries, the community sets him up with a farm and a community furnished house. The church is community-built and community-owned and service is conducted by men of the congregation taking turns.

# MANITOBA POOL ELEVATORS

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F. W. RANSOM, *Secretary*

## Pool Elevator President Opposes Restrictions on Lake Shipping

From a special despatch to Winnipeg Free Press by Grant Dexter

Paul Bredt, dirt farmer from Manitoba, failed to convince the senate banking and commerce committee, Tuesday afternoon, that grain trans-shipment at Buffalo should be continued—but his evidence dissolved the fog which had surrounded the issue, and brought from the committee a clear-cut decision to do nothing which might injure prairie farmers. He spoke for western wheat pool organizations.

Until Mr. Bredt took the witness stand, the discussion of the new Canada Shipping act, of its clause forbidding trans-shipment at Buffalo had been beclouded by highly technical evidence with respect to shipping on the Great Lakes, with facts and figures revealing the sad financial plight of the lake carriers. Nobody in particular had put in a word for the prairie farmer who is the originator of the grain which is the prize the shipping men are fighting for. When Mr. Bredt concluded, the committee was seized of the importance of not placing the slightest additional burden upon the producer.

But while crystallizing the views of the committee on this point, Mr. Bredt failed—and was so informed—to prove to the satisfaction of the members that a stoppage of trans-shipment at Buffalo would tend to create a lake shipping monopoly, to restrict competition, to pave the way for higher lake rates.

### Makes Impression

Mr. Bredt made a remarkable impression on the committee. Tall, spare, pretending to no special knowledge of the grain export trade, he began his evidence with an apology for any shortcomings that might become evident. He read a resolution passed by the western wheat pools

strongly condemning the clause in the bill which would stop trans-shipment at Buffalo.

In the navigation season, he said, most of the wheat moves east by water. Exporters place this wheat either at Georgian Bay ports or at Buffalo, where it is stored for export in winter months. Buffalo, because of its strategic geographic location, had special advantages for western shippers. Exporters with grain at Buffalo in summer months have the choice of two channels of export. They could forward the grain to Montreal or to the American seaboard. They usually place wheat at Buffalo so as to be able to take advantage of the slightest advantage in rates by either route.

If the amendment were to carry, this advantage would be lost. He pointed out that wheat exporters under the present statute had three avenues of export. They could ship via all Canadian routes. They could ship via Buffalo and American seaboard ports. They could ship to Buffalo and take either route. The latter avenue depended entirely upon the privilege of trans-shipment.

### Would Destroy Advantage

It is now possible for grain to be carried from the head of the lakes to Buffalo in an American bottom; to be sent forward either through American channels or trans-shipped to a smaller vessel and forwarded to Montreal. But if this privilege were withdrawn, exporters would have to choose one of the two routes at the head of the lake. This, he believed, would destroy an advantage they now possessed, and, therefore, work injury upon Canadian wheat producers.

Mr. Bredt stressed the financial condition of the prairie farmers. Latest reports indicated that the costs of production of wheat in the west was more than 70 cents per bushel. Yet Fort William prices for the highest grade were around 50 cents per bushel and the farmers' net was from 15 to 20 cents per bushel less. Canadian wheat sold in open competition with world wheat. Higher transportation costs could not be passed along to the ultimate consumer; they must be absorbed by the producer who must meet world competition. Therefore, any increase in the cost of lake carriage would come directly out of the pockets of the farmers.

Mr. Meighen interrupted to say: "We all agree that western farmers must not be penalized. But there is a conflict as to the facts in this matter. The ship-owners argue that when Buffalo trans-shipments are stopped the competition will still be present to the full. If so, it is important."

### Says Record Illuminating

Mr. Bredt conceded that it was very difficult to predict what effect the stopping of Buffalo trans-shipments might have upon rates. He believed the record of lake rates last summer might be illuminating to the committee. On July 10, the rate from the head of the lakes to Montreal was 4½ cents per bushel. On July 11 the Associated Lake Freights, Limited, was organized—being an association of all Canadian lake carriers—and rates were raised to 4¾ cents per bushel. On July 29 the rate went up to 5 cents; on August 16 to 5¼ cents; on August 21 to 5½ cents; on August 26 to 5¾ cents; on September 1 to 6 cents; on September 11 to 6¼ cents, and on October 1 to 7 cents. This was the first time lake freights ever had been increased in this way. The increase took place at a time when wheat prices were falling. He believed that there was absolutely no competition in the lake trade among Canadian shipowners; he believed they were a combine.

On October 11 the three prairie premiers and pools had protested to the government. The board of grain commissioners had intervened and the price was dropped to 6½ cents.

### Further Complaints Dropped

Further complaints were dropped because the west knew they never could get very far in such matters, though in saying this he desired not to cast any reflection upon the grain commission. He did not believe in control of lake rates. Asked why, he answered that such a body was too slow and cumbersome in acting. Before it could act, lake rates must go up. Then it took time to register a complaint, time to have the complaint investigated, time to bring an order reducing rates. With open competition between all vessels on the lakes regardless of nationality, rate control was automatic.

### TO INCREASE FARMERS' PURCHASING POWER

The farm bill now before the U. S. Congress is declared to be "an act to relieve the existing national economic emergency by increasing agricultural purchasing power." The existing economic situation it is declared in the preamble to the act, is in part "the consequence of a severe and increasing disparity between the prices of agricultural and other commodities" and the purpose of this act is to bridge this gap between agricultural and other commodities. The bill itself has been prepared by the Department of Agriculture after numerous conferences with agricultural leaders, millers, packers, processors and others.

In a recent address Hon. Henry A. Wallace, secretary of agriculture, thus describes the purposes of the bill:

Its basic purpose, first of all, is to increase the purchasing power of farmers. It is, by that token, farm relief, but it is also, by the same token, national relief, for it is true that millions of urban unemployed will have a better chance of going back to work when farm purchasing power rises enough to buy the products of city factories.

The method to be used in increasing the farmer's purchasing power is by restoring the balance between production and consump-

tion as rapidly as possible. Let's help the farmer, the bill says in effect, plan his production to fit the effective demands of today's and tomorrow's—rather than yesterday's—market.

### Pre War Parity

The goal of the bill, in terms of price, is pre-war parity between the things the farmer sells and the things the farmer buys. Let me explain that. In the pre-war years, 1909 to 1914, wheat brought around 88 or 90 cents a bushel on the farm, cotton better than 12 cents a pound, and hogs better than 7 cents a pound. But at the same time, the prices of the things the farmer had to buy—his fertilizer, farm machinery, and the like—were on a comparable level. In general, these items bought by the farmer were a little lower than they are right now. But the prices the farmer got for his wheat and cotton and hogs were, in those pre-war days, more than twice as high as they are now. It is the gap that we want to bridge. And this bill provides the bridge.

### Reduction of Acreage

To reach the goal—a goal not to be attained perhaps in one brief year—the bill gives the secretary of agriculture these powers:

(1) To obtain, by contract with farmers, a voluntary reduction in acreage or production of certain crops, in return for which reduction producers will be compensated by means of rental or benefit payments.

(2) To enter into marketing agreements with producers, marketing agencies, and processors of farm products. The intent of this provision is that they may be organized commodity councils which will include both growers and processors of a crop. These councils will help determine which plan of acreage reduction, what scale of taxation on the processed goods may be wisest. The recommendations of the council will then be considered by the secretary of agriculture before any regulations are issued.

(3) To license processors and distributing agencies that handle agricultural products in interstate or foreign commerce, in the event that such licensing becomes necessary in order to achieve the purposes of the bill.

(4) To use the Smith cotton

option contract plan on the 1933 crop of cotton.

### Benefit Fund

(5) To impose taxes on the processing of the basic farm products. The amount of the tax, however, cannot be greater than is required to bring the market price up to the pre-war parity price. Thus, if wheat is selling at 50 cents a bushel, whereas the pre-war price was 88 cents, there is a difference of 38 cents a bushel. The tax on flour might, therefore, be as much, but no more than, 38 cents (considering flour in terms of bushels of wheat). The chances are that the tax would start at a relatively low figure, so as not to restrict retail sales of flour and thus reduce consumption.

The purpose of the tax, of course, is to collect funds with which to compensate those farmers who have contracted to reduce their production of the commodity so taxed.

The basic products to which the bill may apply are these: wheat, cotton, corn, tobacco, rice, hogs, and milk and its products. But before any move is made to tax any one of these products, or to attempt a reduction in production, it will be essential to call in the representatives of both producers and processors of the product involved. With their help, we can work out for each commodity that method of production control, of taxation and compensation, which offers the best hope of success. Under the taxing power, furthermore, there is provision for public hearings, so that in each step of the way we shall have the expert advice of those directly interested."

### COULDN'T WHEAT BE HANDLED IN THIS WAY?

Australia, Belgium, Canada, France, Germany, Great Britain, Mexico and Poland, have agreed to proposals for the renewal of the international zinc cartel. Consequently this will be continued for a further five months as from 1st February. Should stocks, which at present amount to 148,000 tons, exceed 155,000 tons before 30th June, works which have produced more than their quota have agreed that their output shall be restricted until stability has been acquired.

# THE MANITOBA CO-OPERATOR

(Formerly *The Scoop Shovel*)

Representing the Agricultural Co-operative Movement  
in Manitoba.

Office: 8th Floor, Wheat Pool Building, Winnipeg.

Editor—J. T. HULL

## THE U.S. FARM RELIEF PLAN

The prompt and vigorous action of President Roosevelt in the banking emergency in the United States attracted much public attention and was given a great deal of space in the press; neither so much public attention nor so much press space has so far been given to his proposals for dealing with another emergency, namely, the condition of agriculture. His plans in this respect, however, are of as great importance in a social sense as his plans for the banking emergency. There was nothing particularly revolutionary in what he did for the banks, his object being simply to enable the banks to withstand a temporary pressure. His plans for agriculture are revolutionary in the sense that they directly traverse all the hitherto accepted principles of American political philosophy and practice.

He proposes, for a time at least, to bring agricultural products under social control, not merely for the sake of agriculture, but for the sake of the nation. The bill now before Congress and of which we give an outline on page 5 of this issue of the Co-operator, is based upon the assumption or the belief that the restoration of the purchasing power of agriculture in the United States is a condition precedent to the restoration of general economic activity, in other words, that before industry can be running at full capacity again it is necessary to create a demand for industrial products and that a most substantial part of this demand normally comes from agriculture. The plan, therefore, is to raise the income of the farmer to the point where his purchasing power will be equal to that which he possessed in the five-year period 1909-14. This increase in the farm income is to come from a fund provided by a special tax on the processing of farm products with an accompanying enforced reduction of farm production so as to relate that production as closely as possible to domestic consumption and thus prevent an export price determining the domestic price. To participate in the distribution of this fund the farmer must enter into a contract with the government to reduce either his acreage under certain crops or his production of livestock for the market, or both.

Under the plan, it is expected, of course, that prices will be raised to the consumer, but it is also anticipated that some of this tax increase will be absorbed by the processing industries so that the full amount of the taxes will not be borne by the consumer and in any case the government will keep a vigilant eye on the course of prices and if the price of any basic farm commodity seems to be getting out of line or near a point where it may be expected to decrease the demand, then the government may modify the tax.

On the whole the working out of the plan seems to have been well canvassed by the economic experts in the Department of Agriculture and if it ever comes into operation it will furnish a good test of the ability of the expert intelligently to direct a planned effort to restore economic activity.

The plan is in reality a great social experiment. It is in its way a repudiation of that rugged individualism which hitherto was supposed to be the dominant characteristic not only of the American farmer but of farmers everywhere. It is an experiment in the creating of social control of an essential part of the country's wealth production, and it may be said that it is a kind of control which could be carried out by voluntary co-operative effort among the farmers themselves if only they could be persuaded to organize for the purpose. Voluntary organization in this respect, however, never got near one hundred per cent. of the farmers and this particular plan needs one hundred per cent. organization. Hence the governing authorities are going to try an experiment backed by the power of the state and the experiment no doubt will be watched with eager interest by the farmers in other countries, as well as by those who believe that if democracy is to be a success it must make experiments of this character.

## REDUCING PRODUCTION AND REGULATING DISTRIBUTION

It is now clearly apparent that if a wheat conference is held at the same time as the world economic conference, presumably about the middle of June, the most important questions to come before it will be: (1) the control of production; (2) the control of marketing.

According to the International Institute of Agriculture wheat stocks throughout the world are going up and the stock on hand by August 1 will exceed the world's total import requirements, although the crop of 1932 is below that of 1931. Despite the huge surplus of wheat in the world, the area under wheat in 1932, the Institute reports, was four million acres above that of 1931.

The controversy as to whether this huge surplus of wheat is due to over-production or under-consumption, in the face of the appalling economic conditions throughout the world, has merely an academic interest. There is enough agreement among economists, for practical purposes, that one of the first steps to be taken in the restoration of economic activity must be by way of increasing the price of agricultural commodities and thus to give greater purchasing power to agriculture throughout the world. Obviously the difficulty encountered in any plan for increasing agricultural prices is, in the case of wheat at least, the existing surplus stocks and these surplus stocks cannot be reduced in any short period of time unless it be by the drastic method of the governments of exporting countries undertaking to take the greater part of the surplus off the market altogether. This plan does not seem to be favored anywhere and the alternative is therefore reduction of production until such time as the surplus has moved into consumption. That plan is included in the bill for farm

relief now before the U. S. Senate, and it seems to be the concensus in wheat exporting countries that some plan will have to be adopted by the rest of the agricultural countries in agreement with that of the United States.

If such a plan were to be adopted by all wheat exporting countries then it is obvious that some form of control of marketing would have to be established in order to prevent the surplus from having an effect on market prices and also to prevent any nation from surreptitiously increasing the pressure upon the market. These two plans taken together would necessarily involve an extensive control of agriculture in the countries entering into the plan and if it is to succeed it should also have the adherence of wheat importing countries so that market regulation might not become used to encourage the production of wheat in the normally importing countries. In a word, it looks as though the whole question of agricultural production and marketing will have to be considered from an international standpoint if we are to avoid in the future the anarchy in international trading against which the nations of the world are struggling at the present time. The fear of unfair and unrestrained competition, especially in agricultural products, is the cause of tariff conflicts and the other devices for restricting imports.

World control is doubtless a very large order and it may be confidently predicted that it will not be undertaken without a considerable amount of misgiving on the part of those who have to carry it out. But, looking well ahead, it may also be said that it would represent a beginning in the introduction of that order into international trading which the future will undoubtedly demand.

## WHERE PROFIT-SEEKING LEADS

Whatever may be the aftermath of the trial of the Britishers and Russians in Moscow accused of espionage, bribery and sabotage, the trial itself and the charges and the stories told constitute only one more illustration of the danger in the methods pursued by the great international capitalist concerns to secure business. Over and over again the world has heard of the bribery and the corruption of officials in government service by those huge international concerns which constitute what has been called the secret international, in other words, the great armament ring. It cannot be overlooked that the institution whose employees in this Russian case are accused of bribery and espionage is one of the largest armament making firms in the world and that this is not the first time it has been involved in charges of securing business and information of use to it through bribery of officials.

Sir John Simon has stated most emphatically that the Britishers are not members of the British secret service, and we may take Sir John's word. It may even be that the information which the men were trying to get was not for the use of the British government, but that it was information which would be used by the institution which employed the men in the manner in which armament firms have hitherto used such information, namely, for the purpose of stimulating a demand for the kind of goods which they manufacture, is hardly

open to question. For the method of armament manufacturers is to find out what other nations are doing in a military or naval way or even industrial way where the industry has a bearing on war needs, and then to pass on this information to other governments in order to induce them to expend more money in military and naval preparations, and so to give orders to the armament makers or corresponding industrial undertakings. That way of utilizing information which the armament firms secure in all manner of devious ways has been exposed over and over again and is the basis of the demand which has the support of every peace organization in the world, that private profit be taken out of the making of war materials, and that all armament factories be government owned, controlled and operated.

The Britishers who are standing trial in Moscow may not possibly understand the purpose to which the information which they passed on to their superiors is used, and to that extent they are entitled to lenient judgment, but their case is only one more argument against the methods of international capitalism not only in the matter of armament making but in the manner of obtaining business. It is positively absurd in every human sense that nation should be inflamed against nation simply because profit seeking concerns find it possible to get men to take all kinds of chances in doing what they know is wrong in another country. We can see in the feelings engendered by this trial how easily the competitive system can create situations in which human passions are stirred to the point where war becomes an easy possibility.

## FARMERS AND THE BANKRUPTCY LAW

There seems to be a somewhat general opinion among farmers that to go through voluntary bankruptcy is an expensive matter. It was, until an amendment was made to the Dominion Bankruptcy Act which provided that a provincial government may appoint a custodian, in the case of a farmer only, who will be a departmental official and who will not be entitled to any remuneration and may not charge the fees which are charged by the custodian in ordinary cases of bankruptcy.

A custodian in bankruptcy is appointed by the official receiver and it is his duty to go into the affairs of the bankrupt and wind them up to the satisfaction of the creditors. The custodian naturally charges for this work, but in the case of a farmer, provincial governments may appoint a person to act as custodian and this person will be appointed by the official receiver in the case of a farmer desiring to go into bankruptcy. Thus all the initial fees and expenses are avoided.

The Manitoba government has appointed such a custodian and consequently any farmer in Manitoba feeling that his financial position is hopeless and that it would be better for him to go through bankruptcy, may do so without having to put out a heavy initial cash outlay. It should be mentioned that all the exemptions secured to a farmer by law in Manitoba are excluded from his available assets. In case of bankruptcy these exemptions remain to him.



# THE CO-OPERATIVE MARKETING BOARD

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## CO-OPERATIVE OIL STATIONS

Following is a copy of a radio broadcast recently given by the Secretary of the Co-operative Marketing Board through the facilities of the Manitoba Co-operative Conference:

Reference has frequently been made during this co-operative broadcasting period to the farmers' co-operative oil stations which are operating in various parts of Manitoba. Today I want to deal particularly with that type of co-operative association, and to describe as fully as I can in the few minutes at my disposal what they are and how they operate. At present there are about thirty of these organizations in the province, incorporated under the Co-operative Associations Act, which means that they are owned by their patrons and are operating not for profit but for the purpose of giving service at cost to their members. Their main activity is the sale of gasoline, kerosene and lubricating oils, but in most cases they also handle other farm and household requirements such as flour and feed, binder twine, coal, salt, fencing, lumber, apples and other commodities for which there is sufficient demand to permit the purchase and immediate disposal of car load lots.

The usual equipment of a co-operative oil station consists of two vertical iron tanks with a capacity of 12,500 gallons each, an oil warehouse of galvanized iron with pumps for filling and emptying the gasoline and kerosene tanks, a delivery truck, a small office building, and often either a coal shed or flour warehouse or both. This plant is situated on a railway siding, often on property leased from the railway company.

### Members Supply Capital

The capital necessary to set up these plants is obtained by the sale of shares, the value of which varies from \$5.00 to \$25.00 each,

\$10.00 shares being most common. In selling shares the aim is not merely to raise the money where it can be got most easily, but to interest people who will be customers and thus help to make the business a success.

On the average the investment of the members of the co-operative oil stations in Manitoba is a little over \$5,000 for each station, about \$3,000 of which is represented by paid up capital and the balance by surpluses and reserves accumulated.

The staff required to operate an oil station usually consists of a manager, engaged on full time throughout the year, and a truck driver employed from early spring to early winter. Where no delivery service is given, one man is sufficient. The co-operative station doing the biggest business in Manitoba requires a manager, two drivers, and occasional clerical assistance during the busy season.

The success of these co-operative oil stations during this period of difficulty in the business world generally, is remarkable. I made a careful analysis of the audited statements of 21 co-operative oil stations in Manitoba for 1930, and of the same group and one other for 1931. In 1930 the 21 associations did a business of \$578,000 and every one showed a surplus on the year's operations, after paying all expenses and depreciation. One came out only \$96.00 on the right side, but two had a margin of over \$4,000 each. In 1931 sales were lower, amounting to \$440,000. Nineteen out of the 22 showed a surplus for the year, and the other three had a deficit of only \$1,256.00 between them. I have not collected all the figures for 1932 yet, but from the information that I have I believe it is safe to say that the results are quite as good as those for 1931. From what we read about failures and losses in business generally, I think this is a remarkably good showing, and it

appears to me that there must be something fundamentally sound about a method of doing business that can produce these results in these times and without exploiting anybody.

### Local Management

These concerns are all operated under local boards of directors elected by the members, and practically all the members and directors are farmers. They have to meet competition from the big corporations engaged in the oil business and they are doing it successfully, selling at competitive prices. One of the secrets of their success is the fact that the customers own the business. The greatest corporation in the world cannot operate its business successfully unless the public will give it their patronage. But in the co-operative the owners themselves can supply enough patronage to make it a success, and they are doing it.

There is however one advantage that the large corporation has over the local co-operative. The big fellows have the money and can afford to give credit. The co-operatives cannot. In 1930 and 1931 the big oil companies became very liberal in the matter of credit. Almost any farmer could get all the gasoline and oil he wanted, whether he had the money to pay for it or not. The co-operatives had to sell almost entirely for cash. They pay cash for what they buy and therefore they have to get cash when they sell. Consequently they lost some business. I am not going to say that this sudden liberality by the oil companies was an attempt to put the co-operatives out of business, but I have heard other people say so, and I cannot contradict them. But anyway it did not have that effect. The co-operative oil stations are still going strong, and the big oil companies have millions of dollars owing to them that they are try-



## Consumer Co-operation

Manitoba Co-operative Wholesale. Head Office: 316 McIntyre Bldg., Winnipeg.

In last month's "Co-operator" on this page devoted to consumer co-operation, we told the story of the launching of the Cartwright Consumers' Co-operative, Ltd. Every active Co-operative in Manitoba is, in itself, a tale of determined working together by sincere and neighborly people; a tale that is interesting and inspiring. 'Tis of interest to know how folks in various communities have teamed up to work out a practical solution to the problems that beset us all in our daily lives of buying and selling; and 'tis an inspiration to know that folks are succeeding in working out such a solution to every problem that we face, whenever and wherever they persist in steadfast, sane and loyal application of the principles of co-operation.

Every Consumers' Co-op local has a story to tell—a story of difficulty tackled and overcome; of troubles solved; of searching for, and finding, better methods. The telling of this story is bound to help other folks whose Co-op may be struggling with like entanglements. 'Tis the part of true co-operation that helpful information should be passed along for the benefit of the greatest number. Fortunately, each Consumer Co-op in Manitoba has the means ready to its hand to tell its story to the other co-operators in our province. Each local affiliated in the Manitoba Wholesale is part owner of this journal and of the daily radio broadcasts of the Manitoba Co-operative Conference over CKY. And each and every Consumer Co-op is invited, then, to make use of these tools to tell the other co-operators in Manitoba of how they have succeeded and what they have learned in the hard school of experience.

True, the "Co-operator" goes out only twelve times a year. But if, for instance, you send in to the Conference the details of that drive for more members and more business that you are going to put on this spring, your efforts can be reinforced by telling the story of your effort in our daily Co-operative broadcast.

Here is the story of what the good folks up in Granplain neighborhood have done:

"Grandview Co-operative Oil & Supplies, Ltd., was chartered in the summer of 1928. Active organization work languished until the fall of 1931 when a preliminary canvass indicated that capital might be available to put in an oil station.

"Meanwhile there was talk of starting a local at Gilbert Plains. Luckily, a joint meeting at Buffalo Lodge agreed that the two neighborhoods could best be served with one local.

"The canvass proceeded so energetically that when the shareholders met on December 17th, 205 members had subscribed over \$5,500 capital—promising \$2,200 of this in cash. Seven directors were elected—four from Grandview, three from Gilbert Plains.

"The early winter delayed the erection of equipment till spring. On March 1 Roy Johnston (who needs no introduction to co-operators) took over the duties of manager. By the end of April, warehouse and tanks were up; the first cars of kerosene and gasoline were unloaded; and deliveries were in full swing by May 1—Victor Wilson handling the new delivery truck in perfect style.

"Working capital was borrowed from the bank—upon the personal guarantee of ten members. The sacrifice of these ten, is a challenge to the entire membership to support their local to the uttermost.

"At Gilbert Plains, a good brick building (it used to be a garage) was rented and a gas pump installed. P. H. Riches, whom every one knows as a first class mechanic, opened this office on July 1. A month later a similar brick office was opened in Grandview, fully equipped with pump. Air compressors were installed; so that complete service is available at both points.

"A fine spirit of co-operation and a determination to make the local a success was in evidence throughout the year. The annual meeting in December was well

attended from both districts. Reports showed a turn-over of \$25,000 — and a net profit of \$869 (which paid 7% on capital and a 3% patronage dividend). Practically all members left their dividends to apply on shares. The membership stood at 223—and, in addition, 465 non-members made purchases amounting to \$5,000.

"With over \$3,000 worth of merchandise on hand, it was impossible to pay off the bank loan in full. The bank declined further credit and asked that the balance of \$3,100 be paid up forthwith. This put the local in a serious position—as more gas and kerosene were needed. A call on the membership to pay up their shares was out of the question. A number of loyal members came to the rescue—and advanced some \$1,850 either on a loan basis or credited to their account to be taken out in goods later. The Association pays 7% on loans and 5% on the minimum monthly balance on open accounts. The interest paid puts that many more dollars in circulation among our own membership.

"This offers a real solution to financing our own business—and is a practical demonstration of what co-operators can do when they stand behind their organization, determined to make it succeed."

### "NOT—QUITE—TOO LATE"

I think it is probable that we are entering upon a phase of partial recovery due to the elimination, mainly by natural forces, of those factors in the depression which are customary in the evolution of a normal trade cycle. The recovery will, however, be partial, unless we can, to a much greater extent than at present, deal by deliberate policy with the major obstacles which characterize this depression as distinct from those of the past. . . . The whole system under which our rich heritage of western civilization has grown up is at stake. Its fate depends not only upon deliberate and concerted government action, but also upon constructive reform by those who organize and direct policy through every main sphere of economic activity. The sands are running out; but it is still not—quite—too late.

—Sir A. Salter.

# Co-op. Poultry Marketing

## A Message from Manitoba Egg and Poultry Pool

Head Office: 85 Lombard Avenue, Winnipeg

### FALLING MARKETS CHALLENGE ACTION

On April 10th we propose to open our voluntary storage pool. Abnormally low levels have been reached in our Canadian egg market during the week of March 27th to April 1st; extras having fallen to a basis of 14c, delivered to Toronto, and 16c delivered to Montreal in carlots. This makes immediate action on the part of organized merchants and producers of Western Canada imperative if we hope to retain any value in our eggs during the coming production season.

We are extremely disappointed in the action which has apparently been taken by the eastern distributing trade to bear down our egg markets to this low level. We are of the opinion that, in view of the national stabilization fund in respect to stabilizing the pound sterling at \$4.60 as applied to the export poultry products, our eastern markets should not have fallen below a minimum basis of 18c for extras f.o.b. Montreal. However, it appears that if prices on agricultural products are to be maintained on a basis of their export value this can be done only by placing ourselves in a position to take advantage of our export markets.

During the season of 1932 a considerable quantity of eggs were stored by the provincial pools, thus relieving the market pressure. While the final returns were only from 10 to 20 per cent. greater than the outright price paid at the time of storing, thousands of dollars were indirectly saved to the industry as a result of this operation.

#### Voluntary Storage Pool, 1933

1. **Period:** Balance of April and the month of May.

2. **Advance Payment:** To be the same as that being ordinarily paid by the Association on the grade of seconds at time of shipment.

3. **Undergrades:** Will be sold at once; extras and firsts stored.

4. **Storage Stocks:** Will be liquidated if possible by December 15th and final settlement made before Christmas 1933.

5. **Voluntary Storage Pool:** Will be open to all contract signers.

6. All advance payments, assembling, packing, storage, interest and selling costs to be charged to said storage eggs and deducted from the gross proceeds of same before final settlement.

7. As the volume which can be handled in this way is not unlimited, the Association reserves the right to discontinue storage operations at its discretion.

8. Your signed order addressed to the Egg Station of the Association to which you ship shall be their authority to include your eggs in the voluntary storage Pool.

The Voluntary Storage Pool of 1932 was the greatest contribution to the poultry industry of Canada made during that season. The need for organized effort is even greater today than one year ago. We would appreciate you giving this matter your immediate attention and, if you wish to participate in this voluntary storage pool, kindly sign the order you received and forward it to the Egg Station to which you ship.

We trust that the voluntary pool may again enjoy the wholehearted co-operation and support of the merchant and producer egg shippers.

**SPECIAL NOTICE:** Please understand that this is entirely voluntary and that your eggs will be paid for outright unless you notify us that you wish to participate.

#### Marketing Good Eggs in Summer

The relatively inferior quality of summer eggs can easily be avoided. The matter is almost entirely in the hands of the producer and handler. By careful observance of the simplest rudiments of production, care and marketing of eggs, the shareholders of the prairie pools could market over 80% of their eggs of the quality of "extras" and "firsts." Such increased quality production would profit these shareholders to the extent of thousands of dollars annually.

Here are some suggestions

which, if followed by both merchants and producers, will certainly make an improvement in the egg quality.

1. Swat the rooster as early in May as possible and market "non-fertile eggs."

2. Feed only good quality of feed and give clean milk or water to drink, and keep a constant supply of shell-producing materials where the hens can secure same.

3. Keep plenty of clean litter on poultry house floor.

4. Make your nests easily accessible, twelve inches square, one to every four hens; change the straw in nests frequently; and arrange the nests so that hens cannot roost on them.

5. Gather eggs at least twice daily. Use a dry pail or basket, not the one you just carried the milk to the calves in.

6. Keep eggs in a moderately dry room or cellar, the coolest you have, and pack immediately in a closed container. Do not subject eggs to odors of decaying vegetables, coal, oil, fish, etc.

7. Pack and ship with small end down. Put large eggs at the outside of fillers and if your cases are not equipped with hold-tite flats, place an excelsior pad on top and bottom of each case.

8. Use small, very large, poor shaped, weak or rough-shelled and dirty eggs at home.

9. We advise that you procure 15- or 30-dozen clip-top cases, equipped with "Hold-Tite" flats and fillers from your nearest egg station, with your name and address stencilled on each case. The price is reduced to—"Fifteens," 35c; "Thirty's," 60c. The amount will be deducted from your initial cash ticket.

10. **Shaking or rough usage:** Eggs do not need exercise, in fact it is hard on them. Rough usage, especially of stale eggs, frequently breaks the air cells or the vitelline membrane surrounding the yolk, in the latter case the egg must be graded as a "Rot."

#### Re Final Payment on 1932 Xmas Dressed Poultry

Judging by reports received from the Canadian Poultry Pool, our carry-over of 1932 dressed poultry is moving out of storage more satisfactorily than did our 1931 carry-over. If this continues, the final payment will not be held up as long as it was a year ago.

**COMPETITION SEEMS TO BE LOSING FAVOR**

A bill for the purpose of restricting or prohibiting the establishment of new business undertakings has been introduced into the Austrian parliament. It is hoped by this means to eliminate superfluous trading establishments, and so relieve the pressure of the intense competition

now prevailing amongst traders and merchants, as a result of the declining purchasing power of the population. The bill provides that no new business, nor even a new branch, may be opened without the permission of the commercial authorities. When application is made to start a new venture representatives of the trading and industrial interests of

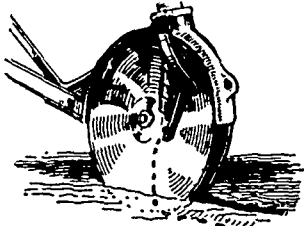
the district must be consulted, and if they declare that the needs of the locality are adequately met, permission is to be withheld. Appeal will be allowed to the Minister of Commerce, whose decision will be final. The bill will be strongly opposed by the Consumers' Co-operative Societies, which are expressly included in its provisions.

—I.C.A. News.

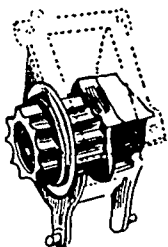
**Planting Each Seed by Hand**



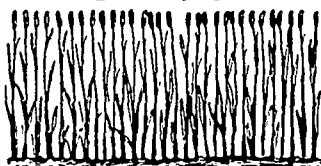
**Would be the Perfect and Ideal Way if it were Practical**  
The Nearest Approach is The Massey-Harris Double Disc



which Deposits the Seed in the Deepest Part of the Furrow and Its Milled Feed Run (Ground to Perfect Fit)



**Sows the Exact Quantity. All Runs Absolutely Uniform**



**Giving Uniform Germination Even Maturity and Greater Yields**

**Here is a Law that Favors Farming**

The business of farming has never suffered total disability as the result of a depression.

Periods of low prices are followed by periods of high prices, even as spells of bad weather are followed by good weather, and years when poor crops are general are followed by years of bumper yields.

Things average up in the long run and the great farm wealth of this country has resulted because over a period of years the average cost of production has been considerably less than the average price for farm products.

The law of averages is in favor of the farmer.

Farmers who profit most through the law of averages keep their production costs as low as possible. Good seed, good equipment, and good management are used to keep output at a high level and expense as low as possible.

Seeding is the most important Spring operation and should be handled by a drill that can do the work properly. Replace worn-out, inefficient drills with a new Massey-Harris No. 11 Drill to keep yield up and costs down.

**MASSEY-HARRIS No. 11 DRILLS**

are the Lightest and Strongest All-Steel Drills made. They are famous for accurate, positive sowing and they plant the seed in the ground right.

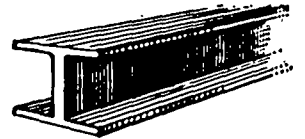
**SEE YOUR LOCAL AGENT ABOUT MASSEY-HARRIS DRILLS**

**MASSEY-HARRIS CO., LTD.**

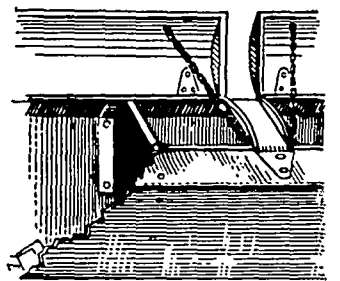
THE SERVICE ARM OF THE CANADIAN FARM ESTABLISHED 1907

TORONTO MONTREAL STUNTON WINSIPIC BRAN REGINA SASKATOON SWIFT CURRENT YORKTON CALGARY EDMONTON VANCOUVER

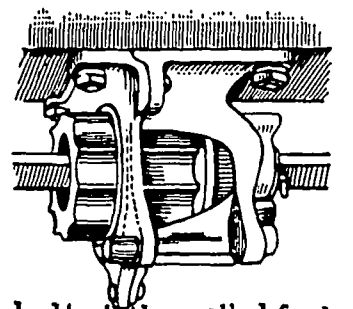
**Steel Frame**



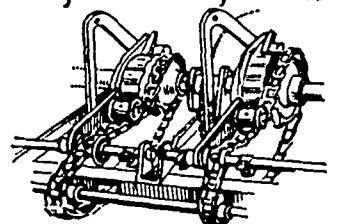
**Massey-Harris No. 11 Drills were the first to have a Steel I-beam Frame and were first to have All Steel Box**



which is stronger and more rigid than a wood box and to this steel box is



bolted the milled feed runs assuring positive alignment of seeding mechanism. Only on Massey-Harris



**Drills do you get the two wheel driven Power Lift that gives control at all times**

## Co-operative Dairying

A Message from Manitoba Co-operative Dairies

A call has been issued by a number of dairy producers' organizations for a Dominion Conference at Ottawa, April 19-21, to consider the plight of the industry from the standpoint of the dairy farmer. F. O. Sargent will represent the Winnipeg District Milk Producers' and Prof. H. C. Grant the Manitoba Co-op. Dairies (Secretary G. W. Tovell being unable to go). The manifesto follows:

The dairy industry of Canada faces the greatest crisis in its history. Tens of thousands of farmers are receiving such low prices for their milk and their cream, their cheese and their butter, that the production of these products on a profitable basis has become impossible.

Every branch of the industry is suffering.

Our urban markets are flooded with milk and cream, with consequent hold-backs, price cutting and similar abuses until our city milk markets have become demoralized.

We have no control over the surplus production of butter. Last May, June and July there was a surplus of 3,000,000 lbs. of butter. This forced down the price of butter on the home market to the export level and caused a loss to our creamery patrons of between \$4,000,000 and \$5,000,000. Similar losses occurred in 1931. The situation is capable of adjustment. Australia has handled it through their Patterson plan. No concerted action is being taken in Canada.

Our cheese industry is dwindling rapidly. Our exports have decreased over 40% during the past six years. New Zealand is taking our export cheese market from us.

Manufacturing costs of both cheese and butter in Canada are much greater than in competing countries such as Australia, New Zealand and Denmark. Our farmers are being asked to maintain an excessive number of plants, the cost of which comes out of the producers. These costs could be reduced several million dollars a year.

Chain stores are cutting the price of butter and in some cases selling butter below cost in leading cities across the Dominion. It is difficult for farmers working locally, or even on a provincial basis, to handle such a situation.

The unfavorable exchange situation is costing us a loss of from 2c to 5c a lb. on every pound of cheese and butter we export. Our competitors in New Zealand and Australia make a substantial profit on every pound they export.

We have no control over our export trade in cheese and butter. New Zealand and Australia have dairy produce boards through which they have been enabled to effect savings of millions of dollars in freight, insurance and exchange rates and by means of which they have developed new markets for their products.

What are we going to do about this? Our governments are so occupied with other important problems that they do not appear to be able to give these matters attention. The time has come when we, as dairy farmers, must deal with these matters, work out the necessary solutions and insist

that our governments shall give us whatever co-operation and assistance we may need to place conditions on a greatly improved basis.

We, therefore, invite you to join with us in holding a Dominion Conference of dairy farmers in Ottawa on April 19-20-21. We suggest that all organizations of dairy farmers who are in a position to do so shall appoint one or two delegates to attend this Conference and that delegates shall be confined to dairy farmers and officers in their organizations. By meeting in Ottawa we will be able to place our recommendations before the government and outline a clear and definite course of action from the producers' standpoint.

This will be the first Dominion Conference of dairy farmers ever held in Canada. We trust you will assist in making it an outstanding event in the history of the dairy industry.

### MILLAR, MACDONALD & CO.

Chartered Accountants  
Winnipeg

Auditors to:

Manitoba Wheat Pool  
Manitoba Pool Elevators  
Manitoba Poultry Pool  
Canadian Poultry Pool  
Manitoba Co-operative Livestock  
Canadian Livestock Co-operative  
Manitoba Co-operative Wholesale  
Consumers' Oil Co-operatives.

## CANADA'S



Head Office  
Montreal

## Permanent Character

There is iron and rock in the veins of Canada, as well as gold and silver. The stern and heroic qualities that conquered a wilderness and built a Dominion, united from Ocean to Ocean, still predominate in Canadian character. There is a permanency in this country that grows out of that character.

The Bank of Montreal was the first permanent Bank in Canada and today it faces the future firm in its faith in the permanency of Canada's progress and the character and resourcefulness of the Canadian people.

## BANK OF MONTREAL

Established 1817

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

# Co-op Livestock Marketing

Manitoba Co-operative Livestock Producers, Ltd.  
Canadian Livestock Co-operative, Ltd.

## CO-OP STILL LEADS

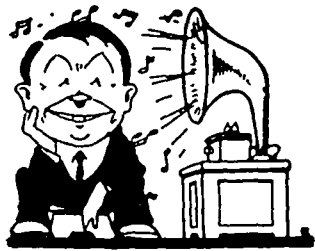
Receipts of livestock at the Union Stockyards, St. Boniface, during the month of March were about equal to the same month a year ago. Following is a statement showing the five high firms on this market during the month under review:

1st—Can. Co-op.	200 cars	—27.1%
2nd .....	114 "	—15.5%
3rd .....	109 "	—14.9%
4th .....	69 "	—9.3%
5th .....	68 "	—9.3%

During the month under review the trade on cattle showed some strength for part of the time, with a lower and draggy market these last two weeks. The trade should show a little more activity during the ensuing two or three weeks. Supplies, however, will be the deciding factor. With moderate receipts the trade should be slightly more active.

## Dehorn Cattle

The period is now approaching when everyone should make up their minds to dehorn cattle before putting them out on pasture. It is mighty important that cattle be dehorned. It is much easier to handle dehorned cattle on the farm. Cattle with horns, when shipped to market, do a great deal of damage to one another; and in looking over sides of beef in the processing plants we notice a lot of bruising. Bruising is a loss. Of necessity it must come out of the net returns to the producer. Let us make a special effort to eliminate bruising.



Are Y' Listenin'?

reasonably steady at that price. We cannot hope for much more than 5c, for a time at least.

Here again, we would like to mention the need for care in handling hogs. At the local shipping point, at the farm and on arrival at the stockyards or plants, substantial bruising is taking place and the loss comes out of the producer's net returns. Let us make a special effort to eliminate bruising.

A special note of interest to our shippers: The railway companies have agreed to allow one more stop-over in completing carload shipments of livestock. We feel that this is a step in the right direction and appreciate very much the effort on the part of the railway companies to assist in the marketing of livestock in a co-operative way.

## Growth and Change

It seems to be a law of the universe that life, whether it be in a plant, an animal or a human being, should depend on its ability to adjust itself to change. A downward dip in the temperature on a cool night in July means that the healthiest looking wheat crop in Manitoba will shrivel up to nothing. Green wheat cannot adjust itself to frost.

By the same token the quality which makes for success in a co-operative association lies in its ability to adjust itself to changed conditions. If it cannot do this it will shrivel up as surely as the green wheat field under a killing frost.

Six years ago, when the Livestock Co-operative started to operate, the sentiment within the farm movement was running strongly in favor of producer-contracts. There were even those in the movement whose convictions led them to insist that a man, to be a co-operator, must be a contract-signer. During those years we signed



Up to You!

up over 6,000 contract members (although many times that number patronized the sales organization). Now-a-days, apparently no one wants to sign contracts—although the patronage and support of the farmers is quite as healthy as in the days of the contract, or perhaps more so. Evidently the Livestock Co-operative was adaptable enough to survive.

The board of the Co-operative have given some thought to another important change. It is felt that the original plan might well be dispensed with, for a time at least; and that the one per cent. deduction which the Association has always levied might be removed. While the levy itself was not large, it has proven a source of irritation at times, and has provided a source of attack from hostile critics.

## Counting on You

Mr. Member, do you want to help your own business? At this time of year there are always large numbers of farmers who do not belong to the Co-operative, but who make up full car loads of livestock and ship them to market. Try to get as many of these men to use your co-operative agency as you can. You are not asking them to sacrifice anything. In fact, we are certain that they will get more satisfaction with us than they could possibly get in dealing through a private company. At the same time, they will be helping you and also themselves to build up a sales agency under the definite control of the farmers of this province. We are counting on your help.

## BEAT THE HARD TIMES

Make clothing for your family and local demand. 25 pounds of wool, raw, is worth \$1.25; made up into 50 pairs of sox, it is worth \$25.00!



Price \$6.00 f.o.b. Sifton. Delivered at any point in Manitoba — \$7.00

Turn spare time and spare wool into money—thru the SPIN-WELL Spinning Wheel. Scores of Manitoba homes are doing it. The SPIN-WELL is the best low wheel spinning machine made. Seasoned hardwood construction; finely finished in walnut or light oak.

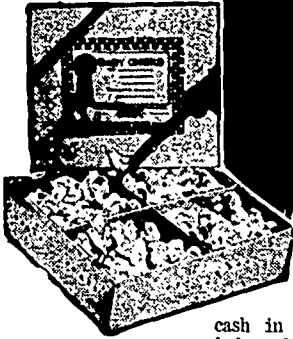
100% Made-in-Manitoba Product

AGENTS WANTED

WESELOWSKI BROS. MFG. CO.  
Sifton, Manitoba

**HAMBLEY ELECTRIC CHICKS**

Our seven years' careful selection of Hatching Eggs from Western Canada's best Pure Bred Flocks insures your success. With each order of Chicks we will send breeder's name and address.



Orders have been booking in rapidly and we advise that you place your order, with cash in full, thirty days before date chicks wanted.

Barred Rocks.....	\$7.50	\$4.25	\$2.25
White Leghorns.....	7.00	4.00	2.00
White Wyandottes.....	8.50	4.50	2.50
Rhode Island Reds.....	8.50	4.50	2.50
Buff Orpingtons.....	8.50	4.50	2.50
Black Minorcas.....	8.50	4.50	2.50

Above prices for May delivery. We guarantee 100% Live Arrival.  
Custom Hatching—\$2.00 per 100 Eggs.

**GERM-ZONE KILLS GERMS**

Don't wait until chick's wings droop and many die. Germ-Zone in the drink kills germs, cleanses, sterilizes intestines, counteracts sour crop. Increases appetite and growth. 16-oz. bottle, 75c; 6-oz. bottle, 40c, postpaid.

**Brown Leaf 41**

kills all lice, with no handling or scaring birds, easy to rid the entire flock. Pour a thin stream on roosts before dark—fumes rise, killing all lice. Deice the broody hen before setting. 4-oz., 75c; 6 oz., 90c; 8 oz., \$1.25.



**HAMBLEY FOR WESTERN SEEDS**

Ten oversize regular 5c and 10c packets, guaranteed Government Tested Seeds, all for 25c, postpaid.

Lettuce (Grand Rapids).....	3/8	oz. 3c
Radish (Sparkler White Tip).....	3/4	oz. 3c
Peas (American Wonder).....	1	oz. 4c
Beans (Golden Wax).....	1	oz. 4c
Onions (Yellow Danvers).....	3/8	oz. 3c
Carrots (Early Chantenay).....	3/4	oz. 4c
Beets (Detroit Dark Red).....	3/4	oz. 3c
Turnips (Purple Top Swede).....	3/4	oz. 3c
Corn (Golden Bantam).....	1	oz. 5c
Tomato (Earliana).....	1/16	oz. 4c

Total Value..... 36c

With this collection we give coupon good for 25c on future orders. Clip this ad and we will send one packet of seeds FREE—also new Colored Seed Booklet.

**The Hambley Electric Hatcheries**

Winnipeg Regina Saskatoon  
Edmonton Calgary Vancouver

**BUSINESS OPPORTUNITIES**

Say you saw it in "The Co-operator"

**FORMULAS OF EVERY DESCRIPTION.** Write Midland Laboratory, 308 Burns St., Winnipeg, Man. 12-3

**SALESMAN WANTED TO SELL NORTH** American Oils and Greases on a liberal commission basis. Local dealer contracts also available. Prices that fit today's purses and products that have a long standing record of satisfaction. If you own a car and can show an honest past record you should apply for this job at once. No cash investment necessary. State age, experience and names of four character references in your first letter North American Lubrication Co., Ltd., McArthur Bldg., Winnipeg, Manitoba.

**BUSINESS OPPORTUNITY — YOU CAN** make from \$500.00 to \$2,500.00 per year by putting in a small stock of groceries in your home and representing us in your district. Only \$100.00 required for stock. We exchange groceries for wood, eggs and other farm products. Our plan exactly fits present conditions. Write for particulars to Desk M, Neal Bros., Ltd., Winnipeg, Man. 7-33

**CO-OP. MARKETING BOARD**

(From page 8)

ing desperately to collect by offering special inducements. After all, perhaps the fact that the co-ops had to stick to cash while other folks were giving credit was not altogether a disadvantage.

**Profit or Overcharge**

Looking again at my figures for 21 co-operative oil stations in 1930 and 22 stations for 1931, I see that the net surplus or profit for the two years amounted to \$52,191.00. If these were ordinary profit making businesses I should say that in 1930 they made a profit amounting to 56½ per cent. on their paid up capital, and could have paid their shareholders a dividend of 50 per cent. and still have added to their reserves. But in the co-operative movement we don't do it quite that way. Dividends on capital, under the Co-operative Associations Act and the by-laws of the associations, must not exceed 7 per cent. The balance after putting something into the reserve fund must be distributed among the members, or members and patrons, according to their purchases. Thus the profits go right back to the people they were made from. If a co-operative after paying all expenses has a surplus, or profit, equal to say 5 or 10 per cent. of its sales, then it says, in effect, "We have overcharged our members 5 or 10 per cent. as the case may be on their goods and we are going to refund them that amount." It seems to me to be very fair. Some farmers who use tractors spend several hundred dollars a year on gasoline, or kerosene, and lubricating oils. If they belong to a co-operative, the profit made on their business comes back to them. If they do business with a private concern, the profit goes to the shareholders of the company. It is fairly easy, therefore, to understand why so many farmers have joined together to form these co-operative oil stations and why they patronize them so well.

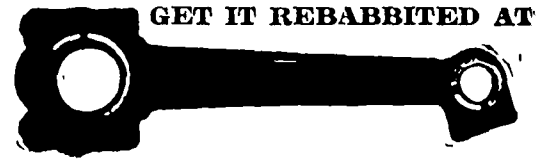
To make this statement complete, I should have told you something about Manitoba Co-operative Wholesale, which has been formed by the local co-operatives to supply them with their requirements. The wholesale is very essential to the success of the local co-operatives, and is

rendering them excellent service. A description of its activities, however, will have to be left until another time.

**MACHINERY**

Say you saw it in "The Co-operator"

**BELTING—WRITE FOR SPECIAL BARGAIN** list on slightly used rubber belting. The Premier Belting Co., 800 Main St., Winnipeg.



**GET IT REBABBATED AT**

**MANITOBA BEARING WORKS, 169 Water St., Wpg.**

**ATTRACTIVE BARGAIN IN SLIGHTLY** used Rumely tractors, separators and combines. For complete description and prices write Allis-Chalmers, Rumely, Ltd., Winnipeg, Regina, Saskatoon.

**USED AND NEW AUTO PARTS AND TRACTOR REPAIRS**

Grain Crushers, Stationary Engines (used and new), Belts, Electric Motors and Generators; and all kinds of machinery. **CITY AUTO WRECKING COMPANY** 783 Main St. Winnipeg, Man.

**AUTO AND TRACTOR PARTS—USED AND** new—Generators for charging batteries, at lowest prices, Engines, Springs, Gears, Axles, Radiators, Wheels, Tops, Windshields and Glass. Large stock of parts for all makes of cars. Everything guaranteed. Winnipeg Auto Wrecking Co., 261 Fort St., Winnipeg.

**HOUSEHOLD**

Say you saw it in "The Co-operator"

**IF MADE OF RUBBER, WRITE FOR** catalogue. Rubber specialties, everlasting gramophone needles, rubber stamps. Universal Specialties Co., Box 2704, Montreal. 4-22



**HO-MAYDE**

**Bread Improver** Helps wonderfully during cold weather. Batter rises sooner even when chilled. More bread, better bread. Packet sufficient 100 loaves. 20c.

**C. & J. JONES LTD. WINNIPEG**

**15 POUNDS PRINT OR SILK QUILTING** remnants, \$2.00; 2 lbs., 50c. A. McCreery Co., Chatham, Ontario.

**GRAMOPHONE, 125 RECORDS, \$14.** Special offer from private rich home, high-class standard made gramophone, by noted makers, full size high-boy console floor cabinet style; perfect, complete condition, with reproducer, brings out the music sweet, clear; double smooth running motor; doors on record cabinets; also separate loud speaker. Cabinet ideal piece furniture as well as being musical instrument. Price only Fourteen Dollars; wonderful rare bargain. Included free of charge, guaranteed worth money alone, 125 records (250 selections), needles. Crated, packed, free on board train for shipment on receipt money order to Frank Bulmer's "The Noted Bargain House, 108 Robert St., Toronto.

**LIVESTOCK**

Say you saw it in "The Co-operator"

**WELL-BRED ROAN SHORTHORN BULL.** 12 months old. Grandson of Quarter Star. Price \$50. Wm. Forder, Pipestone, Man.

**REGISTERED SHORTHORN BULLS, 12** months at \$40 00; 15 to 26 months at \$50.00. W. H. Ziegler, Ferndale Farm, Box 93, Manor, Sask

**PERSONAL**

Say you saw it in "The Co-operator"

**HAWAIIAN GUITAR GIVEN TO STUD-**ents taking our course of home instructions, which are as simple as learning A B C's. You pay as you play. Paramount Conservatory of Music, G. 246 E. 18th, Vancouver, B.C.

**WORLD'S LEADING CORRESPONDENCE** Catalog. Photos, names, addresses, 25c. A. McCreery & Co., Chatham, Ontario. 3-34

**NURSERY STOCK**

Say you saw it in "The Co-operator"

**MANITOBA GROWN NURSERY STOCK**—Largest high-class assortment grown in the West. Write for free illustrated catalogue. Wallace Nurseries, Limited, Portage la Prairie, Manitoba.

**GARDEN**

Say you saw it in "The Co-operator"

**GARDEN SEEDS, GLADIOLUS, DAHLIAS**, Peonies, Iris, Roses; highest quality; economy prices. Dahlias from 10c each; Gladiolus 25c and 50c dozen; Sweet Peas, Eckford's, 15c ounce; Spencer's, 25c ounce. Twelve packets, named Spencers, 50c; 12 packets flowers, 25c. 4 different Peonies, \$1.00 12 Iris, \$1.00. Everything postpaid. John Hiscock, Baldur, Man.

**GROW YOUR COFFEE. LUXURY IN ECONOMY** Sufficient seed with instructions postpaid for 25c. C. W. Taylor, 91 Furby St., Winnipeg, Man.

**GOHN'S EXTRA EARLY WHITE BEAN.** License assur'd. Grade No. 1. Acclimatized, non-shattering, splendid cooker. Single plant has yielded 200 pods. Dominion Cerealists reports—"Matured in 90 days. Very uniform" 8-oz. pkt., prepaid, 25c. Grow your 1934 seed. Sow thinly. Order early. Albert C. Gohn, Emo (Rainy River district), Ontario.

**EVERBEARING STRAWBERRY PLANTS**, 1c delivered, or what have you to swap? Send stamp for reply. Mrs. E. L. Rolles, Dahlton, Sask.

**STRAWBERRIES — STURDY PLANTS** — Marvel (June), 30c per doz.; \$2.00 per 100; Mastodon (everbearing), 40c per doz.; \$3.00 per 100; Champlon (everbearing), 30c per doz.; \$2.00 per 100; Latham Raspberry, 75c per doz.; \$4.00 per 100. A. J. Dennis, Beulah, Manitoba.

**MISCELLANEOUS**

Say you saw it in "The Co-operator"

**FUR ROBES, SPECIAL OFFER REAL** genuine prairie Buffalo fur robes; full, large size, heavy, double lining, new, direct from factory. Twenty dollars, sent express on receipt of money order to Frank Bulmer's, 108 Robert St., Toronto.

**365 ECONOMY GILLETTE RAZOR BLADES USE**  
 BUY NO MORE RAZOR BLADES USE  
 SMONE  
 PACKAGE DIRECTIONS 25c  
 SMONE 1200 Scarth REGINA Canada.

**87 Miles on 1 Gallon?**

GasSaver Engineers, C1412 st., Wheaton, Ill., have brought out a 1933 World's Fair Auto Gas Saver and Inside Engine Oiler that saves gas and oils valves inside engine at same time. Fits all cars. Easy put on with wrench. Users and Agents wanted everywhere. 327% profits. One sent free to introduce quick. Send Address and Car Name today.

**FEED, SEED**

Say you saw it in "The Co-operator"

**REGISTERED MINDUM DURHAM WHEAT.** No. 1, \$2.00; second generation, 85c; fourth 70c bushel. White Blossom Sweet Clover seed, \$2.70 per 100 pounds. Bags free. G. Mason, Somerset, Man.

**WHITE SWEET CLOVER, GOV. GRADE** No. 3; \$2.75 per 100. Ansley Smith, Carrol, Manitoba.

**NO. 1 GRAZIER RYE GRASS, 4 1/2c; MECCA,** 6 1/2c. 5% discount on 500 lbs. Bags free. Ship C.N. or C.P. Walter Dash, Kipling, Sask.

**ARCTIC WHITE BLOSSOM SWEET** Clover seed. Grade No. 1. Scarfled. \$4.00 per hundred lbs. Sacked. Freight paid on orders of 200 lbs. or more to prairie provinces. Castle Bros., Gilbert Plains, Man.

**WHAT CAN WE DO—NOW?**

In these distracted days the question is "What can we do—now, today—to save our homes? Co-operation may be all right 100 years from now. But how can it help us now, today?"

Perhaps the best answer is: "What have we already done through co-operative, or mutual, effort?" At once comes to mind the rapidly growing and increasingly successful member of our co-operative family—the Wawanesa Mutual Insurance Company. A few quotations from sources considered authoritative may help us "see ourselves as others see us."

On page 37 of the April 8th issue of "Saturday Night" we read:

"Editor, Concerning Insurance: "Kindly let me know whether you consider the Wawanesa Insurance Company a safe company to do business with and if past records show that they adjust claims promptly. W.L.H., Hamilton, Ont."

And the answer: "Wawanesa Mutual Insurance Company has been in existence since 1896, formerly carrying on business under Manitoba charter, but since 1930 it has been operating under Dominion charter. It is licensed in British Columbia, Saskatchewan, Alberta, Manitoba, Ontario and Quebec.

"It has a deposit with the government at Ottawa of \$219,000 for the protection of policyholders, is in a strong position, and is safe to insure with for the class of insurance transacted.

"It enjoys a good reputation for prompt adjustment of claims, and all losses can be readily collected."

"It is a mutual company, and according to its charter all the assets, including the deposit on premium notes, are liable for the losses occurring on all policies of the company, but no policyholder is liable in respect of any loss or claims against the company to more than the amount of his premium note or cash premium."

What can we do—now? Isn't the best thing to do—for today as well as for the future — to build up our co-operative organizations to give us the best service at the lowest cost?

(Continued next month)

**POULTRY**

Say you saw it in "The Co-operator"

**BOLES BABY CHICK STARTER**

RECORD—5 farmers raised chicks without a single loss.  
 Price \$2.50 per 100 lbs.  
 f.o.b. Winnipeg  
**RIVERSIDE POULTRY FARM**  
 c-o Bole Feeds, St. Boniface, Man.

**POULTRY FEEDS BY POULTRY PEOPLE**

**LICE CANNOT LIVE WHERE STAN-**field's Lice Kill is used. "I would not keep poultry without it," writes L. R. Bogart, Timphins, Sask. 60 cents a tube or 2 tubes \$1.00, postpaid. Winnipeg Veterinary & Breeders' Supply Co., Ltd., Winnipeg or Calgary.

**R.O.P. RULLORUM TESTED, SASKATCH-**ewan approved. Hatching eggs from heavy producing strain of S.C.W. Leghorns. 75c, \$1.25, \$1.50 for 15. Satisfaction guaranteed. A. Stratton, Weyburn, Sask.

**BUFF ORPINGTON HATCHING EGGS, 75c** per 15; \$4.50 per 144. T. E. Helen, Medora, Manitoba.

**QUALITY CHICKS**

STRONG and STURDY

	25	50	100
White Leghorns.....	\$2.00	\$4.00	\$7.50
Plymouth Rocks.....	2.25	4.25	8.00
Wyandottes, Reds.....	2.50	4.50	9.00
Mineas, Aeneas.....	2.50	4.50	9.00
Custom Hatching—	\$2.50 per 100 Eggs		
<b>ALEX TAYLOR HATCHERY</b>			
362 FURBY ST. WINNIPEG			

**MEDICAL**

Say you saw it in "The Co-operator"

**GENTLEMEN'S PERSONAL DRUG SUN-**dries—\$1.00 brings 15 samples, high-grade European importations. Catalogue free to adults only. Plain wrapper. National Distributors, Box 443, Regina, Sask.

**SIX NATION INDIAN AGAHQUA OIL-**Liniment for headache, earache, toothache, sciatica, neuralgia, rheumatism, tired aching feet, etc., government registered; ten second pain killer; dollar size bottle this month for 50 cents, postpaid. Chief Split-Sky, Hallburton, Ontario.

**WHY SUFFER?**

When Nature has provided Herbs, Roots, Leaves, Barks and Berries, to heal your Complaint; Write for copy of

**FREE HERB DOCTOR BOOK**

It describes the Different herbs for the Different Diseases, and IT'S FREE.

**CANADIAN BOTANIC GARDENS, Box** 513, London, Ontario, Canada. 4-33

**RUPTURED? WRITE FOR INFORMA-**tion. Smith Manufacturing Co., Dept. 113, Preston, Ont. (Established 1893).

**BUY DRUGGIST SUPPLIES BY MAIL** and save 100%. Send \$1.00 for fine assortment or ask for free catalog. Satisfaction guaranteed or money refunded. Pioneer Specialty Company, Box 385, Winnipeg, Man.

**TOBACCO**

Say you saw it in "The Co-operator"

**THREE-POUND PACKAGE LEAF AND** Manufactured Tobacco (3 different samples) or four-pound package LEAF Tobacco (4 samples) or five-pound package LEAF Tobacco (2 samples) \$1.00 postpaid. Money back if not satisfactory. Ruthven Co-operative Tobacco Exchange, Ruthven, Ont.

7-33

**EDUCATIONAL**

Say you saw it in "The Co-operator"

**YOU CAN LEARN BOOKKEEPING, AC-**countancy, Shorthand, Typewriting, Salesmanship, Short-Story Writing at home. Write for particulars of course which interests you. Home Study Institute, 554 Furby St., Winnipeg. 13-33

# THE WAWANESA MUTUAL INSURANCE CO.

Organized 1896

## Canada's Largest Fire Mutual

### FIRE—WINDSTORM—SPRINKLER LEAKAGE—AUTOMOBILE

#### BALANCE SHEET, DECEMBER 31st, 1932

ASSETS		LIABILITIES	
Real Estate .....	\$ 85,379.38	Reserve for Losses not Settled.....	\$ 86,456.37
Bonds, First Mortgages, Debentures, Stocks — Government Valuation....	\$775,394.68	Reserve for Unearned Premiums and Securities covering Re-insurance.....	661,482.13
Securities Covering Re- Insurance .....	163,942.93	Reserve for Taxes .....	20,000.00
	939,337.61	Accounts payable .....	9,539.75
Cash on Hand—Wawa- nesa .....	\$ 2,899.82	Reserve for Unlicensed Losses Recov- erable .....	43,028.66
Cash on Hand—Regina	7,510.78	SURPLUS .....	2,539,928.48
Trust Co. Deposit .....	20,000.00		
	30,410.60		
Interest Due and Accrued .....	31,964.53		
Agents' Balances Current.....	83,642.07		
Unpaid Assessments, 1932.....	174,736.79		
Accounts Receivable .....	27,851.42		
<b>Contingent Assets</b>			
Agents' Balances over 90 days.....	\$ 60,346.86		
Balance 1931 Unpaid assessments.....	16,200.00		
Accounts Receivable .....	1,213.40		
Office Equipment, Automobiles, Etc....	27,625.69		
Unassessed Premium Notes .....	1,881,727.04		
<b>TOTAL ASSETS .....</b>	<b><u>\$3,360,435.39</u></b>	<b>TOTAL LIABILITIES .....</b>	<b><u>\$3,360,435.39</u></b>
CASH SURPLUS AND RESERVE FOR POLICYHOLDERS' PROTECTION .....			\$1,257,326.28
CONTINGENT ASSETS .....			1,987,112.99
TOTAL SECURITY FOR POLICYHOLDERS.....			\$3,244,439.27
NET PREMIUMS WRITTEN 1932 .....			1,132,457.62
WITH LOSSES OF .....			585,473.49
OR LOSS RATIO OF 51%, EXPENSE RATIO, 41%, TOTAL OF 92% OF PREMIUMS			
INSURANCE IN FORCE—OVER .....			\$261,732,156.00

Fire Premium Income—Largest of all Canadian Companies  
and  
6th Largest of all Companies in Canada

**ABSOLUTE SECURITY**

**BROADEST POLICY**

**LOWEST COST**

**Head Office: WAWANESA, Manitoba**

Branch Offices:

WINNIPEG, MAN. 414 Avenue Bldg. VANCOUVER, B.C. 312 Metropolitan Bldg. OWEN SOUND, ONT. Sydenham Mutual Branch. TORONTO, ONT. 341 Church St. MONTREAL, P. Q. 60 James St. West