



ISSUED BY THE MANITOBA WHEAT POOL.
WINNIPEG.

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If you use an Elevator you must
Tell the Elevator Operator your Wheat is POOL WHEAT

You are a member of the Pool and your Pool has leased and is operating two terminal Elevators at Fort William and Port Arthur. Every bushel of your platform wheat that you do not bill to and have unloaded into these elevators simply means so much less money to you. Bill your platform wheat to the Pool and keep the business within your own marketing agency.

Ship direct to the Pool

If you load over a grain loading platform do **NOT** ship your wheat to a commission firm. Bill it direct to the Pool and keep for your own benefit through the Pool the service charge of $\frac{3}{4}\%$ which is $\frac{1}{4}\%$ less than you have paid in previous years. The Pool will check inspection and see that the highest grade possible is secured. Make your shipping bills read as follows:

Consign to order of: MANITOBA WHEAT POOL.
Fort William - Port Arthur.
Notify: MANITOBA WHEAT POOL,
Winnipeg.
Care of: WHEAT POOL ELEVATORS,
Fort William - Port Arthur.

In the column headed "Bushels" give your estimate of the number of bushels loaded in the car. In the next space give the kind of grain.

Sign your name as "shipper" and be sure to get the signature of the nearest agent or of the conductor who lifts the car. If you prefer to get the signature of the conductor, put your filled in shipping bill in the box provided at every shipping point where there is no agent. The conductor will sign and leave the original in the box for you. This original you will mail in to the pool office, Winnipeg.

MAKE PROFITS FOR POOL.

We find some Pool Members billing their cars to the Pool with instructions to notify some commission firm, in care of other than the Pool terminals. In order to handle this grain properly and to avoid delays of all kinds, bill as above instructed.

In this way your own terminal gets the terminal earning, and your own office gets the commission earning, which as a consequence means that any charge made against you on Pool wheat is redistributed back to Pool members while if the grain is billed to or in care of any commission firm or any other terminal elevator, that earning is a total loss to the Pool member.

This is your own company; its expenses and profits are yours, consequently take advantage of every possible opportunity to give it a chance to make an earning. Regardless of outside arguments, bill platform Pool wheat as above instructed, and send your bills of lading direct to the Pool.

SOME QUESTIONS ANSWERED

May two or more load over the platform and ship together?

Yes. If you have not a carload and you want to get the track price and one of your neighbors is in the same position, you may load together and make a carload between you. It is good business to do this besides developing a neighborly spirit of co-operation. It will be necessary for you either to bulkhead the car, that is, put in a partition or else to weigh each party's grain. The shipping bill should be made out as per the instructions given above, and each party should sign his name as a shipper. If not bulkheading be sure grain belonging to each party is the same grade and dockage.

In addition, where a car is loaded on shares a letter should be sent with the bill to this office stating the estimated share of each party in the car so that we can portion

the returns to each. Also state in what part of the car each party's share is loaded, designating one end as the brake end and the other as the non-brake end. According to the Elevator Companies contract with the Pool, they do not have to take less than carload lots of Graded Storage or Special Bin wheat. However, we are sure that by explaining the situation to the local elevator agent, in the event you want to do business with him, he will arrange to handle a part car for your special bin and a part car for your neighbor special bin, combining the two and shipping, so that you can secure full Fort William price. In the event he will not do this, you can, of course, load over the platform, saving your handling charge.

May two different kinds of grain be shipped in one car?

Yes, by bulkheading the car to keep the grain separate. In your letter of instruction to this office state the kinds of grain you are shipping and estimated quantities, and of course fill in this information on the bill of lading. The wheat will be handled on the usual pool basis; the other grain the pool will handle in the same manner as the ordinary commission house, paying you the full market price when the grain is sold, and remitting to you direct.

May two or more ship together through an elevator in order to get track price?

Yes, but they must ship in their joint names or as partners. They must be satisfied their wheat is all of the same grade. It would be better to ship over the grain loading platform for in that case the $\frac{3}{4}$ of a cent service charge would remain in the pool, and the wheat would go to the pool terminal and make a terminal earning for the pool.

May wheat, the joint property of landlord and tenant be shipped to the pool where only one of the parties is a member of the pool?

Yes. In this case the shipper will consign the whole of his shipment to the pool with instructions that the share belonging to the non-pool owner is to be sold on the open market or transferred to a stated company. For example if the shipment be 1,000 bushels, and 600 bushels belong to the pool member and 400 to the non-pool owner, and the instructions are to sell the 400 bushels on the open market, the pool will sell the latter according to instructions and deal with the owner in the same manner as a commission house.

SOME POINTERS TO REMEMBER

When you are shipping over the platform weigh your grain if it is at all possible and send us the record of weights. If it cannot be weighed level the grain in the car and measure the depth in inches sending us this measurement. It gives us a better chance to collect a claim should the car happen to leak.

State what grade you expect on your grain.

Be sure and give your car number with initials in your letter of instructions to this office.

In any correspondence give your full name, post office address and your pool contract number. This is very important.

PAYING POOL CHARGES.

We are asked - Do we have to help pay for the cost of the other Pool Member putting his grain through the elevator? The answer is NO! Every man gets \$1.00 initial payment, Fort William, for 1 Northern Wheat: he is charged as an individual on carlots the freight on his actual wheat, his elevator and service charge on his actual wheat, so that the individual pays in all cases his own individual charges. For instance, on 1 Northern wheat from a 9¢ per bushel freight rate point -

The platform shipper gets	\$1.00 per bushel, Fort William
Less freight - 9¢	
Less Service Charge - $\frac{3}{4}$ ¢	<u>.09$\frac{3}{4}$</u>

or .90 $\frac{1}{2}$ cents

Loading through the elevator, the shipper gets	\$1.00 per bushel, Fort William
Less freight - 9¢	
Less Handling Charge - 1 $\frac{3}{4}$ ¢	
Less Service Charge - $\frac{3}{4}$ ¢	<u>.11$\frac{1}{2}$</u>

.88 $\frac{1}{2}$ cents.

Each individual will be charged on his car - Interest on Advance (if he takes an advance) until the car is unloaded - Inspection and Weighing, etc.,

The man selling by wagon load lot at a 9 cent per bushel freight rate point gets for 1 Northern, cash ticket per bushel 86 cents.

So you see, the individual pays for his own way of doing business.

Let us repeat - 1 Northern from a 9 cent per bushel freight rate point, the individual gets

Platform loaded	90 $\frac{1}{2}$ cents
Elevator loaded	88 $\frac{1}{2}$ "
Cash ticket	86 "

Thus each pays, as an individual, for the kind of service he wants.

STAND BY THE POOL!