



VOL. 1

WINNIPEG, MAN., JANUARY, 1925

No. 7

GREETINGS

MEMBERS of the Manitoba Wheat Pool, I wish you all a most Happy and Prosperous Year during 1925. Will you pause a moment with me on the summit of our co-operative endeavor and take a look back over the road which we have travelled together in 1924.

In the past twelve months, together with nearly 92,000 of our neighbors on these western plains, we have built up an enormous marketing machine. Yes, more than that, we have launched a great social experiment, thousands of rural people banded together to solve a common problem; eighty or probably a hundred million bushels through one spout; weight of members backed by potential wealth from the soil. In bushels there is power, yes, and responsibility also. Let us then fix our eyes on the hilltop of co-operative ideals, and keeping our feet in the furrow still go forward to greater things. Directors, staff and members working together, we can make our New Year's wish come true.

Colin H. Burnell

PRESIDENT.

COARSE GRAINS POOL

Directors of Wheat Pool decide to bring All Grains under Pool Marketing System

A NUMBER of people calling in here, as well as many writing, have asked if the Pool would be handling coarse grains for the coming year. We received so many enquiries that we thought it necessary to write to the Presidents and Secretaries of all locals asking them to call meetings of their directors and members together and discuss the matter, and to express their opinion in a resolution, sending the same into us; in this way we could learn how the Wheat Pool members felt as to the desirability of forming a Coarse Grains Pool. The demand must come from the farmers, and not from this office.

We got replies from locals in all parts of the Province, and in most cases resolutions had been passed asking that the Manitoba Wheat Pool handle coarse grains on the Pool basis.

Board Resolution

The results of this enquiry were placed before your directors at a board meeting held on the tenth of December. The matter was given thoughtful discussion, and after debating the question at some length the following resolution was moved and carried unanimously:

"WHEREAS for several months past representations indicating the necessity and favoring the establishment of a Coarse Grains Pool have been continuously made to the Manitoba Wheat Pool by members from all parts of the Province;

AND WHEREAS general enquiries made by the Board and personal surveys carried on by the Directors in their respective districts all indicate the prevalence of a widespread desire for the establishment of such Pool and for early action in connection therewith;

AND WHEREAS after careful consideration the members of the Board of Directors are impressed with the necessity for such a Pool and are convinced that substantial advantages would accrue from the establishment thereof;

NOW THEREFORE the Board of Directors hereby declares itself in favor of the principle of a Coarse Grains Pool to provide for the co-operative marketing of oats, barley, flax and rye, and records its belief that steps should be taken to put into effect the desires of the growers in the matter, with a view to commencing with the 1925 crop."

The Contract

Recognizing as we do that the contract is an essential feature in the Pool movement, it naturally followed that the drawing up of a contract was the next important matter for consideration. The Board thought it inadvisable to come to any conclusion at that meeting, so they instructed the Executive, with the assistance of the Pool counsel, T. J. Murray, K. C. to draft a contract to be submitted to the Board at their next meeting. A form was prepared and submitted to the Directors at their last meeting December 30. In general it is similar to the Wheat Pool agreement. The differences are those of detail such as:

- (a) The word "Wheat" is changed to "Grains".
- (b) The grains handled are oats, barley, flax and rye, and mixed grains.
- (c) The term of the contract is five years.
- (d) The one contract will cover the four grains.
- (e) To those who are already shareholders in the Wheat Pool, the fee for organization expenses will be two dollars. Those who are not yet members will be required to pay three dollars, of which latter payment one dollar will represent cost of share. No portion of this money will be required in cash when the contract is taken. The contract will contain the authority to be signed by the grower, authorizing the deduction of these fees from the first proceeds of his crop handled by the Pool.

(f) The Pool is to go into operation when not less than five thousand contracts are obtained. August 1st, 1925, is the date set for securing this number.

(g) The amount of liquidated damages for each class of grain in case of default in delivery is as follows:

Oats.....	10 cents per bushel
Barley.....	15 cents per bushel
Rye.....	20 cents per bushel
Flax.....	50 cents per bushel

Realizing the necessity of carrying on educational work, provision is made in the contract for an annual subscription fee of fifty cents to an official organ to be published by the Pooling Association.

The same provision is made as in the Wheat Pool contract, allowing the grower to retain grain for his own seed and feed upon first securing a permit. The intention is to make the secretaries of the local associations the agents of the Pool for issuing permits. This will eliminate a lot of trouble and inconvenience.

A Binding Contract

Some people have expressed a desire that the contract should be made less binding. To do so would be to make it less legal; that is to say, that when tried out in court it would not stand the test, and would therefore only weaken the Pool.

We should look on the contract more as an agreement stating the common grounds on which we propose to work. Its binding and legal aspect should be considered only from the standpoint of protection against those who would wilfully and intentionally break it. The contract is an agreement between neighbors, by which they make a bargain to sell their grain together and to work together for a term of five years, and where there is any disloyalty it gives the Pool the recourse of the law and action in court. In that it is binding, it does not differ from an agreement a farmer signs with, we will say, a mortgage company. If taken literally, it is a document "with teeth in it." The spirit and the intention is the chief matter to take into account.

Will Help Wheat Pool

Of the three provincial Wheat Pools, Manitoba is much the smallest. The membership at present is as follows:

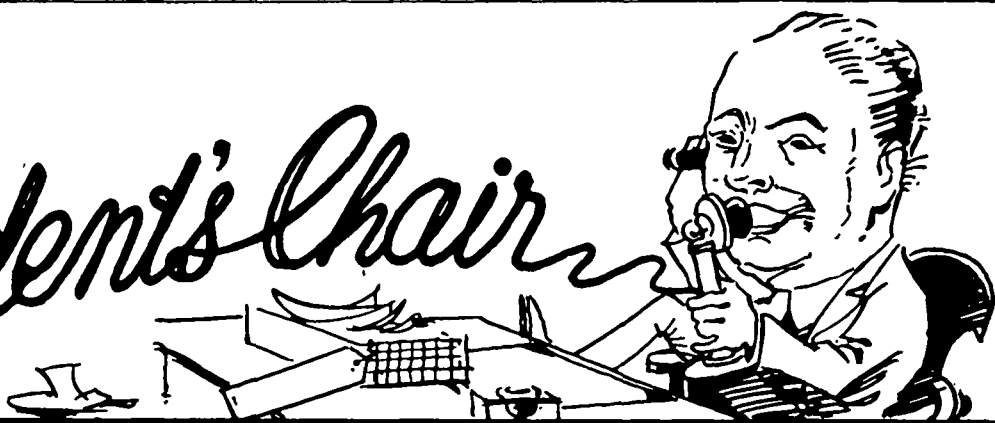
Alberta.....	30,749
Saskatchewan	51,318
Manitoba.....	9,224

The volume of grain handled by the Manitoba Pool will be much less than that of either of the other two. Each Pool will have a similar form of bookkeeping, accounting, keeping records, making payments, etc, and to handle the difference in volume only requires the addition of very few members to the staff, so that it will be recognized the overhead charges, even with the most careful and economical management, as measured in the average cost per bushel, will be larger in the case of Manitoba than with the other two Pools. Therefore, if you increase the volume handled by the Manitoba Pool you increase the overhead but slightly, and decrease the average cost per bushel. The Manitoba Pool requires greater volume.

There are 118 different grades of wheat at the present time entered in the books of the Central Selling Agency. Each grade of wheat is of course kept in a separate account, and different settlements will be made for each grade. Within your Manitoba Pool you have about eighty lesser Pools. The establishing of a Coarse Grains Pool means only extra bookkeeping and accounting, and requires no change and but little addition to the organization staff.

(Continued on page 11)

From The President's Chair



THE SCOOP SHOVEL

Official Organ of

MANITOBA CO-OPERATIVE WHEAT PRODUCERS
LIMITED

MANITOBA WHEAT POOL

OFFICES: ELECTRIC RAILWAY CHAMBERS, WINNIPEG, MANITOBA
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S. GELLIE, A. J. M. POOLE, W. G. WEIR, J. A. CARLSON, W. G. A. GOURLAY

"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA, JANUARY, 1925

OUR NEW "SCOOP"

DON'T run away with the idea that your hired men are recklessly throwing away your money, because of the increased size of our "Scoop Shovel" this month.

For some time we have been considering the need of a bulletin of larger capacity in order that we might have a better medium through which to carry on the educational and organization work which is such an important part of the co-operative enterprise which is being conducted by the Pool.

And now, thanks to the co-operation of the Manitoba Co-operative Dairies, the Cattle Pool, the Egg Pool and our advertisers, we are able to launch our "Scoop Shovel" for this month in its new form without adding an undue burden to the Wheat Pool.

In the organization of the Pool for coarse grains it will be necessary to put out considerable additional information and we hope to be able to use our little paper to advantage in this field.

OUR MOTIVE

Our main motive in making the change, however, is to keep our members fully informed along all lines of co-operative effort.

We have built up a very loyal and efficient office staff for the handling of your business and the members of the Pool have stood loyally by in delivery of their grain.

But we may have the most efficient business organization possible and yet it might prove a failure if we fail to develop the co-operative spirit in our membership.

Directors, staff and members can only co-operate, or work together intelligently, when they have the fullest information possible. Nothing breeds suspicion like lack of information.

Let us remember that sometimes when an organization is strong it can be approached from different angles; it may be attacked from without, or because it is strong, it may be attacked from within.

The members of a co-operative organization need for the welfare of their cause to keep themselves fully posted. Let us help you. Write us, ask us questions, make us constructive suggestions. When you feel like it, criticize us when you think we need it.

CO-OPERATION BETWEEN CO-OPERATORS

We would like to make the "Scoop Shovel" the co-operative forum for our Province, a little paper to which

the farmer would look for information regarding truly co-operative organizations. Co-operative enterprise is developing fast among the Western farmers, and there is need for a paper devoted exclusively to supporting the co-operative institutions now in existence and encouraging the extension of the movement. Such a purpose we will endeavor to fulfil.

THE CATTLE POOL

We are pleased to have co-operating with us in this issue the Cattle Pool managed by Mr. C. Rice-Jones, of the United Grain Growers, because we believe that this pool has been a real factor in obtaining better prices for the producer of cattle and has also been instrumental in bringing about many improvements in regulations pertaining to the handling of livestock in Canada. Co-operative shipping of livestock was first practised in Western Canada and has now spread over the continent. Every Wheat Pool member with cattle to sell should see that they are put through the Cattle Pool. The Pool is purely co-operative and is an honest endeavor to benefit the producer, working under very much harder conditions and confronted with many more problems than those faced by the Wheat Pool.

MANITOBA CO-OPERATIVE DAIRIES

Much has been said and more has been written about the necessity of making Manitoba a Province of mixed farms, but one of the most practical steps ever taken in this direction was taken by the farmers themselves when the United Farmers of Manitoba formed the Manitoba Co-operative Dairies in 1920.

Starting in a small way and coming at once into competition with interests which were very strong financially, this co-operative organization of cream shippers has had to fight its way step by step. But thanks to good management and close application to its affairs by the Board of Directors, its business is steadily growing. Every can of cream which our members can turn to this purely farmer-owned and controlled co-operative company is a spoke in the co-operative wheel and every cent of profit thereon belongs to the producer.

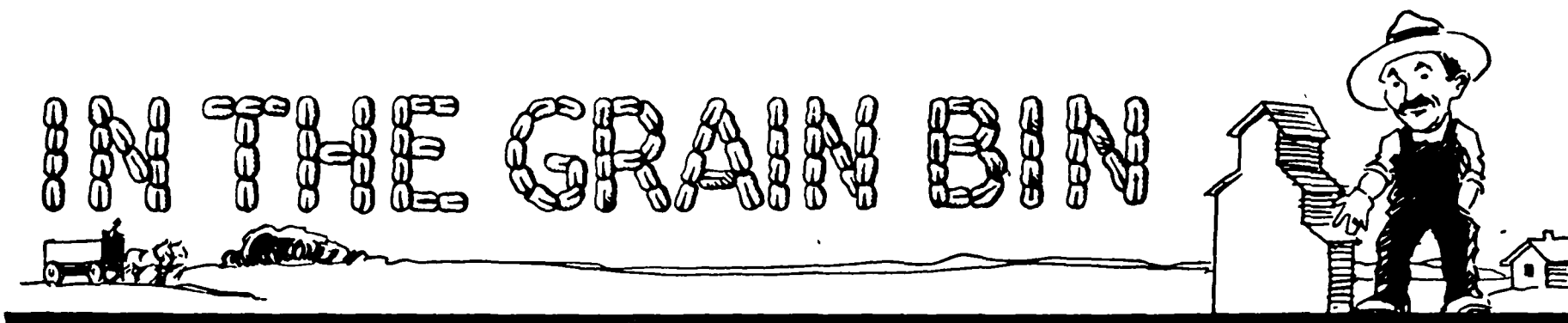
EGG POOL

Another member of the co-operative family joining with us in this little magazine is the Manitoba Co-operative Egg and Poultry Producers' Association, now commonly known as the Egg Pool.

This organization was started in a small way first of all in south-western Manitoba and is gradually spreading to all parts of the Province. We are glad to be able to do what we can in helping spread information regarding this organization, which is purely an organization of farmers started by farmers and controlled by farmers, which up to the present time has been very successful in the marketing of poultry and eggs. I understand that at the present time they have a membership of some 3,000.

HOW WE ARE ORGANIZED

We are continually being asked questions which lead us to conclude that there is considerable misunderstanding



By R. M. MAHONEY, MANAGER

FINAL SETTLEMENT ON GRADES

QUESTIONS come up as to how the final settlement will be made up on different grades, and many members wonder if the 1 Northern man will be sacrificed for the No. 6 man, or vice versa. The answer is absolutely "No!" Each grade is virtually pooled separately.

In setting the spreads between the various grades early in the season, it was only possible for us to guess at what the spreads might be. You can see that we guessed badly as after our spreads were set, the weather was unfavorable, the percentage of high grade wheat was lessened and the percentage of low grade wheat increased, thus doubly working towards the widening out of spreads, as the scarcity of 1 Northern meant a demand for 1 Northern and thus a premium, and an over-abundance of low grades meant not sufficient demand and a lowering of the premium, as it were, on those grades.

I am not sure that it is an easy thing to explain, without going into a lot of detail, exactly how this works out, but I will give you just this example. The 1 Northern man gets \$1.00 per bushel and the Feed man gets 66 cents per bushel Fort William, as an initial payment. Thus the Feed man takes, in his initial payment, a discount of 34 cents under 1 Northern for his Feed wheat.

By Way of Illustration

On December 1st, Feed wheat at Fort William was 64½ cents under 1 Northern. Bear in mind that your Feed man took a discount of only 34 cents under 1 Northern in his initial payment. Had the Pool sold Feed wheat December 1st, they would have had to sell it at 64½ cents less than 1 Northern.

I have not figured this out exactly, but it looks at present as though the average spread between 1 Northern and Feed wheat, so far this fall, had been approximately 50 cents per bushel. Just as an example now (and for my example I am going to use the spot spreads on the market card of January 2nd, which is before me as I write, namely \$1.83 Fort William for 1 Northern, \$1.23 for Feed wheat), supposing that the average sale prices for the year on 1 Northern and Feed wheat were just as the card shows on January 2nd—then your 1 Northern man would get in his interim and final payments 83 cents per bushel, for the reason that he secured \$1.00 in his initial payment and the average selling price being \$1.83, he would get the balance of 83 cents per bushel. The Feed man would get in his interim and final payments 57 cents per bushel, for the reason that he received 66 cents in his initial payment. The wheat being sold at \$1.23, he would get the difference, or 57 cents. Remember that the figures I have used are only used as an example and have no bearing whatever on the price that the Pool may sell 1 Northern or Feed wheat at.

Average Spread Governs

I might mention too that everything is sold basis 1 Northern. When I say this, I mean that it does not make any difference what time of the year 1 Northern is sold or what time of the year Feed wheat is sold—it is the average spread existing between those two grades on the dates of sales that governs. For instance, supposing all of the 1 Northern were sold when wheat was \$1.60 per bushel for 1 Northern, but no Feed wheat was sold at that time;

afterwards the market on 1 Northern went up to \$2.00 and all the Feed wheat was sold at \$1.60 per bushel—that does not mean that the Feed wheat man would get \$1.60 and the 1 Northern man \$1.60. The spread would be figured at what Feed was under 1 Northern on the day it was sold, so that if when Feed wheat was sold at \$1.60, 1 Northern was \$2.00, the average spread would be 40 cents. Our initial spread being 34 cents, the Feed man would take in addition to his 34 cents discount taken early, 6 cents less in his final payment than the 1 Northern man would get, making his total discount under 1 Northern 40 cents.

Please bear in mind that the figures I have used are only used for illustration and have no bearing whatever on the prices the Pool may sell 1 Northern or Feed wheat at for the year.

In this way you can see that each member, regardless of what grade his wheat is and regardless of the time of year he delivers it, will secure the full value for his particular grade, basis average spreads on dates of sales; he will neither benefit nor be sacrificed through the sale of any other grade as a grade; he will benefit simply on a basis of the price of 1 Northern the dates Pool sales are made and the spreads in effect averaged on the dates the different grades are sold.

FEED WHEAT

We have had a few inquiries with reference to the payment of 15 cents per bushel which we made on 2 Feed wheat, many of our members apparently wondering where this 15 cents a bushel came from and feeling perhaps that it had been taken from other Pool members. This 15 cents per bushel was secured from the elevator companies who had taken in 2 Feed wheat at a discount under ordinary Feed wheat but who, in shipping it, would of course, be shipping it as 1 Feed wheat, because the 2 Feed grade has been abolished, and would secure for this 2 Feed wheat they had purchased, 1 Feed price. As a consequence, they were entitled and willing to make this rebate of 15 cents per bushel on 2 Feed wheat to the Pool, and we sent it on to the Pool member who had delivered 2 Feed wheat during that short period when this grade was in existence. As a consequence, you will see that the payment was not made up out of any money that was due other Pool members, it was in reality made up because there was a grade gain from 2 Feed to 1 Feed; the 2 Feed man having been penalized to the extent of 15 cents for having 2 Feed, was entitled to the benefit when it was possible to have this wheat sold as 1 Feed at 1 Feed price.

STAMP TAX

On November 25th I put out a letter in which I advised that no stamp tax should be charged on settlements for Pool street wheat. I find a few members confused on this. While no stamp tax should be charged on settlements for Pool street wheat sent out by grain companies, within the meaning of the stamp tax as it applies to cheques, it is necessary to place a 2 cent stamp on your Pool wheat cash ticket when you are cashing it, as it then becomes a receipt, and a receipt, regardless of the amount, is subject to a tax of 2 cents.

This is a small item, but I thought it should be cleared up.

ing as to just how the Wheat Pool is organized. Probably a brief outline may clear up some misunderstanding.

Having in view an organization composed of thousands of farmers in all parts of the Province, it was necessary, in order to give every Pool member a voice in the management of his Pool, to form locals. We have at the present time 9,224 Pool members organized into 90 municipal locals. The municipality was chosen as the unit for local organization because it was considered that every Pool member would be well acquainted with his municipal boundaries and would thus know which local he belonged to without being notified from central. Provision is made in the by-laws for an annual meeting of the locals at which they appoint a chairman, secretary and three directors, making a local board of five.

The local also appoints delegates to the annual meeting of the Pooling Association, one delegate for every seventy-five members and one for every additional fifty or fraction thereof.

The province is divided into seven districts for the election of seven directors to manage the Pool.

These districts are composed of as nearly the same number of shareholders as possible and at our first annual meeting held in Brandon last July, each district had from twenty-three to twenty-five delegates. These delegates met in seven different groups and each group elected their own director.

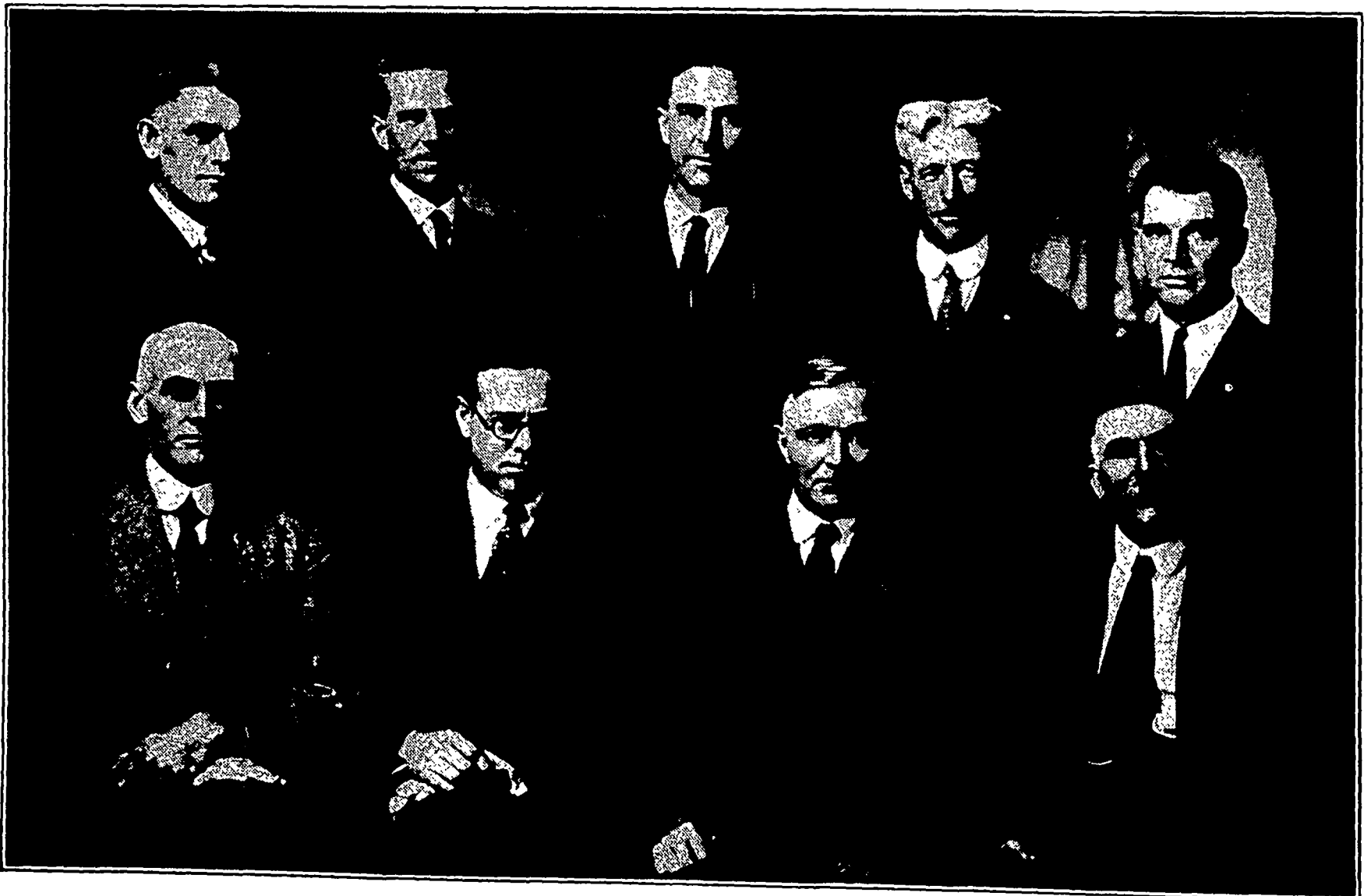
The seven directors met immediately after the meeting and elected the president, vice-president and appointed a secretary. The president, vice-president and one director appointed by the board constitute the executive. The executive, along with three from Saskatchewan and

three from Alberta constitute the Board of Directors of the Canadian Co-operative Wheat Producers, which is the Central Selling Agency for the three Pools.

The Provincial Pools each have their own office in their own province. They collect the grain directly from farmers in car lots or through the elevators with which they have made contracts. The Provincial Pools turn the grain over to the Central Agency which does all the selling, accounting to the Provincial Pool in accordance with the amount and grade delivered by each province. The Provincial Pool will then settle with the farmers in the interim and final payments.

U.F.M. CONVENTION

It was highly gratifying to the management of the Manitoba Wheat Pool to find that fully (80%) eighty per cent of the delegates present at the recent Convention of the United Farmers of Manitoba held in Brandon, were Wheat Pool members. This was indicated by the show of hands taken in response to my request. When the resolution in support of the Coarse Grains Pool was proposed it was passed without a dissenting vote. This is evidence of the strong sentiment in the U.F.M. for the Wheat Pool. With the full strength of this large organization behind us, we have no doubt as to the outcome of the campaign for more members and for the formation of a strong Grain Pool. In a co-operative movement there is so much educational work to be done which can only be carried on by the farmers through their Local Associations that we feel the support of the U.F.M. augurs well for the success of co-operative marketing in this Province.



MANAGEMENT OF MANITOBA WHEAT POOL

W. G. WEIR J. A. CARLSON F. W. RANSOM W. G. A. GOURLAY A. J. M. POOLE
S. GELLIE R. M. MAHONEY C. H. BURNELL R. F. CHAPMAN



By F. W. RANSOM, SECRETARY

HELP TO FORM A COARSE GRAINS POOL

OUR plan of action for the next two months is somewhat as follows: We intend to arrange as many meetings as possible between now and the beginning of March, then after the second or interim payment is made by the Wheat Pool, to make a drive for contract signers.

There are nearly one hundred locals in the province. As you are aware, each local corresponds in name and area to the municipality. To have say three meetings at central places within the municipality, means that it is necessary to arrange for some three hundred meetings.

We are writing to the presidents and secretaries of each of the locals asking them to name the best points at which these meetings should be held. We are asking the co-operation of officers and members in this work. It is necessary to conduct this campaign as economically as possible; we do not want to go into any expense that can be avoided.

Last year during the Wheat Pool drive we were able to finance very closely owing to the fact that our meetings were arranged with very little cost. Farmers with their usual hospitality kept the speakers overnight, and in their usual neighborly way drove them from one meeting place to another. We believe they are going to give this, their movement, the same support this winter.

Advertising Arrangements

The local officers are expected to see that the meetings are well advertised. We will send them bills for posting in the stores and public places, and cards to tack up on telephone poles and along the roadside. The local papers are also being used to notify the people of the place, time, date and speaker of the meeting. We want the names of those who will help out. Bills, posters and literature will be mailed to all those attending to the advertising.

To make the meetings a success it is necessary that the notice of the same is brought to the attention of every individual in the community. Not only can we do this through notices put up in public places, but the phone can be used to good advantage.

Meetings in every Municipality

We have arranged with a number of speakers who will go out to address meetings. The Directors of the Pool will be out in different parts of the province on this work; they will be able to give first hand information. It is most encouraging to have our federal members with us. Mr. A. L. Beaubien, member for Provencher, is going up into the Ochre River and St. Rose municipalities next week to speak to the people in the French districts. The last week of January he will be in Lorne municipality addressing his compatriots in their mother tongue.

The purpose of these meetings is to give as much information as possible on the operations of the Wheat Pool, develop the Coarse Grains Pool, and to encourage the co-operative movement. It is a big subject; Western Canada provides a very large field of endeavor. Last year nearly four hundred meetings were held, and in most every case many questions were asked. We anticipate the same general interest being shown at the coming meetings, and the speakers we are sending out will be able to answer them.

Appointment of Canvassers

At these meetings we want the chairman to see that a canvasser is appointed for each township in the surrounding district. Wherever possible we hope that those canvassers who secured good results last year will act again in the same capacity this year. In 1924 some seven hundred canvassers in the short space of four weeks, drove over their several townships seeing each farmer, asking him to become a member of the Pool. They went out in all kinds of weather and drove over all kinds of roads, sacrificing their time and giving their best effort to secure sufficient signers to get the Wheat Pool started. All this work was done on practically a voluntary basis. It is true they received as commission 25 cents a contract, but that did not cover their expenses. It was a voluntary work, and the magnificent example of co-operative effort was the result of years of education in organization, and stands as a wonderful record of achievement to the organized farmers' movement.

Whilst using a similar plan of campaign in the drive, the basis of remuneration will be somewhat higher. For each contract secured, whether in the Coarse Grains Pool or the Wheat Pool, a commission of one dollar will be paid. The canvasser is asked to sign a pledge by which he agrees to visit all the farmers in the particular township and range of which he has accepted charge, and solicit signatures to the Wheat Pool and Coarse Grains Pool contracts. This he will send in to the head office of the Manitoba Wheat Pool, 10th Floor Electric Railway Chambers, Winnipeg, at the end of every week, as well as a report form duly filled in showing the names of the farmers who refuse to sign.

Fees to be Paid

To comply with the regulations of the Manitoba "Companies Act" each member is required to subscribe \$1.00 for a share in the association. This makes him a shareholder in the Manitoba Co-operative Wheat Producers Limited. Shortly after the receipt of his contract a properly executed stock certificate will be mailed to him. In addition to this fee is the sum of two dollars to cover cost of organization for the Manitoba Wheat Pool, and two dollars to cover cost of organization for the Coarse Grains Pool. In signing the two contracts therefore, the grower pays a fee of five dollars. If the farmer is already a member of the Manitoba Wheat Pool and wants to sign a Coarse Grains Pool contract, then he is only required to pay two dollars. Where a man is not a member of the Pool and signs only a Coarse Grains contract, the fee will be three dollars, one dollar of which as already stated, goes to make him a shareholder in the Pool.

It is necessary to do the spade work first and prepare the ground. The meetings during the next six weeks will be in the form of an educational campaign, and the drive will begin immediately after the interim payment is made by the Wheat Pool.

It will not be necessary to form a new organization and elect a new board of directors to operate the Coarse Grains Pool; the two pools can be worked under the one management and in the same office.

Success depends on the completeness of the organization work. It is your job and ours—let's get together to put it over.



By TRACY PATRICK

THE POOL WOMAN

WHEN this section of our publication was evolved, someone rather "threw cold water" on my enthusiasm by asking, "Who do you mean by the Pool-woman? Aren't most of the contract signers men?" This brought to my mind the thought that possibly many others did not quite realize the part of the women of Western Canada in this movement, and that just that question might well be dealt with in this, our opening issue.

In looking through the membership records, we find a great number of women contract signers—widows in many cases who are carrying on alone, struggling to keep their homes together and give their children, if possible, the great things which were planned for them. To these women our hearts go out in sympathy, and admiration—we want to share their burdens and go with them up to the top of the hill, from whence they can look back and murmur joyfully—"It has not been in vain." We find too an instance of a partnership contract, signed by a certain farmer and his daughters, and another executed jointly by two sisters. So that we can answer that question by saying that we really have a considerable number of members of my own sex and are quite within our rights in speaking of "the Pool Woman." But there are, in addition to these actual signed-up members, thousands of women in the West whom we feel we are justified in placing in this category—thousands of women who are vitally interested in the Wheat Pool and who are closely related to the organization.

The Wheat Pool, its aims and objects, are known to us all—"a betterment of conditions in the farming areas of Western Canada, through the orderly marketing of the main product of the farm, and the stabilizing of markets, so that the farmers may benefit collectively and individually through more substantial prices." It is not a movement launched for the selfish gain of one or two people, but a movement launched by more than ninety thousand people for their mutual gain. But, in helping the thousands of others, is it not bound to help us individually? If this Pool, through its successful operation, can make her burden lighter—enable her to possibly see that little debt which worried her more than anyone ever knew, cleaned up; make it possible for her to have certain little comforts for her home, which she has long dreamed of but denied herself because money was awfully scarce; possibly bring that trip back home to see her own people who are growing old and longing to see her, a little closer, but more than this, give her children the opportunity she knows they should have—the books, the extra clothing, so that when she hurries them off on the long hike to school cold winter mornings like these, she can be happy in knowing they are going to be warm and comfortable; and then later on the chance to get away to complete their education and enter well-armed into the battle of life—can any woman among us fail to be concerned in it?

And just as the Wheat Pool has been instituted to help the woman on the farm, so the Pool wants and needs the help of that woman. Back of every great or successful man (and by success, we do not mean necessarily

the accumulation of great wealth, or the attaining of heights of great fame—Success is living the useful life; building of that life which has been given you a monument on which all who knew you may proudly write, "He played the game.") we find a successful woman—it may be his mother; it may be his wife, but at any rate, she is usually there, cheering him on to greater things. And so back of every loyal member of the Pool organization, we can look for a loyal woman; willing to cheerfully make temporary sacrifices and suffer certain temporary inconveniences in order that she, her family and her neighbors may ultimately benefit—instilling into the minds of her boys and girls—the future men and women of our country—the true spirit of co-operation.

She is the Pool Woman.

RECIPES

BOILED RAISIN CAKE— $\frac{3}{4}$ cup of sugar, $\frac{1}{4}$ cup of butter, $1\frac{1}{2}$ cups flour, $1\frac{1}{2}$ cups raisins, $\frac{1}{2}$ cup raisin water, 1 egg, 1 teaspoon each soda, nutmeg, cinnamon. Cover raisins with boiling water and simmer 20 minutes. Cream butter and sugar. Add the egg beaten light, raisins, water and flour. Add raisins last, well dredged with flour. Bake half hour.

CREAM OF TOMATO SOUP—To one can of tomatoes (or four large raw ones) add one quart of water and one medium sized onion, sliced fine. Let simmer twenty minutes; then strain. Cream together one large tablespoon of butter and one of flour. Stir into the soup kettle and add the strained tomatoes slowly, stirring constantly. Season with one teaspoon each of sugar, salt, pepper and celery salt. Just before serving add one half cup of sweet cream.

JUGGED RABBIT—Skin, clean and wash the rabbit, cut in small pieces and put into jar with an onion, small bunch of sweet herbs and pepper and salt to taste and 1 pint of water. Cover the top of jar so that little steam will escape; put into the oven and boil for 3 or 4 hours. When cooked put the pieces on a dish, skim off the fat from gravy and thicken with a dessert spoonful of cornflour. Put gravy in saucepan to boil and pour over rabbit. Serve with cranberry sauce.

ETHYL'S JOB—The Sewing Circle was meeting at Mrs. Smythe's and one of the dear ladies saw little Ethyl Smythe sitting in a corner looking hopelessly woebegone. "What's the matter, dearie?" she asked.

"I'm missing the nicest movie this afternoon because I must stay home and help mother," replied the child.

"You should be glad to help your dear mother," cooed the visitor. "And what can a little girl like you do?"

"Oh, I just watch—and then I count the silver after all the company's all got through and gone home."—*The Literary Digest*.

"For beating your wife I will find you \$1.10," said the judge.

"I don't object to the dollar," said the prisoner, "but what is the ten cents for?"

"That," said the judge, "is the Provincial tax on amusements."

This section of our paper has been opened for the sole convenience of the women-folks.

We want you to remember that we are all members of the "Pool" family, and feel free to write, suggesting any subjects you would like us to deal with, or asking us any questions which you would like to have answered. Our next issue will be printed in a month's time—before it goes to press we hope to have letters from many of you, as it is only through hearing from you that we can know what you want.

During the summer and fall many members have called at the office and become acquainted with the management and staff. We extend to the women a hearty invitation to look us up any time they may be in the city; there are many things we would like to discuss with you, and if there should be any matters in which we can give you assistance, we are at your service.



This page conducted by MANITOBA CO-OPERATIVE DAIRIES LIMITED, WINNIPEG

CO-OPERATIVE MARKETING

CO-OPERATIVE marketing at the present time has largely passed the experimental stage. When we look at the wonderful development this system of marketing has made in all of the older countries where it has been given a fair trial, we see that it has not only improved commercial conditions, but immensely improved social conditions by giving the people a different view point. As one writer has so aptly put it, "The competitive system has engendered a spirit of selfishness"; the co-operative system has produced the very opposite effect in that it produces a higher social atmosphere.

Incorporation of Co-operative Dairies

The Manitoba Co-operative Dairies have been in operation for the past three years, but no doubt there are some of the people of Manitoba who are not familiar with its operations. It was first organized in 1920 by a group of men who had a vision of the improved marketing conditions which are usually brought about by co-operative effort through creating a greater interest in marketing by all the people. Under the old system the producer looked on the first buyer as the market, but when goods are marketed co-operatively the producers become much more interested in the ultimate consumer as the source of their profit, as this is the party who has the last say in the final price and must be satisfied so far as quality is concerned. This fact has brought about a very great improvement in the general quality of our dairy products even to the extent of giving us a better standing on the British Markets.

The Manitoba Co-operative Dairies was incorporated under the Co-operative Associations' Act. This Act, in Section 21, states that each shareholder shall have one vote only and that no shareholder shall vote by proxy; it also states that interest on paid-up capital cannot exceed 7%, the co-operative dividend taking care of the balance. This is surely a fair and just proposition, carried on for the benefit of the producers. Why should the producers lose sight of the best system of marketing their produce any more than do any other manufacturers, for the producers are truly manufacturers of the most essential products; then why should they not have a say in how their products are marketed.

What the Co-operative Dairies Have Accomplished

The co-operative system, then, fills a long felt want in that it systematizes the selling of the farmers' produce and helps to standardize his products. Where large quantities of cream are delivered to one single plant it can be graded and the different grades churned separately and placed on the market where they can best be handled; but where there are only small quantities handled this cannot be done and the only alternative is to mix all grades of cream, thereby reducing the entire product to a very common grade. Let us get away from this by supporting the Manitoba Co-operative Dairies, where your cream will receive special attention and be sold and paid for on the basis of quality.

To illustrate the effect of handling large quantities in the way before mentioned, let us compare the results of the operations of this plant in the year 1920, when the total make of butter amounted to only 371,000 pounds, with the year 1923 when this plant handled 1,097,000 and you will readily see how volume helps to reduce costs. In 1920 it cost 11.1 cents per pound to make and sell the butter, including all expenses from the time the cream left the farm until it was sold by the creamery. In 1923 when the volume of our butter make had risen to 1,097,000 pounds it only cost the producers 6.7 cents per pound after paying our patrons their bonus. This means for every pound of butter made during that period the producers made the difference between 11.1 cents and 6.7 cents which in plain figures is 4.4 cents per pound of a saving. Is Co-operative marketing worth while? Just pause and consider.

Vital Importance of Volume and Quality

In this article we have tried to impress on the co-operator the vital importance of volume and quality as the two essentials that the people have under their own control and without which their efforts will be handicapped. We would like very much to impress on you the seriousness of the action of our so-called Co-operative from the West, who are locating in Winnipeg in direct competition with your Company with the hope of dividing your efforts so that your effectiveness will be curtailed, to give them a chance to handle the cumbersome and costly system which they have built up under government aid. Purely a selfish motive on their part which is contrary to the principles as well as the spirit of true co-operation.

Service Offered by This Farmer's Plant

Just a word as to the service offered the producers by this plant which is owned and operated by the farmers. In the first place during the producing season of the summer six months, we operate a twenty-four hour day; we have two shifts which means that every train that arrives in Winnipeg is met by our truck; the cream is taken immediately to our plant where it is graded, weighed and tested and the cans emptied before the next load of cream arrives. The empty cans are washed, steamed and dried with an air blast and are ready to go back to the station on the next truck, so you can plainly see that this service can only be rendered where the volume is large, as it would not be possible to operate continuously if the volume was small. When we tell you that the "farmers own plant manufactured one-tenth of the total butter made in the Province of Manitoba for the year 1923, and when you consider that there were fifty-two creameries operating in the Province that year, you will appreciate to what extent the farmers have co-operated; also what the possibilities are. For 1924 we also show an increase. Let us all pull together, "a long pull, a strong pull and a pull altogether" and the results will be beyond our fondest expectations, not only in our financial improvement, but in our social advancement, as co-operative marketing leads to other co-operative efforts which go towards the general improvement of Community Life.



This page conducted by UNITED GRAIN GROWERS' LIMITED, WINNIPEG

A RISING MARKET

CATTLE prices have been rising lately and there is promise of further improvement soon. All indications point to a strong market for well finished cattle during the next few months.

A rising cattle market is a gratifying thing to cattle raisers, who have suffered under extremely low prices for a long time. But every one who has cattle to sell should remember this, that you cannot get the full benefit of increasing cattle prices by selling cattle to a dealer in the country. Prices offered in the country, and especially on well finished cattle, do not rise as rapidly as prices on the central markets. It is on a rising market that dealers who buy in the country make most of their profits. The moral is to ship your cattle instead of selling them in the country.

BUYERS WERE BUSY

Last fall cattle dealers were able to buy more cattle in the country than for a long time. The delayed harvest season had something to do with it, and so also had the fact that a great number of travelling buyers scoured the country during the time when farmers were busiest, when they needed money, and had the least time to consider shipping their cattle. Probably of still greater effect was the state of the cattle markets. Prices were so disappointingly low that many a farmer only felt that he wanted to get rid of his cattle as quickly as possible and not be bothered with them any more. Then many times farmers who wanted to ship co-operatively were forced into local selling by the actions of some of their neighbors in selling enough cattle to break up a projected co-operative shipment. With the change that has come in the cattle markets co-operative shipping associations will find it easier to carry on their work.

A WIDENING SPREAD

As cattle prices advance, the spread between the values of good, well finished cattle, and cattle of the poorer sort widens out. It will happen often that a farmer's good cattle will be worth considerably more than he expects; indeed that has been the experience of a number of farmers who have lately shipped to the cattle Pool. On the other hand poor cattle are often worth less than the owner expects, after reading about the prices that are being paid on the market for first class cattle. The situation offers a good chance to the buyer who is able to go out into the country and purchase the pick of a number of herds. He will probably be able to buy the good cattle at prices that will show him a handsome profit, when he resells them on the central market. On the other hand, the poorer cattle which he leaves the farmer to dispose of some other way, probably by including them in a co-operative shipment, will probably bring disappointing prices, and the farmer comparing the prices received for both lots, will not realize what he has lost on the good cattle.

The worst way to sell cattle is to let a buyer take the pick of your herd in the country. The best way is co-operative way, shipping co-operatively with your neighbors, unless you happen to have a complete carload of

your own cattle for shipping at one time, and co-operative selling through the cattle Pool.

SUPPORT FOR THE SHIPPING AGENT

To make co-operative shipping successful in any district, get a good shipping agent and support him. That is the whole secret. Support means taking an interest in co-operative shipping; support means shipping all stock co-operatively instead of only the culls that a buyer will not take; support means careful keeping of promises to ship stock on a specified date.

The shipping agent is not getting support when his services are only made use of occasionally. He is not getting support if he is regarded merely as a competitor of the local or travelling buyer, useful mainly for forcing up the bids of such buyers. He is not getting support when farmers fall down on promises to make deliveries of stock for certain shipments, with the result that light cars have to be forwarded, with higher proportionate charges all round.

It is not the shipping agent who suffers most when he is not supported. The loss really falls on the live stock raisers of the district, who get less for their livestock than they otherwise might do.

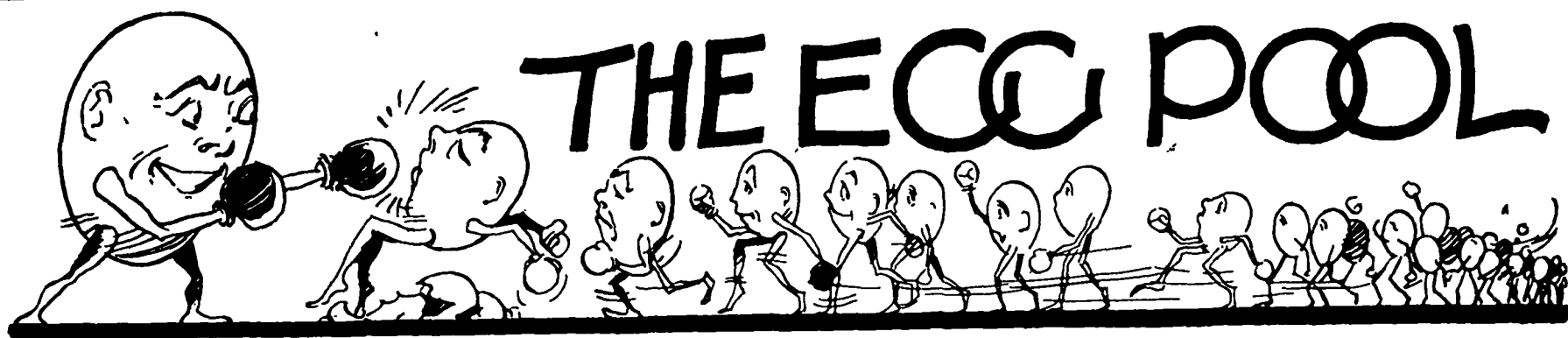
MORE MONEY THROUGH CO-OPERATIVE SELLING

Occasionally some one asks: "How can the co-operative cattle Pool get more money for cattle for farmers than they can get through other methods of selling?"

There are several ways. In the first place cattle sorted into uniform carlots of the same grade are worth more money than the same cattle sold individually, or in twos or threes. Packer buyers can afford to pay more when you can show them at one time what they are getting than when they have to go about the yards picking up a few cattle at a time that may not be uniform in the end. Buyers of feeders will not buy any except sorted carlots, and if they are not offered by the owner's representative in sorted carlots, they will pass into the hands of dealers or speculators, who will perform the sorting operation for their own profit.

Then the Pool can force buyers on the primary market to bid up to the full value of cattle offered. If the Pool is not satisfied with the price offered the cattle can be shipped to some other market. That is not the case with cattle consigned for commission selling, which must be sold on the primary market. Buyers know this and can take advantage of the fact.

Then, the Pool, through its control of a large number of cattle can send to each market just the kind of cattle that will do best there. On a single day the Pool may be shipping cattle to markets at Chicago, St. Paul, Toronto, and Lancaster, and making direct shipments, some to eastern packers, and some of feeder cattle direct to a number of farmers in various parts of Canada and the United States. In each case the cattle are specially selected to fit the destination. Cattle forwarded through other channels cannot be as well selected because no other organization has control over a sufficient number of cattle.



This page conducted by MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LIMITED
HEAD OFFICE: HARTNEY, MAN.

ABOUT THE MANITOBA CO-OPERATIVE MARKETING POULTRY ASSOCIATION

CONSIDERABLE space has been given by both the Agricultural and Daily press during the last eighteen months in bringing to the attention of the farmers of Manitoba, the marketing of poultry products by the Manitoba Co-operative Poultry Marketing Association Limited. Considerable doubt has been in the minds of the readers regarding what this Association really is. We would like at the outset of this article to explain why and when the Association was organized. Agricultural conditions in Southern Manitoba during 1921-22-23 were such that considerable attention was directed towards poultry raising and one of the great problems connected therewith was the marketing of same. This great problem inspired a number of thinking men in Southern Manitoba, and with the assistance of the Poultry Division of the Dominion Live Stock Branch, a meeting was called for the purpose of forming some sort of an organization to deal with marketing questions and to try and assist in some way in marketing the farmers' poultry.

Co-operative Association Formed

As the result of a meeting held in Melita called for this purpose, an organization was formed, the name of which was "Manitoba Co-operative Poultry Marketing Association," with the following officers: President, W. A. Landreth, Lauder; Sec.-Manager, D. W. Storey, Hartney; and nine directors representing the nine districts where the Association intended functioning that season. The operations in 1922 were very successful and in 1923 it was decided to broaden out and cover more territory. In 1923 the old Association decided to make applications for incorporation under the Co-operative Societies' Act, with a capitalization of \$20,000 and making every contributor a shareholder to the extent of \$1.00. This was done and our Association was newly incorporated in the spring of 1924, the following name, "Manitoba Co-operative Poultry Marketing Association Limited," with the following officers: President W. A. Landreth, Lauder; Vice-President A. W. Badger, Carman; Sec.-Manager D. W. Storey Hartney, and directors as follows: C. C. Milne, Morden; W. S. Patterson, Boissevain; Chas. Howden, Goodlands; Roy McPhail, Brandon; R. W. Wood, Oakvill; Doctor H. M. Thompson, Virden.

Egg Marketing

The main reason for the Association assisting the producers to market their eggs was to encourage producing a better product and to see that the producer of the better product got what was coming to him. The new egg regulations which came into effect a year ago last July, making compulsory the grading of eggs, which we believe was a good move, but they were not enforced by the local receiver, principally on account of lack of facilities to grade eggs. As a result of this a flat price was paid the producer for eggs without giving any discrimination as to quality. This placed the producer of the good eggs on exactly the same footing as the producer of inferior eggs.

Taking these matters into consideration this Association decided to experiment on opening one egg station in the Spring of 1924 to see what could be accomplished towards helping the producers in marketing their eggs. This station was opened at Lauder, Man., about the first of May; the point where the railway facilities were such that we could gather from two different branch lines of Railways. The Association operated for four months, up to about the first of September, during that time handling about 12 cars of eggs. Our system of operating this trial station included the use of a contract with as many producers and merchants as possible tributary to the egg station. Every contributor of eggs must also be a shareholder in the Station to the extent of \$1.00, as in the poultry marketing. The eggs were collected at the egg station from the different branch lines direct from producers and merchants by fast freight service with as little delay as possible, and upon arrival at the egg station were all carefully candled and repacked into standard 30-dozen shipping cases. All carrying charges were taken care of by the Association and charged as an expense to the handling cost, thus giving the contributors from a distance the same privilege as those from the immediate district. After the eggs were all candled and packed they were loaded in car-load lots from 400 to 450 thirty-dozen cases to a car. After the eggs were packed the cases were stencilled as to grade and when enough to make up a full car, Government inspection was asked for and after this inspection all cases were labelled with the Government certificate.

All Eggs Sold on Grade

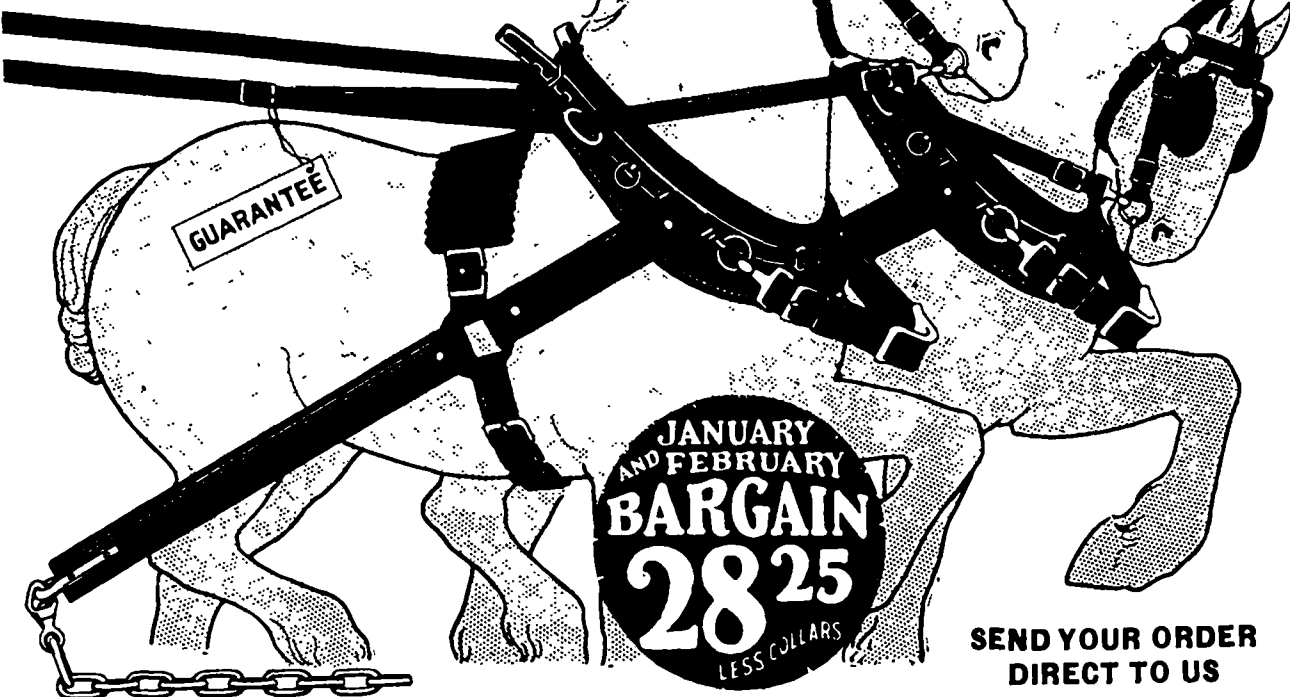
This placed us in a position to sell our eggs according to the stencilled grade, on any market. The eggs were sold principally in the East, although a few cars were sold on the Winnipeg market. When we began operating, about the first of May, merchants were not paying more than about 13c per dozen straight grade. We started by paying an advance of 14c per dozen, making this payment after the eggs were graded and at the end of the first month when our first Pool was made we paid out on a basis of extras 21c, No. 1, 19c, No. 2, 14c, and cracks 12c. Beginning the second month we advanced to 16c per dozen and at the end of the second Pool payment was made on the same basis as the first. At the end of the third Pool period, which was the last Pool, we paid on the basis of extras 22c, No. 1, 20c, No. 2, 16c, and cracks 12c. One thing to be particularly noticed in this regard was that our eggs graded out practically 85% to 90% extras and firsts, due we believe to our system of collecting directly from the producing points, thus ensuring freshness, which is the prime factor.

It is needless to say that our contributors were exceedingly well satisfied. We received eggs from producer and merchant as far east as Killarney, south as Lyleton, west as Carnduff and north as Sinclair and Souris. The experiment has been very satisfactory with our Association and to such an extent as it is quite possible other egg stations will be opened up during the next spring.

HARNESS BARGAIN No. 1

This Harness Bargain No. 1 is made of No. 1 Bark Tanned Harness Leather, and is a genuine bargain. Read the specifications.

You can depend upon the quality, as we have such a good reputation for selling good harness that we could not afford to turn out a second grade or light article.



IS BUT ONE OF THE MANY MONEY-SAVING VALUES ON GUARANTEED HARNESS LISTED IN OUR SPRING SALE CATALOG No. 98.

SEND YOUR ORDER DIRECT TO US

CAREFULLY READ THE DESCRIPTION AND YOU WILL BE CONVINCED THAT THIS HARNESS IS A GENUINE BARGAIN

TRACES—2-in. 3-ply hame tugs; tugs are 2 in., heavy stock with 1½-in. heavy layer, very best of stock, and cut full to size. Heel chain has 11 links and swivel. **BRIDLES**—¾-in. cheeks with concord blinds and ¾-in. round winker braces. Good weight crown and throat latch. Standard bridle bits supplied. **BACK PADS**—4-in. wide harness leather pad lined with English felt, billets are double and stitched. **LINES**—1-in. wide, best quality of back leather full length. **Breast Straps**—1½-in. wide 4½-ft. long, double at buckle end, first quality leather. **Belly Bands**—1¾-in. wide folded. 1½-in. buckles. **HAMES**—Best make of two-piece steel bolt hames. If you can break these hames, we will replace them. These hames will stand up under a load of 30 tons. **HAME STRAPS**—1-in. wide. **SNAPS AND SLIDES**—All furnished free. **PACKING**—This harness is nicely packed in a wooden box, so will arrive neat and clean, and in perfect condition.

147A1 — HARNESS BARGAIN NO. 1, complete as above, less collars, per set for two horses
If bridles not wanted deduct 3.50. If lines not wanted deduct 3.95. If 1½-in. lines wanted, add .70. If martingale wanted, add 1.45.

28.25

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Send your order direct to us and we will ship direct to you. Our new Catalog is full of Factory to Farm bargains on

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EVERY STRAP, EVERY STITCH GUARANTEED

Send your order—Examine the harness. If you don't think it is the best harness value you have ever seen, send it back for full refund.

COARSE GRAINS POOL

(Continued from page 2)

Advantages of the Pool

The manufacturer does not consider his whole endeavor is to turn out a manufactured product, but considers that the selling of his goods is not only a very necessary, but a fundamental part of his business. With all business institutions salesmanship is an essential feature. Until recently the farmer devoted his whole time to the producing of commodities, and gave little or no thought to proper selling, with the result that when he placed his produce on the market he was always at the mercy of the buyer, and had to take whatever price was offered to him. The farmer has always bitterly complained, "I have no say in the price I am to get for that which I sell, and no say as to the price I pay for that which I have to buy." Through his Pools he is copying business methods in that he is organizing his selling. He is learning that if he is to get a fair remuneration for the products of his labor he must join with his neighbors, and they must work and sell together. He is elevating the standing of the farmers, the status of agriculture, by doing his own business himself.

The Non-profit Basis

A fundamental principle of the Pool movement is the non-profit basis. Under the old system the farmer sold his grain to the middlemen or grain companies, they in turn sold it to the miller or ultimate consumer. Every business concern handling the grain between the producer and the consumer has one purpose, and only one purpose—that of making profit for themselves. Through the Pool the farmer is putting his wheat on the market not with the intention of earning dividends out of the business, but with the idea of handling his grain at cost, and

getting for it its full market value. In the Pool there are no shares, (excepting the one dollar share necessary to comply with the Companies Act) and consequently no dividends are earned or paid. He is marketing his grain on the non-profit basis, and therein lies the fundamental difference between the Pool or the co-operative marketing method, and the ordinary commercial or business method.

When to Sell

Not knowing the right time at which to sell our grain has been the experience of everyone of us. As soon as we are prepared to ship or market our grain, whether wheat, oats, barley, flax or rye, we enquire as to prices and make a guess as to the possible rise or decline in prices. "What is grain today?" "Has it gone up or down?" "I wonder what the markets will do during the next few weeks?" These are common questions, and at best our judgments as to the probabilities are only a guess. Through the Pool the farmer can ship his grain at any time that is most convenient to him. If, immediately after threshing he has debts to meet, he can draw out his grain and get his initial payment. If on the other hand, he does not want to use high priced labor to haul out his grain, and wants to get on with his fall ploughing, he can ship at any time after freeze-up. Each member receives the same price per grade. The proceeds are pooled and the members share and share alike. Consequently, he does not have to worry when to deliver or sell his grain.

Selling grain requires expert knowledge of a kind that the farmers cannot get. The farmers through the Pool hire expert salesmen, men who have first hand information as to crop conditions in other countries, the prices on the different markets of the world; men who know (what the farmer does not) what is the supply, and what, when and where, is the demand.

ABERDEEN ANGUS

TAKE ADVANTAGE OF THIS OPPORTUNITY TO PUT YOUR HERD ON A PAYING BASIS. WILL YOU BUY A SIRE THAT WILL DOUBLE OR TREBLE THE VALUE OF YOUR HERD IN THE NEXT TWO YEARS?

Again this year we are offering 1924 bull calves from our best breeding cows and sired by our greatest herd sires. These calves will be big enough for service next spring, and you will be surprised at the quality of calves they will leave you from your ordinary grade cows. We are desirous of getting one of these bull calves into every district, as we know they will prove an advertisement for our herd of cattle, and for this reason we are making an especially low price. We will only send out calves which are outstanding individuals themselves, and we know we can please you in the individual we send and also in the price. We are also offering a few yearling and two-year-old bulls of exceptional merit and at prices within your reach. Write today for full particulars of our offer and for free illustrated literature on our cattle and we will quote you prices laid down at your station in good condition.

We are able to offer you a bull now at lower prices than ever before. Cattle will follow grain prices in the near future. Why not put a good young bull in now when you can get one at these attractive prices and be in a position to profit from the higher cattle prices later on?

**Jas. D. McGregor, Glencarnock Stock Farms,
Brandon, Man.**

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NO matter where you live, it is possible to do your banking by mail. Our Mail Order service is both quick and convenient. If you have not already written for our booklet, "Banking by Mail," do so today.

4% INTEREST

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"Conducted to foster the Thrift and Welfare of the People"

THIRTY-FIVE YEARS

of constructive breeding behind our Aberdeen Angus. We are making a special offer on foundation females of the best breeding and individuality. These females are either in calf or have calves at foot and bred again by one of our great herd sires, and represent the very best in every particular. Our prices are reasonable and within your reach.

Lay your foundation for a pure bred herd of Aberdeen Angus cattle now. By buying females in calf or with calves at foot you get almost immediate returns from your investment, and you will be surprised just how fast you can work into a nice little bunch of pure bred from a female or two such as we are offering. An investment of this kind, and at prices we are quoting now will prove to be one of the most profitable and pleasing investments you have ever made.

We will quote you prices laid down at your station in good condition and will quote part terms to responsible parties. Write for full description and free illustrated literature on our cattle.

**Jas. D. McGregor, Glencarnock Stock Farms,
Brandon, Man.**

The Pool at the U.F.M. Convention

That between 80 and 90% of the delegates were shareholders in the Wheat Pool was revealed at the U.F.M. Convention at Brandon, when C. H. Burnell, President of the Manitoba Wheat Pool, asked for a show of hands from those who were members of the Pool. There were about 300 delegates at the Convention and the vote clearly showed that the U.F.M. was solid for the Pool.

The farmers, President Burnell stated, in opening his address, had always wanted co-operative marketing; the spirit of co-operation, he said, had been running through the farmers' organizations for over twenty years; they had finally launched the Wheat Pool because they really felt the need of it. They had had considerable opposition and there were some who, when they had the Wheat Board said that what they wanted was a co-operative system, and the same people, when they had got the co-operative system, seemed to think they ought to have something else. He gave a review of the movement leading to the establishment of the Pool, beginning with the failure to get the Wheat Board re-established, the efforts of the Canadian Council of Agriculture and finally the beginning of a Pool in the province of Alberta. The basis of the Pool, he said, is the contract, and it should be clearly understood by the members that the contract is one with their fellows and not one entered into with the management or directors of the Pool. The contract was needed to protect those who were loyal to the Pool. They needed the contract just as the country needs laws—not for the man who goes straight, but to protect those who go straight, against those who do not. The contract, Mr. Burnell stated, is the solid foundation on which the Pool is built.

He paid a tribute to the unstinting services of those who had helped to get the Pool organized; to T. J. Murray, K. C., who had done the legal work for the Manitoba Wheat Pool and who was thoroughly in sympathy with the movement; to F. W. Ransom, Secretary of the Manitoba Pool, and to R. M. Mahoney, Manager, who has charge of the technical handling of the wheat.

91,291 Pool Members

When the Pool started, he said, they had a little over 6,000 members; today they had 9,224. The membership in the Alberta Pool, he said was 30,749 and in the Saskatchewan Pool 51,318, making a total membership for the Pools of the three provinces of 91,291.

He explained in detail just how the Pool is organized and how it works, and stated that at the central office they had a staff which was loyal to the principle of co-operation and the purposes of the Pool.

The three Pools, he said had acquired two small terminal elevators, one at Port Arthur and one at Fort William, which had made a very good profit up to the present time. From this small experiment with these terminals, Mr. Burnell said the Pool had reached the conclusion that they could pay the expense of the Pool offices and organization and have a surplus, if the Pool had elevators and all Pool grain went through their own terminals.

Mr. Burnell also explained the organization and function of the Central Selling Agency. This central organization, he said, sells the grain which is handed over to them by the provincial Pools; when the grain is sold the Central Agency accounts to the Provincial Pool, which in turn distributes the proceeds to the grower.

Orderly Selling

Dealing with the selling policy of the Pool, he stated that not much could be said about this at this time, because it would be revealing the business policy of the Pool to its competitors, but that speaking generally it could be said that the policy had been one of orderly marketing

—the grain came forward as usual, but that did not mean it was sold as usual. The Pool endeavors to sell at the best price possible.

There was no doubt, he said, that the Pool was a factor in maintaining the price of wheat, but it was difficult to arrive at any definite conclusion on this point for the simple reason that if the Pool had raised the price of wheat, then it raised the price of the whole amount marketed so that the non-Pool man benefited along with the Pool man.

The acquisition of elevator facilities, Mr. Burnell thought was necessary to insure complete success for the Pool. It would give them complete control of the marketing of the grain put through the Pool, and he expressed the opinion that the Pool should have an elevator at every point where one can be profitably handled. He did not mean by this, he said, that the Pool should jump immediately into a program of buying elevators, but he did think they should make every effort to build up, as soon as possible, a line of Pool-controlled elevators.

In connection with this, he referred to the decision of the Wheat Pool directors to form a Coarse Grains Pool. Such a Pool would increase the volume of grain handled by the Pool and thus decrease the overhead per bushel of grain handled. The contracts for the Coarse Grains Pool he considered would be sent out for signature immediately the interim payment on wheat is made by the Pool.

Two things were necessary, he said, to the success of the Pool—first, good management, second, a volume of grain. In connection with the first he said that he did not think any of the elected representatives of the Pool should take an unreasonable salary, and that so far as he knew no elected representative of any of the Pools was receiving a salary in excess of the indemnity paid to the Federal members at Ottawa. With regard to the technical experts, he explained the Pool was forced to go into

the market and compete with the private grain trade in securing the services of the best men available.

Coarse Grains Pool

In conclusion, Mr. Burnell urged all the shareholders of the Pool to give thorough support to the institution and he appealed for co-operation between the Pool and the United Farmers of Manitoba.

After Mr. Burnell's address, questions relating to the work of the Pool were answered by R. M. Mahoney, Manager, and F. W. Ransom, Secretary of the Pool.

Following the discussion the following resolution was submitted and passed unanimously:

Moved by: W. R. Doyle of Beulah Local.

Seconded by: W. Forman of North Antler Local.

"WHEREAS the United Farmers of Manitoba have always stood for co-operative marketing of farm produce, and

WHEREAS the operation of the Alberta Wheat Pool in 1923 and the Wheat Pools of the three Provinces in 1924 have proven the worth of the Pool system of co-operative marketing, and

WHEREAS the Board of Directors of the Manitoba Wheat Pool in response to the urgent requests of many of the Pool members have prepared a contract for a Coarse Grains Pool to market the oats, barley, flax, and rye crops, beginning with the harvest of 1925.

THEREFORE BE IT RESOLVED that we endorse the action of the Wheat Pool Directors and strongly urge all the officers and members of our local and district associations to lend every assistance possible in the proposed campaign for signatures to the Coarse Grains Pool contract and also do their utmost to double the present membership of the Manitoba Wheat Pool."

Count the day lost, whose low descending sun,
Finds no wheat contracts signed, no grain men on the run.
(N. D. Wheat Grower.)

Send Us Your Hides

**We Pay
Incoming Freight for
TANNING**

Our announcement of Nov. 1st, outlining our policy of paying the incoming freight, has met with instant response. It has brought the Tannery direct to your own door, and we are receiving more enquiries and work than we ever did.

**SHIP DIRECT
TO
BRANDON**

One Address Only

We have discontinued all our agencies.

This means cutting out commissions, and our customers receiving the benefit of

CHEAPER AND BETTER SERVICE

WE TAN

Robes, Fine Furs, Coats, Rawhide, Lace
Leather and HARNESS LEATHER

WE BUY

Hides, Sheepskins, Tallow, Wool,
RAW FURS

WRITE FOR PRICE LISTS AND TESTIMONIALS

HIGHEST PRICES AND PROMPT RETURNS

**WHEAT CITY TANNERY LTD.
BRANDON, MAN.**

ABERDEEN ANGUS

TAKE ADVANTAGE OF THIS OPPORTUNITY TO PUT YOUR HERD ON A PAYING BASIS. WILL YOU BUY A SIRE THAT WILL DOUBLE OR TREBLE THE VALUE OF YOUR HERD IN THE NEXT TWO YEARS?

Again this year we are offering 1924 bull calves from our best breeding cows and sired by our greatest herd sires. These calves will be big enough for service next spring, and you will be surprised at the quality of calves they will leave you from your ordinary grade cows. We are desirous of getting one of these bull calves into every district, as we know they will prove an advertisement for our herd of cattle, and for this reason we are making an especially low price. We will only send out calves which are outstanding individuals themselves, and we know we can please you in the individual we send and also in the price. We are also offering a few yearling and two-year-old bulls of exceptional merit and at prices within your reach. Write today for full particulars of our offer and for free illustrated literature on our cattle and we will quote you prices laid down at your station in good condition.

We are able to offer you a bull now at lower prices than ever before. Cattle will follow grain prices in the near future. Why not put a good young bull in now when you can get one at these attractive prices and be in a position to profit from the higher cattle prices later on?

**Jas. D. McGregor, Glencarnock Stock Farms,
Brandon, Man.**

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NO matter where you live, it is possible to do your banking by mail. Our Mail Order service is both quick and convenient. If you have not already written for our booklet, "Banking by Mail," do so today.

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"Conducted to foster the Thrift and Welfare of the People"

THIRTY-FIVE YEARS

of constructive breeding behind our Aberdeen Angus. We are making a special offer on foundation females of the best breeding and individuality. These females are either in calf or have calves at foot and bred again by one of our great herd sires, and represent the very best in every particular. Our prices are reasonable and within your reach.

Lay your foundation for a pure bred herd of Aberdeen Angus cattle now. By buying females in calf or with calves at foot you get almost immediate returns from your investment, and you will be surprised just how fast you can work into a nice little bunch of pure bred from a female or two such as we are offering. An investment of this kind, and at prices we are quoting now will prove to be one of the most profitable and pleasing investments you have ever made.

We will quote you prices laid down at your station in good condition and will quote part terms to responsible parties. Write for full description and free illustrated literature on our cattle.

**Jas. D. McGregor, Glencarnock Stock Farms,
Brandon, Man.**

The Pool at the U. F. M. Convention

That between 80 and 90% of the delegates were shareholders in the Wheat Pool was revealed at the U.F.M. Convention at Brandon, when C. H. Burnell, President of the Manitoba Wheat Pool, asked for a show of hands from those who were members of the Pool. There were about 300 delegates at the Convention and the vote clearly showed that the U.F.M. was solid for the Pool.

The farmers, President Burnell stated, in opening his address, had always wanted co-operative marketing; the spirit of co-operation, he said, had been running through the farmers' organizations for over twenty years; they had finally launched the Wheat Pool because they really felt the need of it. They had had considerable opposition and there were some who, when they had the Wheat Board said that what they wanted was a co-operative system, and the same people, when they had got the co-operative system, seemed to think they ought to have something else. He gave a review of the movement leading to the establishment of the Pool, beginning with the failure to get the Wheat Board re-established, the efforts of the Canadian Council of Agriculture and finally the beginning of a Pool in the province of Alberta. The basis of the Pool, he said, is the contract, and it should be clearly understood by the members that the contract is one with their fellows and not one entered into with the management or directors of the Pool. The contract was needed to protect those who were loyal to the Pool. They needed the contract just as the country needs laws—not for the man who goes straight, but to protect those who go straight, against those who do not. The contract, Mr. Burnell stated, is the solid foundation on which the Pool is built.

He paid a tribute to the unstinting services of those who had helped to get the Pool organized; to T. J. Murray, K. C., who had done the legal work for the Manitoba Wheat Pool and who was thoroughly in sympathy with the movement; to F. W. Ransom, Secretary of the Manitoba Pool, and to R. M. Mahoney, Manager, who has charge of the technical handling of the wheat.

91,291 Pool Members

When the Pool started, he said, they had a little over 6,000 members; today they had 9,224. The membership in the Alberta Pool, he said was 30,749 and in the Saskatchewan Pool 51,318, making a total membership for the Pools of the three provinces of 91,291.

He explained in detail just how the Pool is organized and how it works, and stated that at the central office they had a staff which was loyal to the principle of co-operation and the purposes of the Pool.

The three Pools, he said had acquired two small terminal elevators, one at Port Arthur and one at Fort William, which had made a very good profit up to the present time. From this small experiment with these terminals, Mr. Burnell said the Pool had reached the conclusion that they could pay the expense of the Pool offices and organization and have a surplus, if the Pool had elevators and all Pool grain went through their own terminals.

Mr. Burnell also explained the organization and function of the Central Selling Agency. This central organization, he said, sells the grain which is handed over to them by the provincial Pools; when the grain is sold the Central Agency accounts to the Provincial Pool, which in turn distributes the proceeds to the grower.

Orderly Selling

Dealing with the selling policy of the Pool, he stated that not much could be said about this at this time, because it would be revealing the business policy of the Pool to its competitors, but that speaking generally it could be said that the policy had been one of orderly marketing

—the grain came forward as usual, but that did not mean it was sold as usual. The Pool endeavors to sell at the best price possible.

There was no doubt, he said, that the Pool was a factor in maintaining the price of wheat, but it was difficult to arrive at any definite conclusion on this point for the simple reason that if the Pool had raised the price of wheat, then it raised the price of the whole amount marketed so that the non-Pool man benefited along with the Pool man.

The acquisition of elevator facilities, Mr. Burnell thought was necessary to insure complete success for the Pool. It would give them complete control of the marketing of the grain put through the Pool, and he expressed the opinion that the Pool should have an elevator at every point where one can be profitably handled. He did not mean by this, he said, that the Pool should jump immediately into a program of buying elevators, but he did think they should make every effort to build up, as soon as possible, a line of Pool-controlled elevators.

In connection with this, he referred to the decision of the Wheat Pool directors to form a Coarse Grains Pool. Such a Pool would increase the volume of grain handled by the Pool and thus decrease the overhead per bushel of grain handled. The contracts for the Coarse Grains Pool he considered would be sent out for signature immediately the interim payment on wheat is made by the Pool.

Two things were necessary, he said, to the success of the Pool—first, good management, second, a volume of grain. In connection with the first he said that he did not think any of the elected representatives of the Pool should take an unreasonable salary, and that so far as he knew no elected representative of any of the Pools was receiving a salary in excess of the indemnity paid to the Federal members at Ottawa. With regard to the technical experts, he explained the Pool was forced to go into

the market and compete with the private grain trade in securing the services of the best men available.

Coarse Grains Pool

In conclusion, Mr. Burnell urged all the shareholders of the Pool to give thorough support to the institution and he appealed for co-operation between the Pool and the United Farmers of Manitoba.

After Mr. Burnell's address, questions relating to the work of the Pool were answered by R. M. Mahoney, Manager, and F. W. Ransom, Secretary of the Pool.

Following the discussion the following resolution was submitted and passed unanimously:

Moved by: W. R. Doyle of Beulah Local.

Seconded by: W. Forman of North Antler Local.

"WHEREAS the United Farmers of Manitoba have always stood for co-operative marketing of farm produce, and

WHEREAS the operation of the Alberta Wheat Pool in 1923 and the Wheat Pools of the three Provinces in 1924 have proven the worth of the Pool system of co-operative marketing, and

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RAW FURS

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BRANDON, MAN.**

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- to improve your livestock?
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*Courses of one, three and five winters for
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Direct Service to the Farm.

W. C. McKILLICAN,
DEAN.

WHY NOT?

Provide for a bad crop year by investing your surplus earnings in the safest class of investments that pay better than bank interest?

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on Bonds purchased through us."

Oldfield Kirby & Gardner

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Established over 40 years

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IMPORTANT

A circular letter telling you how and when to send in Growers' Certificates is being mailed to all members. If this notice does not reach you before February the tenth, please advise us.

POOL OFFICIALS GO OVERSEAS

To make a first-hand study of marketing conditions for grain in Great Britain and the Continent of Europe, D. L. Smith, Western Sales Agent of the Central Selling Agency of the Pools, with R. S. Dundas of Pelly, Sask., representing the Central Executive left for England via New York on January 6th. They will spend some four or five weeks on the trip and will visit buyers and millers. The continental office of the Pool in Bordeaux, France will also be visited.

FOUND—A WATCH

Who loaded his watch along with his wheat?

We have on hand a watch which was found on the sieves of the cleaner of the Pool Terminal Elevator at Fort William. Owner can have it by sending description to us.

PRIZE ESSAY COMPETITION

The Winners of the prize essay competition, "Why Every Farmer Should Join The Pool," are as follows:

Grade IX Upward

- 1st. \$7.00, Doris Davies, Otterburne.
- 2nd. \$5.00, Howard B. Peto, Emerson.
- 3rd. \$3.00, Eva M. Adams, Roblin.

Up to Grade VIII

- 1st. \$6.00, Roy McLaren, Boissevain.
- 2nd. \$4.00, Jack Parker, Dominion City.
- 3rd. \$2.00, Mabel Lynch, Gilbert Plains.

A considerable number of essays were received and they indicate that among the boys and girls in Manitoba rural schools the subject of co-operation is receiving attention and that the interest in the Pooling movement is not confined to adults.

THOS. J. MURRAY, K.C.

H. R. MAYBANK, B.A., LL.B.

MURRAY & MAYBANK
BARRISTERS

Solicitors for the Manitoba Wheat Pool

VICTORY BUILDING, 333 MAIN ST.

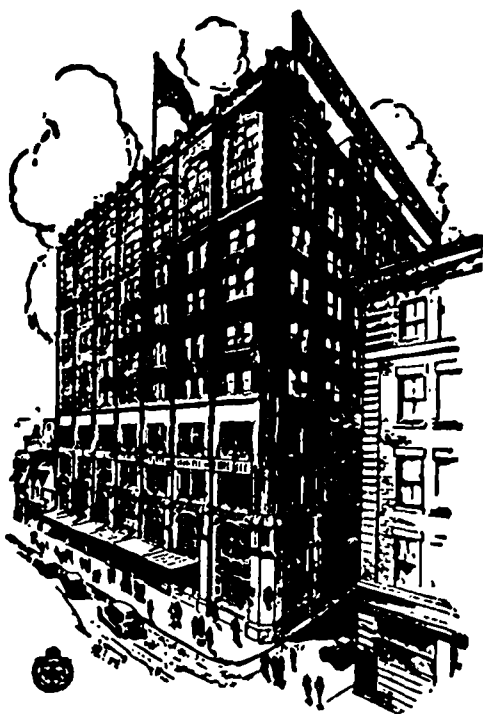
WINNIPEG

FEED and FEEDING

Glencarnock Molassine Meal, per 100 lbs., \$4.50. Glencarnock Calf Meal, per 100 lbs., \$5.50. Glencarnock Stock Tonic, 30 lb. pails, each \$3.50. Molasses in barrels, 54 gallons, each \$28. Molasses in pails, 60 lbs., each \$3.50. Oil Cake Meal, per 100 lbs., \$3.50. Oil Cake Meal, per ton, \$60. There is a Glencarnock feed for every need. We carry everything for stock and poultry. Our illustrated stock food pamphlet contains much valuable information on general feeding and is free for the asking.

Jas. D. McGregor, Glencarnock Stock Farms,
Brandon, Man.

The Marlborough



Members of the Manitoba Wheat Pool and other Co-operative Organizations in Manitoba

Let us assure you that a genuine welcome awaits you at the Marlborough—a welcome that will make you glad you came, anxious to stay and sorry to go.

Make the Marlborough your home for yourself and your ladies when in Winnipeg. You'll enjoy its home-like atmosphere, benefit by its central location, and be more than pleased with the courteous, individual attention you are sure to receive.

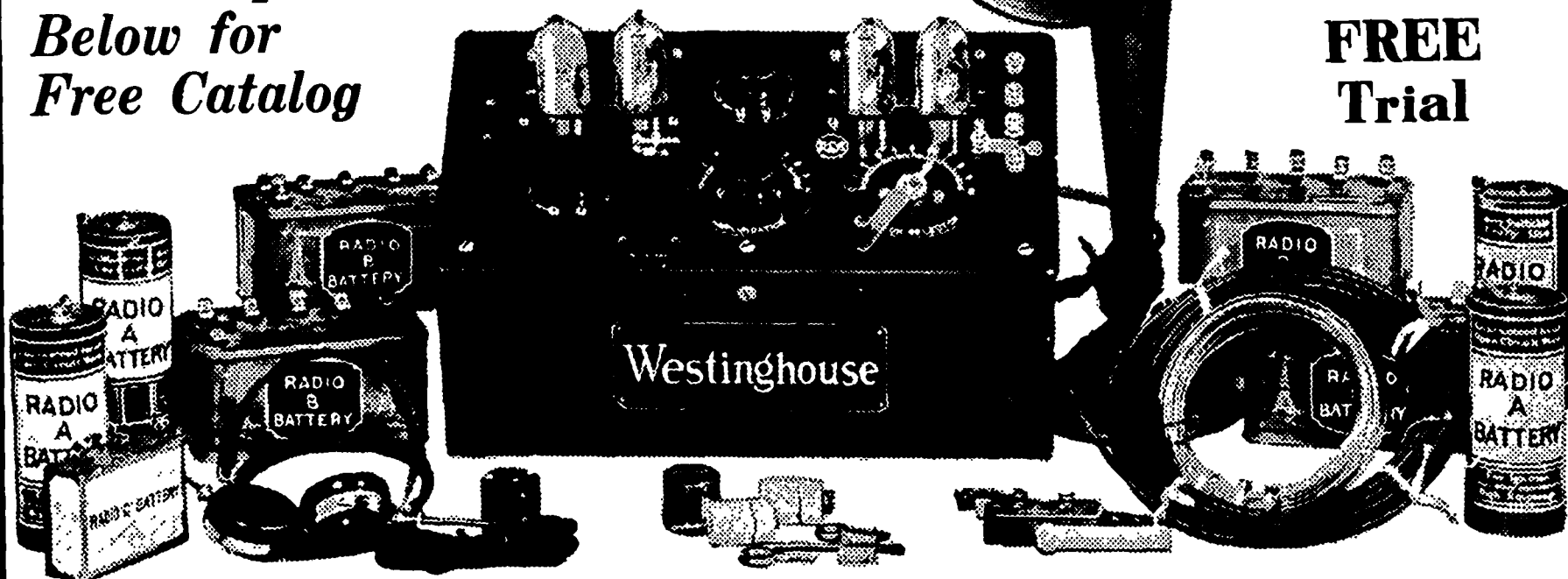
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Here are the highest quality, lowest prices, and most liberal terms. The greatest opportunity since the coming of radio. A genuine Radiola 3-A—made by Westinghouse—at a price within the reach of all—only \$5.00 down—a guaranteed FREE TRIAL—and easy monthly payments. What more can radio fans ask? Everyone knows what the name of WESTINGHOUSE stands for—the highest degree of scientific accuracy and perfection. Right from the beginning of radio the great WESTINGHOUSE Company has been the leader among manufacturers.

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Yes, we send you this complete radio outfit for a two week's trial in your home absolutely free. If you are not perfectly satisfied with this genuine Radiola III-A, you can send it back at our expense, and the small down payment will be refunded. You put the set up, following the complete directions sent with it. Use it as your own. Invite your neighbors to a radio concert. Enjoy all the pleasures offered by this wonderful modern invention. If, at the end of this trial period you do not agree that the Radiola III-A is just what we say it is, send it back and your down payment will be refunded. But we know that you WILL be satisfied. Once you experience the joy of the radio fan, you, like hundreds of others who own this great set, will want it for your own. And you can make it your own by a few small monthly payments that you will never miss. Send for our free catalog today. Find out all about the prices and terms on this complete radio set.

The reputation of this great house stands back of each piece in the Radiola 3-A Set. No greater guarantee of mechanical perfection could be given. Babson Brothers of Canada, great merchandisers, have chosen the Radiola 3-A as the set that will bring the Broadcast programs of Canada and the States to you wherever you may live. Our famous plan of \$5.00 down and easy monthly payments brings this wonder set within reach of all. Quantity production assures low prices and our free trial positively guarantees you against disappointment. Find out now about this extraordinary offer. It will mean money in your pocket.

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The biggest season radio has ever known is on! Don't miss the best part by waiting. On these long evenings you can get the most pleasure out of your set. This is one reason why you should get your set NOW. But there is another reason. We cannot guarantee to extend this special offer for unlimited time. It may be withdrawn! So there is no time to lose. Write today and find out all about this opportunity to get excellent complete outfit—made by Westinghouse—at a bargain price and upon the most favorable terms. Don't put it off. An inquiry will cost you nothing, will put you under no obligation and it will mean a real saving when you get your set. Write for the free book at once.

Complete Outfit Ready To Set Up—

The Radiola Receiving Set and Outfit consists of Radiola III-A, 4 tubes, dry cells, Brandes head-phone, batteries, and aerial. This is a complete outfit, all ready to set up. All accessories are included. Nothing left to buy. Simple and easily understood directions for setting up and operating, come with the set. You will have no trouble doing this. Ease of operation is a delight to all who use the Radiola III-A. The Radiola gives perfect amplification and selectivity. With it you can pick up the most distant stations.

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That is all you need to do. Simply fill out your name and address on the coupon, mail it to us, and we will send at once our FREE Book telling all about the Radiola III-A and about the special price, terms and FREE TRIAL offer. Mail coupon at once, TODAY.

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