

VOL. 1

WINNIPEG, MAN., FEBRUARY, 1925

No. 8

FORWARD—ALL TOGETHER

NO longer need the Manitoba farmer complain that he has nothing to say in the price which he receives for the products of his farm.

Operating in this Province since 1920 he has the Manitoba Co-operative Dairies with 2,195 farmer members; The Cattle Pool operating for two years with 6,500 Manitoba shippers; The Manitoba Co-operative Poultry Marketing Association operating since 1922, now having 3,000 members; The Co-operative Wool Growers, seven years old, with 300 Manitoba shippers out of 1,300 sheep-raisers in Manitoba; The Wheat Pool with 9,230 members, organizing now to also handle other grains.

Every one of these co-operative organizations has been successful in getting the farmer more for the produce which he has handled. They all need more volume in order that they may be able to give him still better service. We believe that the Wheat Pool Member will be a better co-operator, a better farmer and a better citizen if he markets his cream, cattle, poultry, eggs and wool through his own organizations. We have enough co-operative theory. Let's have more co-operative action.

QUESTIONS AND ANSWERS

Q.—Why does not the Coarse Grain Pool contract terminate at the same time as the Wheat Pool contract?

A.—(a) The five year contract plan is the generally accepted principle of Pool marketing.

(b) To save the expense of re-organization, drawing up a new charter, and to make for the continuation of business.

(c) The position of the Pool is considerably strengthened, particularly when it comes to making business arrangements.

Q.—What grains are covered in the Coarse Grain Pool?

A.—Oats, barley, flax and rye.

Q.—May I sign up some of the grains and be left free to sell others on the open market?

A.—No. It is a blanket contract and not optional.

Q.—Why not optional?

A.—(a) If you allow a member to sell some of his grains on the open market, when at the same time the Pool is handling the same grain on a Pool basis, then you are making an admission that the competitive system may be as good as the co-operative.

(b) It would be almost impossible to check up on shipments to find out if a member was keeping within his agreement, it would considerably increase the expenses of the office, tend to confuse the bookkeeping, and make it difficult to detect any breaking of contracts.

(c) He is competing against himself and crippling his own organization.

Q.—Will it be necessary to create a new Board and elect officers?

A.—No. The Coarse Grain Pool will be operated by the Board of the Manitoba Co-operative Wheat Producers Limited.

Q.—Will those in the Wheat Pool have to pay any of the costs of the Coarse Grain Pool?

A.—No. The operating expenses will be charged pro rata; that is, levied per bushel according to the amount of each kind of grain handled.

Q.—Can I sell feed and seed to neighbors?

A.—Yes, on first obtaining a permit.

Q.—Is it necessary to have a permit to retain one's own seed and feed?

A.—No.

Q.—How do I get a permit?

A.—Commencing with the crop of 1925, we propose to issue them through the Secretaries of the local shipping committees.

Q.—How can a farmer raise money on his final payment coupons after he has sent them into the Pool?

A.—He can give an order on the Wheat Pool against these Growers' Certificates.

THE EDUCATION OF A LIFE TIME

In November, a deputation consisting of Messrs. J. Bradshaw, W. T. Charter, directors, and Mr. A. H. Hopley, central wheat buyer, representing the Co-operative Wholesale Society of Great Britain, were in Winnipeg.

The object of their visit was to obtain first hand information concerning the position of the wheat market, in view of the many contrary reports that had appeared in the British press.

When here they visited the Winnipeg Grain Exchange, and it is very interesting to read the comment of Mr. Bradshaw as given in the "Co-operative News," on January 3.

"I only wish," said Mr. Bradshaw, when commenting on the trading pits of the various exchanges visited by the deputation, "that it was possible for other co-operators to see what we saw. It was an education of a lifetime rolled into half-an-hour. Frequent visits to the 'pit'"

were essential to our business, and the oftener we went, the greater grew our amazement at the way the wheat crop was handled, even before—if an Irishism may be permitted—it was harvested. It is nothing unusual for the whole of the Canadian wheat crop to be bought and sold twice in one week. The scene reminded me of "Donnybrook Fair"—men shouting and gesticulating to one another as though they had been deprived of their reason. Why the food of the people should be made a shuttlecock of in this way is something that passes my comprehension, but it convinces me that there is only one remedy—co-operative control."

POOL HAS RAISED PRICE

That the operations of the Canadian Wheat Pool have contributed to the advance in the price of wheat and that the Pool system of marketing with good management may easily become permanent, is the frankly expressed opinion of the North Western Miller of Minneapolis, in the following editorial which appeared in the issue of January 7:

"The progress of this year's operations of the Wheat Pool of Western Canadian farmers is being watched by the trade at home and abroad with more than casual interest. The fact that a considerable percentage of the farmers in all three of the western grain raising provinces are marketing their wheat of 1924 in this way gives the scheme an importance that did not attach to the pool of 1923, when only one province was interested.

"So far the course of the grain markets has been greatly in favor of the pool. When it opened its new crop trading, the price of wheat was not high and there was a certain element of risk in the decision to make the initial payment price to farmers one dollar per bushel, Fort William basis. Since that decision was made the market has been moving steadily upward, and the contention of the promoters that if a sufficient number of farmers could be induced to market their wheat in this way, prices could be favorably influenced, has been vindicated. It is open to argument that this price movement was in no way determined by the operations of the Pool, and that the price would have risen to where it is in any event; but the fact remains that things have turned out exactly as the advocates of pooling said they would, and no one can deny that the marketing operations of the pool have contributed to the advance in prices. Fairness demands this admission.

"Whatever notions any one in or out of the trade may have on this subject, it is pretty clear now that the pool of 1924 will be a success and that the movement is gaining momentum. Unless the unforeseen happens, there will be a large and widespread addition to the membership in the pool of 1925, and with good management this method of marketing wheat may easily become permanent."

POOL ELEVATOR COMPANY

The directors of the Manitoba Pool, at their meeting on February 4, instructed the executive to take the necessary steps, in consultation with T. J. Murray, K.C., counsel for the Pool, toward the formation of a subsidiary elevator company.

The Saskatchewan Pool Elevators, Limited, a subsidiary of the Saskatchewan Wheat Pool, was incorporated at Regina on February 13. It is capitalized at \$100,000, ten thousand shares of ten dollars each. The directors of the Saskatchewan Pool are the shareholders in the new company, each holding one share. The remainder of the stock will be held by the new company. No stock will be sold to the public.

From The President's Chair



THE SCOOP SHOVEL

Official Organ of

MANITOBA CO-OPERATIVE WHEAT PRODUCERS
LIMITED

MANITOBA WHEAT POOL

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"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA, FEBRUARY, 1925

MR. NORRIS EXPLAINS

WE have received so many letters and inquiries from farmers calling in the office with regard to an article which appeared in the Free Press Evening Bulletin of Tuesday, January 20th, that we think it is only fair to the Hon. T. C. Norris that we publish the correspondence which will clear up this matter. The article in the Free Press was as follows:

Former Premier on Wheat Values

"Former Premier T. C. Norris stated today that he is watching with interest the amount of the next interim payment of the Manitoba Wheat Pool. Colin Burnell, the president of the Pool, said recently it would be forthcoming shortly before seed time and that it would be equal on all grades. Mr. Norris said he did not market his grain from his farm in Lansdowne through the Wheat Pool, not being a member. He received for a portion of his grain \$1.14; it graded No. 5. A neighbor, who marketed the same grade through the Wheat Pool, so far has only received 45 cents a bushel. Mr. Norris would like to see if the statement made by Mr. Hoey, that wheat marketed through the Pool brings so much more than what is marketed through the regular way, is correct."

On January 22nd I wrote Mr. Norris:

"I notice in the Free Press Evening Bulletin of January 20th, a report of certain statements made by you regarding the Wheat Pool, in which you are reported as saying that you received \$1.14 for your No. 5 wheat outside of the Pool, while a neighbor who marketed the same grade through the Wheat Pool, so far has only received 45 cents a bushel."

"I cannot believe that you have been reported correctly, but if you have been, would you kindly let me have the name of the neighbor whom you mention, so that we may see to it that the elevator company to which he delivered his wheat makes the correct payment to him?"

"Our Pool street initial payment on No. 5 wheat at Griswold should be 61½ cents per bushel, and nowhere in Manitoba did we authorize less than 60½ cents per bushel for straight No. 5 wheat on street."

"Would you mind telling if your price of \$1.14 was street price or Fort William price?"

"I know that you would not deliberately make a misstatement of fact. Therefore I am very anxious to have

this matter put right, and would greatly appreciate a reply by return mail."

I received the following reply:

"In reply to your letter January 22nd referring to my statement about the prices of wheat and the prices received. As quite often happens, the report which appeared in the Free Press was not quite correct."

"When speaking of the Wheat Pool, I said I would have a good opportunity to see from which source we would get the best prices for our grain, as I had a few hundred bushels of Pool wheat. I said I had received \$1.14 for No. 5 wheat, and that the amount that had been paid on No. 6 wheat was 55c a bushel, not 45c as referred to in your letter. These mistakes appeared in the report. You will also see that the comparison was between two different grades of wheat, and therefore was not a comparison at all, but a statement of what I had received."

"I hope I have made this quite clear to you, Mr. Burnell; if not you can call me over the phone."

"I have no desire to make any wrong statement regarding anything, as I am very anxious that the Pool shall have a proper trial, and if benefits accrue therefrom, I will get the advantage the same as others."

"Hoping this will clear the air, I am,

"Yours faithfully,

"T. C. Norris."

DOUBTS

We are just beginning to hear opinions which are being expressed by interests opposed to the Pool to the effect that the Manitoba Wheat Pool is "biting off more than it can chew" in organizing a Coarse Grain Pool. Another opinion coming apparently from the same quarters is to the effect that while a Wheat Pool may work a Pool for oats, etc., would not be of any benefit."

In answer to this last expression of doubt we remember what Aaron Sapiro said in his addresses in the West last spring: "Ever since I started out advocating this, every time we would start a new co-operative some wise person would get up and say, 'Mr. Sapiro, that will work with prunes, but not with eggs,' or, 'It will work with eggs, but not with strawberries,' or it won't work with beans, or it will work with one kind of beans but not with another; it will work with grains, but not with walnuts, or it will work with walnuts, but not with tobacco; it will work with cotton, but not with nuts; it will work with nuts, but not with potatoes; it will work with potatoes, but not with maple syrup.' And by the Lord, it works with all of them! There has never been a commodity organized right, along proper technical lines, where there is co-operative marketing has not worked when they have had half-way decent management."

When it comes to biting off more than we can chew, we farmers are used to tackling tough problems. We did not expect that attempting to wrest the grain trade of the West from private interests and place it in the hands of the producers would be exactly what you might term "eating pie." But as far as the handling of the coarse grain goes it is done by the regular Grain Trade and it can be done by the farmers through the Pool by employing grain experts. We have enough of these to

handle a very much larger volume of grain with additional clerical help.

By making the same over-head for management do for millions of bushels more, we can greatly reduce the cost per bushel of operating the Pool. There is nothing very mysterious about the handling of any of these grains and we have yet to hear of a case where the Pool system of selling has failed to benefit the producer when given proper management.

CO-OPERATION ACROSS THE BORDER

Co-operators of the great plains of North America have struck up a new international alliance through the sale of 80,000 bushels of their wheat to the co-operators of Britain. The deal, between headquarters of the Equity Co-operative Exchange in St. Paul, and the Co-operative Wholesale Society in Manchester, England, totalled \$120,000, and is said to be the biggest sale of wheat ever made in St. Paul. Heavy sales in the future are predicted, with the possibility of shipment down the Mississippi to New Orleans, there to be put on ocean vessels bound for England.

The future of co-operation in Minnesota, however, is threatened with hostile laws by a reactionary legislature. Determined not to lose an inch in their battle for economic supremacy, 208,000 Minnesota co-operators have combined to defend their societies at the state capitol. So-

cieties and membership involved include: Potato Growers Exchange, 14,000; Poultry and Egg Producers Exchange, 13,000; Twin City Milk Producers, 62,000; Co-operative Creameries Association, 85,000; Wool Producers Association, 5,000; Central Live Stock Co-operative Commission Co. 85,000.—Bulletin of the All American Co-operative Commission.

We are glad to see our neighbors are progressing in the co-operative marketing of wheat, but they have a long, long way to go before they reach the point we have reached, even in relations with the British Co-operative organization. We hope the Minnesota Co-operators win out in their fight to keep co-operation in the front rank of economic reforms.

REGARDING INTERIM PAYMENT

Before the next regular issue of the "Scoop Shovel" goes out, we hope to mail to all members who have delivered wheat, cheques covering their second payment.

Any member who has shipped his wheat through two or more different points will be receiving more than one letter and more than one cheque. So, if you have delivered through more than one station, if, when your cheque comes to hand it does not cover all deliveries, do not jump to the conclusion that the Pool has failed to settle correctly with you. Wait a few days before writing in about it: you will receive the other cheque or cheques shortly.

WHEAT POOL TERMINALS

By C. STUART LANGILLE, MANAGER OF POOL TERMINALS

To the readers of the Scoop Shovel, a few words regarding the terminal department of the Wheat Pool, may at this time be of some interest. Many of you may not realize just how this end of the grain business has grown and prospered during the past forty years. In the year 1883, the first elevator, with a capacity of about two hundred thousand bushels, was built at the head of the lakes. It was found necessary by the C.P.R., even at that early date, to construct such a building to help handle the quantity of grain that was moving eastward from the Western Provinces. Today there are thirty-seven elevators, with a total capacity of over sixty-four million bushels, working full time during the three or four months in the fall, forwarding the vast quantities of grain shipped from the West, particularly at this time of year, to the European markets.



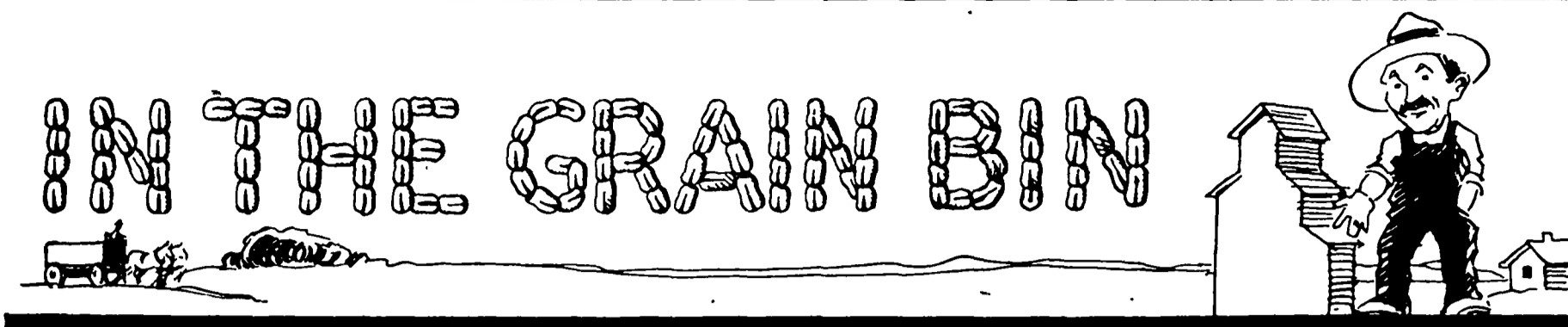
C. STUART LANGILLE
Pool Terminals Manager

Your directors thought it necessary that the Wheat Pool should have and control, at least two or three of these terminal elevators. There are certain legitimate handling charges collected by these elevators, also certain legitimate profits made, so why not retain these profits

for Pool members, besides having your own wheat in your own elevators to ship when you so desire?

Your Wheat Pool elevators, one in Fort William with a capacity of two hundred and fifty thousand bushels and one in Port Arthur with six hundred and twenty-five thousand capacity, have handled this season, so far, well over six million bushels of wheat. Both elevators have modern and up-to-date cleaning and handling equipment and were able to clean and blend this quantity of your grain in a way that proved satisfactory to both buyer and seller.

The two elevators the Wheat Pool are operating are really the two smallest on the waterfront at the head of the lakes, but small as they are, they are fully equipped with all the most modern machinery used in cleaning and blending wheat. From the first day of October, until the fifteenth day of December, both houses were working nearly full capacity for fifteen hours per day and seven days a week, while the cleaning machinery never stopped, but kept steadily at it for twenty-four hours a day. Every pound of weed seeds, oats or wild oats, broken wheat or buckwheat that has come into the elevators mixed with your good wheat, has been separated into three distinct classes, namely: Standard Re-cleaned Screenings, Mill Oats or Oat Scalpings and Refuse Screenings. These were shipped out and sold at prices that will help swell the final returns made to Pool members. When your directors leased these elevators, they placed them on their own feet. They had to operate under the same conditions as any of their opposition and pay the same premiums as others were paying on all cars they unloaded. They were charged up with all legitimate charges and the net results will prove very satisfactory to both directors and members, to say nothing of the unseen benefits derived by the very fact of having elevators at this terminal point.



By R. M. MAHONEY, MANAGER

GRADING

SO MANY complaints have come in about grading this year that when anyone mentions grading to me and asks me to say anything about it, I always feel as though, if I had a choice of dealing with the grading subject for ten minutes or holding a wild cat for the same length of time, I would certainly choose the wild cat. I think one could determine with a certain degree of accuracy what a wild cat would do under given circumstances, but it is questionable in my mind, after many years in the grain business in Canada, what might happen in a discussion on the grading of grain, regardless of any given circumstances, so I am not going to discuss the actual grading of grain, more than to say that grain is graded under "The Canada Grain Act," by Government paid officials, and your Pool has absolutely nothing to do with the actual grading. We can only check the samples as they come in, with the Inspectors and against "The Canada Grain Act," and do the best we can, under the "Act" with the Inspectors.

I am not now going to attempt to either justify or condemn the present grading system—there are so many things involved that it would take a small book to set down all of one's ideas on it. There are some things come up in connection with the present system that are heart-breaking—for instance, the man who ships a car of wheat which is just under the line of 2 Northern and it goes 3 Northern: a neighbor ships a car that is just over the No. 4 line and it goes 3 Northern—there is without a doubt a vast difference between the value of these two cars, yet our system is such that the price paid, in most cases, for the two cars, is exactly the same.

We are advised that "The Canada Grain Act" will come up in Federal Parliament this session for re-drafting and changes. As a consequence, I believe it is pretty much a waste of time to deal with the "Act" as it stands at present. What changes may be carried out, no one knows, as, so far as we can learn, the Royal Commission have not made public any of their ideas. I want to assure you of this, however, your Pool will be represented in Ottawa at the time this "Canada Grain Act" is up for revision and we will see that your interests are protected, in so far as it is possible for us to protect them.

Lack of space prevents my saying more in this issue. I shall, however, follow this matter up in future issues, from time to time.

THE HANDLING OF CERTIFICATES

Within the past month notices have appeared in the press to the effect that the Dominion Government would turn back to the prairie provinces the old Wheat Board surplus. This is a surplus created through the fact that many participation certificates were never presented for payment, having been lost or accidentally destroyed by people who did not realize their value. It seems it was not possible, without presentation of the actual certificates, to place the moneys due in the final payment in the hands of the proper parties.

It is not our desire to deal at length with the methods used by the Wheat Board in the matter of the issuance and surrender of participation certificates: nor do we wish to launch into a lengthy review of our own accounting sys-

tem, as that becomes a purely technical bookkeeping matter. We simply wish to assure our members that such a difficulty as occurred with the Wheat Board would be quire impossible under the Wheat Pool system.

Owing to the fact that our original records were made up from the contracts signed, and show the name of the member, his initials, post office address and shipping point just as they appear on the contract, there is a possibility of slight temporary confusion through the fact that a man may deliver his wheat through another point than designated on his contract. His growers' certificate may not be made out exactly as his contract was signed or he may ship with another member under a partnership name. But as stated, such confusion can only be temporary, as the certificate is properly entered and listed as it comes through from the elevator company or is issued in this office, and it is simply a matter of reconciling the name, station, etc., as they appear in connection with the delivery and as shown on the Pool contract.

We have an accurate entry covering every pound of wheat put through the Pool, and can trace every delivery to its origin, state definitely by whom it was made, where, on what date, what the wheat graded and the exact number of bushels involved.

There are three complete records of every growers' certificate issued: The member holds the original, we have a complete entry in our ledger account, and the duplicate is filed away in our office.

If by any unfortunate chance a growers' certificate is destroyed or lost by a member, we are therefore able to produce not only a record of the certificate, but a duplicate copy of the certificate itself.

With the experience of the Wheat Board before us, we were in a position to provide against the difficulties with which they were confronted and to instal a system which enables us to deal with any situation that might arise.

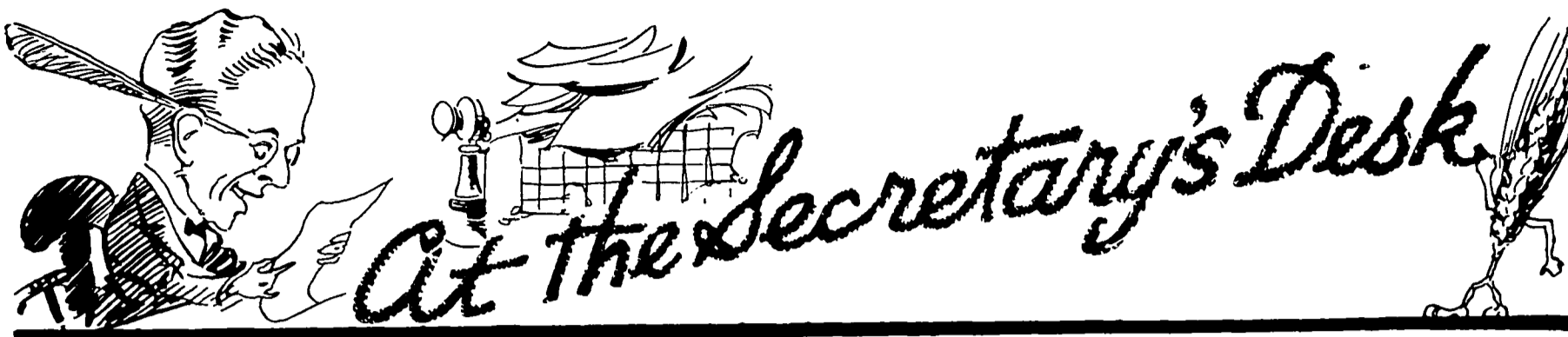
LOST CERTIFICATES

It is important that any member who has lost a growers' certificate or had one destroyed, communicate with us at once, giving us full particulars and requesting that a new certificate be issued. If the original was made out by an elevator agent, secure from him the date and number of the certificate or cash ticket covered. This greatly facilitates matters, in making it easier for us to determine just what certificate the application covers, in the event that more than one has been issued to the member.

Upon receipt of this request, we will forward the member a Bond to complete and return, indemnifying the Pool against loss in the event that the missing cetificate should come to hand, and when this completed Bond has been returned to us, a new certificate will be made up.

THE STAMP TAX

My attention has been called to the statement regarding the stamp tax, made in the last "Scoop Shovel," which reads as follows: "and a receipt, regardless of the amount, is subject to a tax of 2 cents." This should have read: "Receipts covering amounts up to \$10.00 are not subject to stamp tax, but any receipt for \$10.00 or over, regardless of the amount, is subject to 2 cents tax."



By F. W. RANSOM, SECRETARY

MEETINGS

ON the 16th of January, letters were sent to the Presidents and Secretaries of the locals, asking them to name three or four of the most suitable places within the municipality at which to hold meetings in the interests of the Wheat Pool. Speakers were to be sent out or appointed by the central office, and the officers were asked to co-operate in providing transportation, and lending their assistance in every possible way.

We had a splendid response, and replies came in from almost every district. Invariably the letters would end with words to this effect: "You may count on us to give whatever help is possible to make the meetings and canvass a success," or "You can count on us to look after the speaker and to see that he gets from place to place."

Neighborliness is with the farmer second nature, and is one of the most encouraging features of our work. From the tone of the letters, the members are right behind the campaign.

There are two organizers in the field; G. H. Chapman and S. Gibson, who are working in conjunction with local officers, advertising by bill and poster and through the country newspaper, fixing dates, mapping out the route for the speakers, and doing good work as field men. Their work has taken them into the south-west part of the Province, where at present F. A. Parker, J. Fleming, W. E. Crawford and W. J. Troop are speaking. In Portage la Prairie, Rosser and Cartier municipalities, W. V. Anderson addressed meetings. Geo. Dickerson has organized a week's series for R. M. Mahoney in the north, Swan River and Minitonas. J. Seale and H. P. Nicholson will be holding a number in Dauphin and the municipalities to the north. The Pool directors have been mapping out a series of meetings in other parts of the Province, and they will also be taking an active part. Twenty-one speakers are engaged in the campaign, and over two hundred meetings will have been held by the end of this month.

The reports received of meetings held so far, are very favorable. The extreme weather in the last week of January in some cases re-acted against a large attendance, but on the whole the meetings have been good, and general interest displayed. It is a repetition of the experience in the campaign last year. The speakers after dealing with the operations of the Pool, and explaining the purpose of the Coarse Grain Pool, are asked a number of questions, showing that the farmers have their eyes wide open and are alive to their own business.

The President, C. H. Burnell, addressed a large gathering at Virden on January 27th. Last week he spoke to the students at the Agricultural College. He had a very attentive hearing, and said he was delighted with his reception.

What the Speakers say

W. S. Patterson, an enthusiastic co-operator writes from Rathwell: "Our meeting was a success. I spoke for an hour, and then threw the meeting open for discussion and we had a good time. Canvasser's pledges will speak for the way the Pool is received. Thirty-five farmers present: roads are bad, very icy."

F. A. Sirett, well known in the farmers' organizations, after having been out for two weeks says: "I have had a very satisfactory series, only missed one meeting, and fully 75 per cent were well attended. Interest keen, and I find the sentiment toward the Pool greatly improved, Coarse Grain Pool taking on well in most of the territory."

A. L. Beaubien, member for Provencher, following the example of public men like President Coolidge in the United States, is a strong advocate of co-operative marketing. After having addressed a number of French meetings in Lorne municipality, he came in last week fired with enthusiasm, and stated he had never addressed better meetings. At Notre Dame de Lourdes there were over one hundred present, and at Bruxelles, seventy-five.

So interested, he said, were his hearers, that he was often kept answering questions for one or two hours after the meetings. He brought back the signed pledges of canvassers who will be responsible for the whole area. "I expect that 75 per cent of the farmers will sign up to both the Pools."

E. D. Morse Starbuck, farmer and auctioneer, is an enthusiastic co-operator, and last year having an auction sale nearly every day in March he took fifteen minutes at each sale to address the farmers on the Wheat Pool and co-operative marketing, and has avowed his intention of doing the same work at any sales he may have this year.

It will probably be the middle of March before the whole of the grain growing portion of the Province is covered, and by which time there will have been held some three hundred meetings.

Canvassers

On receipt from the field organizers of the names of those who are to act as chairmen, we send a letter asking them to see that canvassers are appointed at the meeting, and to secure their signatures to the pledges, and to, wherever possible, have re-appointed those who did good work in 1924. Individual letters with a pledge enclosed have been sent to each of these canvassers, asking them to act again, and on Feb. 6, 543 such letters were mailed out. Each man is asked to be responsible for a township, and is expected to visit every farmer within that area. They are asked to sign the pledges and send them in as soon as possible.

The Drive

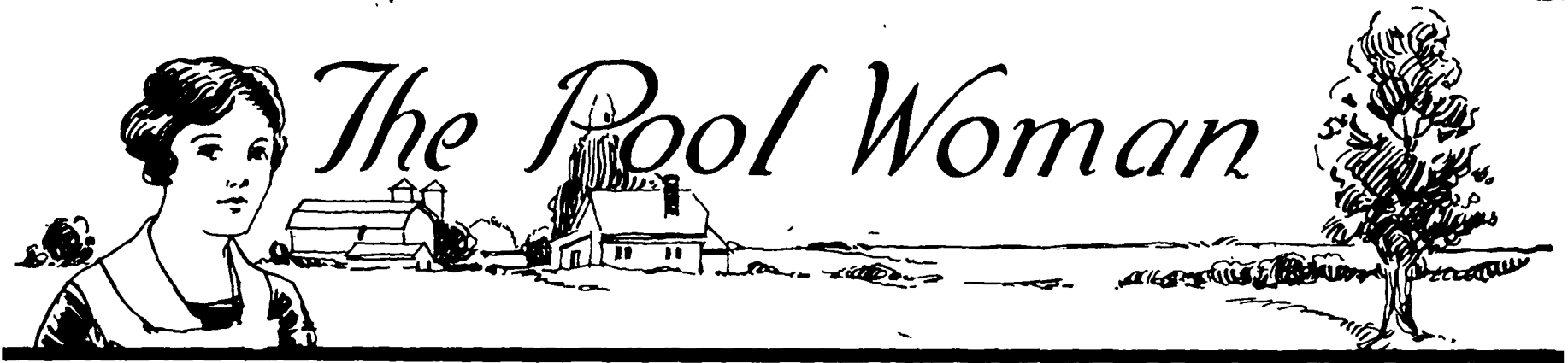
A number of signed pledges are coming in, the harvest of the meetings held at the end of January, and they are

(Continued on page 11)



A. L. BEAUBIEN, M.P.

A French Canadian, born at St. Jean in 1880. He still resides on the old homestead which he has farmed for a number of years.



By TRACY PATRICK

AT THE DAY'S END

SOMETIMES when the shadows have deepened into darkness and the sun has disappeared in a flood of brilliant and beautiful light on its westward journey, we pause for a moment of meditation. Our day has perchance been long and wearisome, our tasks distasteful and our efforts apparently fruitless: as the day's various little happenings flash through our minds we feel our labor has been futile, and possibly question for a moment if it is worth while to go on. We look back over the months that are gone; the dreams that have vanished and the plans which we have been obliged to abandon: we wonder if Fate hasn't been just a little unkind.

Did you ever think of life as a beautiful carpet—brilliant and rare, with its gorgeous coloring and intricate design? Through it is woven a beautiful golden thread—I like to think of that golden thread as the life of a good man who, through his great love to mankind and his spirit of self sacrifice; has gained such a place in the hearts of men that his name goes down through the ages and his deeds are told from generation to generation. There is a thread of vivid blue—the life of the man or woman who for a short space of time reaches the pinnacle of success and fame—it gleams for a brief period, as a meteor flashes across the sky, and finally fades into the distance. We see a thread of deep rose—the sunny life which seems destined to bring happiness to all other lives which touch it; the crimson thread—the pleasure seeker—and near it the restful grey of the soul who has suffered until he has reached the fulness of sympathy and understanding—it rests the spirit and brings into our hearts a feeling of reverence and peace.

But through the whole design are woven too the quieter threads of blue, the deep browns and the soft greens—the lives of the workers, forming the basis upon which these more gorgeous notes must rest: the foundation without which the design would be lost.

And so in the pattern of life. We find outstanding the lives of those men and women to whom it has been given to perhaps depart from the regular order and reach some special goal. Brightly gleams the life of the great warrior who has led his army on to victory, and strongly the life of the man who has given his years to the working out of some plan for the benefit of his fellows.

We cannot all of us be golden threads. We cannot all of us aspire to the thread of brilliant blue, or the bright crimson of irresponsibility. But we can all be strong threads, true threads; we can all through our strength help to make the masterpiece flawless.

The golden thread alone could never form this wondrous pattern; the crimson thread by itself could never be truly beautiful. Neither could the deeper colors—the soft browns and the quiet blues strike that gorgeous note which renders our carpet so rare. Each one has its own mission, and each one must, under the skillful hand of "The Master Weaver," be carefully guided to fill its destined place in the Magic Carpet of Life.

A HERO

He sang of joy; whate'er he knew of sadness
He kept for his own heart's peculiar share:
So well he sang, the world imagined gladness
To be sole tenant there.

For dreams were his, and in the dawn's fair shining,
His spirit soared beyond the mounting lark;
But from his lips no accent of repining
Fell when the days grew dark;

And though contending long dread Fate to master,
He failed at last her enmity to cheat,
He turned with such a smile to face disaster
That he sublimed defeat.

Florence Earle Coates.

RECIPES

Fruit Salad:—Chop up 4 bananas, 3 oranges, 1 small pineapple (canned pineapple serves as well). Arrange fruit in layers and spread over each layer a dressing with these ingredients: 4 eggs (yolks) 1 cup sugar, ½ teaspoonful of salt, 2 lemons (juice). Beat yolks until light, add sugar, then salt. When sugar is dissolved add lemon juice. The salad is more delicious if made ready at least an hour before serving. Sufficient for six persons.

FOUR LEGGED STOCK

The stock salesman, after painting a beautiful word picture, said: "Now, Mr. Jones, you know this company hasn't got a dollar's worth of watered stock in it. How much are you going to buy?"

"Young man," he said, "the next stock I buy is going to have four legs, and I will water it myself."

THE PIANO THAT SAVED HIS LIFE

A Dayton, Ohio, man of a musical turn confided to a man from the East that his musical talent had once been the means of saving his life.

"How was that?" asked the Easterner, much interested.

"Why, there was a big flood in my town and when the water struck our house my father got on a bed and floated downstream."

"And you?"

"I accompanied him on the piano."

"Everybody's Magazine"

THEIR POOR CHANCES

Pearl: Mama, if I get married will I have a husband like Papa?

Mother: Yes, dear.

Pearl: And if I don't marry, must I be an old maid like Aunt Jane?

Mother: Yes, dear.

Pearl: Mama, we women don't have many chances in this world, do we?

This section of our paper is being conducted for the sole benefit of the womenfolks.

We want you to remember that we are all members of the "Pool" family, and feel free to write, offering any suggestions as to how this page can be made to best serve you.



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

SECURING THE MARKET

CREAM prices have been most disappointing to the producers this season. But we would urge our shippers not to be unduly discouraged as we believe the worst will soon be past. Had many carloads of butter made last summer been shipped to the overseas market, which at that time was enquiring for them, we would not now be suffering from such a depression. Instead, these were sold to speculators who held them over until winter, hoping for a profit. This not being realized they had no other option than to dump these cars onto a market already well supplied.

In a crisis like this, many immediately conclude that we are producing too much cream and butter, nothing could be more mistaken, in fact, the very opposite is true. If Canada were producing five times as much butter as she is today she would have less trouble in selling it. Does it stand to reason that a market like Great Britain which buys hundreds of million pounds of butter annually will pass up countries like Denmark, New Zealand, and Russia, who are offering her large quantities of butter of uniform quality and at regular intervals during the year, for a country like Canada where dairying is more or less spasmodic, whose shipments are not regular, and, we must admit, whose quality in past years has seriously imperilled her reputation? They will not. They are concerned only about how to buy and distribute to the satisfaction of their own trade and their own organization. There is no sentiment connected with the matter, and since the mountain will not come to Mohammed, he must go to the mountain. So, if we in the dairy industry hope to grow and prosper in the dairy business we must conform to the wish of those markets who are open for trade with us.

Premium For Danish Butter

Our logical market is Great Britain and they demand a steady flow of butter to their markets, butter of a uniform quality and mild, sweet flavor, such as can be made only from the highest grade of cream, and they are willing to pay when they receive this class of goods. Today Danish and New Zealand butters are commanding a premium of from 2 to 15 cents a pound over Canadian butter. Why should not we enjoy this surplus? We can and are competing with these countries, they enjoy no special natural advantages over us, and we have a distinct advantage over New Zealand in our proximity to the market, though not Denmark. Their people are no more clever or industrious than ours. They have been a little more farsseeing in adapting their products to the requirements of that market. All that is necessary is for the facts to be put squarely in front of our Canadian manufacturers and producers and they will unitedly attack and overcome any difficulties which may lie in the way of Canadian butter enjoying its full and rightful share of the British markets. These obstacles are not insurmountable, and what Canadians have to do is to make up their minds that it is the attitude of the trade on the other side they have to meet.

The encouraging feature of the whole situation is that our producers and manufacturers are meeting these

difficulties and are overcoming them. Today, uniform and standard grades of butter have been adopted from Halifax to Vancouver. Standard cream grades and cream grading exists in our three western provinces, and is being demanded in Ontario. Our farmers are setting up their own machinery for the manufacture and sale of their own produce, a most encouraging sign. One of these organizations is the Manitoba Co-operative Dairies Limited. An institution set up in 1920 by a group of men who had a vision of the improved marketing conditions that may prevail when the producer gets interested in the making and selling of his own produce.

The Producer's Responsibility

How has the Manitoba Co-operative Dairies fitted into this general scheme of improvement and advancement during the past few years? And as we use the term Manitoba Co-operative, do not let us think of just the creamery organization here in Winnipeg, but of the hundreds of producers all over this province, because after all, we as creamery men are only agents for transforming your cream into butter. We can make no advancement or improvement unless that advancement or improvement is initiated by the producers themselves. If the cream upon arrival here is a No. 1 it will be No. 1 butter, when placed on the market; if it is a No. 2 cream, there is no known process of manufacture by which it can be converted into anything else than No. 2 butter. If we are to have an increase in volume, and a steady flow of butter to the market it must start with the producer, so if the responsibility in these matters rests on the producer, surely the credit for the splendid advancement of the Manitoba Co-operative Dairies along these lines is coming largely to the men who have produced the cream.

The Progress Made

How has the Manitoba Co-operative Dairies been advancing as to quantity of butter made? Where has it got on the British market? In 1921 we manufactured roughly 300,000 lbs. of butter, in 1924 we manufactured 1,250,000 lbs. From 1921 to 1923 we sold no butter directly to dealers in Great Britain. In 1924 we sold seven carloads directly from this plant and many other cars were handled indirectly through local brokers. Many very favorable comments were received from British dealers on this butter, one making the statement that it was equal to any lot of New Zealand butter he had seen. Now here is the point,—if New Zealand butter commands a premium over Canadian butter, and if we, as the Manitoba Co-operative Dairies, can keep on producing an article equal to New Zealand's best we will soon be enjoying the same premium that the New Zealand farmer now enjoys in the British market.

Now, as to advancement in quality. We make four kinds of butter. Butter which will score for flavor, 40 points or better, and which is always in demand; butter which will score only 39 points for flavor and which is a butter good enough for immediate home consumption, but which carries no guarantee that it will stand up well; No. 2 butter which is hard to sell, and off grade butter, which no one wants at all. In 1923, 36% of our butter

(Continued on page 13)



This page conducted by UNITED GRAIN GROWERS LIMITED, WINNIPEG

ON A PURELY CO-OPERATIVE BASIS

THE Livestock Department of United Grain Growers Limited, is operated on a purely co-operative basis, for the benefit of livestock shippers only. The Company derives no profits whatever from the operations of the department. Whatever profits result from the handling of livestock by the department will, after making reasonable provision for a reserve fund, be distributed among the shippers to the cattle Pool.

Effective July 1st Last

This co-operative basis of the livestock department of the Company became effective on July 1st, 1924. United Grain Growers Ltd. declared that from that date it would cease to draw any profits from the livestock department, and that livestock shippers would henceforth have the department administered for their benefit only.

Why The Step Was Taken

One reason, and one reason only, led the directors of United Grain Growers Ltd., to take this step. It was the desire to improve livestock marketing conditions by giving the greatest possible encouragement to co-operative marketing. Co-operative shipping of livestock, and co-operative selling of cattle through the Pool had already made great strides, but it was clear that if they were to be of the fullest possible benefit to farmers there must be a still greater concentration of volume of livestock marketed through the one co-operative agency. The directors of the company believed that the spirit of co-operation in livestock marketing would be stimulated by providing a purely co-operative selling agency, and to bring that about the company was prepared to give up any profits that might have been expected to arise from the rapidly increasing livestock business of the company. This step was heartily endorsed at the annual meeting of the company.

All Profits to the Cattle Pool

It was decided that instead of attempting to pay patronage dividends separately on shipments of cattle, sheep and hogs, any profits arising out of the commission for handling livestock should be added to amounts available from cattle Pool operations for distribution to shippers to the cattle Pool. In effect, this amounted to turning over the livestock business of the company for the benefit of the cattle Pool. The reason for this is the fact that it could not be hoped, out of the commissions charged for the handling of sheep and hogs, to pay a patronage dividend that would be of great significance when divided up among all the shippers of such livestock and it would be a cumbersome and expensive matter to make such a payment. On the other hand, the amount available might be distributed to cattle Pool shippers, with no additional expense.

A New Company Formed

To mark more clearly the separation of the livestock business from the other activities of United Grain Growers Ltd., a new company was formed, United Livestock Growers Ltd., with the intention that the whole livestock business should be taken over and carried on under the co-operative plan by this new company. That plan has not yet been put into effect, because of developments in the province of Alberta, where a movement is on foot to

establish a provincial livestock Pool on a contract basis. If the movement to get contracts signed is successful, some changes in the original plan of organization may be required in order that United Livestock Growers Ltd., may work to best advantage with the provincial Pool. The executive of the Saskatchewan Grain Growers Association have a similar plan under consideration. It is quite possible that a contract Pool organization in each province will ultimately be formed, and if so, United Livestock Growers Ltd. will be able to serve all in the capacity of a joint selling agency. Various plans for providing direct representation of producers of livestock on the Board of Directors of the new company have been under consideration, but these are necessarily dependent upon the developments that take place in provincial associations.

While the formal establishment of the new company has been delayed, there has been no delay in applying the new principle. Since July 1st, 1924, the accounts of the Livestock Department have been separately kept so all revenue arising therein may be applied for the benefit of livestock shippers and so that no profits will be taken out for the benefit of United Grain Growers Ltd.

What Volume of Business Means

The larger the handling of livestock through this co-operative selling agency, the more cheaply each individual car load of stock can be handled and the greater the returns to be expected by farmers. Still more important, the larger the handling of livestock the more important will this agency be as a factor in the market, and the stronger its efforts in getting better prices.

A Good Percentage

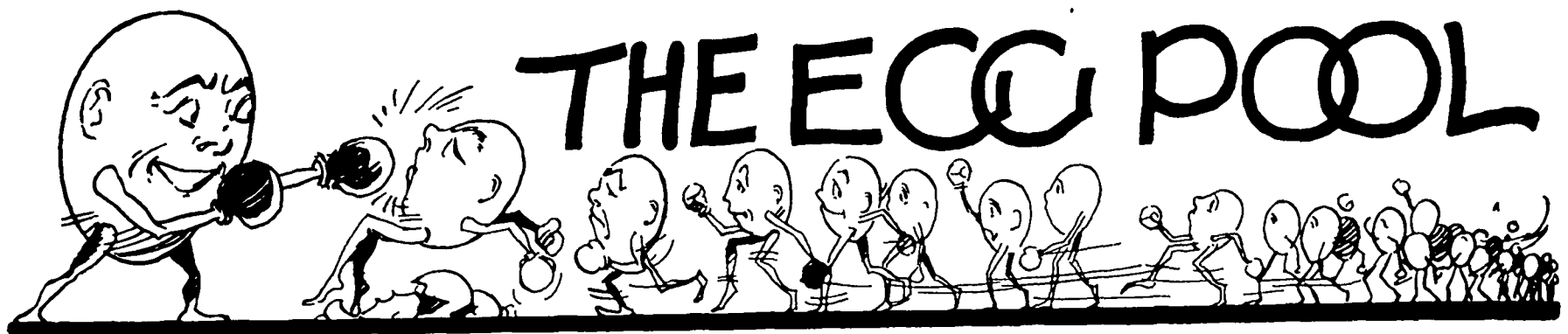
One day recently, a count in the Union Stock Yards, St. Boniface, showed that approximately one half the cattle and over one third of the hogs on the market that day had been consigned to United Grain Growers for sale. If that percentage could be maintained throughout the year it would be very satisfactory, and would enable co-operative livestock marketing to show some remarkable results in economical handling of livestock.

Pool has Unfilled Orders

The Pool has lately had from day to day orders on hand for several hundred cattle which could not be supplied, owing to the limited number coming on the market. Good cattle have been in demand, both stockers and feeders and thoroughly well finished beef cattle. The tendency to market cattle before finished has been strengthened this year by high prices prevailing for feed.

On some days lately, when with the light run of cattle coming to the yards, there were hardly sufficient to permit good sorting, pooling of cattle was suspended and some cattle received were sold outright on the St. Boniface market. This had to be done just when the Pool was receiving more orders than could be filled, but there is no object in pooling when there are not sufficient cattle to be made up into uniform loads.

It goes to show that the Pool should be kept supplied with cattle whenever farmers are letting their cattle go. The Pool has the outlet for cattle, and all that remains is for farmers to make full use of it.



Manitoba Co-Operative Poultry Marketing Association Limited

W. A. Landreth, President and Field Organizer
A. W. Badger, Vice-President
D. W. Storey, Sec'y-Manager

DIRECTORS
W. A. Landreth, Lauder
D. W. Storey, Hartney
A. W. Badger, Carman
W. S. Patterson, Boissev'n

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Roy McPhail, Brandon
R. W. Wood, Oakville
C. Howden, Goodlands
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Dr. H. N. Thompson, Virden

Head Office: Hartney, Manitoba

ABOUT THE MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LTD.

DRESSED poultry marketing in 1924, although hard to get volume, has proved very satisfactory to the producer. The outlook from the start of the season was gloomy as to quantity, on account of it being, generally speaking, an "off year" in raising turkeys. In spite of this fact, a considerable volume was gathered during the season. More points would probably have been covered, had it not been for the backward fall and conditions, generally speaking, against the progress of new organization work. On account of our association being newly incorporated between the 1923 and 1924 dressed poultry shipping season, it necessitated re-organizing all old districts. This, coupled with the backward season, retarded our new organization work. During the season, we covered practically all our old points, and about fifteen new ones, making in all about thirty-five points. Our new organization work, whereby we form local branches in each district, has proved out very beneficial, and has solved to a very great extent one of the big problems our Association has had to contend with in the past. Each local has its own Advisory Board, consisting of five members, and elects from that board its own Chairman and Secretary. This has proved of wonderful assistance, and places each local in the position of looking after its own details. We hope another season our many shareholders and contributors will come out early in the season, and let each local secretary know just how much poultry they have for sale and say, "Yes, we are shipping through the Association." This has been one of our difficulties in the past, to know in time how much poultry is to be shipped, so as to place us in a position to know what supplies are required. We believe this will be overcome to a very great extent, as the people get confidence in our Association, and know that we are out to serve the producer, at the same time giving value to the buyer, and for no other reason. How could any Association or Company serve their people at the initial cost of handling, such as this Association has done the last three years, if it were not a co-operative association, and run on an absolute pooling basis.

What has the Manitoba Co-operative Association Saved its Patrons in 1924, in Dressed Poultry Shipping?

Let us give you some figures for comparison in the recent dressed poultry shipping, with the prices which would have been received from the trade, had our Association not functioned, and in giving these figures, we want

to be fair and conservative in every respect, taking in all cases, fair averages. First of all we wish to quote the average local price offered from the trade during the season, and their basis of grade. We believe there might have been two or three days when some firms quoted a cent or two above these prices, but believe, also, there were several days when they quoted considerable less. The average quoted price for turkeys F.O.B. Winnipeg, was as near as we can estimate as follows:

No. 1, 15 pound and over26c
No. 1, 12-15 pound24c
No. 1, 9-12 pound21c

No. 2, 5 cents below these prices. These prices show a spread of 5 cents per pound for No. 1 turkeys, over 15 pound and under 12 pound. In taking into consideration the average express rate shipping the old way, our estimate would be about 2 cents per pound, making above prices net as follows:

No. 1, 15 pound and over24c
No. 1, 12-15 pound22c
No. 1, 9-12 pound19c
No. 2, 5 cents less.	

Upon close observation through our records for this year, we find not more than 25% of all our turkeys would weigh over twelve pounds, thus leaving the other 75% under 12 pound. This means that 25% of Specials and No. 1 turkeys, figuring at the above mentioned rates, would sell net to producer at 22 cents per pound, and the 75% would sell at 19 cents per pound.

The No. 2 turkeys selling at 5 cents per pound less, would mean 25% No. 2 would sell at 17 cents net, and 75% No. 2 at 14 cents net. Figuring on these bases, we will endeavor to show an estimate of what would have been received under the above selling prices, and what was actually received by our Shareholders.

Specials and No. 1 Turkey—	
208650 pounds, 25% of same	
52162 pounds under 15 pounds at 22c	\$11,475.64
208650 pounds, 75% of same	
156488 pounds under 12 pounds at 19c	29,732.72

No. 2 Turkey—	
62117 pounds, 25% of same	
15530 pounds under 15 pounds at 17c	\$ 2,640.10
82117 pounds, 75% of same	
46587 pounds under 12 pounds at 14c	6,522.18
1629 pounds Cull at 10c	162.90
22040 pounds No. 1 Chicken at 23c	5,069.20
11009 pounds No. 2 Chicken at 18c	1,981.62
26785 pounds Ducks, Geese and Fowl at 13c	3,482.05

\$61,066.41

Amount Actually Received by our Shareholders

Turkeys—	
Specials 65907 pounds at 31½c	\$20,760.70
No. 1, 142743 pounds at 29½c	42,109.18
No. 2, 57680 pounds at 25c	14,420.00
Old Toms, 4437 pounds at 25c	1,109.25
Cull, 1629 pounds at 15c	244.35

Chicken—	
No. 1, 22040 pounds at 25c	5,510.00
No. 2, 11009 pounds at 23c	2,532.07

(Continued on page 13)

At the Secretary's Desk

(Continued from page 6)

arriving in increasing numbers every day. We hope to have over one thousand canvassers and workers before we start the drive. In reasonable time supplies will be sent out to each canvasser. These will consist of a number of Coarse Grain and Wheat Pool contracts, a report form, some literature and a letter of instructions.

Before commencing the canvass, each canvasser must sign a contract, or both contracts, and should show this to his neighbors; this is starting out right. Last year we heard of a few cases where some went out to secure members without first signing up themselves. Needless to say, they did not make much headway and did not secure good results. Each canvasser is pledged to canvass every farmer in the township allotted to him. On completing this work he will receive one dollar for each contract duly signed and sent in to this office. He is NOT to accept any cash in payment of the membership fee, as this will be deducted from the first shipment of grain.

The drive will start after the second payment is made or announced, this will probably be in the beginning of March. In any event each canvasser will be notified when to commence operations. As already stated, canvassing has not commenced, but nevertheless individual contracts come in to the office. Mr. Heppner, of Lowe Farm, sent in his two contracts for 800 acres. The two first coarse grain contracts were secured by two of our staff girls, who were responsible for signing up 640 acres.

Our Goal

Our aim is to at least double our present membership. Those who are now members of the Wheat Pool, in signing a Coarse Grain Pool contract, do not of course increase the membership, but do very materially add to the acreage. There will no doubt be a very large number of new Wheat Pool contracts and also a large number of Coarse Grain Pool contracts signed. The essential point to bear in mind is that this will increase our volume, and thus place us in a good position to make satisfactory arrangements for elevator facilities. The farmers of the Province by pooling all their grain can secure this volume and solve most of the difficulties of management.

PORTAGE LA PRAIRIE FARMERS' MUTUAL ISSUES ANNUAL STATEMENT

The forty-first annual report of the Portage la Prairie Farmers' Mutual Fire Insurance Company, as at 31st December last, was made public at their annual meeting, presided over by Mr. E. H. Muir, on January 22nd. It indicates a profitable business year, during which the company's operations were put on an even stronger footing.

Policies issued during 1924 amounted to \$21,362,533.00, the total insurance in force at the end of the year being \$64,677,037.00. Surplus assets now amount to \$976,087.45, showing an increase over 1923. 434 claims were paid, amounting to \$225,271.91, a reduction in all departments as compared with the previous year. Better conditions in Manitoba were indicated by the fact that 85% of the total annual assessment was collected by December 31st.

Mr. Stratton Whitaker, manager, in his address, emphasized the need for greater attention to fire prevention. Citing figures of 1924 fire destruction and deaths, he stressed the importance to policyholders of keeping stove pipes clean, and care in handling lighted lanterns as a real precaution in the reduction of the terrible annual fire loss. Referring to his company's experience, Mr. Whitaker said: "The fire claims are still far and away too high. As far as Manitoba is concerned, it will mean a big increase in rates by all companies, as it is becoming impossible for insurance companies to keep writing insurance at the present rates and have the excessive loss ratio."

When writing advertisers please mention The Scoop Shovel

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Send coupon below and find out about the latest price reductions. Don't miss this opportunity to buy the famous Stockholm at greatly reduced prices. Seventeen years have been devoted by the Master Mechanics of the world's largest cream separator factory in perfecting this Masterpiece. The Stockholm has back of it the approval of over one million European farmers. The purchaser of a Stockholm separator derives the benefit of generations of experienced workmen and the perfection of European methods. Send coupon for full details of this 30 day trial offer.

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No Money Down — Thirty Days Free Trial—then, if satisfied, only \$7.50 and a few monthly payments — AND—the wonderful Stockholm Cream Separator is yours. Before you buy any separator, we want you to try—at our expense—the prize winning separator. We want you to use it as if it were your own. Put it to every test. Then, after 30 days, return it if you choose. We will pay the freight both ways—the trial won't cost you a cent.

Easy Payments

Every Stockholm Cream Separator is sent on 30 days FREE TRIAL. Sold direct to you. No money down. No deposit. No obligation to buy. Satisfy yourself that it is the cleanest skimmer. Examine the BLADE DISC BOWL, the very small number of parts and see how easy it is to keep them clean.

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Act now. Take advantage of this liberal offer. Send no money—just the coupon for Free Catalog, new price reductions and full details of our 30-day trial and easy payment plan.

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321 King St. E., Toronto, Ont.

Please send me your catalog and new price reductions. Tell me how I can get the Stockholm Cream Separator on your easy payment plan.

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MANITOBA'S MUTUAL

Portage la Prairie Farmers' Mutual
Fire Insurance Company

FIRE, LIGHTNING AND WINDSTORM INSURANCE
Established 1884

Forty-first Annual Report

ASSETS

Cash Assets	\$210,207.88
1924 Assessment Unpaid	46,674.17
Balance of Unassessed Premium Notes	740,242.01
	<u>\$997,124.06</u>

LIABILITIES

Reserve for Cash Premiums	\$ 14,100.00
Losses Reported but unadjusted	5,076 56
Reinsurance Premiums	1,860.05
Surplus Assets over Liabilities	<u>976,087.45</u>
	<u>\$997,124.06</u>

INSURANCE WRITTEN DURING 1924 - \$21,362,533.00
TOTAL AMOUNT BUSINESS IN FORCE - 64,667,037.00

Write the Secretary for the Annual Report

Stratton Whitaker, Secretary-Manager
E. H. Muir, President M. G. Tidsbury, Vice-President
A. H. Thorpe, Treasurer

This Company has the distinction of giving the greatest amount of protection for the smallest premium charged by any Fire Insurance Company in Western Canada for a period of forty-one years.

THE STORY OF ADAM PIKER

O. K. Sticker and Adam Piker agreed to buy a threshing machine together. By pooling their resources, such as capital, horses, bundle racks, etc , they could get their threshing done more quickly and cheaply than if otherwise—so they agreed.

They both signed a contract to this effect. The threshing outfit was ordered, Mr. Sticker taking care of the details. The thresher arrived all spick and span, as good a rig as there was in the country. "Well, Adam," said Mr. Sticker, "Our outfit is on a flat car in town, but we have to meet the draft before we can unload it."

"Wall, I dunno," said Mr. Piker, "I guess I'll change my mind. I've got a lot of bills to meet, and my crop don't look as good as it did a month ago, and besides Mr. Jones said he would thresh for me right away and he's going to make me some "special" prices. No I don't think I want to buy that machine."

Mr. Sticker's hair began to stand on end, and cold shivers began to run down his back. He had ordered the threshing machine in his own name, confident that Mr. Piker would keep his word. He didn't have money enough in the bank to meet the draft alone, and besides the threshing he had to do on his own farm wouldn't pay the overhead expenses.

"But look't here, Adam," Mr. Sticker remonstrated, "didn't we agree to buy this outfit together and didn't you agree to furnish some men and teams and didn't we agree that you would use the outfit on your farm? You can't leave me in the hole now? Didn't you sign a contract to do these things?"

Adam Piker just mumbled some excuses and sulked away. Later he was heard telling his neighbors what a crook Mr. Sticker was.

What do you think of a deal of that kind?
Do you blame Mr. Sticker for starting a law suit?

Another Contract

Over 9,000 farmers of Manitoba have agreed to establish a marketing machine—The Manitoba Co-operative Wheat Producers, Limited—and use it in selling their wheat. They signed a contract WITH EACH OTHER to do this. It cost considerable money and it takes considerably money to keep it running. Most of these farmers are determined to keep their word, because it is the only square thing to do, and besides they know that it will save them money and enable them to sell their wheat for better prices.

But—

There are a few "Pikers" among them who are offering excuses for not keeping their contract with their neighbors. Mr. Bribe, the elevator man has offered them "special" prices for their wheat. They don't give a tinker's darn about the marketing machine, which they promised to support, or whether it gets enough wheat to pay expenses or not. They forget all about the money that it will save them, and the higher prices they will get if they "stick" with their neighbors. Not at all; they can see only the "special" prices that they will get right away from Mr. Bribe.

If their neighbors hold the sack, that's their look-out! Did you ever meet that kind of a man?

They write to the officials of the association once in a while, and want their contracts cancelled. How ridiculous! They haven't signed a contract with their officers; they have signed a contract with their NEIGHBORS! We tell them to talk it over with their neighbors; they are the only ones who can release them from their promise. But their red-blooded neighbors, who believe in keeping their word, don't give a whoop about limping alibis! The wheat pool machine has been ordered; it has arrived and is running full blast. Every man who promised to do so is expected to give it his whole support. Otherwise it will be a "white elephant."

When the "Sticker" starts a court action against a

"Mr. Piker," he immediately begins to call names, and tell what a lot of Boobs and Crooks they are.

The "Stickers" could say some nasty things, too, if they wanted to, but they would rather go about the business of getting a profitable price for their wheat by making the wheat pool a big success.

Mr. Piker is hurting himself.
He is hurting his neighbors.
He is hurting his community.

BUT——

He is helping the grain dealer.
He is helping the grain gambler.
He is helping the profiteer.

M. E. Bridston

SECURING THE MARKET

(Continued from page 8)

scored 40 points or better, in 1924 72%, a remarkable improvement. In 1923 40% scored 39 points, in 1924, 18%. In 1923, 24% of our make was No. 2's and off grade, in 1924 only 10%. These figures speak for themselves, and the shippers of the Manitoba Co-operative Dairies are to be complimented in such a remarkable improvement in quality.

Excellent Exhibition Results

Now, in the field of exhibition butter. During the years 1922 and 1923, we exhibited no butter, because we felt we were not getting the quality of cream to make this class of butter. In 1924 we went right after this work, with the following splendid results. At the larger industrial exhibitions and Conventions, held at Ottawa in the east, to Victoria in the west, we were able to secure fifteen first prizes, fourteen seconds, five thirds, besides the Provincial Sweepstakes at Regina, Silver medal at Brandon, and Gold medal and Bronze trophy for all Canada at Vancouver. This again reflects well on the efforts of our producers, because although a certain amount of skill is required in the manufacture, the absolutely essential good work must commence with the producers.

These facts prove for themselves that the Manitoba Co-operative Dairies are making great strides towards the perfection demanded by the British market, all that is needed now, is the continued perseverance by all concerned, and although we are now suffering a serious depression, if we keep our objects ever in view and press forward, we will ultimately obtain those objects, and our butter will be second to none on any of the world's markets.

ABOUT THE MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION LTD.

(Continued from page 10)

Fowl—

No. 1, 6652 pounds at 17c	\$ 1,130.84
No. 2, 2271 pounds . at 15c	340.65
Ducks, 5427 pounds at 17c	922.59
Geese, 12435 pounds at 17c	2,113.95

\$91,193.58

Amount actually received.....\$91,193.58

Est. Amount received otherwise..... 61,066.41

Estimate Amount saved Shareholders, 1924..\$30,127.14
on Dressed Poultry.

These figures show an estimated direct saving on 19 cars dressed poultry, shipped from 35 points in 1924 of \$30,127.14, or practically one-third more. Does this appeal to the average poultry producer in Manitoba? If so, get in touch with us, and see that you have a Local organized at your shipping point before another season.

When writing advertisers please mention The Scoop Shovel

Steele, Briggs'

for Seeds

BIGGER CROPS

— from —

Better Seed

Pure Reliable Seed of
Strong Germination
For Field and Garden

Write to nearest House
for New Catalogue

Steele, Briggs Seed Co. Limited

REGINA and WINNIPEG



4000 Ohms

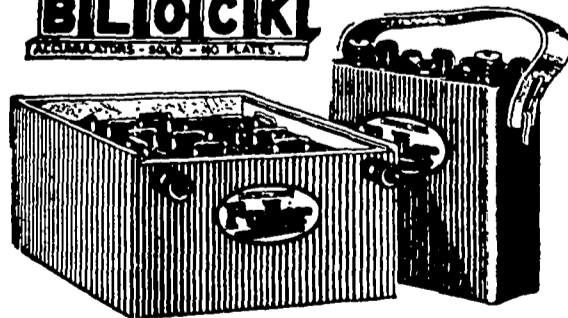
SPARTA The
Pure Tone
King of
LOUD SPEAKERS

Brings in stations with a loud,
clear, natural tone. Enjoy your
set with a silver tongued Sparta.

FULLER

BLOCK
ALL-TRANSISTORS - SOLID - NO PLATES

The
No-trouble
Radio
Battery



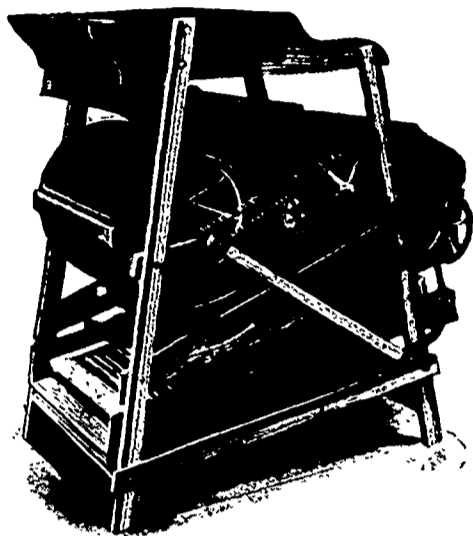
Gives smooth, even reception; constructed of solid elements —no plates. Easily re-charged at home or from farm lighting plant. Last for years. Very popular with Radiola, De Forrest-Crossley and Atwater-Kent sets. Used for radio by British Admiralty, Air Force, etc., and endorsed by leading Radio Engineers. Ask your dealer first.

Sparling-Markle, Ltd.

Western Canada Agents

276 SMITH ST. - WINNIPEG

DON'T SOW ANY MORE WILD OATS



The Lincoln Wild Oat Separator will positively separate every wild or tame oat from wheat, no matter how heavily mixed. Will do almost as good work in barley. Also excellent for all other grains and grass seeds.

No. 24, 24 in. wide \$30.00
No. 32, 32 in. wide 33.00
No. 48, 48 in. wide 55.00
Cash f.o.b. Winnipeg.

The No. 24 and 32 mills are equipped with ball bearings and the No. 32 and No. 48 carry power attachment as standard equipment in addition to the hand crank. All equipped with patent carpet and curved screen in addition to the famous Owens patented wheat gang.

A Proven Mill at Absolutely the Cheapest Price

We guarantee to carry repairs for these Mills.

THE WESTERN LAND PACKER

—built in all sizes, from two furrows to 15 ft., will assure you of a bigger crop next season. Write for prices and all particulars.

CUSHMAN FARM EQUIPMENT WINNIPEG
COMPANY, Limited

"RED BOTTOM" AND "MAX"

FOR ALL — TANKS — PURPOSES

ROUND END STOCK — First class workmanship and materials—prices are right—good stocks
HOUSE — carried at all times. Service and
WATER WAGON — satisfaction guaranteed.
ROUND STOCK —
OIL WAGON —

Price List Free on Request

"MAX" WELL CURBING

Made of deeply corrugated, heavy galvanized iron, strongly riveted. Lengths slip into one another. Is not affected by soil pressure, is sanitary, vermin proof and will last a lifetime.

A Good Well (well made)—Use "MAX"

WESTERN STEEL PRODUCTS Limited

(Amalgamated with The Metallic Roofing Co., Limited)
Manufacturers

WINNIPEG, MANITOBA

Regina, Saskatoon, Calgary, Edmonton, Port Arthur

GROW TREBI BARLEY

Highest average yield of Seven 6-rowed Barleys at Manitoba Agricultural College for 3 years, 74 bushels per acre.

Early ripening.

Stiff Straw

Heads do not break off in wind.

Best weed fighter of all grains.

Barley shipped from Oakville. No orders taken for less than 25 bushels. Sample and price on request.

Address all letters:

C. H. Burnell, 159 Bristol Ave., Norwood.

To Sell Seed Grain, Advertise in "The Scoop Shovel."

I paid "The Scoop Shovel" \$12.50 for the above ad. for one issue.

Farmers, this is your best medium for selling seed grain. Send us your ads.

When writing advertisers please mention The Scoop Shovel

OUR NEIGHBORS

At the Conference of the National Council of Farmers' Co-operative Marketing Associations held in Washington on January 5th-8th, at which were present representatives for associations composed of more than 620,000 American farmers who are marketing annually over six hundred million dollars worth of farm products through their Co-operative Associations, the following resolution was passed:

"RESOLVED: that we congratulate the farmers of Canada in so speedily organizing the three provincial wheat Pools, handling over fifty percent of the entire wheat crop of Canada; that we wish the Canadian wheat movement success in its efforts to stabilize the wheat market; that we express our sincere appreciation of their courtesy in sending as their representative Mr. A. J. McPhail, and thank him for his valuable contribution to the deliberations of this Conference; and that we send greetings to Canada's co-operators and pledge them our support in every helpful way."

It is stated that about 1,100,000 farmers and \$1,000,000,000 worth of annual business were represented at this convention.

POOLS IN NEW ZEALAND

That the co-operative marketing of cheese, butter and beef has benefited the producers of New Zealand was stated by G. A. Paque of Auckland, N. Z. in a press interview in Winnipeg recently. The system for the co-operative marketing of these products, he stated, had been in force in New Zealand under government inspection for the last few years.

"We have very capable men at the head of these voluntary pools," Mr. Paque is reported as saying, "and the government inspection guarantees an absolute standard grade, which is essential in the European markets are to be captured. At present these are the chief products operated in Pools, but Premier Massey hopes that before long, all farm products will be treated in this manner. The Pools have certainly been the salvation of New Zealand. Efficient management is the one thing that counts in co-operative marketing and, in this respect, we have been singularly fortunate."

HAY POOL

In accordance with the resolution passed at the Brandon Convention the Directors of the United Farmers of Manitoba appointed a committee to make a study of the situation surrounding the selling and grading of hay, with a view to forming a Hay Pool, to market this product.

ONION POOL

The Onion Growers surrounding the City of Winnipeg have under consideration the formation of an Onion Pool. This will be a contract Pool and will of course, be open to all onion growers in the Province. We will be glad to welcome them to our Co-operative family, and hope the new Pool will be a strong baby.

CO-OPS GET OUR WHEAT

From a recent issue of "The Co-operative News" of Manchester, England, we note the Co-operative Wholesale Societies of England purchase one tenth of the total wheat export crop of Western Canada. Their purchases amount to over twelve thousand tons of wheat. This would mean 450,000 bushels per week, or 22,500,000 bushels per year.

CORRECTION

In the last issue of the Scoop Shovel on page two, under the heading of "Coarse Grains Pool," a mistake was made in the wording of the last paragraph of that section dealing with the contract. It should have read as follows

"The same provision is made as in the Wheat Pool contract, allowing the grower to sell grain for seed and feed upon first securing a permit." It is, of course, not necessary for a member to get a permit to retain grain for his own seed and feed.

WILLIAM SOUTHAM,
PRESIDENT

M. E. NICHOLS,
MANAGING DIRECTOR

The Winnipeg Tribune

ESTABLISHED 1890

Winnipeg,
CANADA

DEAR SIR:

As a member of the Manitoba Wheat Pool you are no doubt looking forward to the receipt at a very early date of a further payment on account of your shipments.

Will you permit us to suggest that, if you are not already a subscriber to a daily newspaper, you set aside a small portion of this instalment for the purpose of providing yourself and your family with this service.

The Winnipeg Tribune endeavors to maintain the highest standards of efficiency, alertness and reliability in the securing and handling of news. Numerous special services and a corps of exclusive correspondents supplement the regular sources of news and give the paper marked distinctiveness in this department.

The Tribune devotes unusual attention to market and commercial news, particularly that in which the western farmers and business men are directly interested. Its daily reports on livestock, grain, feed and produce, stocks and bonds are regarded highly by subscribers.

The Tribune's sport pages are the most complete of any newspaper in the field. Neither expense nor effort is spared to provide readers with a complete and accurate presentation of every noteworthy sporting event on the calendar, as well as interesting sidelights on the various sports and their leading exponents, written by leading sports authorities.

If there is one page more than another which reflects The Tribune's ideals and ideas of service to the public, it is the editorial page. Its fearless editorials on questions of interest to Western Canada have stamped it as a newspaper of outstanding character.

In addition to the regular comic strips which appear daily, the Saturday edition has a special colored comic section which contains those inimitable characters, The Gumps, Mutt and Jeff, Maggie and Jiggs and Salesman Sam. Also, as part of the Saturday edition, is a magazine section of merit, which includes fiction and articles by some of the best known authors; and the Junior Tribune, a well arranged little paper which contains much interesting news of boy's and girls' activities.

We feel satisfied that if you were to read The Tribune and study its make-up and the character of its contents, you would wish to become a regular subscriber.

We would, therefore, like to have the opportunity of placing your name on our list and sending you a copy of The Tribune each day for one week free of charge. After reading the copies, and acquainting yourself with the merits of The Tribune, you can decide whether you would like to become a regular subscriber. You will not be obligated in any way.

If you will write your name and address on the coupon below, and detach and mail it to us, we will start the paper to your address.

Yours truly,

THE TRIBUNE NEWSPAPER CO. LTD.

The Winnipeg Tribune
Corner Smith Street & Graham Ave.,
Winnipeg, Man.

I would like to take advantage of your offer to send me copies of The Winnipeg Evening Tribune, each day for one week, free of charge. I understand this does not obligate me.

Name.

Address

LALLEY LIGHT *and* POWER

By eliminating our selling cost which we propose to do through the medium of this advertisement, we are able to offer you our "HU" 1250 watt Lalley Farm Lighting Plant, which we ordinarily sell for \$590.00 cash, F.O.B. Winnipeg, at the following prices:

Plant without batteries - \$385.00

Plant with batteries - - 490.00

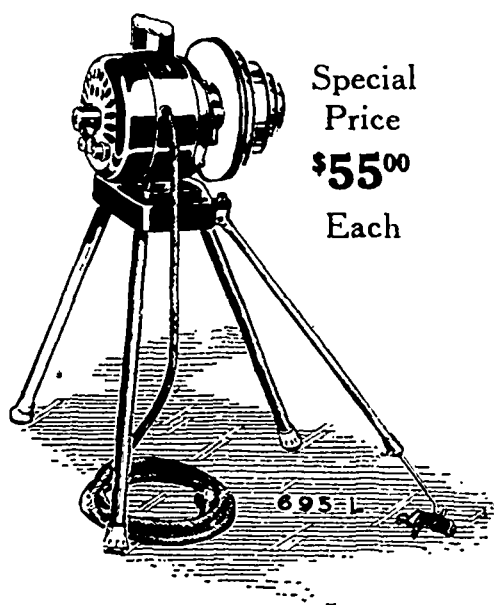
This plant is of recent manufacture and is the same as we will be carrying in stock regularly. It is fully guaranteed.

As we have only a limited number which will be available at this price, we would suggest that if you are interested you should send in your order immediately.

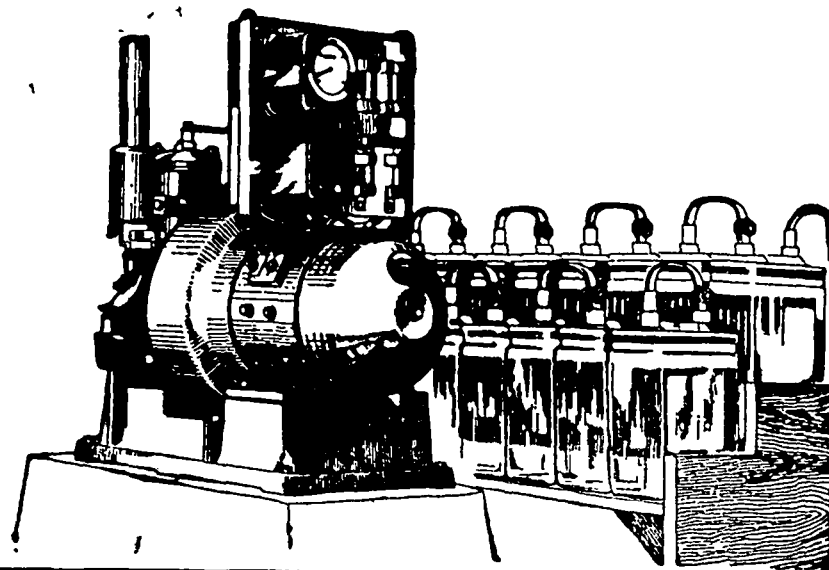
The terms are cash, but if you find it is impossible to arrange for the entire amount at the present time, we will allow you to pay half cash and accept your note for the balance for a reasonable period.

We will be pleased to forward booklet with full particulars on request.

THIS OFFER TO POOL MEMBERS ONLY



Special
Price
\$55⁰⁰
Each



GREAT WEST ELECTRIC CO., LTD.
Lalley Light Division **WINNIPEG**