



The Ninety and Nine

ARTHUR G. CHOWN

We hear about the clever man, the man who leads
the line,
But seldom do we hear about the other ninety-nine;
The men who bravely battle in a world of enterprise,
Who form the stepping stones on which the clever
man may rise.

The wheel of life is not of cast that issues from the
mould,
On each small part depends the heart which hath
the greater hold;
The outer pinions may revolve and glisten in the sun,
But it's the oil-stained cogs beneath on which those
pinions run.

Co-operation is a word that's worthy of a thought,
By that alone can all men gain the Brotherhood long
sought;
Each man has got his part to play, each man can
hope to shine,
But he who leads most surely needs the other ninety-
nine.

—*Manchester Co-operative News*

SIGN-UP NUMBER

Pool Representatives Visit Europe

By D. L. SMITH, Sales-Manager of the Pool

EARLY in January, the writer, accompanied by Mr. Dundas, one of the directors of the Selling Agency, set out on a trip to Britain and the Continent with a view to arranging further connections with the large millers



D. L. SMITH

Sales Manager of the Pool

and also to visit our present agents and buyers. The trip was somewhat hurried, but exceedingly satisfactory from every point of view, and, without exception, we found a most interested and friendly attitude toward the Pool and its aims. The English Co-operative Society in particular, again expressed the desire that we might work together in various schemes which will no doubt be outlined later by Mr. Dundas, who attended a special meeting of their Board in this connection.

When we arrived in London, the Royal Food Commission were in session and its Chairman—Sir Auckland Geddes—invited us to meet the Commission in a private session in order to give them a general outline of the Pool and its objective. Our interview happened at a very opportune time as many rumors were being circulated in Britain to the effect that the Canadian and American Pools were responsible for the present high price of bread.

Needless to say, we soon assured the Commission that, while one of the objects of the Pool was to raise the average price to the Canadian grower, yet we had no foolish ideas as to holding back all our wheat with a view to forcing the prices up, but that we marketed our supplies conservatively in a regular and orderly manner. They also seemed surprised when we told them that the one pound loaf sold in Western Canada at from 8 to 9 cents, whereas the British consumer only paid eleven pence for a four pound loaf, which is equivalent to 5½ cents per pound loaf.

I am pleased to report that with the new milling connections formed, we have now direct working connections with over sixty per cent of the mills in Britain. Between now and next season we expect to make direct sales to the smaller mills also, which should bring our direct milling connections up to 75 per cent of the total milling capacity of Britain.

Prospects in France

We paid a lengthy visit to our French office which is one of the most important factors in our marketing scheme. Through the agency of this office we have made actual sales this season to between three and four hundred mills in France and we expect this figure will be greatly increased before next season. France is a great milling country and in an average season their milling requirements are 275 million bushels of wheat, of which at least one third is imported. We are confident that within the next few years, the Pool will supply France with practically all its requirements of Canadian wheat.

While in Paris we inspected one of the largest mills and were much interested in studying the operations of a special testing machine which shows the strength and elasticity of the various wheats. We were informed that all the tests showed conclusively that, in order to get the proper blend, Canadian wheat could not be dispensed with. This would seem to dispel the old argument formerly put forward by the British millers that they would dispense with Canadian wheat if the price did not suit them.

Demand for Coarse Grains

I am also pleased to report that we have made plans for representation in Germany, Italy, Greece, Holland, Switzerland and Denmark, so that we expect to be exporting our wheat to all the important countries in Europe before this season is finished.

The ultimate objective of the Pool is, of course, to market all our wheat direct to the millers, thereby eliminating the middleman entirely.

On my return I was glad to learn that the Pools had definitely decided to handle other grains next season in addition to wheat. The demand for oats in Europe has been disappointing this season, but I believe that if the Pool controlled a large percentage of the oat crop we would be able to stimulate the price as we have done with wheat this year.

There is always a good demand for barley and rye from the European Continent; Germany and some of the Scandinavian countries using 70 per cent of rye bread.

From a selling point of view our trip has been highly beneficial to the Pool, and as the result of our present connections, we are confident that the time is not far distant when we will export the bulk of the grain grown in Western Canada.

OUTLINE OF ELEVATOR POLICY

The following memorandum on elevator policy was adopted by the directors of the Pool at their meeting on February 24th. Further details of the policy are given on the page, "From the President's Chair."

To meet the needs of the Pool and to comply with the wishes of its members, the acquisition of elevators is essential, and steps leading to that end should be taken forthwith.

Of the available methods of acquisition, the order of preference is: (a) Lease; (b) Purchase; (c) Construction.

The rate of acquisition, from time to time, will of necessity be governed by financial and other considerations. For some time to come, the moneys available for purchase or construction of elevators will be limited to the amounts which may be deducted at a rate not exceeding 2 cents per bushel from the proceeds of the sale of grain.

Of the factors which will contribute towards the successful operation of Pool elevators, the zealous co-operation and support of the Pool members is most important.

Evidence of a real demand on the part of the members at any given shipping point, for the acquisition of a Pool elevator at that point, will be a prime essential for action on the part of the directors.

Applications for Pool elevators may be sufficiently numerous to tax the facilities at the disposal of the directors. In such event a choice among applications will be inevitable.

Moreover, elevators should be acquired only at points where conditions are clearly favorable to their successful operation.

(Continued on page 10)

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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"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA, MARCH, 1925

THE NINETY AND NINE

THE little poem on our cover page is copied from the "Manchester Co-operative News," and the thought running through it contains the whole germ of successful co-operative effort. There can be no lasting success to any co-operative association unless the members take their full share of responsibility.

You may build up a very efficient business organization, its directors may be men of good judgment and business acumen, but if the members themselves fail to shoulder their full share of responsibility, if the co-operative spirit is lacking, the whole organization must eventually be a failure.

"He surely needs the other ninety-nine" is a line which has a special appeal to me as executive head of the Manitoba Wheat Pool. There are times when it seems so easy to be misunderstood by some of the members. One gets a letter breathing suspicion of the motive of, or runs against a case of cold indifference or limp failure to appreciate the necessity for some move which we are making at headquarters. Probably it is just a case of pure independent individualism trying to fit itself into a co-operative organization.

At any rate, some of our most trying discouragements come from the lack of the real co-operative spirit among a percentage of our membership. Not that we have not hundreds of loyal members, but we have too many who do not as yet appreciate the importance, power and possibilities of the organization which they have joined, nor do they recognize the responsibility which should come with membership in a co-operative association such as ours. The spirit which will win and make the Wheat Pool endure is the spirit which responds to the "Hurrah boys, everybody on the belt!"

The co-operative spirit can only be engendered in the membership by the right kind of co-operative education. Some of this will come by experiencing the benefits of co-operation; some will be attained by meetings and discussions among the members; some from field men sent out from the central office, and some by reading.

Here comes in the real mission of our "Scoop Shovel." I submitted this view-point to the directors: "We have our members signed up on a four-year contract under which they are compelled to deliver their wheat, therefore the management should give every member directly every scrap of information pertaining to the handling

of that business which it is possible to give him." The directors established the "Scoop Shovel" for the benefit of the members, and in an effort to get them to take their share of the responsibility. It is quite possible that this effort will have to be supplemented by one or two good field men to reach those who do not read what is put before them.

When thinking of your directors, executive or management, kindly remember "He surely needs the other ninety-nine."

MAKE IT A BEE

The campaign for more contracts to the Wheat Pool and a sign-up of Coarse Grain contracts is on; a canvasser is out in every township.

But if this effort is to be a big success, these canvassers will have to be backed up by the whole-hearted efforts of all the Pool members. I will venture the assertion that there is no township in Manitoba where it would be impossible to obtain at least eighty-five per cent. of the farmers on contracts if the present Pool members really desired to sign them up; few farmers would resist a united front by all their neighbors who are already in the Pool.

Get out and get to work! Don't say, "the canvasser is paid, let him sign them up," but call your non-pool neighbors up on the phone and tell them what you think of the Pool. Call the canvasser up; offer to help him to get contracts where you think you have influence. Offer to drive him for a day or two; make suggestions as to the men he should approach first.

This is your business; every member, every acre, every bushel added to your Pool is a step nearer your goal,—control of your product to its ultimate market.

Our goal cannot be attained by standing aloof. "Take hold, everybody on the belt."

MIND YOUR OWN BUSINESS

After all it is a very simple thing which the farmers of the West are trying to do in pooling their grain.

All this grain is theirs. They grow it and all they need to do is to deliver it to the ultimate consumer themselves. They can do it cheaper than anyone else, because by putting all the grain through their own organization, they can reduce the costs to the minimum. The physical machinery for handling the grain is all here. All we need to do is control it ourselves. No system can beat a co-operative one if you give it the volume.

With all the grain going through the Pool you can get all the profits from operating interior or terminal elevators, all the profits from mixing and overages, any profits from buying vessel space in advance. You can get the best insurance rates, and more important than all these you can prevent the whole weight of the deliveries of grain falling on and depressing the market in the fall.

This last year wheat slipped down about 20 cents per bushel, but would have gone still farther had the Pool been selling freely during that slump. From 1,200 to 1,800 cars per day were inspected, but because the Pool controlled a good percentage of these they were not all sold then. This benefited everyone who had grain to sell. Why not make a real job of it by getting it all in the Pool?

NOW'S THE TIME AND NOW'S THE HOUR

Are we going to have a larger Wheat Pool and a Coarse Grain Pool to handle this year's crop, or will the farmers be content to take whatever the organized grain trade allows them after they have had their rake-off?

It all depends on you. There is certain definite work to be done before we can change the present Grain Exchange system of selling grain. Yours is a very definite part. Get more of your neighbors to sign the contract. Some of them would not sign up last year. Many of them fell for the propaganda put out by grain firms and afterwards regretted when they came to sell their crop last fall. Will they fall for this same insidious bunk again, or will they grasp the exceptional opportunity which now presents itself of joining with their neighbors in a purely co-operative, non-profit marketing system?

The Pool system of marketing is no experiment. The Pool plan of marketing in Denmark and in the United States has brought the farmer more money for his product in every case, where the long term contract was the basis of the marketing organization. The larger the volume of grain put into the Pool, the less the expense per bushel.

Alberta organized in harvest time; surely we can do it before seeding. This is your fight. The Grain Trade thoroughly organized, with millions of dollars at stake, are not going to get off your backs without a struggle. They have used every means which money can buy: circulars, newspapers, radio-broadcasting, to defeat the Wheat Pool, but none of these can avail if every Pool member, every canvasser and every person who believes that a truly co-operative system of marketing wheat is better than the present grain exchange system, will take off his coat and work for the Pool.

Don't rest as long as there is a single acre which can possibly be signed up for the Pool. The grain is yours, the responsibility is yours. Do your work now. It takes contracts to make a Pool and it takes work, real hard work to get a million more acres before seeding. But it can be done. It will be done if you do your part.

MONEY TALKS

As we go to press, every member of the Manitoba Wheat Pool who has sent his growers' certificates into this office has been mailed a check for 35c per bushel on his wheat, no matter what grade he has delivered.

Of course this payment is no indication of the amount still to be paid at the end of the Pool year which closes on the 15th of July.

This makes \$1.35 basis 1 Northern Fort William which the Pool has now paid. The Central Selling Agency has handled 118 different grades of wheat, of which the Manitoba Pool has had some 80 or 90, so that we have not the space here to make a list of the amounts paid on the different grades. Any member can get at this by adding 35c to the price of any grade of wheat on the initial price list furnished him early in the season. Many farmers when they signed their contracts last spring were looking forward to about \$1.00 per bushel for their crop. They have now received at the rate of \$1.35. It may be interesting at this time to give the payments made by the Alberta Pool last year, which were as follows:

	Initial	Interim	Final	Total
One Northern.....	75c	10c	16c	\$1.01
Two Northern.....	72c	10c	16c	.98
Three Northern.....	67c	10c	16c	.93
No. 4 Wheat.....	61c	10c	18c	.89
No. 5 Wheat.....	55c	10c	20c	.85
No. 6 Wheat.....	49c	10c	20c	.79
Feed Wheat.....	43c	10c	18c	.71

The reason most frequently given by farmers for not joining the Pool last year was that they could not finance on the initial payment. This difficulty has been overcome by those who joined, because the banks gave advances against the growers' certificates, and mortgage

companies and other creditors were willing to take them as security against debts owing by the members. As proof of this we have paid to banks, loan companies and parties other than growers, \$790,000 in the settlements which were put out from this office this week.

THIRTY MILLION DOLLARS

Approximately thirty million dollars is going out in the interim payment of 35c per bushel being made by the three Pools on all grades of wheat which has been delivered. This makes a price of \$1.35 basis 1 Northern, Fort William.

Over ten thousand checks were sent out from the Manitoba Wheat Pool in the mails of March 2nd.

The Pool management considered it advisable to keep the payment the same on all grades, consequently this is no indication of what the farmer will receive when all the wheat has been sold. But it makes a substantial payment and puts a large amount of money into circulation at a time when it will be of advantage in financing the seeding operations of a new crop.

POOL ELEVATORS

Handling facilities so that the Pool can have adequate control of Pool grain is one of the big problems of the Pool system of marketing.

On another page will be found the outline of an Elevator Policy as adopted by our Board of Directors at their meeting on Feb. 24th. Acting on their instructions, we have applied to the Manitoba Legislature for a special Act to incorporate the "Manitoba Pool Elevators Limited" with a capital of one million dollars. We urge every Pool member to study carefully this memorandum on elevator policy.

The Pool management would prefer to lease elevators, but the formation of this subsidiary company under the direct control of the Pool will make it possible to either buy or build elevators if it is impossible to lease.

Responsibility for acquiring elevators will rest with the Pool members. It is proposed that elevators be acquired first at the points where the members make request and sign up the acreage necessary to economical operation.

It is proposed that these elevators be operated on a truly co-operative plan which will allow the Pool member to have his grain handled at cost, with as small a handicap on the man with street grain as possible, and if possible without a penalty on the farmer delivering low grade grain, and with as much local control as is consistent with economical operation.

MILLION DOLLAR POTATO POOL

Sales of potatoes totalling more than \$1,180,000 have been made by the Colorado Potato Growers' Exchange; it was recently made known at the office in Denver.

The average price received from the sales of all varieties and grades was 82 cents a hundred net to the Exchange. It is pointed out by W. F. Heppe, field manager, that this return is three times as much as farmers obtained two years ago, when the total American crop was smaller than it is this year.

Total cost of assembling and selling is said to be less than 14 cents a hundred. This includes all brokerage fees and expenses of sales representatives as well as the maintenance of the main office and the expenses of twenty-one local associations.

MRS. SNOWDEN IMPRESSED BY POOL

Interviewed on her arrival at Liverpool Feb. 15, from her tour of Canada, Mrs. Snowden, wife of the Chancellor of the Exchequer in the Labor Government, said that what impressed her most in Canada was the organization of the farmers, and particularly the Wheat Pool. She thought this would have a good effect in stabilizing prices, as the Pool would give the farmers a fair return for their work without exploiting the public.

By O. K. THOMASSEN

Co-operative selling has ushered in a new era for the farmers in Western Canada—an era which holds forth a great promise. The farmers in the West have received their Magna Charta through the organization and formation of the three Western Pools, joined in their central selling agency. The Pools are successes. They will be bigger successes—nothing can stop them from forging ahead and reaching proportions of which one has hardly dared to dream. The only man who can destroy what

The co-operative movement is a wonderful movement. It has such unlimited opportunities. One can't help becoming an enthusiast. It is the greatest thing that ever has come the farmer's way. Just think of it—92,000 growers banded together, all striving towards a common goal. It is worth going out of your way to assist in the campaign which is carried on. Put your shoulder to the wheel, get down to the biggest effort you have ever made. Make the Pool bigger, transplant your enthusiasm to your fellow grower, see to it that your township goes over the top, and keep foremost in your mind that the Pool is here to stay, that it is a success. Make the result of this campaign show the world that the Western farmer is capable of finishing the job by marketing his own grain through his own organization—the Pool.



IN THE GRAIN BIN



By R. M. MAHONEY, MANAGER

THE MANAGER MAKES FRIENDS

ON MY return to the office this morning, after two weeks up in the northern part of the province, I was advised that this special issue of the "Scoop Shovel" would be put out on March 5th, and I was asked to do my bit. It did not seem to me there was anything more important than a few remarks on the trip which I have just completed. I addressed the first meeting of the series at Dauphin and finished at Bowsman on Friday night, the 20th of February, the following points having been visited: Dauphin, Gilbert Plains, Grandview, Roblin, Makaroff, Benito, Durban, Kenville, Swan River, Lidstone, Minitonas, Oakhurst, Bowsman.

To try to pick out of these meetings any special one on which to comment would be pretty hard. The Roblin meeting was the biggest; Mr. Carlson, our director for that district, estimated there were 250 people present. The smallest meeting was at Oakhurst, yet at no place was the enthusiasm greater than there. There is one meeting which I should like to mention specifically, due to the fact that it was totally different from all the rest, and that was a meeting of business men at Dauphin. Thanks to Mr. Gourlay, the Pool director for Dauphin district, and Mr. Crimes, manager of the Bank of Montreal at that place, I was so fortunate as to have an opportunity of addressing the Rotary Club, at their luncheon.

The Essential Things

I have always maintained that there are three big things essential to the success of the Pool: first, the loyal members in the country in sufficient numbers—next, the management, and last, but by no means least, the support of the great number of people who are not directly interested in either the production or sale of farm produce, but who are vitally interested indirectly in the price the producer gets for his produce. A speaker's time is, of course, limited: I talked as long as I dared for my subject was interesting to me, and I must say that when it was over I felt that I had never addressed a more attentive audience, or a more interested audience, nor was I ever besieged with more questions. The benefit of this Rotary Club meeting was felt that night in the regular meeting at Dauphin, which was attended by many business men who were not at the Club luncheon, and I somehow feel the fact that these business men of Dauphin took sufficient interest in the Wheat Pool to listen to a short talk on it, to discuss it and to get information on it, will be of untold benefit to the Pool. I only wish that the business men in all of the towns in the province evinced as much interest as these people did.

Horse Versus Manager

As for the regular meetings, I found everywhere friendliness, everywhere a spirit of co-operation and everywhere the deepest sense of appreciation of the big task that we all have undertaken, and I found a loyalty that cannot do other than make for wonderful success. The hospitality that was afforded me touched me very deeply, and the meals provided by the ladies all along the route were not only most palatable but very abundant, as was necessary in view of my almost ferocious appetite after driving in the cold. My capacity for food must have spread through the country, as everywhere I went I found them ready for me. Someone also must have mentioned

my weakness for baking powder biscuits, as I don't think I missed them one single meal in the two weeks I was out. As a matter of fact, everything went along wonderfully until the last day, when my friend Renouf of Minitonas, formerly from the Channel Islands, who was driving me to Bowsman, was confronted with the necessity of choosing whether he would put his unshod team onto the ice as we were going down a steep hill to the river, or turn them sharply at the bottom of the hill to keep them in the snow, which meant that the cutter would go over. He did not seem to hesitate—a horse was a horse, but a Wheat Pool manager was only a Wheat Pool manager and the Grain Exchange was full of them, so why take a chance on a good horse? Of course, he had quite an advantage, as the cutter was going to tip my way anyway. I am a pretty good size and was well bundled up so he had a soft place to light: he turned the team, we slid down the hill sideways and over we went. I landed with Renouf on top of me and the foot warmer in my lap. Instead of offering to take me to the hospital, however, he decided that, considering I had a meeting at Bowsman, we must carry on. We did; and at Bowsman we had a very fine meeting in the afternoon, at which Mr. Renouf spoke for a little while at the request of the chairman, and said enough kind things about the Minitonas meeting, which he had attended, to offset the bodily injury I had suffered (it really was not at all severe), and which went a long way to make up for the hurt to my pride when he saved the horse instead of me.

Using up the Eatables

If I can judge audiences; if I can judge enthusiasm; if I can judge loyalty, then the district I was in will be practically 100% Pool when this drive is over. They worry a little in this north country about getting permits to sell oats for feed and seed, as they sometimes have a local market. This was all explained at the meetings, and men who had practically made up their minds not to sign had, when the meetings were over, not only decided to sign, but to be canvassers and to get everybody else in the country into the Pool.

In view of the weather, which was bitterly cold all week, the turnout to meetings was wonderful. Not a few ladies were present. I did not know whether they had come to hear the speech on the Wheat Pool, or if they wanted to see the man whose reputation as a big eater must have travelled before him. I did notice this, however, that if I were booked to stay at some farm house over night, or for the next forenoon, the lady of the house was never at the meeting, but was apparently at home cooking up everything in sight.

I wish that space permitted of my going into details, mentioning names of the people whom I met and the names of the men and their wives who showed me such great hospitality, but the list would have to include practically everyone who attended every meeting. As I write this, I find myself constantly going back to and wanting to dwell upon the kindness and the friendship of the people I met.

A 100 Per Cent Pool

Everyone seemed to realize the greatness of the thing we have all undertaken to do; everyone seemed ready to
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By F. W. RANSOM, SECRETARY

THE FOUNDATION

IN THE newspapers, from platform and pulpit, no term is more generally and frequently used than that of co-operation. It is used to mean getting together and working together, but when we speak of the co-operative movement, more is implied, it has a wider meaning. New in this new country, it is well established in most of the older countries, and has assumed tremendous proportions. In it much has been learned, though sometimes experience has proved a hard teacher, but wherever developed on sound lines it has always proved successful. Whether among producers or consumers its fundamental principle is the same. Applied to business it always makes of business a success; the buyer or the seller creates for himself a better condition. As often repeated, and as defined by President Coolidge, "It demands that the individual shall surrender some part of his independence for his own and for the general good."

WHAT OUR WORKERS SAY

The present campaign is not a sudden splurge, but an extra effort in the slow but sure and steady development of co-operation. Learning from the experience gained last year, we are able now to organize more efficiently.

With the exception of a small area around Winnipeg, and two municipalities in the south, the whole of the grain growing area of the Province has been covered by meetings. 265 have been held at the time of writing, and 34 more have been arranged.

W. V. Anderson reports of a meeting held at Ewart: "Great turnout of growers for size of place and nearly all Pool fans. I don't know where they must have come from, as Ewart is only a flag station, but there must have been fifty or sixty men and a few women crowded into the hall." Also of a meeting at Bellevue: "School-house here did not have seating capacity enough, some stood during the meeting. Two-thirds of those present were already members of the Wheat Pool."

T. Brown was out in the campaign last year, and recently has been addressing a series of meetings along the Carman line. He said that his meetings were well attended, and that there is every indication of a good sign-up for the Coarse Grain Pool, and an increase of members in the Wheat Pool.

The other speakers mentioned in our last issue are busy up in the Shoal Lake-Hamiota country, and also send in promising accounts of their meetings.

Howard Robinson was around Pilot Mound all last week, and here again there is every promise of a good sign-up.

Your Directors, Messrs Chapman, Gellie, Weir, Carlson, Gourlay, Poole, have all been on the war-path and tell the same story as to the prospects of a successful drive.

In very many cases the business people, newspaper editors, priests and clergy have been contributing to the cause and advocating co-operative marketing. By the middle of March some 350 meetings will have been held.

Canvassing

At these meetings canvassers have been appointed, and to date 450 pledges have been sent in. That means

that in most cases each of the 450 canvassers has agreed to be responsible for a township and visit every farmer within that area.

No person will be accepted as a canvasser who is not a member of the Wheat Pool; he must sign a contract for either the Wheat Pool or Coarse Grain Pool. An exception is made of members' sons who are not land holders. Needless to say, no man can make a success of his canvass if he is not himself a member. He cannot expect to be able to make an appeal if he does not himself support that which he is advocating.

There are nearly 600 townships in the grain growing area of the Province, and by the time the meetings are completed we will have as many canvassers enlisted. So you see we have the Province pretty well covered. Many of those who worked last year are active again in this campaign. Among the German settlers we have canvassers like A. Bauer. Among the Ukrainians, Wm. Slyzuk, Paul Sawczyn, Mike Belan. Among the Mennonites, D. Heppner and A. N. Eidse. French people both along the river and in other parts of the Province will be visited by their own compatriots, and we are looking to a big sign-up. S Marcoux will be busy in Ste. Anne, and Jos. Deroche in Lorne. Nor are all our canvassers men, for Mrs. Elliott writes from Cardale, "She will see that there is no falling down in that district," and you can bet where Mrs. Elliott is, there will be results. We have every nationality and every creed all working together for the "common good."

Instructions are sent to every canvasser:

1. That he must sign one or the other of the contracts before starting out.
2. To read the copies of the Scoop Shovel and have all up-to-date information on the Pool.
3. To canvass every grain growing farmer in the township.
4. That he is NOT to accept any cash; the membership fee will be deducted from the first shipment of grain.
5. Get key-men in every district; their example counts.
6. Information is given as to how to fill out the contract form.

REMEMBER—We want more members, more acres, more grain. It is volume that determines your strength when dealing with other business institutions.

A Lead

The Wheat Pool and Coarse Grain Pool received the unanimous endorsement of the U.F.M. convention at Brandon. The Farmer's Union is also right behind the Pools, and urging its members to sign up. The Provincial members have shown their attitude in becoming members of the Pool. Others like J. D. McGregor, the well known cattle breeder; S. Larcombe, who has done such valuable work in wheat breeding and rust investigation; Geo. Gibson of Hartney, who achieved such success with his horses at the International show Chicago, have in the same way shown their support of this co-operative movement. To give the names of men who have become members of the Pool would fill two or three pages of this issue.

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Saskatchewan Pool Delegates Meet

Elevator Policy and the organization of a Coarse Grains Pool were the principal matters discussed at the first session of the delegates of the Saskatchewan Pool at Regina, February 26th and 27th. Out of a possible attendance of 160 delegates, 156 were present, the other four, it was stated, being out of the Province.

A report from the Board of Directors was read by Secretary Robertson, giving a review of the activities of the Pool since the necessary acreage was secured to bring the Pool into operation. The area under wheat, the report stated, for the season 1923 was 12,791,000 acres. The Pool started with 46,509 completed contracts covering 6,433,788 acres and at the end of January the membership was 51,507 with an acreage of 7,100,691.

After detailing the steps leading to the formation of the Central Selling Agency the report dealt with the question of selling policy. The report stated: "Very little can be said about the selling policy being followed by the Central Selling Agency at the present time. It would be of considerable value to opponents of the Pool method of marketing to know the amount of wheat which has been sold, and the amount still on hand. Only a very few men know the actual position of the Pool with regard to the sale of wheat, and your Board are of the opinion that the fewer who know, the less will be the possibility of this information becoming public.

"It can be said, however, in a general way, that a good sales policy constitutes:

"1. That Pool wheat should be sold in a regular and orderly manner.

"2. That speculation should be eliminated to the greatest possible extent.

"It is the opinion of the Board that the policy followed by the Pool should endeavour to insure that its members shall secure the average price of the season.

"To the extent that an organization, such as this, departs from this policy in an endeavour to get more than the average price, to that extent does it place itself in the dangerous position of possibly securing less than the average.

"Without giving specific information as to the amount of wheat sold, it can be stated that this policy is being followed in the marketing of the Pool wheat of the three Provinces."

With regard to selling policy the report stated that the Directors thought it was necessary to secure a greater control of handling facilities and accordingly the Directors had created a subsidiary elevator company for the purpose of acquiring country and terminal facilities and which had been incorporated as, "Saskatchewan Pool Elevators Limited." The Company is capitalized at \$100,000 divided into 10,000 shares of \$10 each. In connection with the elevator policy the report referred to the desirability of the Pool working in close co-operative relationship with the Saskatchewan Co-operative Elevator Company and the United Grain Growers Limited. The report continued: "It has been suggested that the Pool elevator policy should be developed without regard to these two farmer owned organizations. It should be remembered that these companies were the logical development within the farmers' movement at the time they were organized, exactly as we believe the organization of the Wheat Pool is the development of the present day line of thought.

"Your Board of Directors are of the opinion that if we can bring about a closer co-operative relationship among these several organizations this year, and if that closer relationship leads towards complete unity in the near future, the greatest step in the history of farm organization will have been accomplished. Not only that, but there will have been created the greatest and most

powerful farmers' economic organization in the history of the world."

Emphasizing the fact that the members had been loyal to the Pool in spite of the temptations of high prices to individual members, the report pointed out that on September 30th, 19% of all wheat delivered in Saskatchewan was delivered to the Pool. By October 30th this percentage had increased to 37.4%. At the end of November it stood at 45.3%, "while the end of the year found that approximately 51% of all wheat delivered in the Province of Saskatchewan had been delivered to the Saskatchewan Wheat Pool." These figures, the report stated, should once and for all dispel stories of disloyalty to the Pool.

The delegates approved the elevator policy of the Board of Directors and authorized the organization of a Coarse Grains Pool. The following resolution on the elevator policy was passed unanimously: "We therefore recommend that the funds available from this year's Pool wheat handled be utilized for the acquirement of a country elevator at each of the heaviest contract shipping points in Saskatchewan, having due regard to the policy already approved of refraining as much as possible from competing with farmer owned elevators. At the same time we urge upon our Directorate the necessity of establishing the closest possible measure of co-operation with these Companies with a view to bringing about complete unity at the earliest possible moment."

The discussion on the Coarse Grains Pool showed that while there were many districts in Saskatchewan in which few oats were grown and which were therefore not much interested in a Coarse Grains Pool, the Wheat Pool members in these districts were prepared to sign a Coarse Grains Pool contract because the oat growers in other districts had supported the Wheat Pool. About fifteen delegates spoke on this question and all urged the formation of a Coarse Grains Pool. The following resolution was adopted by unanimous vote: "Resolved that we authorize the Board of Directors to proceed at once with the organization of a Coarse Grains Pool and that the arrangements in connection with local sales be left as far as possible in the hands of the local committees."

EXCHANGE ON INTERIM PAYMENT CHEQUES

These cheques have been sent out on the basis of letting each member pay his own exchange, to save work, time and naturally expense in the office. Had we paid the exchange, it would have been an expense charged back to the shipper anyway, so the net result is the same. This saved us the work of figuring exchange on 10,000 cheques and saved us the necessity of making 10,000 entries in our books. Our arrangement with the banks was that:

On cheques up to and including \$50.00, the exchange would be 10 cents per cheque.

On cheques over \$50.00, $\frac{1}{8}$ of 1%, or a minimum of 15 cents per cheque.

The Stamp Tax has been absorbed as a general office expense in preference to going to the trouble of deducting it from each individual cheque and putting another 10,000 entries through our books. Remembering any expense of stamp tax, exchange, or anything like that, must be borne by the shipper anyway, so the idea in this system is to eliminate as much work and expense as is possible, because that is real economy.

Wanted—A man or woman to patent a fanning mill which will use the hot air directed against the Pool, for cleaning our tough wheat.

Come On In---

The Boys Say the Water's Fine!

"I think the Pool is very good and many farmers round here are saying they will try to be members next year." H. Thiesen, Morris.

* * *

"I did not grow any wheat this year and don't expect to grow any next year on account of rust, but as soon as the Pool for coarse grains is in operation you will be doing business with me." Herbert R. Grose, Virden.

* * *

"I am a member of the Pool and glad I am, and hope to be in with the other grains for this year's crop." Howard Holden, Deloraine.

* * *

"I have made up my mind to join with all my crops if a Coarse Grain Pool will be established for 1925. If you will send me a contract covering my 1925 crop I will sign same and return it to you." D. Heppner, Lowe Farm.

(He has sent in a wheat and coarse grain contract covering 800 acres—Editor.)

* * *

"I feel you have got hold of the missing link, that is, co-operation. You are a healthy looking lot of chaps. Carry on with the good work." Edward Spencer, Gilbert Plains.

* * *

"If only the Pool keeps up its good work, why there won't be one or two individuals hogging it all, which it has been for many a year until there is nothing left for the producer but the bones. If something don't soon come our way, why there won't be much meat left on the other fellows' bones." J. F. Jory, Roblin.

* * *

"We farmers always like to hear from the Pool and we appreciate very much the Scoop Shovel." Geo. Lynch, Gilbert Plains.

* * *

"I have wished a good many times that the Coarse Grain Pool had been in operation this year; it would have saved me quite a lot of money, I think." Earle G. Thomson, Kenton.

* * *

"The new form of the Scoop Shovel is fine—let's have them all that way. One very important thing that is needed for the success of the Pool is the educating of the farmers to the new system, and I dare say you are on the right track with the enlarged 'Scoop'." O. W. Strand, Erickson.

* * *

"I congratulate you on the form you have brought out our Scoop Shovel and also the way you have cleared up that stamp duty. More power to your elbow." Josiah Walmsley, Dand.

* * *

"I can assure you that our executive will endeavour to bring Morton Municipality to the top with a maximum percentage of contract signers early in 1925." Cliff Maine, Secy. Morton Local.

* * *

"I was surprised when I opened this letter and saw it was from the Pool, as I told you to strike me off last spring and I did not know I was still on. Anyhow, you can keep my name on as I intended signing up again this year. As far as I can see, the Pool is the only thing for the farmers. I would like to see the Pool handle oats and barley also." A. B. Latimer, Minnedosa.

* * *

"I have honor to notify you that I would like to have about 25 Wheat Pool contracts for next year's crop. I was asked by many of my friends if they could join the Pool." Stephen Kozy, Gilbert Plains.

"I have only shipped the one car of wheat to the Pool, and am sorry I did not have enough for another car, as I was very well pleased with the way the business was done for me, everything just O. K." F. L. Peskett, Gilbert Plains.

* * *

"Just a line to thank you for trouble taken re grading car C.P. 213084 and to assure you that we appreciate same very much." Geo. Nicholson, Pipestone.

* * *

"I've just finished reading the Scoop Shovel, and hasten to convey my congratulations.

"If the Wheat Pool has accomplished so much in less than one year, what may we not hope for in the years to come. One year ago it was a beautiful dream, and today a very encouraging reality. One cannot help but peer into the future and try to vision the progress to be made in this movement, which looks to me to be by all odds the best move ever made by the western farmers." D. S. McLeod (M.L.A.), Goodlands.

* * *

"Received today my cheque for wheat. Your businesslike and prompt attention has been very satisfactory and I thank you very much for your service. Trusting you will be handling barley and oats this year." James Grant, Miniota.

* * *

"Your communication of recent date received, and I note with satisfaction that the Pool has been able to bring the Company to a proper frame of mind in regard to the grading of my car of wheat. I do most heartily appreciate the efforts you have put forth in my behalf." J. E. Rowan, Willen.

* * *

"Just a word to say that your handling of my car of barley was most gratifying to me." W. A. Walkie, Holmfield.

WHAT OUR WORKERS SAY

(Continued from page 7)

The Drive

The drive was to start after the second payment was made. Every member will have received his cheque now, so the drive is on.

Sometimes the remark is made: "It will be difficult for me to finance in the fall if I sign up my coarse grains as well as my wheat." The farmer is chiefly concerned to get a better price for his produce. Through the Pool:

1. He will not have to worry as to the right time to sell.

2. He will be assured that at whatever time he delivers his grain he is going to get the average price for the whole season.

3. That he is going to get a higher price as a result of orderly and co-operative marketing.

4. The Banks, Mortgage Companies and business institutions are not going to crowd in a man who is making a reasonable effort to pay his debts, and further, in no case are they opposing the Pool or putting anything in the way of giving it a fair trial.

5. The Pool tends to eliminate the fluctuations in prices that are such a noticeable feature on our markets.

6. The greater the volume of grain controlled by the Pool, the greater is its stabilizing effect on the market. If all grains were in the Pool, future selling would be cut down and most of the sales made direct. No dealer is going to contract for future delivery if he is compelled to go to the Pool for the grain he requires to fill his contract. Therefore, in order to get better prices for the grain, the Pool requires members, acres, volume.

Hundreds of canvassers will be in the field this month, and every farmer will be visited.

Let us put the skids under the speculator.

S. H. Henderson, President E. H. Dewart, Vice-President
E. L. McDonald, Treasurer

THE WAWANESA MUTUAL INSURANCE CO.

*An Outstanding Example of Successful Co-operation
Among Farmers*

THE LARGEST FARMERS MUTUAL IN CANADA

BALANCE SHEET—Dec. 31, 1924

Cash Assets	\$ 468,435.52
Assessments, 1923, unpaid	40,365.28
Assessments, 1924, unpaid	166,903.34
Premium notes unassessed	1,173,219.92
	\$1,848,924.06
Reserve for unearned Premiums.....	\$ 128,451.62
Commissions and Policy Fees	10,462.92
Losses unadjusted	33,811.40
Re-insurance and Re-insurance Premiums	4,655.41
Surplus for Policyholders	1,671,542.71
	\$1,848,924.06

AUDITOR'S STATEMENT

Wawanesa Mutual Insurance Co.
Wawanesa, Man.

Gentlemen:

I hereby certify to having audited the books and accounts of the Wawanesa Insurance Company for the year ending December 31, 1924, and the Cash Statement and Balance Sheet fairly show the position of the Company on that date and agree with the books.

The securities are vouched for by the bank, and I have counted the cash and verified the bank balance.

The statements this year are combined with those of the Miniota Mutual, as your Company has by Agreement underwritten that Company.

The position of the Company has greatly improved during the year, all expenses and appraised losses having been paid, and a balance cash on hand of \$41,183.88 and outstanding assessments yet to be collected of \$207,268.62.

Yours respectfully,

Winnipeg, Jan. 26, 1925.

C. A. Corbould, C. A.

Losses paid in 1924. \$550,408.32
Insurance in forceover \$130,000,000.00

Bonds to cash value of over \$130,000.00 in the hands of the Provincial Governments.

C. M. VANSTONE,
Secretary Manager.

Wawanesa, Man.

OUTLINE OF ELEVATOR POLICY (Contd. from page 2)

The following requirements will be considered as minimum and essential for all applications:

1. A sign-up of 10,000 acres tributary to shipping point, or, in the alternative, 75% of the available tributary acreage.

2. A written request signed by the members at that point.

Members using Pool elevators will be expected to organize themselves in local groups, the natural centres of which will be the shipping points. These groups will be accorded a large measure of local autonomy, and the fullest opportunity of consulting and co-operating with the management in matters pertaining to the control and operation of the local Pool elevators. They will also be expected to assume their full and proper share of responsibility in relation to Pool and elevator matters within their own control.

It should be clearly understood that local groups established at shipping points will not replace or affect, in any way, the locals already established with municipal boundaries. The latter will continue to function for the purpose of electing delegates to the general meetings of the Pool and for such other purposes as may from time to time appear advisable.

It is desirable that Pool elevators should be operated, not with a view to profit, but at cost, and so as to afford a measure of relief to the members marketing street grain, and to place the handling cost of lower grades on as favorable a scale as that of higher grades.

Cost of operation should include:

1. A fair allowance for depreciation, or a contribution to a sinking fund to provide for replacement.

2. An amount sufficient to provide for payment of interest, at a rate not exceeding 7% per annum, on capital contributed by growers, through deductions from the proceeds of their grain.

Elevators should be acquired and operated by the Pool, not in its own name, but through a subsidiary company. The common stock of this latter company should be held exclusively by or for the Pool, and its directors should be appointed solely by the Pool. As moneys are available and are required for elevator purposes, the Pool should purchase fully paid common stock in this subsidiary company.

A suitable capitalization for the proposed company is \$1,000,000. The par value of the shares should be \$1.00. The name will be "Manitoba Pool Elevators Ltd."

An application to the Legislature of Manitoba for a private act incorporating such a subsidiary company is to be made immediately.

HOLD ON

By SCOOP

When the price is bounding skyward, eager buyers flock around,
And the chap who sold too early looks a fool,
When the fellow who still has some is uncertain of his ground,
Sit back—and thank your stars you're in the pool.

When the other fellow's slicker
Or you haven't time to dicker
Nor to sit and watch a ticker
THERE'S THE POOL.

When they're flocking to the broker's with the fruit of thrifty days
To take a little flutter in the pit,
All the cards they catch aren't jokers and they listen in amaze
When their broker says they're broke enough to quit.

You can take a private tumble
When their airy castles crumble
That its not your turn to grumble,
YOU'RE NOT BIT.

Each will hear of extra pence to be made all by himself
If he'll just forget his contract and indulge,
But the gap in the defence which leaves his comrades on the shelf,
Is a matter his advisers won't divulge.

If we pass up pikers' pranks,
Give the air to spies and cranks,
Shoulder in and close the ranks,
WE'VE THE BULGE.

BULL DOG WILD OAT SEPARATORS

are built to take out all weed seeds including wild oats from Oats; wild oats from Wheat; wild oats from Barley.

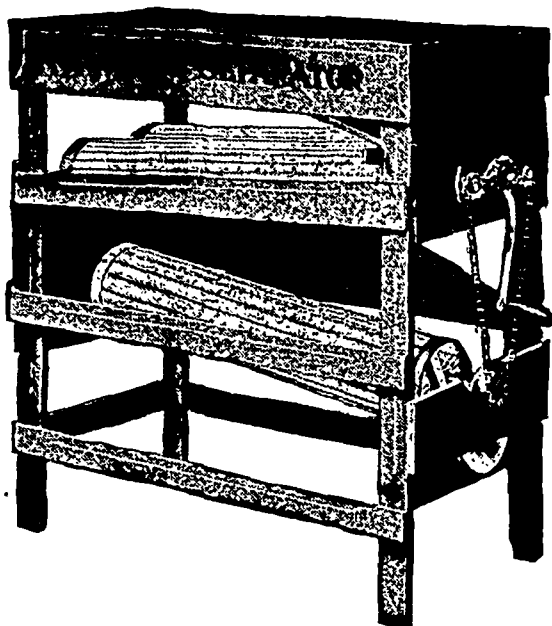
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THEY DO IT

Made in three sizes

Full Information on Request

TWIN CITY SEPARATOR CO., Ltd.
LOGAN and QUELCH : WINNIPEG, Man.



THE LEADERSHIP THE FARMERS NEED

In concluding an excellent address to the delegates to the Third National Conference of the National Council of Farmers' Co-operative Marketing Associations, at Washington, on January 5th, President Coolidge said:

"To precisely such men and women as you who are gathered here we must turn for the kind of agricultural leadership the country needs. We want combination preached as a principle, not a panacea. It will not perform miracles. It will not accomplish the impossible. But it is a sound, tried, demonstrated principle that must be introduced at the basis of our agricultural establishment. It demands that the individual shall surrender some part of his complete independence for his own and for the general good. It means that a certain authority must be delegated, and when delegated it must be supported. There must be faith, good will, patience. It must be understood that no very spectacular achievements will be wrought. The co-operative association which establishes grades and standards, encourages the good and eliminates the poor varieties, increases the efficiency of production, provides a unified product adapted to its market, organizes its distribution, creates confidence in its products and its methods—that kind of an association is doing the best that co-operation can do. It will serve both the seller and the buyer. Under wise leadership, it will succeed. More than anything else we need a generation of farmers trained to co-operation, and to get that we need able, courageous, determined leadership, and most of all leadership that will not desert the farmer but will stay by him."

THE MANAGER MAKES FRIENDS

(Continued from page 6)

do his bit and to make his small sacrifice for the time being, in order that we may succeed. As I look back on the trip I cannot help feeling that the Manitoba Pool, although it is the smallest of the three and although it has the smallest percentage of acreage signed up today, will come out at the end of this drive with the biggest percentage of acreage signed up of any of the three provinces. People such as I met, with their minds made up to do something (and their minds are made up to do something) are not going to be easily turned away from their objective: they have set out to get 100% of the grain growers of Northern Manitoba into the Co-operative Wheat and Coarse Grain Pool.

Prior to going north, I had three meetings, one each at Teulon, Stonewall and Portage: I found the same spirit prevalent at these meetings as I did at points in the North, and I cannot more fittingly close this article than by expressing to everyone whom I met and everyone to whom I spoke, my sincere and deep thanks for the many kindnesses shown me. It is my ambition and my hope to visit, before too long a time, every part of Manitoba, and get to know all of the people as well as I feel I know those in the districts I have visited.

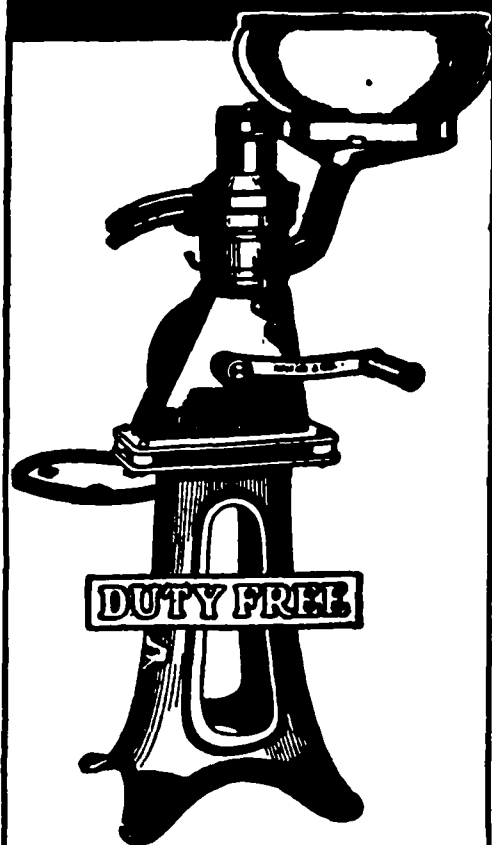
And now we have before us a purpose to which we must give our thoughts and our time for the next month. We have resolved that every grain producer in the Province of Manitoba must be visited by a canvasser, so that he will have a chance to sign a wheat or coarse grain contract, or both, and as mentioned before, when such an association of people decide that a certain thing is to be accomplished, then nothing can prevent its being achieved. A big sign-up means volume; volume means strength, and strength means success. We want 100% of the farmers in Manitoba. Let's see how close we can come to the mark.

Pay no attention to any Commission Firm advertising: "We handle Pool wheat." Bill all your platform cars direct to the Pool.

When writing advertisers please mention The Scoop Shovel

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YOU don't have to pay a single penny until you have tried the Stockholm on your own farm for 30 days and convinced yourself that it is the cleanest skimmer, easiest to operate and clean.

Seventeen years have been devoted by the master mechanics of the world's largest cream separator factory in perfecting this masterpiece. The purchaser of a Stockholm gets the best that money can buy and on easy payment terms. Approved by over one million European farmers.

10 Year Guarantee Easy Payments

We guarantee that at any time within the next 10 years we will replace any parts that may prove defective on account of either poor workmanship or poor material. No Stockholm is sold without this 10-year guarantee.

Remember, we offer you 30 Days' Free Trial—then, if satisfied only \$7.50 and the balance in small monthly payments. Trial won't cost a cent. What could be more liberal? You can pay for the Stockholm with money you receive from your monthly cream checks.

Write for FREE Catalog

Act Now! Send no money—just the coupon for Free Catalog and full details of our 30 day trial and easy payment plan. Do it today!

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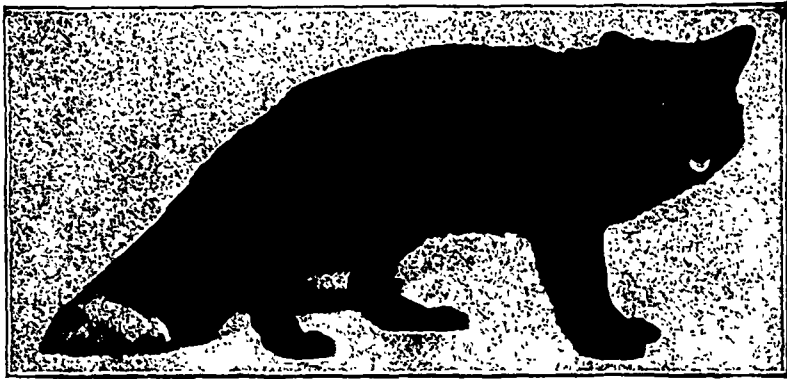
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Beginning March 16th., Pool advances will be increased 35c per bushel on all grades. See that you secure this increased advance on delivering your wheat after that date.

MONEY MAKERS



All Star Sybil—International Champion Female
Med. Silver Class 1920

Silver Foxes are real money-makers. One pair of Silver Foxes will make you more money than 50 acres in Wheat. They are easily taken care of, and you can grow everything needed for their feed right on your farm. The best paying branch of live stock. Less work—More Money. We teach you how to care for them. Free training course. Plans to suit every Pool member.

Five International Champions in the All Star Ranch.

Orders Now Taken for Fall Delivery of Our
Quality Silver Foxes, Descendants from Our
Prize winners

Western Canada Fox Breeders

845-849 Somerset Building

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WINNIPEG :: MAN.



Just a Reminder

We made you a special proposition in the February Scoop Shovel. If you are interested in Electric Light and Power write in at once. There will not be enough for all. Orders will be filled as received.

Great West Electric Co. Limited

Lalley Light Division

87 KING STREET, WINNIPEG

CO-OPERATION IN OTHER COUNTRIES

Two reports of interest to co-operators have recently been issued by the United States Government—one detailing the results of surveys by the Department of Agriculture into the development and present status of farmers' co-operative business organizations in the States; the other a report on co-operation in foreign countries, being an investigation into co-operative enterprises in Europe by members of the Federal Trade Commission.

In 1924, according to the report of the Department of Agriculture, there were reports from 10,160 farmers' co-operative associations in the United States. The membership of these associations was estimated at 2,025,000 and the annual business of the associations was estimated at \$2,200,000,000, exclusive of a business of \$200,000,000 done by co-operative selling agencies in nineteen livestock terminal markets. In detail the associations are classified as follows:

Kind	Number	Membership	Business
Cotton	107	250,000	\$100,000,000
Dairy Products.....	1966	200,000	400,000,000
Fruits and Vegetables	1232	200,000	300,000,000
Grain.....	3134	400,000	600,000,000
Livestock.....	1598	250,000	250,000,000
Nuts.....	51	50,000	50,000,000
Poultry and Poultry Products.....	56	15,000	50,000,000
Tobacco	25	290,000	150,000,000
Wool	115	50,000	20,000,000
Miscellaneous selling	729	70,000	160,000,000
Merchandise (Farmers' Stores).....	717	150,000	50,000,000
Collective Buying.....	430	100,000	70,000,000

Total 10,160 2,025,000 \$2,200,000,000

Grain Marketing Associations

With regard to the grain marketing associations it should be noted that they include all local farmers' co-operative elevators, of which there are over 3,000. The report, however, points out that there are State associations for the marketing of wheat. These are the wheat Pools and they are distributed as follows: Washington, North and South Dakota, Oregon, Idaho, Colorado, Minnesota, Montana, Nebraska, selling through a central selling agency incorporated as American Wheat Growers Associated; Oklahoma and Texas, selling through a central agency incorporated as Southwest Wheat Growers Associated. There are also grain marketing associations in Kansas, Indiana, Arizona and California. One of the big jobs of the supporters of the pooling movement in the United States is to get these organizations together so as to cut selling expenses to the minimum and secure better control of the market by control of the volume of grain. The business done by the grain Pools in the United States does not begin to compare with that done by the Canadian Pools, but the work of education in co-operative principles is going ahead.

The report of the Federal Trade Commission on co-operation in Europe states that the movement today is of such magnitude that "it challenges attention." The report says: "More than 285,000 organizations in all parts of the world are connected with it. The total membership probably exceeds forty million persons, but as some of these members are connected with more than one co-operative society, it is estimated that the total number of persons represented by these organizations is upward of 30,000,000. As in most cases each individual member represents a family averaging four persons, it may be said that a total of more than 120,000,000 people are linked up with the co-operative cause." The report covers consumers' associations, farmers' associations, co-operative credit institutions and co-operative banks and the educational side of the movement. Being right up to date, this report on co-operative institutions in Europe is a valuable document, and read in conjunction with the report on co-operation in the United States, it shows what a mighty movement it is of which the Manitoba Wheat Pool and other co-operative associations form a part.

QUESTIONS AND ANSWERS

Q.—Why does the Pool have a seat on the Winnipeg Grain Exchange?
A.—To sell off the "futures" which the trade compels us to take back on our sales of wheat.

Q.—A farmer has several hundred bushels of grain which he is selling for seed to different neighbors. Will one permit cover the different sales?
A.—Yes.

Q.—How will we get the permits?

A.—In the simplest possible way; through the Secretaries of the local shipping committees

Q.—Has a sample to be given before the permit is issued?

A.—No.

Q.—Can grain be sold for feed?

A.—Yes. But only where it is for local use and is not shipped or handled through elevators.

Q.—Do I need a permit to have wheat milled for flour?

A.—Not where it is for your own use.

Q.—Can I sign up for a portion of my crop or part of my land?

A.—The contract does not apply to the land. In signing the contracts you agree to deliver to the Pool all the wheat or coarse grains that you grow, excepting that required for feed and seed.

Q.—May I sell coarse grains to local dealers, contractors, livery men, etc?

A.—Yes where it is for local use and not handled through an elevator or shipped over the railway. Permits for this will be given by secretary of your local shipping committee.

A WHIFF O' HEATHER

Dear Editor:

I hiv jest read your braw new Scoop Shovel, an' I was thinkin' that a' it wanted noo wis a correspondence column, an' as I wanted to be the first correspondent, I lookit oot ma' auld pen, that hasna done muckle since I wis marritt, cleaned aff the auld ink on it, an' noo I'm begun.

I thoct when the first Scoop Shovel cam' that it was a droll name to gie it. My thochts wandered to an auld cracked scoop, wi' sides riven a' thin, naebody wanted. But I soon had anither vision o' a strong scoop made oot o' bricht iron wi reinforced seams an' edges—an honest, open, useful' durable article—noo, Mister Editor, that's your stint.

But am forgettin' masel—Donal' that's ma neebor (a' the difference between him an' me is that he smokes stronger tobacco than I dae, an' oot o' an auld clay pipe). Weel, he and I hae lots o' newes thegither about a' thing. Man, an' if we had only the affairs o' the nation to run. Bit am awa' again. We were prood men when the Fairmers' Company started, an' we tried which o' us wad hae the maist o' their implements. But something gaed wrang. I'll tell what it minded me o'. I used to puddle in a burn (ye wad ca' it a creek) for troots. Fen I wis a loon aye day a spate cam and rolled doon a big stane in the bed o' the burn an' the stane cam to a flat place, far a lot o' san was settled, and it sank there an' the water ran on roun' past it. Noo, that's like us fairmers, in the Pool (I mean the water, nae the stane, that we are like.)

Noo, if you dinna like this whiff o' heather-smelt breeze aff Cairn Goram, you can throw it awa', but I'll bet it will mak' some o' your readers think o' auld Scotland. Ye will likely be a toon's body yoursel'.

Noo, I have jest seen on ane o' your reed lettered bills that ane o' your Pool men is to speak at the schule, an' I'm gaen to think up ane or twa posers for him, sae guidbye.

Sandy Homespun.

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GOOD IMPLEMENTS
for
GOOD RESULTS



The EATON "Imperial" Line of Farm Machinery

OUR line of machinery has been proved very reliable over a long period of years in use on Western farms. It is typical of the merchandise we offer through the EATON Catalogue—merchandise that we believe, on the whole, leads the market for value in customers' favor.

Good materials and good workmanship to ensure service; then a selling marking that means savings to the customer.

Preparing for Spring work? Buy from the EATON Catalogue NOW.



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Why not buy good government bonds with your Wheat Pool cheques?

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Winnipeg

STEELE, BRIGGS for SEEDS

Finest strains of CORN for Seed Production. Special lots for Fodder and Ensilage.

SEED OATS

Big stocks — All kinds
Registered and Selected.

READY FOR THE DRILL

Recleaned on our own mills, uniform throughout, tested by the most approved methods, each and every bag stamped with the Seed Grade and Certificate Number from Dominion Seed Branch. Car shipments are accompanied with Government Seed Certificate.

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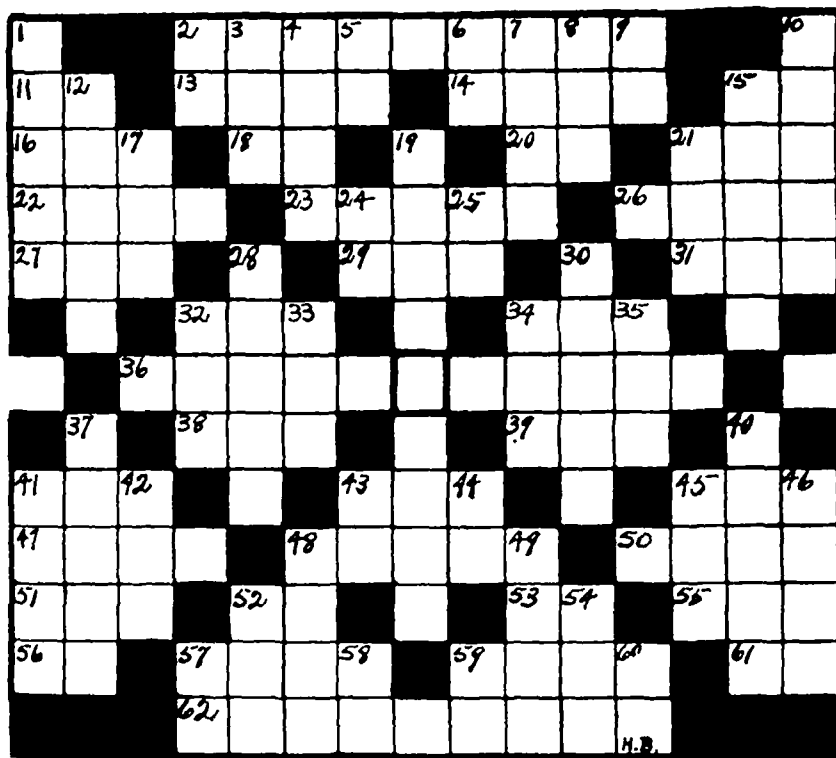
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A POOL CROSSWORD PUZZLE

No publication seems complete these days without its crossword puzzle. A Co-operative enthusiast has devised this puzzle especially for Pool members. Many people enjoy these puzzles as a relaxation from work. Take a try at this one. The solution will appear in next issue.



ACROSS:

2. Where grain is loaded.
11. What the small boy says when he gets the worst of it.
13. Soft inner portion of certain palms used in Canada for making puddings.
14. Lets head fall forward.
15. What the Pool member receives three times a year. (Abbr.)
16. Applied to a thing already mentioned.
18. Plural of I.
20. Same as 2 Down.
21. Prefix meaning three.
22. Farm fowls.
23. Tally.
26. Prosecuted.
27. Depressed. The way the grain middlemen feel these days.
29. Same as 17 Down.
31. The stuff that makes Henry go.
32. Same as 32 Down.
34. Word used to connect two others.
36. Form of partnership for distribution of products. The Pools use it.
38. A fermented drink.
39. Long period of time.
41. Member of Legislative Assembly. (Abbr.)
43. Frozen water.
45. High card.
47. A grain.
48. Movable barriers used on farms.
50. What the wheat grows out of.
51. A grain.
52. Boy's name. (Abbr.)
53. An exclamation.
55. Came together.
56. East Side. (Abbr.)
57. An entreaty.
59. Destination. Purpose. The in Manitoba is 50,000 Pool members.
61. A Continent. (Abbr.)
62. Where grain is taken to.

DOWN:

1. Flying insect. (Plural)
2. An addition to a letter.
3. Litigation, Edict, Rule.
4. Long periods of time.
5. In a direction towards.
6. Upon.
7. Stout cord of hemp.
8. Doctors. (Abbr.)
9. A Farm Publication. (Abbr.)
10. Log or plank for sliding heavy objects. What the Wheat Pool members are putting under the grain speculator and middleman.
12. A grain.
15. The best part of milk.
17. Finish. What the grain trade see of their business.
19. What every Pool member is asked to sign with his neighbor.
21. Pull.
24. Chief Engineer. (Abbr.)
25. Road. (Abbr.)
28. Co-operative organizations. What every farmer should join.
30. State of being united. Means better conditions, better prices for all farmers.
32. A large serpent.
33. To imitate.
34. Devoured.
35. Boy's name. (Abbr.)
37. What the boy does.
40. Land measurements. The Wheat Pool wants more signed up.
41. A larger number. The Pool wants members.
42. Same as 34 Down.
43. A State in Central U. S.
44. Electrical Engineer. (Abbr.)
45. Purpose. Aspiration. The ... of the Pool is every farmer a member.
46. Girl's name.
48. Joy. The Pool member receives his Pool cheque with.....
49. What you say to the chickens.
52. Boy's name (Abbr.)
54. Used with boats.
57. Pool executive. (Abbr.)
58. Artillery Volunteers. (Abbr.)
59. Railway amalgated with C. N. R.
60. Left side. (Abbr.)

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German

Eine starke Bewegung zur Gewinnung neuer Mitglieder hat jetzt eingesetzt. Grobkörnige Getreidearten sind jetzt ebenfalls eingeschlossen. Der Pool ist ein Erfolg. Er besteht und wird bestehen. Sie werden den Vorteil herausziehen. Er ist Ihr Pool. Darum lassen sie sich einschreiben.

Ruthenian

Кампанія за побільшенням числа членів почалась. Мішане збіжжє включене. Пул є успішний. Він має будучність. Він є корисний для Вас. Це є Ваш Пул. Вписуйтеся.

Polish

Kampania za zdobyciem nowych członków już rozpoczęła. Kooperatywa (Pool) włącza teraz i inne zboża. Okazała się sukcesem. Taką pozostanie. To na waszą korzyść. To wasza kooperatywa. Zapisujcie się.

French

La campagne pour de nouveaux membres bat son plein. Le "Pool" comprend maintenant les grains autres que le blé. Il est un succès. Il restera. Il est à votre avantage. C'est votre "Pool". Signez-le.

Swedish

Veteringen är framgångsrik. Den skall kvarbliva. En kampanj för medlemmar pågår. Annan säd ingår nu ock. Underteckna!

Norwegian

Hvete ringen er fremgangsrik. Den skal staa fast. En kampanje for medlemmer paagaar. Andet korn taes ogsaa. Undertegn!

Icelandic

Nú stendur yfir ný meðlimasöfnun. Grófar korntegundir eru nú innifaldar. Hveitisamlagið hefir reynst vel. Það er trygt í framtíð. Þér hagnist á því. Það er yðar samlag—innsitist nú.

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