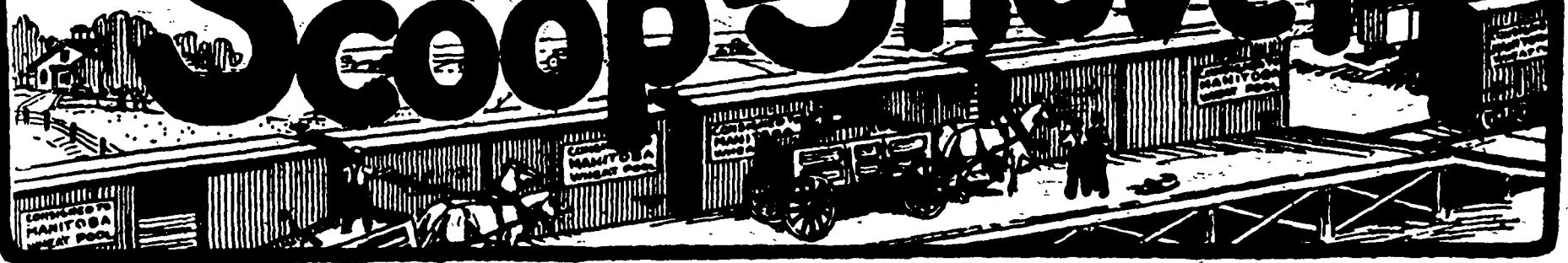


The Scoop-Shovel



VOL. 1

WINNIPEG, MAN., MARCH, 1925

No. 10

Believe, and Dare, and Do!

Shall you complain who feed the world?

Who clothe the world?

Who house the world?

Shall you complain who are the world,

Of what the world may do?

As from this hour

You use your power,

The world must follow you!

The world's life hangs on your right hand!

Your strong right hand,

Your skilled right hand,

You hold the whole world in your hand,

See to it what you do!

Or dark or light,

Or wrong or right,

The world is made by you!

Then rise as you never rose before!

Nor hoped before!

Nor dared before!

And show as never was shown before,

The power that lies in you!

Stand all as one!

See justice done!

Believe, and Dare, and Do!

—Charlotte Perkins Gilman

QUESTIONS AND ANSWERS

Q.—Does it cost anything to get a permit to sell feed or seed grain?

A.—No.

Q.—If a member has several hundred bushels seed or feed grain to sell, and expects to sell it to two or more different parties, will one permit do, or will he have to obtain a permit to sell to each?

A.—You can get what we call a "blanket permit," covering the sale of the total number of bushels you have to sell for seed, and you can sell it to one or more parties.

Q.—Does a member have to give any account of price or settlement to the Pool for these sales of seed and feed?

A.—No; sales of seed and feed are individual transactions and the Pool has nothing whatever to do with them beyond granting the permit.

Q.—If a member has a few hundred bushels of flax, rye or any other grain which the elevator cannot handle, and which he cannot bulkhead with some neighbor, will he be permitted to sell to some commercial concern?

A.—If this situation arises the member should send immediately, full particulars to the Pool office, and arrangements will be made at once, so that this grain can be taken care of.

Q.—Is elevator storage charge on car lots the same to Pool, as to non-Pool members, and how much free storage does he get?

A.—Storage charges on Pool and non-Pool grain are exactly the same. There is fifteen days' free storage in the country elevator.

Q.—Is grain always insured after delivering to the elevator?

A.—Grain is always insured after delivering it to an elevator, provided you secure a regulation storage or special bin ticket covering this grain. While the responsibility of issuing this ticket is on the elevator agent, the responsibility of getting it from him is yours. Always get a proper ticket covering the delivery of every load, so that in case of fire you have something to produce to prove that your grain was in the elevator.

Landlord and Tenant

Q.—Can a renter join, and sell his share of grain through the Pool, if the landlord does not desire to join and wants to sell his share through the grain exchange? If so, how?

A.—In the case of a tenant and landlord, one belonging to the Pool, and the other not, this grain can be handled in various ways. In the event of selling by cash ticket, the Pool member will, of course, receive Pool cash tickets, and the non-Pool man will receive non-Pool cash tickets, or will put his grain in on whatever basis he wishes. In the case of platform loaded car lots, it is not necessary to physically separate the grain. Simply advise the Pool that in this shipment there are so many bushels of Pool wheat belonging to Mr. Smith, and so many bushels of non-Pool wheat belonging to Mr. Jones. The Pool wheat will be pooled; the non-Pool wheat will be turned over to be sold whenever the owner wishes it sold, and full proceeds sent him. The same thing applies in the event that the car is put through the country elevator. Instruct the elevator operator how much is Pool, and how much is non-Pool wheat.

Q.—Can a member borrow money on his certificates?

A.—A member can borrow money on his certificates. They are his property, and he can assign them to whoever he wishes, to cover a loan or debt. To help the office, always advise us when you have assigned Growers' Certificates, so as to keep our records clear, and we will know where the certificates are.

Shipping Committees

Q.—When will shipping committees be formed and how will the officers be elected?

A.—Last summer a letter was sent to the secretary

and president of each Pool local asking them to call the directors together and appoint a committee of three for each shipping point within their municipality. There are a number who have not yet acted. They should call a meeting of the directors and appoint these committees.

Q.—What are the duties of such committees?

A.—(a) To give any information to the members in the district for which they are responsible. Questions constantly come up and it saves a lot of writing and trouble if a member knows of someone on his phone line or in his neighborhood with whom he can get in touch for information.

(b) To issue permits (commencing 1925) to those wanting to sell feed or seed locally.

(c) To give instructions how to fill out shipping bills, load cars over the platform, bulkhead cars, etc.

(d) To be the medium for calling meetings of the members in the district to discuss any matters or business in relation to the Pool and co-operative marketing.

(e) To advise central office of the attitude of the members towards Pool policies, of resolutions, and be the medium between the member and the Pool headquarters.

HOW DO YOU DO?

One of our country enthusiasts contributes the following:

1. How do you do, Mr. Farmer, How do you do?
How do you do, Farmers All, How are you?
Of the Grain Pool have you heard?
Oh! it surely is a Bird
And its place is not the THIRD, How do you do?

Chorus:

How do you do, How do you do, How do you doodle
doodle doodle doodle do;
For when time rolls round to fall,
Your grain they'll market all
For speculation it must fall, How do you do?

2. How do you do, Mr. Speculator, How do you do?
How do you do, Mr. Speculator, How are you?
You had better roll your tail,
You were going to wield the flail,
So on you we'll set a sail, How do you do?

Chorus:

How do you do, etc. etc.
You have run the thing too long,
And this funny little song
Says you're numbered with the throng, How do you do?

3. How do you do, Mr. Gambler, How do you do?
How do you do, All you Gamblers, How are you?
On our grain you'd always gamble,
Bulls and bears and grade and sample,
But you'd better take a ramble, How do you do?

Chorus:

How do you do, etc. etc.
We have helped you fill your purses,
You have helped us to reverses,
But we're going to drive your hearses, How do you do?

4. How do you do, Mr. Farmer, How do you do?
How do you do, Farmers All, How are you?
If you're not in and helping,
Sign a Contract, stop your yelping;
See your neighbor, get him helping, How do you do?

Chorus:

How do you do, etc. etc.
The Big Campaign is on
Shout it loud and shout it long
For we want them every one, How do you do?
By The Author.

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
TELEPHONE A 7821

COLIN H. BURNELL, President R. F. CHAPMAN, Vice-President
R. M. MAHONEY, Manager. F. W. RANSOM, Secretary. T. J. MURRAY, K.C., Solicitor
Directors:
S. GELLIE, A. J. M. POOLE, W. G. WEIR, J. A. CARLSON, W. G. A. GOURLAY

"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA, MARCH, 1925

WHY SLAP YOUR OWN FACE?

SEVERAL country weeklies are giving considerable attention to an editorial from the Vancouver Sun, which was inspired by the suggestion contained in the Turgeon Report that Canada should place an export duty on wheat equal to the 42c per bushel which the United States, under the Fordney tariff, imposes on Canadian wheat imported into that country. The Vancouver Sun says in part: "So long as the unfriendly Fordney Tariff against Canadian wheat and farm products stands on the books, there is no reason why a bushel of Canadian wheat should go into American territory."

To my mind, this is an outstanding example of the kind of warped and crooked thinking which has placed some of the present heavy handicaps on agriculture in Canada and thus delayed the normal development of this country. Every thinking farmer knows that his two chief problems are wider markets and lower transportation costs. Those who think with the Vancouver Sun are trying to still further restrict our market to the south, hamper the natural flow of our grain and force more of the Canadian wheat to pay the heavy transportation costs by going either East or West.

Those who support the proposition of an export duty on Canadian wheat are placing an added burden on the wheat grower for the supposed benefit of the Canadian miller and Canadian railways, but the farmer who would support this proposition would be about as sensible as the man who, because his neighbor closed his pasture gate against his stock, went and slapped his own face in order to get even with his neighbor.

One would think that after the last few years which have witnessed such hardship throughout the farming sections, in all parts of Canada, an idea such as this would not dare creep forth into the light of day, but to find such a suggestion being advanced by a responsible body like the Turgeon Grain Enquiry Commission, is indeed discouraging.

This is one of the worst features of the report, and alone is enough to discredit the entire document. Three western managers of Canadian milling companies immediately rush into print, proclaiming the benefits to be derived from such a tax, but as a matter of fact, the entire suggestion of an export tax on Canadian wheat is an economic fallacy of the deepest dye. Wheat is the largest single item of exports that enters into Canada's

trade and commerce, and therefore, is of vital effect in relation to this country's international financial relations, and any attempt to impede the flow of our exports would be national folly. Instead of doing anything to further restrict the Canadian farmers' market, everything should be done to widen it. According to the figures, only some three million odd bushels of Canadian wheat entered the United States in bond from Canada, between July, 1924, and January, 1925. During the whole of last year, only a little more than nine million bushels of bonded wheat entered the United States from Canada to be made into export flour. If the Canadian mills, being able to draw from the Canadian wheat in its virgin state, cannot compete with the American mills, which have such a small quantity of Canadian wheat, to mix with their inferior wheat, they have no just claim to an export business.

The small fraction of the Canadian wheat crop which has gone into the United States in bond, has had very little to do with the world's competitive markets in flour.

LEST WE FORGET

Many farmers no doubt will recall the days before we had the car distribution clause in the Grain Act, and when we were at the mercy of the Elevator Companies, who often gave us twenty-five cents per bushel less for street wheat than the price obtained on carlot shipments.

Now the recommendation of the Turgeon Commission's report says, "We are confident that a freer allotment of cars to the elevators would remove a great deal of the uncertainty which now exists in regard to the time required to deliver purchased grain at Fort William, and would therefore affect street prices favorably."

This would not necessarily make the Elevator Companies pay more for street grain. There was a time when they could get most of the cars. We know the condition which obtained then. Let us put forth every effort to retain the present car distribution clause in the new Act.

The Pools will be represented at Ottawa when the new Grain Act comes up, but while we will put forth every effort to see that nothing is included to interfere with the working of the Pools, we feel that the farmers are no longer looking to legislation to correct the present system of grain marketing, but judging by the contracts arriving in this office, they have whole-heartedly decided to take over the control of their own grain and thus regulate the handling of it themselves. Any increase in elevator charges as suggested by the commission, will only make them more determined to take over the grain trade of this Western country, lock, stock and barrel.

WASTED MONEY

The cost of the Royal Grain Enquiry Commission, otherwise known as the Turgeon Commission, as far as the actual producer of grain is concerned, at the present time looks like wasted money.

While the Commission was taking evidence, what was really a revolution in the Grain Trade was taking place, and before its report was completed, Western farmers, controlling over eleven million acres of wheat, had organ-

ized and determined to try a purely co-operative system of marketing. Of this the report takes hardly any cognizance. Most of its findings are apparently concerned with bolstering up the existing order of things. If the new Grain Act should follow the suggestions contained in this report and fail to make every possible provision for the smooth working of this new system of grain marketing, in which over 100,000 farmers will be directly interested by the time the new Act becomes law, we would say that the Dominion Government and Parliament would be making a grave mistake.

One feature of this report which will bring forth a strong protest from thousands of western farmers is the suggestion that the car distribution clause in the Grain Act should be changed to allow the elevator companies to get two cars to the farmer's one. The clause providing for equal distribution of cars was only obtained after long continued fighting by the organized farmers of the west, and has been looked upon by the farmers as the "Magna Charta" of agriculture in these prairie provinces, and to take this right away from the farmers at this time would appear to me a very retrograde step, and one which in my opinion there is no likelihood of the western farmers allowing without putting up a very strong fight.

GOOD DEMAND FOR COARSE GRAIN

The following is an extract from the report which our Sales Manager, Mr. D. L. Smith, made to the Directors of the Central Selling Agency on his return from his recent trip to Europe:

"There is no doubt in my mind that at present the farmer is not receiving a fair return on oats, barley and rye. It is true the demand for oats in Europe has been disappointing this season, but I believe if the Pool controlled a large percentage of the oat crop, we would be able to stimulate the price as we have done in wheat this year. As far as barley and rye is concerned, there is always a good demand for these commodities on the con-

tinental. This, of course, particularly applies to rye, as Germany and some Scandinavian countries use 70% of rye bread. We are in excellent shape to handle Rye with our present organization as our connections would be able to sell this along with wheat."

In the bulletins of the United States Department of Agriculture on Co-operative Marketing Associations, the following figures are given showing quantity of grain of the 1922 crop handled by 1,882 co-operative associations:

	Bushels
Wheat.....	134,064,000
Oats.....	63,520,000
Rye.....	12,908,000
Other Grain.....	108,897,000

Total..... 319,389,000

What a pity! Here was three hundred and nineteen million bushels of grain sold through farmers' companies, but because it was sold independently and not pooled, the farmers who owned it lost the advantage in price which they could have obtained had they kept control of it through a Pool.

POTATO CO-OP RINGS THE BELL

The Minnesota Potato Pool with 13,000 members is now making a payment to its grower members, who are reported to have supported it loyally. The Pool "has proven that the plan of marketing is thoroughly sound and has produced results even in a year of poor markets for potatoes." The Pool is reported as making a second payment of eight cents per bushel.

DO IT OURSELVES

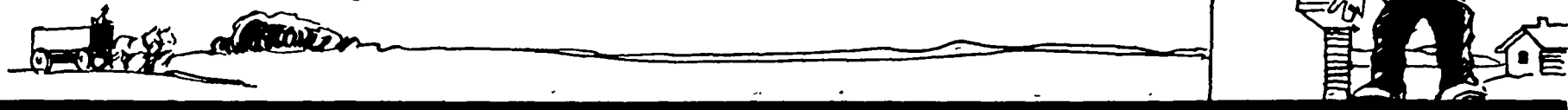
One sure way to end the scrap about ocean freight rates would be for the Pool to own its own vessels to carry our own grain and produce across the Atlantic.

This would be copying the example of the farmers in Iceland who have had their own vessels plying to New York for some years past.



FROM THE FOOT-HILLS TO FORT WILLIAM.—THEY COME!

IN THE GRAIN BIN



By R. M. MAHONEY, MANAGER

SECURING RE-INSPECTION

THE question has been asked: When a member ships over the platform direct to the Pool, does the Pool representative see a sample of his grain in time to ask for reinspection, if it is considered necessary, even though the member does not specially ask for reinspection?

The answer to this is, "Yes."

Inspection certificates are given us every night covering all platform cars of Pool grain which have been inspected that day. The following morning the Pool representative, either Mr. Wright, (who was employed by the Inspection Department for some time, and is a competent grain man) or myself, and sometimes both, go to the Inspection Department and check every sample against the Inspection certificates that have been issued; and if, in our opinion, there is any chance for a better grade on a sample than has been given, it is taken back to the Chief Inspector, or one of his assistants, and an attempt made to have the grade changed at once. In the event that they do not think the car is worth a better grade than was given, we can, and if we think anything can be gained, we do ask for a new sample and reinspection at unload.

It means a good deal to us, however, to have the shipper designate when shipping the car, what grade and dockage he expects, as if a shipper expects say 2 Northern, and the car grades No. 4, we feel that perhaps the sample at unload may be better than the sample taken here, and we ask for reinspection; while, if no comment is made, and a car grades No. 4, and the sample that has been secured is only No. 4, we do not ask for reinspection.

Shippers Should Co-operate

In the event a shipper expects 2 Northern and he gets a lower grade, he will naturally write us, when he receives advice of inspection, expressing his disappointment in the grade. In the meantime, probably the car has been unloaded and it is too late for reinspection. It is a lot better for a shipper if he writes when he ships the car and tells us what grade he expects. This is a co-operative Pool; we want to make it co-operative in every way, and co-operation means that the shipper must co-operate with his office, as well as the office with the shipper, if we are going to get the best results.

It is well too, to send an average sample of the car lot you are shipping, to the Pool office, advising that it covers car so and so: we pass our own opinion on the grade the car should go, and then if the sample at the Inspection Department is not up to the one that has been sent in to us, we immediately ask for a new sample. Don't clean your sample before you send it in. Make the sample that you send in, identically the same, without cleaning, as the average of the car. As we say again, this is a co-operative Pool. Let us co-operate from every standpoint.

TEST YOUR GRAIN

Lately a large percentage of the grain passing inspection, particularly wheat, has graded Tough. In talking with the Government Inspection Department they advise that considerable grain was put into granaries last fall

with a maximum amount of moisture in it, and also a great deal of the crop contained green grain, all of which has been instrumental in its going tough this spring.

If any of our members have grain in granaries, we suggest that they watch it very carefully to be sure it is not heating, for as we all know, the spring is a time when grain is particularly susceptible to heating.

It is not a bad idea to stick a steel rod into your bin of grain, leave it there for a day and then withdraw it. You can tell by the temperature of the rod that has been in the grain, what the temperature is of the grain itself with which the rod has come in contact. If the rod is at all warm, the grain should of course, be removed from the bin at once, as heated grain sells very poorly and will create much financial loss and disappointment to the grower.

THE INTERIM PAYMENT

The interim payment cheques covering all certificates that had reached our office, went out on the last day of February. It being the first time that this office had ever put out an interim payment, I can assure you that we found more work in connection with it than anyone could anticipate. However, we got it out and since then we have been sending out odd cheques to different members whose certificates were delayed in coming in.

The letters we are getting from the country with reference to these interim payment cheques are very gratifying, showing an appreciation of the promptness in getting the interim payment out and also expressing much satisfaction in the amount of the payment, which amount was decided upon by the Board of Directors after very careful consideration.

The final payment will be made in July when the Pool books are closed for the current crop year.

From the letters we have received, we are satisfied that the members realize the Pool organization is working entirely in the interests of the grower, and that the payments are arranged solely with the idea in mind that we must secure for our members the best possible price for their product.

Any interim payment cheques which have been held up have been held because original certificates have not been sent in by the members, or it is necessary to reconcile some slight difference in regard to the certificates. We are working on these few odd cases to get them cleaned up, and the co-operation of any member who has not received his payment yet is necessary, in order to facilitate matters.

ANOTHER SHOT AT THE SCOTCH

One of our members, after reading my page in the last issue of the "Scoop Shovel," although he is not acquainted with Mr. Renouf, tells me I must be mistaken in his nationality, as from the article he surmises that Renouf is from Scotland and not from the Channel Islands. I assured him, however, that I had Mr. Renouf's word as to his nationality.



By F. W. RANSOM, SECRETARY

AGAINST PRIVILEGE AND PROFIT

BEFORE there was a Pool each farmer was in competition with his neighbor, each seeking his own gain. In the Pool they maintain private ownership, but collectively administer and collectively control. The former has been tried out and failed, the latter brings prosperity and contentment. Each for himself does not pay, each for all, means success—hence the reason why the co-operative movement has spread and is spreading everywhere. It is waging a war not against men but against privilege and the profit system. It is rapidly gaining ground, it is creating a new order of society; a revolution, but without destruction or bloodshed. For the farmers in the west, it means a higher standard of living and better homes.

SIGN UP CAMPAIGN

Well, our campaign of meetings is almost finished, 350 have been held. If you could see the big map of the



E. G. THOMLINSON,
Kenton

One of our active field workers

Province in this office you would notice a blue chalk mark at every point where a meeting has been held. You would realize that they were evenly distributed and that the opportunity had been given to every farmer to hear and learn at first hand of the Wheat Pool and its operations.

Mr. Lajoie addressed a meeting at St. Eustache and he reported, "Very good, 82 of an attendance and crowd pretty enthusiastic. It will be good here for us." And of a meeting at Elie, March 4th. "They had church

service there that night, they announced my meeting at the door of the church as the people were coming out, and had a record attendance—70. There were not seats enough for all, some had to stand up."

Canvassers Appointed

We have also a canvasser's map. On this, each township for which we have the canvasser's pledge is marked with a blue cross. Here again you would find nearly the whole Province is covered. For the 600 townships in the grain growing areas, there are 593 canvassers. Of these, 43 have not signed contracts, so their canvasser's supplies are held up until we hear from them. Letters have gone out explaining that no canvassers will be accepted who are not members, and replies are coming in with the signed contracts enclosed. There are four or five exceptions, but only where farmers could not be secured as canvassers, and who had been appointed by the members at the meetings held in the district.

Contracts Are Coming In

The drive is away to a good start. Before the canvassers had hardly time to get hitched up and started on the road, a number of contracts came in. P. F. Brandt, Rosenort, was the first canvasser to report on March 2nd with seven contracts, totalling 995 acres.

E. Herbert, St. Malo, sent in 36 contracts, and states, "Every farmer signed but one; send out more contracts."

Henry Telford, Mayfield, writes, "Enclosed please find 22 contracts for Coarse Grain Pool. Kindly rush me more contracts as I cannot canvass till I get them."

John Seale, Dauphin, reporting on work in his district says: "Attached is a pledge from our canvasser, Robert Fair. He has cleaned up T-24 R-18, 95 per cent, and is anxious to continue. A few more canvassers like Mr. Fair and the Coarse Grain Pool will be an assured fact."

Jos. Morrison, Graysville, writes: "Will you send me some more Coarse Grain Pool contracts, as I have not enough for another day's canvassing, I have ten more signed up now."

W. H. Hicks, Souris, enclosed eleven contracts in a letter, saying: "This represents the first day out. More contracts to follow, this is only a start. Send me some Coarse Grain Pool forms."

It is also very encouraging to get letters like this: "Please send me ten more coarse grain contracts, expect to use a bunch of them. That 35 cent per bushel cheque came as a god-send. Thank you."

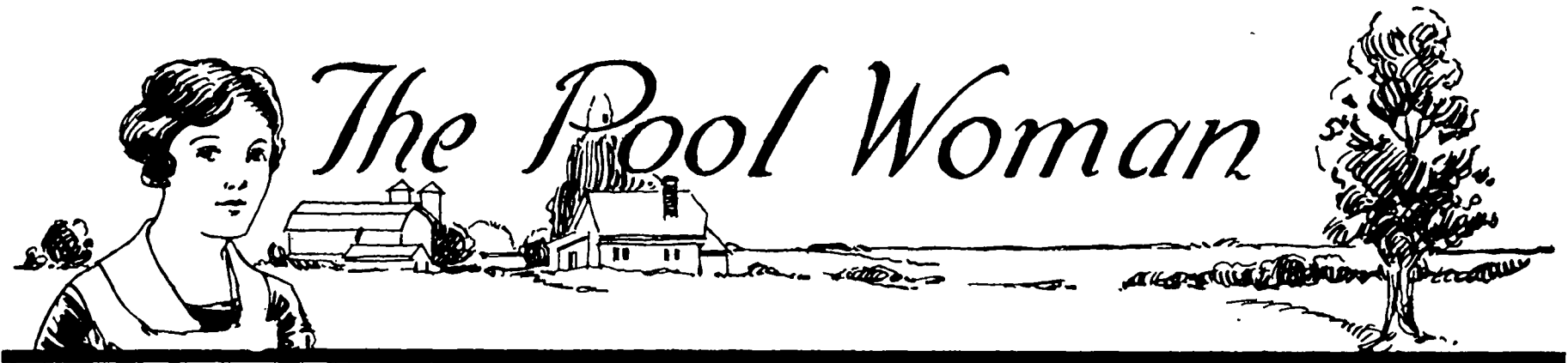
O. W. Strand, Erickson.

SELLING GRAIN LOCALLY

We get so many letters asking about permits and selling of grain locally that we will here make the position as clear as possible:

Many farmers around the lakes have every year sold oats or other grain to the fish teamsters or to the lumber men, and so secured a slightly better price than would have been possible at the elevator. Others situated near the towns and cities have been in the habit of selling to dairymen or livery men, or local dealers, and have also been able to get better prices than they could on the market. Again, many farmers have given particular attention to the growing of seed and so procured special prices. In the event of any of these farmers signing Pool contracts, how is their position affected?

For the local sale of grain for seed or feed they would apply to the secretary of the Wheat Pool Local or the secretary of the shipping committee and ask him for a permit. In most cases they could get in touch with him over the phone; at any rate they live within the grower's district and within a reasonable distance. The grower will state how many bushels he has for sale as seed or feed and at what price. Where it is a case of selling feed for local use and the grain is not going through an elevator or being shipped over the railway, the secretary will at once send or give him a permit signed by himself covering the total amount. There will be no writing to Winnipeg or sending in samples or unnecessary "red tape."



By TRACY PATRICK

NOTHING but praise for the Wheat Pool and the benefit it had proven to the farmers of the West, fell from the lips of Mrs. Ellen Foss, when I interviewed her at her home in Stonewall a fortnight ago. She feels that she has personally profited to the extent of at least fifteen cents per bushel on her 1924 crop, and is only waiting for the canvasser to call, so that she can sign the Coarse Grain contract.



MRS. ELLEN FOSS
who was the shipper of the first car
of wheat to the Pool.

Mrs. Foss enjoys the distinction of having shipped the first car of wheat delivered to the Manitoba Wheat Pool. The first car of wheat was in itself a most interesting item, but the fact that it was shipped by a woman added to that interest, and I had long looked forward to the pleasure of meeting the shipper.

The day was beautiful, seeming to herald the approach of spring: the sun shone brightly and the soft breeze seemed to say that summer was not far away; it was time to take a new lease of life and forget the dreary days that were past. One could almost fancy that at any moment the song of some

happy bird would burst upon the air.

I drove by cutter from Stonewall, since there was still, in spite of all the brightness and sunshine, too much snow to travel in any other way the three and a half miles to Mrs. Foss's farm, ready for a serious interview and with a mental list of all the things I was going to ask her; but the questions seemed to sort of fade away immediately we had shaken hands. I really felt that I was greeting an old friend and we simply settled down for a good old-fashioned visit.

I found a charming young English lady, who impressed me because of her friendliness and hospitality, but mostly because of her great energy (and this was not because of the number of loaves of freshly baked bread which had just come out of the oven—Mrs. Foss simply radiates vigour). I could easily appreciate how, when she and her husband, straight from London and with absolutely no idea of farming, particularly farming in Western Canada, first took land near Russell, Mrs. Foss would face the hardships and obstacles and refuse to give up. She spoke of days during the war when, with no possibility of securing help, she had her housework done and was out in the fields at eight o'clock in the morning, plowing or helping with the harvesting until the day was done. Later they moved to Wavy Bank and with things not too good, Mrs. Foss took over the management of the farm to leave her husband free to follow up other work, and she

has decidedly proven herself equal to the task. The Stonewall farm, taken over a couple of years ago when our lady member had the choice of a trip home to the Old Country, which she wanted very much to take, or the farm and the old responsibilities, is a big place with spacious buildings, all in perfect repair. This year Mrs. Foss marketed through the Pool over 1,300 bushels of wheat and in addition raised chickens and turkeys, sent in cream to the dairies and raised the best vegetables in the district. I saw quarts of fruit and pickles, testifying that all of her abundant energy was not directed to the field work; and with all this Mrs. Foss is able to play an active part in the social life of the town and district.

Incidentally I enjoyed a delightful cup of afternoon tea; partook of the home-made bread and shamelessly brought a loaf back to town with me. The visit was thoroughly enjoyed by me, and will long be remembered.

In speaking of the women generally, and the part they had played and must continue to play in the Pool's success, Mrs. Foss agreed that their influence was much wider-spread than most of them realized. Their generosity and hospitality to the representatives in the field is spoken of in glowing terms by everyone, and their co-operation sincerely appreciated by the whole organization.

Mrs. M. L. Wilcox, of Franklin, sends in the following suggestion, in connection with spring housecleaning:

Wall Cleaner: Take one-half cup water, one cup flour, three teaspoonfuls of vinegar, three teaspoonfuls of ammonia and one teaspoonful of carbon oil or creo. Mix and boil, stirring constantly until thick. Work into balls and rub paper with downward strokes. Will not streak the wall-paper if mixed as directed."

RECIPES

Coconut Macaroons:—To the stiffly beaten white of one egg add enough fine confectioners' sugar to make a stiff mixture—about one cupful. Add also one-half teaspoonful of vanilla and one-quarter teaspoonful of salt. When smooth, fold in one cupful of dry shredded coconut. Drop by small spoonfuls onto a well-greased baking sheet and bake in a very slow oven until delicately browned—about forty minutes. Allow to cool slightly before removing from the pan. These are delightful to serve with any frozen dessert and are appropriate with afternoon tea.

RESOLVE

Build upon resolve, not upon ruinous regret, the structure of thy future. Grope not among the shadows of old sins but let thy soul's light shine upon the path and dispel the darkness.

Waste no tears upon the blotted records of lost years, but turn the leaf and smile, to see the fair white pages that remain to thee.—Josephine Jones, Ann Arbor, Mich.

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

AN EXCELLENT OPPORTUNITY

THE peculiar situation which has existed for the past few months in the dairy industry is hard to explain to producers who have been encouraged to add to their herds and in other ways to increase their shipments of cream.

It is well to understand that we in Canada do not make sufficient butter for our own requirements during the winter months, our short producing period, so that a certain amount must be carried over from the period of flush production to supply our home requirements. This shortage tends normally to higher prices during the winter months or the period of short production.

The amount made in summer is much greater than is needed for our home requirements, so that we are compelled to look for outside markets and when we do this, Britain is the only logical market open to us at the present time, a market which will consume many times the amount we can hope to produce for a long time, provided the quality is right. We might here state the Manitoba Co-operative Dairies shipped a number of cars last season which proved entirely satisfactory, at a price that was also satisfactory to the producers of cream. This must be done during the summer months, to get the butter on the market in its most perfect condition, and this is when it is fresh, which is also the time when it will be eaten most readily. Another reason is that our principal competitors on this market are New Zealand, Australia and Argentine, who are on the other side of the equator, so that their flush season is on when ours is off, or vice versa, we are on when they are off; so that you can plainly see our splendid opportunity for taking our rightful place on this market if we can feed our produce in orderly fashion as they require it. We will then be able to take care of our winter production at home profitably.

Eliminate the Speculator

If we are going to make the best of this existing condition, which is so favorable to us, we must eliminate the speculator, who has disturbed conditions so seriously this past few months. Up to this year the speculator has been able to reap a harvest by holding butter over for this short period, but like everything else that is productive of easy money, this field was over-crowded this year, with the result that there was too much butter held back from the market until it was too late to ship it profitably, and it is being dumped on a limited market. The unfortunate thing is that they are not the only losers, as a depressed market affects every person engaged in any way in the industry. However, it is believed by the creamery operators that the losses sustained by the speculator this year will tend to discourage further operations of this kind, and producers may expect markets to resume their normal course after the present surplus is worked off.

The Need for Volume

The Wheat Pool has demonstrated clearly what volume will do; so has the Manitoba Co-operative Dairies to a lesser extent. It is up to the producers to put all their products through their own marketing agencies and

avoid divisions with consequent overhead and losses to the initial producer. We would like to impress upon you that the Manitoba Co-operative Dairies is the property of the organized farmers of Manitoba; not one cent of government or outside money is interested in it. It is essentially yours, doing your work under your direction. Its efficiency will to a great extent depend on the support you give it, as increased volume does two very important things; it reduces expenses and gives a better chance of efficient marketing.

Boost for Co-operation

It reduces expense by being able to handle large quantities without increasing your cost for buildings or management, which are two essentials to the success of any business. No doubt, you will receive price cards quite often; do not be disturbed by them, as your own business properly handled will do the very best possible for you. From the standpoint of markets, if you are going to get the very best out of your produce on the British markets it must be marketed in volume, as our competitors on this market are able to market large volume of uniform goods under one brand. What could be more appropriate than our own brand, the Manitoba Co-operative Dairies, which has already a good name on the British markets. Boost for co-operative marketing in large quantities of fine quality and your marketing difficulties will largely disappear. Remember the old slogan, "In unity there is strength," which is just as true today as ever, and doubly true of all co-operative effort.

A FINE EXAMPLE

Wouldn't it be great to see in Winnipeg, lining up against the magnificent Bank of Montreal, or Bank of Hamilton or Bank of Commerce building, another such fine building, bearing the name, The Manitoba Farmers' Co-operative Bank? It sounds a long way off in the future, but the farmers of Denmark have a bank of their own. It was started in the town of Aarhus in 1914, and now it has its headquarters in Copenhagen, the capital of the country, and 47 branches and 59 smaller offices scattered throughout the country. The farmers and other co-operatives subscribed the capital to start the bank and it now has a capital stock of \$3,200,000 held by 1,700 societies and 23,000 individuals. Stock is held by 400 co-operative creameries, 24 co-operative bacon factories, and 751 consumers' associations. In 1915 the bank did a business of \$200,000. In 1918 the business reached the million mark and in 1923 it touched \$4,000,000 and is going strong. It is a fine example to farmers everywhere.

OVERHEARD IN THE BARBER SHOP

"Do you see that team of drivers out there? They are a pretty fine team too! Well, I am taking them out for two weeks to drive for the Wheat Pool sign-up, and it aint going to cost the Pool anything either. I am out to see this thing put across right this time."



This page conducted by UNITED GRAIN GROWERS LIMITED, WINNIPEG

SOME people do not like co-operative marketing of livestock. That cannot be helped, for co-operative shipping and co-operative selling of livestock both interfere with some businesses already established.

Any method of marketing which gives farmers more for their livestock must mean a loss of income to some one formerly handling livestock and its products between the original producer and the final consumer. It must come out of such intermediate agencies, for farmers, even if they desired to do it, have no means of making consumers pay more for their meat.

Two Forms of Opposition

So it is not surprising that co-operative marketing of livestock is opposed. A lack of opposition would be a sign of weakness, and would indicate that co-operative marketing was not interfering very much with anyone and therefore could not be accomplishing very much.

There are two forms of opposition. One is fair competition and consists of a genuine effort to do as well for farmers as can be done through co-operative selling. Since the co-operative method has advantages that no other method can have, such competition is difficult for those engaged in it, but it shows a proper spirit and is to be respected on the part of those who try.

Bearing False Witness

The other form of opposition consists in circulating untrue stories adverse to co-operative marketing. You can find such stories in circulation in many parts of the country. If you can follow up their beginnings, you will trace them back to some one whose business is injured by the fact that farmers are marketing their livestock co-operatively.

Some Tests to Apply

If you hear the valuations of the cattle pool questioned, remember that valuations are made by the best experts who can be obtained, and that they have satisfied, and continue to satisfy, many thousands of farmers who have shipped, and who continue to ship their cattle to the Pool.

If you hear it suggested that the Pool management might deliberately keep valuations low, treat the suggestion as absurd. The Pool needs large volume to be successful, and large volume is impossible unless shippers feel that their cattle are properly valued.

If you hear any objections to the men employed to handle Pool cattle, because they are said to be highly paid, just reflect that the objector's statements about salaries are probably wrong, because he has no means of knowing what the arrangements are between the Pool and its employees. Ask the objector if he believes that the Pool is paying more for the services of its experts than they have been able to make outside the Pool, or than they would be able to make if they left the service of the Pool. Ask him if he knows of any better men in the livestock business than those who handle Pool cattle. Ask him if he thinks that the cattle Pool or any other Pool that expects to be successful, can be content with anything less than the services of the best men available.

The Principle of Pooling

If you hear the principle of pooling objected to as applied to cattle, remember these two outstanding facts.

First, that cattle which are sorted up into even car lots will ordinarily sell for more money than the same cattle sold by twos and threes, and that the Pool now does such sorting, instead of leaving it, as formerly, to be done by dealers in the expectation of a profit. Second, that the majority of Western cattle have to be shipped out, and that a very large number were formerly sold to dealers who moved them to other markets in the hope of making a profit by doing so. The Cattle Pool itself is able to handle the shipment to other markets of cattle which are not required for sale on the primary market. The essence of co-operative selling of cattle lies in those two principles. Western cattle have to be sorted up, western cattle have to be shipped out. If producers do not do those things for themselves through their own organization, for their own profit, they must leave the work to be done by traders for the traders' own profit. Opponents do not often attack the principle directly, but by the circulation of insinuations and stories hope to create distrust of the means by which the principle is applied.

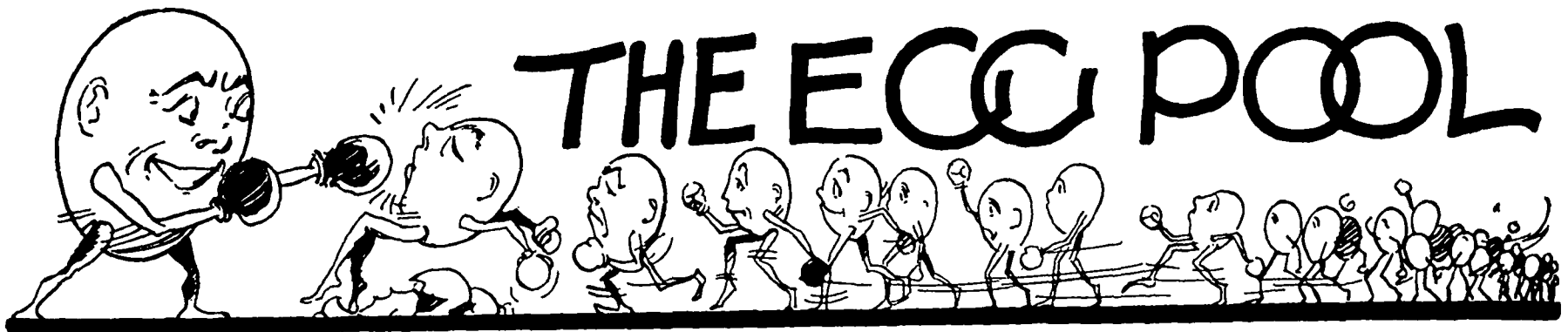
Fully Co-operative

If you hear it suggested that co-operative cattle selling is not really co-operative, just bring up this point. On July 1st, 1924, United Grain Growers turned over the whole livestock department for the benefit of livestock producers and ceased to derive any profits from that branch of the business. Whatever is earned now from the handling of livestock or from the pooling of cattle, goes to the benefit of producers only. Distribution of profits is to be made to the shippers of cattle to the cattle Pool, because that is the best method of making a distribution now available.

Co-operative marketing of livestock has large developments ahead of it, just as it has large accomplishments already achieved. Establishing co-operative shipping on a firm basis so that livestock producers need no longer depend upon country buyers, was the first big step. Pool marketing of cattle was another big advance. The establishment of the livestock business of United Grain Growers on a purely co-operative basis was the next advance. Already a separate company has been incorporated to take over the whole livestock business as soon as it is known how certain steps in provincial livestock organizations will work out. The extent of progress in co-operative livestock marketing depends on one thing only now, the extent to which livestock producers make use of it.

A Challenge

United Grain Growers challenges any one who is circulating insinuations or stories adverse to co-operative livestock marketing to make definite statements. The first time you hear such a story ask to have it written down and signed by the one who takes the responsibility. Forward to this office and you will get a clear and definite answer. If the man who makes the statement will not take the responsibility himself, but quotes some one else as his authority, challenge him to get his informant to make a definite statement in writing. If no one will take the responsibility you will know what value to put on such statements.



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

DIRECTORS

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

Head Office: Hartney, Manitoba

WE take this opportunity of extending to our many shareholders our most sincere best wishes for their health and prosperity in the years to come. May co-operation in its many branches be developed to the fullest extent in every community, so that the future of the producers of this Province may be one of stability and prosperity.

Your Association looks back to 1924 with a great deal of satisfaction. We feel the experimental stages of our marketing system is passed. That our continued success is now only a matter of efficient management and loyal support from our shareholders.

During the year we have successfully marketed the following; Eggs, live or cull hens and dressed poultry. This was one initial experiment in the marketing of eggs. We were able to show a net profit to the producer of approximately 35 per cent over any other system of marketing.

Live or Cull Hens: Realizing that we can not build up the quality and production of our flocks without providing a means of culling and eliminating the non-producers and diseased birds, we have made permanent arrangements with the Provincial Agricultural Extension Service to do this work for us, and believe that with the co-operation of this department that a large field of development is being opened in this Province. This year we were able to sell our cars of live hens to the American market, obtaining for our shippers a good price, when there was practically no home market for any quantity.

Dressed Poultry: On account of the small crop of poultry in Manitoba last season, we found the cost of assembling our cars slightly higher; as points which, in a normal year, would have a car, last season would only have half a car, making it necessary to move same. One of the main features developed last season, was the issuing of a cash ticket at point of shipment for advance payment of 15c per lb. on all grades. This met with the hearty approval of our shippers. We are also glad to know that the co-operative efforts of our shippers to put up a high grade product, is finding a response from the consuming markets of the East. One of the largest distributors in the East, in an interview with the Free Press, made the statement that we had the highest grade product ever handled by their firm. This is indeed a glowing tribute to our shippers, who put up this product themselves, and who to co-operative methods, owe their success.

Prospects for the rapid development of our organization are indeed bright. We hope during 1925, to give our shareholders an opportunity to use every branch of

their marketing service throughout our organized territory. We hope to extend our operations to those sections of the Province now unorganized, who wish to take up co-operative marketing, so they too, may become a part of this great co-operative movement which we all feel is going to put agricultural production on a basis of stability and prosperity in this Province.

New Egg Stations to be Opened

The Association has decided to open two more egg stations this spring, making three in all, at following points: Lauder, Neepawa, Carman. These points being located as they are, forming a triangle and linking up with a large portion of the Western part of the Province, will, without doubt, draw a very large volume of eggs, and everything is being done to enable your Association to obtain the best market for the eggs which will be handled this year. Your Sec-Manager, D. W. Storey, is at present in the East studying market conditions and endeavoring to find the best possible market for your product.

Mr. W. A. Landreth, President of the Association, has been newly appointed for the new office of Field Organizer, and is on the job organizing new territory, tributary to the new egg stations at Neepawa and Carman. Very successful meetings have been held at points tributary to both of the new stations, and both producers and merchants are showing great enthusiasm over these new locations, and we feel that the success of both stations is practically assured. Both Carman and Neepawa districts enjoy the reputation of being very prominent, progressive districts and we are pleased to know they so heartily commend the efforts of our Association. We want all producers and merchants within shipping distance, who are interested in Co-operative Egg Marketing to avail themselves of the opportunity of joining this Pool, and if they will get in touch with us by writing our Head Office, Hartney, we will endeavor to hold meetings in all districts interested. The organization work is being done as quickly as possible, and hope to have it well in hand by the end of March.

It is expected our egg stations will open between April 1st and 15th, due notice of which will be given later. Weather conditions of course, will be a main factor, in determining the opening date.

We are indeed indebted to the officers of the Manitoba Co-operative Wheat Producers Ltd. who have so generously co-operated with us, by giving us a page in this co-operative paper. We greatly appreciate the opportunity of informing the thousands of readers what our Association is doing and endeavoring to do, and are pleased to be one of the co-operative family which is so earnestly trying to solve the marketing problems of the producer of the Province.

A SAVING OF \$15,000

P. Wright, Chief Inspector for the Pool, reports that the platform cars raised in grade for the three Provinces, from September 1st to December 31st, numbered 165, representing a money saving to the shippers of nearly \$15,000.

A LETTER OF APPRECIATION

Editor of Scoop Shovel:

I would like to be allowed a little space in the columns of the Scoop Shovel to express my appreciation for the co-operation, assistance and hospitality of the farm people at different places in the province in connection with the Coarse Grain and Wheat Pool organization this winter.



W. V. ANDERSON

who has addressed a large number of meetings on behalf of the Pool during the last month

In doing this I have no doubt that I will only be voicing the sentiments of the many speakers who took part in this work. The cheerful aids given by these farmers and especially their wives in looking after the speaker's personal comfort and requirements, and in seeing everything was in order for making the meeting a success, can hardly be estimated. The speakers were given such kind and thoughtful attentions in the way of conveyances, warm rugs, the best of things to eat and the most comfortable of beds and rooms. Nor should other kindnesses, such as a hot water bottle or hot iron, to make the bed cozy, after a cold drive, remain unmentioned. For many of these kind acts, the writer will always be grateful.

Then too, there is the direct contribution towards the expenses to be mentioned, which otherwise would have been met by the Pool—so that in livery alone the organization is saved many hundreds of dollars.

The monetary saving, though considerable, does not all compare with the benefit derived from the good influence and effort exercised by these loyal co-operators to make the meetings a success in every way. Therefore, from the viewpoint of a speaker who received these kind services first hand, that so encouraged and brightened his task, it is a pleasure to gratefully acknowledge the same.

Very sincerely,
W. V. Anderson.

LIFE AT THE MANITOBA AGRICULTURAL COLLEGE

By Joe B. Day, a Student in Residence

At a recent visit to the Agricultural College, your president, Mr. Burnell, commented upon the need of information by the people of Manitoba, as to the great possibilities for young men and women in our college. He expressed a wish that the actual college life, and the possibilities for a college course as seen by the students in residence, could be given to the Manitoba people as a whole. In carrying through this wish, he has kindly offered us space in the "Scoop Shovel," so I shall try to give you a student's view of our college life.

Our college course resolves itself into four distinct groups, Educational, Social, Athletic and Devotional. I shall deal with these in their respective order.

Educational

The primary purpose of a college course is the educational. I will not deal with the need of this as the average citizen realizes that as well as I do, but our wonderful facilities are unknown to many. Our various departments for young men and young women are divided into academic and practical. The first improves our general education, the latter fits us, as far as instruction can, for the practical side of life. A better and more applicable

Every Farmer should try some of Luther Burbank's Quality Wheat

1. Because Burbank originated this Wheat from Marquis, obtaining earliness and heavy productiveness. Luther Burbank writes under recent date, "Quality Wheat is really a white Marquis, the increased earliness and productiveness having been obtained by experiments with Marquis only, during the long period of 12 years."

2. Because it has proved to be adapted to Western Canada and especially in the Northern part of Manitoba and Saskatchewan, where it ripens early and escapes rust.

3. Because it ripens in 80 to 85 days, and is two weeks earlier than Marquis.

4. Because at the Manitoba Agricultural College it had strong stout straw, indicating ability to withstand drought and adverse seasons.

5. Because it is found to be a good milling Wheat and will grade high.

6. Because it is a heavy yielding variety, heading the list at Brandon Experimental Farm in 1924 with 46¾ bushels to the acre. 1 lb. in 1920 produced 8,000 bushels by 1924—yielding a full crop each year.

Burbank, the originator of this variety says, "Quality Wheat is the earliest and most productive and best milling variety yet produced, and is being grown from Alaska to Tasmania on all soils, and in all climates with good satisfaction."

The supply is limited so order early

Per single bushel	\$4.50 per bushel
In lots of 10 bushels or over	4.00 per bushel
By mail, postpaid, 5 lbs. for	1.00
Jute bags as required	20c each

Write for our 1925 Catalog.

THE PATMORE NURSERY COMPANY

BRANDON

Established 1883

MAN.

THE TIME HAS COME

When hardy fruits in abundance can be grown anywhere in the West. Any home can have a garden of Apples, Crab-Apples, Plums, and other fruits. We offer:

20,000 trees of Hardy Hybrid Plums, 75c each	\$7.00 per doz.
10,000 trees of Apple and Crab-Apple, 75c each	7.00 per doz.
25,000 Gooseberry and Currant bushes 2 and 3 years old	2.50 per doz.
25,000 Paeony	50c each
75,000 Hardy flowering plants which live through our winters	\$1.50 per doz.

Shelter your garden and home with a good Caragana hedge	
Seedlings	\$ 1.00 per 100
	8.00 per 1000
Bushes 18 to 24 in.	3.00 per 100
	20.00 per 1000

We have the largest and best assorted stock in Canada of hardy Trees, Fruits and Plants.

Write for our 1925 Illustrated Catalog

The Patmore Nursery Company
BRANDON, Man. :: Established 1883

MEN'S SUITS

When Ordering State Height and Weight



505. Men's Suits, made of fine English worsted mixture, brown and green or blue or green, sizes 36 to 44. Retail price \$30.00.

Our price delivered **\$18.35**

500. Men's Suits, English Tweed, three buttons, single breasted, dark brown tweed. Sizes 36 to 44. Retail price \$18.00

Our price delivered..... **\$12.10**

501. Men's Suits, dark tweed with light stripe. Sizes 36 to 44. Retail price \$18.00.

Our price delivered **\$13.50**

507. Men's Suits, made of fine English grey serge, extra well tailored. Sizes 36 to 44. Retail price \$35.00

Our price delivered..... **\$24.15**

We Prepay All Charges—See Our Ad. on Last Page

THE DISTRIBUTORS 221 McDERMOT AVE.
WINNIPEG, MAN.

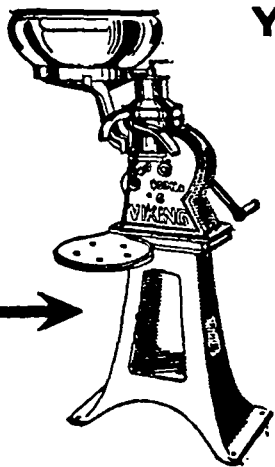
course would be hard to find, and a fuller equipment with respect to machinery and stock for the men, as well as sewing rooms and cooking laboratories, etc., for the women, could not be desired. The completeness of our equipment is made more apparent when we realize that the Engineering, Dairying, Poultry, Animal and Field Husbandry, Economics, Bee Keeping and Home Economics Departments carry on short courses in addition to their regular work. These students devote all their time to one of these particular subjects. It might also be of considerable interest to the young men to know of our stock judging teams. Every year there is a team chosen from the fifth year to represent our College at the Toronto National. This year, from the third year diploma, there was chosen a team to represent Manitoba in a Red River Valley competition that was held in Minnesota. Every spring, a students' judging contest is held at the Brandon Winter Fair. Here all men students, at some time in their course, have the opportunity to take part in the judging. A team is also chosen from the fourth year to represent Manitoba in a Western Canada competition. Our own pure-bred stock at the college, and our facilities for judging here and in the vicinity of Winnipeg, has given us the chance to make a very creditable showing in this activity. However, our educational functions are much broader than denoted from the above. Inter-class and inter-college debates, public-speaking contests, literary and musical evenings, as well as different dramatic events, afford opportunities for all students to take part, thereby fitting themselves for a more active life in their own community. Public speaking and organizing ability is a wonderful asset in rural life, and it is in this department that our college has gained fame. Last year, three of the four inter-provincial debates were representatives of Aggies. This year there are two. These men are chosen from the colleges of the Manitoba University, including Law, Varsity Arts, Medicals, Theology, etc. This training in public speaking is carried on right through the entire course. We have also our own self-governing student body, elected by the students. This consists of representatives of each year and presidents of the different committees: Athletic, Social, Literary and Students' Christian Movement. Much is to be learned in executive ability by taking an active part in these college activities.

Social

The social life of our college cannot be underestimated as to its importance, or to the degree that it is successful in rounding out our college course. Placed among a few hundred students, and put perhaps for the first time upon their own resources, the college students soon acquire greater freedom of movement and speech. They soon find that the other fellow also has ideas that require consideration as well as their own, though at times it takes college methods to complete this education. Our college social activities are many and are completely under the handling of the students, subject to the approval of the faculty. The monthly college dance, the year parties, snow-shoe tramps, toboggan slides, skating and various entertainments are conducive to very good times and create a wonderful fellowship among the students. True friendships are formed and sometimes these are not confined to our own sex.

Athletics

That athletics are needed by any individual, especially those not actually engaged in some manual labor, is so well recognized by the greater part of Manitoba, I shall not elaborate on that side of my subject. You are interested in our facilities for athletics, so I shall outline them to you. There are two full sized, well quipped gymnasiums in our college, one for the girls and one for the boys. We have a very effective physical trainer and he is not only interested in improving our physique, but more desirous that our physical perfection be accom-



YOU PAY FOR THE VIKING

Whether You Buy It or Not!

No separator gets as much cream as the Viking, and the cream you lose by separating with a less efficient machine very soon amounts to the moderate price of the Viking. Stop this waste—buy a Viking—the cream saved will more than pay for it. Write for full particulars.

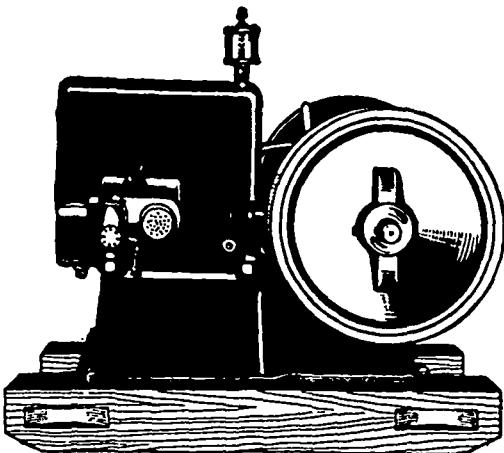
Viking "C"—600 lbs. capacity—\$89, f.o.b. Winnipeg. Other sizes at correspondingly low prices.

The 1½ H.P. CUSHMAN

Light Weight, Easy Starting, Trouble Free

This new addition to the well-known line of Cushman engines is a marked improvement over any small engine on the market. Simple, powerful, throttle-governed, smooth-running, with battery or magneto. You need this reliable, economical little engine.

Write for illustrated folder.



CUSHMAN FARM EQUIPMENT COMPANY, LIMITED **WINNIPEG**

When writing advertisers please mention The Scoop Shovel

panied by a clean mind. He is an active co-worker in our Students Christian Movement, thus making an ideal coach for our boys and girls teams and gymnasium classes. Every year an athletic display is given in our gymnasium and nearly every student is included in these displays. However, to begin at the beginning, we have an outdoor track meet in which every student has the chance to show his or her athletic ability. The next important event in the fall is our Intercollegiate football, in which Aggies have always been one of the keenest contestants, and have brought the shield to our halls several times. After the football season is over, the basketball, hockey and curling seasons are soon open to all students. As well as our gymnasiums for basketball, we have our open air skating rink and a three-sheet curling rink. These are both owned and operated by the Students Co-operative Association, Limited. Aggies have been very well represented during the past few years in all of these activities, entering a junior and senior team in both girls and boys basketball series; an intermediate team in the hockey series and both a girls and boys team in the curling series. Last year we won the boys senior and junior basketball and the hockey and curling series. The girls teams though not winners were always very strong competitors. I shall not elaborate any further on this subject, but before closing shall mention that we have swimming pools and showers which are much appreciated by every student at M.A.C.

Devotional

The Manitoba Agricultural College carries on its devotional work to a greater degree than any other non-sectarian school in Canada. An active part in the Students Christian Movement is always taken by a majority of the students and M.A.C. has been used as the centre for Students Christian Movement meeting for the University, during the past three years. Every morning during the week, devotional exercises are held at which the students attend. On Sundays, a special meeting is held and a good speaker from the city leads us in Bible study. In the afternoon we are favored with sermons from the best speakers in the city of Winnipeg, who preach in the College auditorium; while Sunday nights are either used for sing-songs held in the residence or church parties down town. These activities in the college help us to remember there are greater things to be accomplished than our own worldly ambition.

THE POOL IN A NUTSHELL

The characteristics of co-operative marketing enterprises as they have been developed by the most successful American experience may be summarized thus:

1. Their primary purpose is to merchandise the products of their members. An orderly and even movement of product to market, regulated as closely as possible to market demand at a fair price, coupled with more economical selling and plans for broader markets, is substituted for the method under which producers dump their crops after harvest and make necessary a speculative system to carry them to the period of consumption. It is at this point that co-operation and speculation part company forever. Perishable crops like fresh fruit are merchandised chiefly through routing; non-perishable, like cotton and wool, through storage and financing. Merchandising is the heart of all successful co-operative marketing, for it stabilizes crop movement, stabilizes prices, and stabilizes agriculture.

2. They are organized to market the commodity as a whole, not by locality. The basis or organization is primarily the point of consumption and secondarily the point of production. Ultimately this means organization for non-perishables upon a national basis; for perishables, organization to cover the shipping limit, depending somewhat upon the degree of perishability; for

IF MEN had to do the washing, every home would have

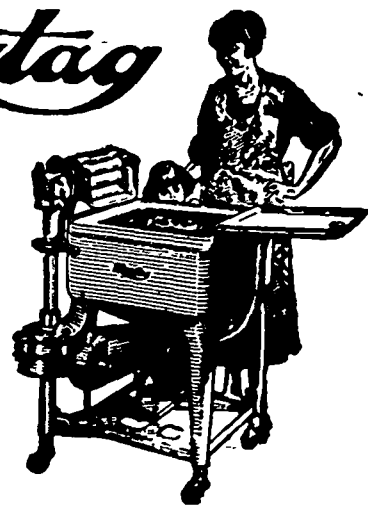
a Maytag

9 OUTSTANDING MAYTAG FEATURES 9

- 1—Washes faster.
- 2—Washes Cleaner.
- 3—Largest hourly capacity in the world.
- 4—Most compact washer made.
- 5—Cast aluminum tub.
- 6—Easily adjusted to YOUR height.
- 7—Clothes can be put in or taken out with the washer running.
- 8—Tub cleans itself.
- 9—Automatic drain-board. Instant tension release. All parts enclosed.

9—Reasons for World Leadership—9

Maytag
Gyrafoam Washer
WITH CAST ALUMINUM TUB



For homes without electricity the Maytag Gyrafoam is available with Multi-Motor* attachment.

*The famous Maytag Gasoline Motor.

Don't fail to try it—next washday or sooner if you wish. Phone your dealer or write us for descriptive circulars

THE MAYTAG COMPANY LTD.
WINNIPEG Factory Branch CALGARY

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.

Our Range of Values is Wide

You can obtain what you desire from "Extra Special" to "Prime" quality. Tell us your requirements. Write for free samples and special prices.

These oats shipped at reduced freight rates.

Sweet Clover, Brome, Western Rye Grass, Millet, Alfalfa, Sorghum, Essex Rape, Field Roots, Early Ohio and Irish Cobbler Potatoes.

"Everything in Seeds."

Illustrated Catalogue on Request.
Write Today.

STEELE, BRIGGS SEED CO., Limited
REGINA AND WINNIPEG.

When writing advertisers please mention The Scoop Shovel

Money Savers in WHITEWEAR

321. White Cotton Bedsheets, 72x84. Price delivered.....	\$2.60
030. Grey or White Flannel Blankets. Price delivered. Ten quarters \$2.05; eleven quarters \$2.35; twelve quarters	\$3.10
91. Face Towels, 13x19. Price delivered per pair16
92. Huck Towels, 15x30. Price delivered per pair35
93. Turkish Towels, 15x31. Price delivered, per pair40
95. Turkish Towels, 18x38. Price delivered, per pair65
96. Extra Heavy Turkish Towels, 21x40. Price delivered, per pair	\$1.30
98. Extra Heavy English Turkish Towels, 24x48. Price delivered, per pair	\$1.60
421. Heavy Honeycomb Bedspreads, 72x84 Price delivered	\$2.70

See Our Advertisement on Last Page

THE DISTRIBUTORS

221 McDERMOT AVE.
WINNIPEG, MAN.

THOS. J. MURRAY, K.C.

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

MURRAY & MAYBANK BARRISTERS.

Solicitors for the Manitoba Wheat Pool

VICTORY BUILDING, 333 MAIN ST.
WINNIPEG

SHORTHORNS FOR MILK AND BEEF

Why look further when the Shorthorn can supply exactly what the general farmer needs?

Write the Secretary at once for Free Illustrated Pamphlets on Shorthorns.

If you intend to make a start in breeding Shorthorns, write the Secretary or the Western Representative. They will be glad to help you and their services are free.

Dominion Shorthorn Breeders' Association

Hon. Duncan Marshall, President

G. E. Day, Secretary, Guelph, Ont.

Jas. B. Davidson, Western Representative, Carman, Man.

milk, organization in metropolitan zones. Organization by commodity makes it possible for growers to become "masters" of their own industry.

The Binding Contract

3. They are based on legal, binding contracts, under which growers pledge their products for a term of years to the association. Contracts prevent disruption of co-operative associations by their enemies; permit permanent business relationships and acquisition of necessary processing and storage facilities; provide a sound method of financing; and stabilize the operation of associations.

4. They pool their products according to grade, size, or other physical characteristics. Some commodities are best pooled for the season, others for a part of the season, others by shipments. Pooling equalizes returns between growers in exact proportion to amount and quality of product supplied by each. It is the cornerstone of merchandising, for it passes the control of the commodity from thousands of independent producers to one organized unit.

5. They provide standards of equality for their products and differentiate accordingly in distributing returns from sales. This permits proper premiums to be paid for high-quality products, and corresponding penalties against low-grade product. Merchandising is thoroughly unsound without complete pooling, and pooling is thoroughly unsound without accurate and equitable grading. Pooling and grading are inseparable.

6. They are managed by experts who specialize in marketing that particular product. Managers of co-operative marketing associations are often regarded as the ablest men in their respective industries. This principle precludes "dirt farmer" management; the farmer is a highly trained specialist in production, but that does not qualify him as a marketing expert.

Non-Profit Basis

7. They operate on the non-capital, non-profit basis. They do not buy products outright from producers, but handle products for members and pay them the resale price less the cost of operation. Associations are financed by other means than capital stock as a rule, various methods being followed, the most common of which are bank loans on warehouse receipts.

8. They are organizations of producers only, and are controlled as to policy and procedure by their members. Co-operative marketing is a business of, by, and for farmers, and exists for the sole purpose of marketing farm products. An organization of producers only, on the non-profit basis, permits complete unity of purpose. Every member is usually on an equal plane with every other member in voice and vote. Control is vested in a grower president and a grower board of directors, who must be members, and all matters of policy must be decided by them. Directors are usually chosen annually by districts small enough to permit adequate representation to all.

9. They are operated as semi-public bodies. Growers are kept completely advised concerning all activities of co-operative association and are furnished with readable financial statements. Their business operations and procedure are conducted openly. Boards of directors' meetings and annual conventions are open to all members, and to the public also. Many co-operative associations have one or more public directors named by the Governor of the state or agricultural college head. Co-operative associations have no secrets from their members or from the public which they serve.

Herman Steen, author of Co-operative Marketing.

"What is required is not more federal legislation, but more moral backing."—A. Sapiro.

When writing advertisers please mention The Scoop Shovel

When writing advertisers please mention The Scoop Shovel

Buy Your Goods Direct from the Wholesale Houses and do away with the Middleman Profit



- NO MIDDLEMAN - DIRECT TRADING -

Business in the past has been done in a very extravagant way by the Wholesale Houses, paying a large salary to the Commercial Traveller and enormous travelling expenses and then giving the goods to the Storekeeper on credit, and you had to pay all these overhead charges. Some Wholesale Houses have changed their Business Principle, by selling their goods direct to the Farmer. We are Distributors for these Wholesales. You are paying no Middleman's profit, in fact you are buying cheaper than the Storekeeper and you are taking no risk. If goods are not satisfactory, we will return you the money. You try us once and we know you will become a regular Customer. Only a few lines are advertised here. Our motto is "fair and square."

Get Ready for Spring Work

OVERALLS THAT WEAR



50. Men's Heavy Blue or Black Denim Overalls; union made, six pockets, all sizes. Price delivered..... **\$1.70**

51. Men's Heavy Engineer or High Back Overalls, black or blue denim, union made, seven pockets, all sizes. Price delivered..... **\$2.15**

52. Men's Heavy Cottonade Overalls, seven pockets, union made, all sizes. Price delivered..... **\$1.95**

54. Men's Extra Heavy 8-oz. Cottonade Overalls, seven pockets, all sizes. Price Delivered..... **\$2.50**

56. Men's Blue Denim Combination Overalls. All sizes. Price delivered..... **\$3.00**

58. Men's Extra Heavy 8-oz. Cottonade Combination Overalls. Continuous fly. All sizes. Price delivered..... **\$3.00**

60. Men's Khaki Drill Combination. All Sizes. Price delivered..... **\$2.45**

715. Men's Khaki Drill Pants, four pockets, belt loops. All sizes. Price delivered..... **\$1.50**

716. Men's Cottonade Pants. Five pockets, with cuffs. All sizes. Price delivered..... **\$1.95**

718. Men's Stripe Moleskin Pants, five pockets, belt loops, with cuffs. All sizes. Price delivered..... **\$3.60**

104. Men's all Wool Khaki Serge Pants. Retail price \$4.75. Our price delivered..... **\$2.65**

WORK SHIRTS

601. Men's Shirts, made from salt and pepper pattern shirting, good weight. Sizes 14½, 17½. Our price delivered..... **\$1.25**

602. Men's Blue Engineer Shirts, with collar detached. Sizes 14½, 17½. Our price delivered..... **\$1.75**

603. Men's Shirts, heavy Khaki drill with yank and pockets. Extra good value..... **\$1.50**

How to Order

State size required, also give your height when ordering. Give name and Railway Station and state whether there is any express agent in your locality. Be sure to sign your full name and address with your order. Write plainly.

Remember we prepay all charges.

THE DISTRIBUTORS

221 McDermot Ave. - Winnipeg, Man.

SHOES

61. Men's Shoes, Smoked Elk or Brown Bluchers, bicycle tip, solid leather heel and sole. Standard screw, Sizes 6 to 11. Price delivered..... **\$3.25**

63. Men's Shoes, tan or black grain Bluchers, plain toe, standard screw; solid leather heel and sole. Sizes 6 to 11. Price delivered..... **\$3.25**

72. Men's Shoes, mahogany or black side-calf Bluchers. McKay sewn, slip sole, rubber heels; full fitting last. Sizes 5½ to 11. Also half sizes. Price delivered..... **\$3.85**

73. Men's Shoes, mahogany or black, side-calf Bal., McKay sewn, recede toe, rubber heel. Full fitting last. Half sizes, 5½ to 11. Price delivered..... **\$3.90**

135. Men's Shoes, Elkola Bluchers, all last standard screw, sewn sole, with wing tips. Sizes 6 to 11. Retail price \$4.25. Our price delivered..... **\$3.30**

1302. Men's Shoes, black or mahogany, gun metal, McKay welt, leather insole, rubber heel, full round toe, or medium pointed, half sizes 6-11. Retail price \$4.25. Our price, delivered..... **\$3.97**

1307. Men's Shoes, Blucher, black or mahogany. Good-year welt with full round toe or medium toe. Rubber heel. Sizes 6-11. Retail price \$5.15. Our price delivered..... **\$4.45**

96. Prospector's Boot, 15½ inches high, 2 buckles, lace front. Made of pliable and waterproof mahogany elk. Standard screw sole, and solid leather heel, with outside scalloped counter. Sizes 6-11. Price delivered..... **\$6.30**

UNDERWEAR

386. Men's White Spring Needle Combinations, heavy cotton. Sizes 34 to 44. Price delivered..... **\$1.75**

387. Men's White Spring Needle Shirts and Drawers. Sizes 34 to 44. Price delivered..... **.95**

388. Men's Fine "Merino" Grey Mottles Combinations, sizes 34 to 44. Price delivered..... **\$1.55**

WORK GLOVES

07. Men's Velvet Mule Skin Gloves. Price delivered..... **.38**

08. Men's Velvet Brown Mule Skin Gauntlets. Price delivered..... **.40**

09. Men's Pullover Mitts. Price delivered..... **.45**



THE DISTRIBUTORS 221 McDermot Ave. WINNIPEG