



VOL. I

WINNIPEG, MAN., APRIL 20, 1925

No. 11

## THE PEOPLE

The people is a beast of muddy brain  
That knows not its own strength, and therefore stands  
Loaded with wood and stone; the powerless hands  
Of a mere child guide it with bit and rein;  
One kick would be enough to break the chain;  
But the beast fears, and what the child demands  
It does; nor its own terror understands,  
Confused and stupefied by bugbears vain.

Most wonderful! With its own hands it ties  
And gags itself—gives itself death and war  
For pence doled out by kings from its own store.  
Its own are all things between earth and heaven;  
But this it knows not; and if one arise  
To tell this truth, it kills him unforgiven.

—Tomasso Campanella (1568 to 1639)

# THE POOL REFUSES TO DIE

## Story of the Attempt to Kill the Pool by Hammering Down Prices and How it Failed

By GEORGE W. ROBERTSON, Secretary, Saskatchewan Pool.

**D**URING the last four weeks, the whole world has been wondering what was the matter with the wheat market.

Reports of crop conditions have been favorable to steady prices. Europe has been ready to buy as as ever. The consumers need the wheat and will accept it at any reasonable price.

How, then, can the headlong drop in the price of wheat amounting to 66 cents in 33 days be accounted for?

From the facts now in the hands of Canadian Wheat Pools, it appears to be that the extraordinary conditions which have prevailed in recent weeks are due to nothing but a well-organized attempt to destroy the Pool and with it, the whole co-operative marketing movement on this continent.

To be perfectly fair, we do not believe that a majority of the legitimate members of the grain trade were concerned in it; but that such a situation exists cannot be doubted. The recent situation of the wheat markets of the North American continent, is *prima facie* evidence of this.

This is the situation. On March 2nd, cash wheat sold on the Winnipeg market at \$2.04 per bushel. At that time the Wheat Pool announced its interim payment of 35 cents per bushel. Within a few days, there developed a series of declines, until, on April 3rd, the price of May wheat on the Winnipeg market was driven down to \$1.34, or a cent below the new initial payment made by the Pool.

### Protests from Liverpool

That there was no justification for the price of wheat reaching this level is admitted on every hand. The following cable dated 4th April, from a large firm of British Importers, is typical of the messages that were received:

"Your decline destroyed confidence here. We have a favourable opinion of market, and any improvement your side will effect us here considerably."

Another cable from Liverpool reads:

"Your decline killed demand."

And still another from London is as follows:

"Demoralized here owing your debacle."

These cables indicate the situation so far as our chief buyer of wheat is concerned.

Observers at the Grain Exchange advise us that no such attempt to hammer down prices had been witnessed in years. Small parcels of 5000 bushels were offered one after the other, at prices from one to two cents under the previous sale with a consistent pressure that had a bearing down effect on the market.

### To Destroy Pool

It was no ordinary weak market. It would appear that this manipulation of the wheat market was deliberate—for a specific purpose. And that purpose was to destroy the Pool.

The only reasons which have been assigned by the press market reports for this market situation are:

(1) That the Pool was dumping large quantities of wheat on the market.

(2) That there was no export demand.

These statements are absolutely untrue, and without foundation in fact. The Pool was organized for the specific purpose of marketing the wheat of its grower members in an orderly way. The policy laid down at the beginning of the marketing season has been, and is, being followed.

As for the statement that there has been no export demand, the cables quoted above indicate the true situation so far as exporters and importers are concerned.

In spite of this, however, there has been a considerable amount of wheat worked for export. During this period, the Pool has sold a considerable amount of wheat at prices ranging from five cents to seven cents above Winnipeg quotations.

The real truth of the matter is that for some time past there has been very little relationship between the actual export selling price of wheat and the Winnipeg market quotations.

When the market quotations on wheat were forced up to nearly \$2.20 by an unprecedented amount of public speculative buying, this price in no way reflected the value of wheat for export.

When again the price of wheat was driven down far below legitimate levels by every means known to the present day speculator and manipulator, the Pool continued to sell at prices above the Winnipeg market quotations.

### Preparing for the Funeral

It is an interesting story to Western farmers, and particularly to members of the Western Wheat Pools—the story of the day set for the burial of the Pool.

It was common gossip that Saturday, April 4th, was the day set for the funeral. On Friday, little groups of men could be seen and heard discussing the coming wake.

The plans were all made. The insidious propaganda of the speculative interests had been scattered abroad at all points where it would do the most good.

It was whispered everywhere that the Pool was dumping wheat; that the Pool was in financial difficulties; that it had been forced into liquidation by its bankers; that its contracts had been repudiated in Europe; that the minute the market touched \$1.35 the Pool was through.

Saturday was "Der Tag." And everything worked out as it had been planned. The price was driven down by methods described above, to \$1.34—one cent below the new Pool Initial Payment.

### A Lively Corpse

The only thing that slipped up was that the Pool refused to die.

The attempt had been made and it failed, because the interests opposed to the operations of this producer-owned marketing agency had failed to take into account the power and strength of 100,000 organized farmers, acting as one unit.

(Continued on page 13)



# 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, APRIL 20, 1925

### MARKET FLUCTUATIONS

ON the opposite page will be found a statement issued by the Secretary of the Saskatchewan Wheat Pool, on the meaning of the terrific fall in wheat prices. It should be read by all members of the Wheat Pool, because it shows what can be done by speculators when they have their minds set on anything.

There is no reason in the world for the disastrous ups and downs of wheat prices during the last few months. There was a reason for a temporary high price, the reason being buying by Russia and Germany. The former bought to meet an emergency, and the latter relieved her food shortage by spending, on wheat, some of the money loaned under the Dawes scheme. For the wild fluctuations, however, there was no reason, and the fact that there has been a good recovery, at this time of writing, from the low price of April 3rd is proof of it.

This wildness of the market was the work of speculators. Upholders of the competitive system make a lot of play with the "law of supply and demand," but they forget that speculation creates both an artificial demand and an artificial supply to suit the whims of the speculators. There was no lessening of the world's supply of wheat when the prices went soaring skywards, there was no increase in the supply when they came crashing earthwards. There was positively no change in the supply and only a temporary change in the effective demand.

It is high time something was done to stop this fooling with the food of the people, this practice of playing ducks and drakes with the livelihood of the producers and the necessities of the consumers. If the gambling instinct of some men cannot be suppressed let them satisfy it in speculating in champagnes and wines, silks and perfumeries, luxuries of the rich, anything so long as they keep their hands off the necessities of the masses. That it should be in the power of any body of men to manipulate a market so as now to be hurting the producer and in the next minute the consumer; to be robbing at one time the men who have toiled to feed the world, and at another time those for whom the food has been produced, is one of the blots upon modern civilization and a crushing indictment of the competitive system. It is time for a change and the change is in process of establishment. Co-operative marketing, a system fair to both producer and consumer, is here and it is here to stay.

Let me tell a story. When George Stephenson ap-

peared before the committee of the British House of Commons to tell them about his locomotive, a member of the committee asked him: "What would happen if a cow got on the track in front of your engine?" In broad North of England vernacular, George drawled out: "It wud be varry awkward for the coo." It's going to be very awkward for some of those who try to stop this co-operative movement.

### POOLS ARE ON THE JOB

Mr. T. J. Murray, counsel for the Manitoba Wheat Pool, left last Sunday for Ottawa where he will look after the Pool members' interests in connection with the passage of the New Canada Grain Act through Parliament.

The Central Board of the three Pools appointed Hon. J. E. Brownlee to represent them in this connection and Mr. Murray is associated with him. A meeting of all the Pool Managers, along with their solicitors and the Central Executive, was held in Edmonton on March 16th and 17th, when the report of the Turgeon Commission was thoroughly analyzed and certain recommendations decided upon. Later, at a meeting between the Executive of the Council of Agriculture and the Central Board, it was found that these two bodies, representing some 200,000 farmers in their combined membership, were practically in agreement on the changes which they desired to see made in the drafting of a New Grain Act.

After the meeting in Edmonton, Messrs. D. MacRae, Geo. Robertson and R. H. Milliken visited Ottawa and interviewed the various authorities making certain representations on behalf of the three Pools. The farmers are extremely fortunate in having such a large representation of their own on the floor of Parliament when this important legislation is up for revision.

### LETTERS FROM OUR MEMBERS

On another page will be found some letters of the kind we like to receive, all containing suggestions of a constructive nature.

One of these deals with the matter of having tax payments fall due at a time which would be more convenient for the Pool members. I understand that a move in this direction was made in some Saskatchewan municipalities this last year, but have not yet heard the result. There is no doubt that as the Pool system of marketing grain and other farm produce develops and becomes better understood, it will enlist the sympathy and support of business men in all lines, and farmers will find no difficulty in having their payments adjusted to suit this new system. We were able to make satisfactory arrangements for many farmers with mortgage companies and other creditors, when asked to do so by our members during the movement of the crop last fall.

One of our Wheat Pool Local Secretaries, Mr. Rodgers, is kind enough to draw our attention to the way in which some farmers view some of the articles in the recent issues of the "Scoop Shovel." Of course it does not necessarily follow that because we point out what has been accomplished along various co-operative lines, that we have any intention of plunging the Pool into any of these lines of

co-operative endeavor. But we do intend to continue to quote examples of successful co-operative business on every possible occasion, and also where co-operative enterprises have failed and to give the real reason for their failure, if we can discover it.

We hope in future issues to give some more examples of successful co-operative Banks, to tell the story of Iceland's co-operative ships, to cite examples of successful co-operative buying of supplies, to give the history of our very successful farmers' co-operative or Mutual Fire Insurance Companies. But this does not mean that the Wheat Pool is going to engage in any of these co-operative lines of business. The business of the Pool is to sell grain, but in order that the Pool can sell grain it must have the grain delivered to it and in order that it may successfully sell the grain it must have volume. Therefore, it is necessary that all our members should know about co-operation and know co-operative principles. The function of our little magazine is to inform them. We welcome your letters, let us have more of them.

### WAIT AND SEE

One of our farmers canvassing a township writes as follows:

Discussing with a Saskatchewan farmer a couple of years ago the prospects of the then proposed Wheat Pool for that province, the question was put to him, if he had signed up and joined the Pool.

The man's reply deserves to be broadcast to every farmer in the land; it contains, in all its simplicity, a philosophy of great depth, a profound wisdom, which, put into general practice, will save for the farmers immense sums of money, to say nothing of mountains of otherwise wasted energy and time!

The answer was like this: Firstly a "No," long enough drawn out to be wound about the neck of the man a dozen times. Then came the words of wisdom:

"—Not yet; I want to wait and see how it turns out."

Hark! Hark! Ye plodding plowmen; ye drivers of harrows and drills. Hark and listen, and try to fathom the profound wisdom of the words of your brother.

It is tremendous. And it is beyond human comprehension how and why and wherefore the diggers of the dirt of every land have not thought of this simple philosophy ages ago.

Why, of course! Wait and see how it turns out. When spring comes around you just simply sit around and wait and see how the season turns out. You don't take any wild chances of wasting your seed, nor run any reckless risks of working in vain upon your fields. No risks whatever—not even of harvesting a bumper and bounteous crop.

### POOLERS FROM THE SOUTH

H. R. Scott of Rugby, N.D., and R. J. Moore of Drayton, N.D., were visitors at the Pool office on April 11. Mr. Moore is a director of the North Dakota Wheat Pool and Mr. Scott is on the field service of the Pool. They were desirous of getting information on the organization of the Canadian Pools, both with regard to the collection and the selling of wheat. The North Dakota Pool handled 4,000,000 bushels of wheat last year, and the small volume, coupled to the tremendous opposition which the pooling movement is meeting across the border, is making hard sledding, not only for the North Dakota Pool, but the Pools in other States. The visitors, however, were quite optimistic and firmly believed that the day was not far distant when all the growers of hard wheat on this continent would be organized for pool selling. The success in organizing the Pools in Western Canada excited their warmest admiration.

A Local Secretary asks: "Why does the Pool require the farmers to state the price on the permit, at which he is going to sell seed wheat?"

In the replies to this question we have always stated that "market" was sufficient for our information and that this left the farmer free to fix any price that was satisfactory to himself and the purchaser. Next year the permits will be issued through the Local Secretaries and the Secretaries of the Local Shipping Committees, and will be as simple in form as possible.



Watchful Waiting. How Long will they Help the Bear?



# IN THE GRAIN BIN



By R. M. MAHONEY, MANAGER

## POOL INSPECTION SERVICE

By P. V. WRIGHT, POOL INSPECTOR

HAVING been asked by the management to contribute a few remarks regarding the Inspection Department of the Wheat Pool, I shall try and place before you a few things that should be of interest to every Wheat Pool member.



P. V. WRIGHT  
Pool Inspector

From the beginning of this season to date the Pool Inspection Department has had 194 cars raised in grade or dockage lowered. Those raised were made up as follows:

125 cars raised a grade,  
34 on which the dockage was reduced,  
21 graded tough, changed to straight grade,  
14 graded damp, changed to tough.

In some instances we have been asked by the shipper to have cars re-inspected and in three or four of these cases the

grade has been lowered at re-inspection instead of raised. However, we have no alternative but to put in a re-inspection when the shipper insists, even though we feel that he has already received the best grade possible.

This work of checking samples was done in the busy season by Mr. Mahoney and myself. At this time we were receiving from 140 to 160 cars per day and found it too much for one man to handle and give the proper attention to each car, and we feel that the number of cars raised in grade is proof that the Pool Members are having their grain properly looked after when they pass inspection here. It is to our interest just as much as yours to see that every car gets the best possible grade, and we shall continue as we have in the past to check each car carefully and whenever there is a chance of having the grade raised, put them in for re-inspection.

### How Cars are Sampled

Perhaps a few words regarding the manner in which these cars are sampled and inspected by the Government Inspection Staff would be of interest to some members who are not familiar with the procedure.

When the cars arrive in Winnipeg, they are first sampled in the yards. This sample is taken with a brass tester and each car stabbed seven different places. The brass probe shows an even sample from the top to the floor of the car, so if any poor grain is put in the bottom or hidden in the corners, in nearly all cases this is discovered and the whole car is given the grade of the poorest wheat in the car. (This in accordance with the Canada Grain Act.) The seven stabs from the car are laid out on a canvass strip and the "Lifter" examines them and makes his notation on a ticket that is sent to the Inspection Department. If the car shows no sign of a "plug" the stabs are all mixed and an average three pound sample

sent to the Inspection Room in the Grain Exchange, with the "Lifters" ticket in each bag showing the car number, date and load line of the grain. Here the grain is weighed to get the test weight per bushel and the grain sieved and the dockage set. Then the Inspector examines it for grade, the Inspector having no information as to where the car came from or to whom it belongs. If the car feels tough they are tested for moisture and those over 14.2% moisture are made tough, and over 17% damp. The Inspectors' Sheets are then sent to the Certificate Room, where a grade Certificate is issued and checked and then delivered or mailed each night to the consignee of the car.

The samples are sent to the sample room where they are put in racks in order of date and car number, and the next morning are given to the holders of grade Certificates to have the grades checked. It is here the Pool Inspector gets in his work, and if he thinks the Government Inspector has been hard on grading the car, he does all in his power to get the grade raised.

We are always glad to have any member call on the Pool Inspection Department and to conduct him through the Government Inspection Office or to go over the day's run of Pool samples to be examined, and hope you will bear this in mind when you visit Winnipeg.

## ELEVATORS

In the Sign-up number of the "Scoop Shovel," the elevator question was dealt with. Since that time it has again been fully discussed by the Board of Directors and management, and we have sent out to each Pool Local Secretary, a letter outlining our ideas, as finally reached at this last directors' meeting.

We should have liked to print this outline in full, but it is quite lengthy. As a consequence, we suggest that you get in touch with your Local Secretary, or if you feel you would like to have a copy of the letter, write us and we will send one to you.

Those of you who are interested in Pool elevators should make a point of getting in touch with your Local Secretary with reference to this matter, as soon as convenient.

## QUESTIONS AND ANSWERS

Q.—May I cancel my contract or withdraw?

A.—You may change your mind, but no one has any authority to cancel any Pool contract after it has been received in this office.

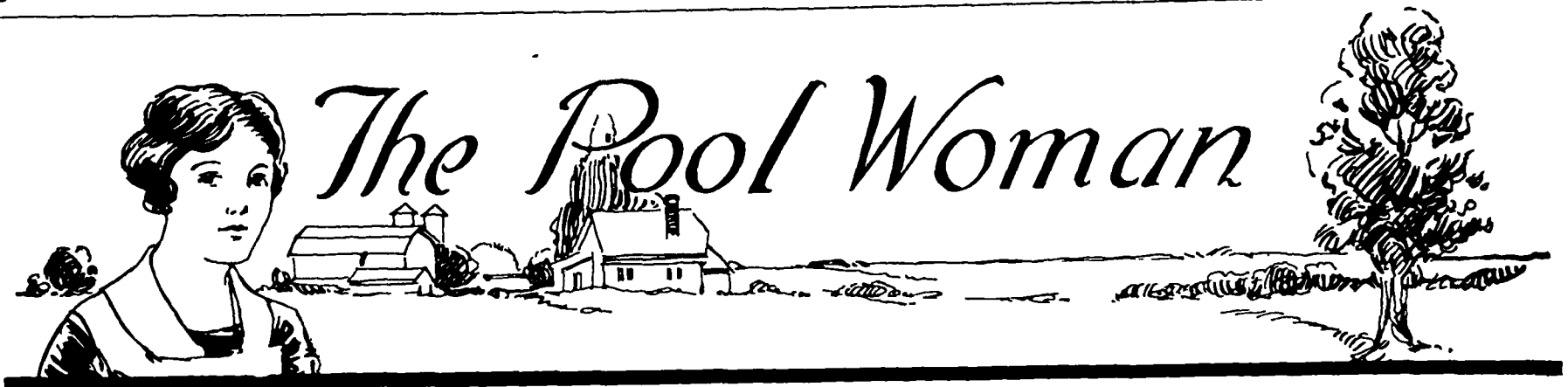
Q.—Can I exempt or cross out any of the grains mentioned in the Coarse Grain contract?

A.—No. All members come in on the same level. No favors.

A farmer, coming into the kitchen at noon, said to his wife: "Say, Toots, did you see my 'Scoop Shovel' lying around?"

"Why yes," she replied, "It is down there in that big snow bank."

"Oh, it is not that thing I want, Toots; it is the Pool 'Shovel' I want."—Contributed



By TRACY PATRICK

### PIPPA'S SONG

The year's at Spring,  
And day's at the morn;  
Morning's at seven;  
The hillside's dew pearled;  
The lark's on the wing;  
The snail's on the thorn;  
God's in His Heaven—  
All's right with the world.

—Robert Browning.

WHEN asked recently to prepare "something" for the April number of the Scoop Shovel, the thought occurred to me, why not take "Spring" as the keynote of our little heart-to-heart talk, as life is fairly bursting all about us with messages of the approach and, in fact, arrival of Spring.

To me it is such a season for thankfulness, and if we would but benefit from the good examples all about us, what wonderful lessons we could take from pulsing, throbbing Mother Nature at a time like this.

The birds are a living testimony of the "Try, try again" theme. What discouragements and disappointments some of them went through last year, and yet back they come this spring full of cheer and hope for the future. Many of them to the old nesting place. Of course, it has to be freshened a good deal—house-cleaned, as it were, but what song and joy they put into their work.

Little do we realize the odds they are up against, and yet, they go through life with a song. The troubles and cares of last year seem mere nothings when looked back upon, for Spring has arrived and everyone and everything has a new lease on life. So, with the birds let us sing while at our work. Some of us, 'tis true, might not be able to give forth a very beautiful or melodious song—but the try, at least, would be vastly better than the grouching murmurs or wails of complaint that we sometimes hear.

### The Persistent Crocus

I wonder if there are not hundreds of others like myself, who almost passionately love the dear little fuzzy Crocus. That first flower-herald of Spring to me, preaches a wonderful little sermon all of its own. Odds are nothing to a Crocus. Last Spring I especially noticed them growing at the north side of our wood pile. There wasn't a great deal of sunshine, but there was a certain amount of sawdust, bark, and splinters of wood lying around and yet up they came. It seemed the more they had to combat against, the taller and more hardy they became.

"Many perhaps from so simple a flower  
This little lesson may borrow—  
Patient today, through its gloomiest hour,  
We come out the brighter tomorrow."

So, with life opening up all around us, is it not easy to be good "Pollyannas" and find a "glad" in almost everything, especially during these beautiful Spring days, when we have such hopeful thoughts and plans for the coming seasons? I remember hearing one woman say

that she could even be "glad" while washing those very often tiresome and ever-appearing dishes, as the view from her kitchen window was so refreshing and restful. She claims that she stood just as near the window as was possible, while at this task, and that the benefit and change of thought she derived, easily compensated for the extra times she had to clean the dish-water splashed window panes.

### The Two Angels

In this glorious big Canada of ours we have so much to be grateful for—and yet, do we try hard enough to be satisfied and look about us for the things we might be more thankful for.

The story is told that every morning two angels, each carrying an empty basket, are sent from Heaven down to earth. All day they go about among the folk on earth, the one collecting in its basket all the requests and wants, the other thanks for things appreciated and received. At night upon returning to Heaven, the "requests" basket is over-laden and brimming over, but the angel bearing the "thanks" basket returns with an almost empty basket. If the little illustration were true, I wonder how many of us would be responsible for the empty basket.

### "Us for Canada"

One of the city papers in an issue of recent date writes of an interview with a Mrs. Geo. Bradley. Years ago the Bradleys came to the Canadian West and took up a farm in Saskatchewan. Later the call of the Homeland resulted in a trip back to England. Their next venture was Australia, and now the other day they returned to Canada with the slogan, as Mrs. Bradley put it, "Us for Canada." Not alone that, but so much have they said in favor of Canada, after trying out other countries, that thirty other members of the family, children and grandchildren, will arrive here at an early date from the Old Land.

Should not a testimony like that from a new Canadian make we "born and bred" ones most proud of our heritage.

### A Wonderful Field

Now a word or so about the Pool or rather Pools, for there are so many (and will continue to be more) co-operative buying and selling markets. Here, surely, is a wonderful field opening up and we need to educate ourselves and understand their workings and be able to derive the benefits they are able to supply.

At a recent co-operative conference in Washington, one of our sister Pool women, Mrs. Chas. N. Sewell, quoted an old proverb which says, "An educated man is an educated individual, but an educated woman is an educated household." That is a sort of a "Hurrah for our side," so let us use our good influence and make this movement go. Mrs. Sewell, in concluding her address, remarked that women have really been connected with agriculture since the days of the Creation, for the first farmer blamed his wife because of her behaviour and the resulting loss of the lease of their farm. So, if we will have a say (to be poetical), why not have it in the right way?

A. Blanche Gibson



By F. W. RANSOM, SECRETARY

### THE PURPOSE OF THE POOL

THE reports sent in by our canvassers, stating the reasons of those who refuse to join the Coarse Grain Pool, have in 90 per cent of the cases the following: "Want to wait and see what the final payment will be."

Since the objections are the same in almost every case, it is worth while figuring out what is the attitude of the grower towards the Pool as indicated in this term. "Wait and see" implies that in their opinion the success of the Pool will be determined by the size of the final payment. If it is large, then presumably they will sign up in large numbers; if it is small, then only a few will come in.

#### Orderly Marketing

The amount of the final payment has no bearing as to the success of the Pool. A very large number have not yet grasped what is the purpose of this organization. It is to market grain in an orderly manner, and we would emphasize it most certainly is not to handle it in any speculative sense. To hold grain for peak prices means taking a guess on the market, taking chances; and with whatever good intentions, is speculation. The wisest of grain men, those who are in the best position to know marketing conditions the world over, will leave nothing whatever to chance. To hold for high prices may come out alright sometimes, but many more times the guess would be wrong. No sound business leaves anything to chance; guess-work is fatal. The strongest institutions financially have built up gradually only on certain knowledge and on sure grounds. The purpose of the Pool is to market grain in an orderly manner, to act exactly as the governor on the self feeder of a threshing machine, allowing the sheaves to go in the cylinder regularly as fast as they can be taken in and no more. It prevents the machine from being sluggish or overloaded, and makes for smooth running. The Pool is the governor on the wheat supply, and makes for the even distribution of the same on the markets. Where formerly the farmers were dumping their grain on the market in one short period of the season, through the Pool they sell it according to demand and distribute it evenly through the weeks and months of the year. In this way the producer is assured of the fair average price of the whole season.

#### Guess Work and Chance

No reasonable farmer will expect anything spectacular; he is marketing his grain at cost and getting for it its full market value. This he never got before, but has always been at the mercy of the speculator. There was, and is, something wrong with the ordinary marketing system, as is shown by the fluctuations in prices from time to time. Never have these fluctuations been so violent and erratic as this winter. At one time the prices were above market value, and for some time past they have been below market value. Markets have dropped ten cents in eight minutes, and as much as seventeen cents in a day; and have declined eighty-five cents in two months. It is this sort of thing that leaves the farmer in a quandary, he does not know where he is at, he has to take a chance on the right time to market his grain, he has to make a guess in selling. Guess-work and chance create uncertainty and dissatisfaction. The cautious, steady farmer

wants to get away from that kind of business and be assured of the fair average, and full price for his grain.

#### Organized Selling

On several occasions, as has already been shown, the Pool has been able to obtain on their sales several cents over and above Winnipeg quotations. The Pool has been getting the real market value, the Winnipeg quotations did not indicate the real value. It is plain, therefore, that to conduct the selling end of farming in a business-like way, and to get all that is coming to us, the first thing we have to do is exactly what all other business institutions have done—organize.

Through a Pool the farmer is relieved of the worry as to the best time to sell, finds the market insofar as the members are concerned, stabilized, is not at the mercy of fluctuations and speculators, and gets for his grain its full market value, bringing prosperity, not to the individual only, but to the whole community. What the Pool requires is volume of business and loyalty of its members; these, with good management, will bring it to its highest possible sphere of usefulness.

#### The Man on the Fence

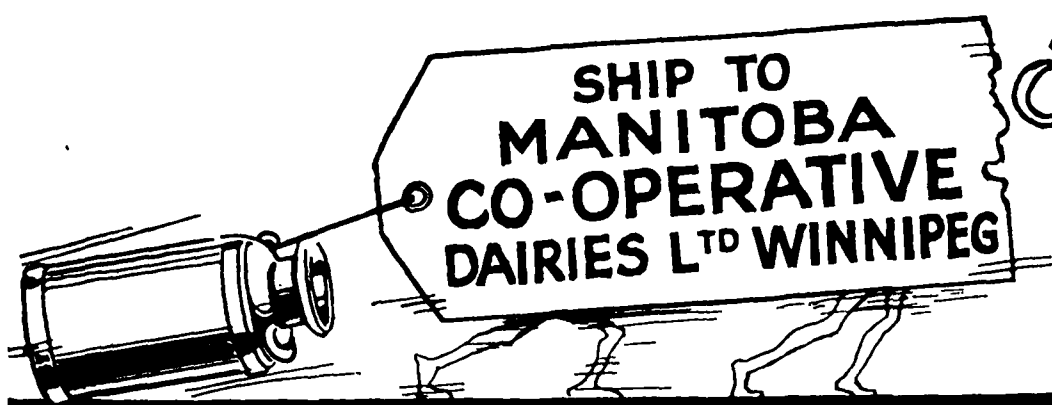
How can the Pool get volume when so many stay on the outside to "wait and see." If the principle of the Pool is sound, then the only way by which we can attain our goal is through action. Many of our canvassers have been out in the field and have done good work. They have been canvassing their neighbors, going out over all kinds of roads in all kinds of weather, and are the pioneers in this movement. For a long time farmers have been wading through the "slough of despond," but these men have been grading the road, cutting out the trees, covering up the stones, driving teams and graders until they have a smooth crossing right through the slough. The man on the fence is waiting until they have made the grade, then he will drive over and get through his difficulties without any effort on his part.

Very soon it will be necessary to make a deal with the elevator companies to handle Pool grain. What kind of an agreement we make will be determined entirely by the volume of grain the Pool controls. If we are to have a more satisfactory agreement, then our position must be strengthened. One cannot expect a satisfactory agreement if we only have a small proportion of the grain signed up. If a very large proportion is in the Pool, then it is in a position to secure much more favorable terms. This is a matter of dollars and cents, and nothing else will count but acres, bushels, members.

#### Gambling in Bread

On the Grain Exchange there are many good, sound firms that deplore speculation and leave it strictly alone. On the other hand, there are some who make a game of this, and with an effect that is disastrous to both consumer and producer. At one time people buy madly and prices go soaring, but when the peak is reached the buyers become sellers and down the prices go with a crash. Again the speculators will dump millions of bushels of fictitious wheat into the Pit, depressing prices below their market value. The evil of the whole thing is that these

(Continued on page 13)



# The Cream Cam

President: Wm. Grotike, Stonewall Vice-Pres: N. Breton, Létellier  
 Sec'y-Treas: Gordon W. Tovell, Winnipeg  
 Manager Alex McKay, Winnipeg

DIRECTORS		DIRECTORS	
G. Hildebrandt, Whitemouth	G. Fjeldsted, Gimli		
W. R. Wood, Winnipeg	W. A. Black, Beausejour		
Chas Tully, Reaburn			

## OUR EXPORT MARKETS

TO GET the best out of our produce we must understand the markets we are catering to and something of the methods used by those who are our principal competitors, but first let us look for a short time at our best and most accessible market. The home markets are of great importance and should be carefully looked after so as to increase the consumption of milk and milk products to as great an extent as possible. At the present time we consume the greater part of the butter made in Canada, but the small amount that we export determines the price we receive for our produce which is marketed at home, so that we must look after the outside or export markets very carefully, study their requirements and tastes, as the British buyer is a discriminating buyer and will not take that which does not suit his fancy.

### Canada's Competitors

Now let us look at the possibilities of the British market, as it is the only steady market in the world and should be catered to by the Canadian people, as is being done by numerous other countries. It might be interesting at this point to know something of the amount of butter imported by the United Kingdom. We find that the figures for the year 1924 are 592,789,232 pounds. Again let us look where this butter comes from, also some of their methods of manufacturing and marketing. We find Denmark at the head of the list with exports of 194,226,032 pounds or 32.8% of the whole import of Britain. Next in volume is New Zealand with 121,706,704 pounds, or 20.5% of the whole; following in line comes Australia with 70,567,616, or 11.9% of the whole import; next in order is Argentine, with 60,340,448 pounds, or 10.2% of the whole; next in order is the Irish Free State, with 51,666,832, or 8.7% of the whole; next comes Finland with 15,071,168 pounds, or 2.5% of the whole; next is Canada with 14,713,888 pounds, or 2.5% of the whole; next the Netherlands with 10,316,208, or 1.7% of the whole; next in order is Sweden, with 6,457,248, or 1.1%; next comes the United States who exported to Great Britain during 1924, 3,921,680, or .7% of the whole import. Also we have from several other countries which are not listed, 42,262,640, or 7.1% of the whole. These figures should be interesting to you as a producer as they enable you to analyze the situation on the British market, where we must ship our surplus at least for the present. When you look over this list you will see that we have about five large competitors that we should give some special study to. First, Denmark, who is a real competitor on account of her favorable location; but further, we should try to draw a lesson from her methods of handling and marketing. We find the produce is practically all handled co-operatively, so that quality is assured,

and that they have complete control of everything from the cow to the consumer. This is largely the secret of their success in the operation of their farms, as the co-operative methods create an interest in the whole operation which no other method on earth will do, as the initial producer is kept closely in touch with the consumer and his requirements. Fifty years ago Denmark was a struggling country in very bad financial condition. At that time they turned their attention to dairying and hog-raising and went at it so intensely that they set the standard for quality for both products for the whole world.

### The Other Dominions

Our other competitors are New Zealand and Australia, though not so great competitors as at first sight would appear, as you know they are on the other side of the equator and their heavy producing season is when ours is light and their light when ours is heaviest, so it leaves a splendid opportunity for the Canadians to fill in the period when their production is short, but we must meet their standard of quality. They also are handling everything in a co-operative way, even to the selling. This is all done under government supervision and very closely guarded as to quality. It is possible for them to get the highest standard owing to the fact that their co-operative factories are very large and operate under very close supervision. It will give you an idea when you know that many of their factories make as much as six hundred tons of cheese in one season, or the equivalent in butter. A lesson we may learn from this is for the initial producer to get control of the manufacture and selling of his own produce in a co-operative way. He would at least be on an equal footing with his competing countries.

### Your Own Plant

The great trouble in Canada is the small creameries who make indifferent quality of product, because of the fact that they do not handle sufficient to enable them to handle it so as to make the best out of it, or place it on the market to the best advantage. Manitoba has gone a long way toward correcting this when they established their own plant and supported it in such a fine way as to make one tenth of the total make of butter in the province, under one roof. You have the plant and the experience of a lifetime to manage it, as your manager has spent thirty-four years of his life in the study of the manufacture and marketing of dairy products. With all these advantages we would impress on you the importance of your thorough co-operation in aiming to work this plant to its full capacity, which is about double the present make, or two million pounds of butter. This could be handled with very little more expense, and whatever saving could be effected would go back to the shipper. The essential thing to remember is that this is your business, and the sooner you all realize this and take a deeper interest in the marketing of your own produce, the sooner farming will be a successful and pleasant occupation. If every shipper would see that his neighbor supported his own plant, it would engender a spirit of co-operation that would be an improvement in every way, both socially and economically.





*This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG*

### THE NEW COMPANY INAUGURATED

UNITED LIVESTOCK GROWERS LIMITED, the new co-operative company, the incorporation of which was announced last fall by United Grain Growers Limited, is now in operation. It has taken over the livestock business formerly conducted as the Livestock Department of United Grain Growers Limited.

The new company is to operate on a strictly co-operative basis, distributing its profits on a patronage dividend basis to shippers only. It takes over the accounts of the Livestock Department, as from July 1st last, with all profits accruing since that time. That was the date on which United Grain Growers announced that they would cease to draw any profits from the livestock business, and would conduct it thenceforth on a strictly co-operative basis for the benefit of livestock shippers only.

Distribution of profits is to be made to shippers to the Cattle Pool, and profits arising out of the commissions charged for handling livestock will be added to the amount available in the cattle Pool for distribution. This will be more satisfactory and less expensive than to attempt to declare a separate dividend apportioned to different shipments of cattle, hogs and sheep.

It was last fall that United Grain Growers Limited, announced the incorporation of a separate co-operative company to which the business of the livestock Department should be transferred, and this step logically followed the placing of the business of the department on a co-operative basis last July. Some delay was at first occasioned in securing registration by the authorities at Ottawa, of the name of the new company. Later, delay was caused by a question in connection with the livestock exchanges on different markets. It was not at first clear whether United Livestock Growers Ltd., on account of its co-operative nature and its intention of distributing its profits on a patronage dividend basis, would be able to work in conjunction with the livestock exchanges, or would carry on its business without becoming a member of the exchanges. That difficulty has now been overcome, and the company will join the exchanges.

### A Fine Start

The new company starts its career under most favorable conditions. It begins with an organization through which already one quarter of the livestock of Western Canada is marketed. It has offices on the markets at St. Boniface, Moose Jaw, Calgary and Edmonton. It has thousands of satisfied shippers throughout the west. It has the active support of well organized shipping associations at many points. The organization has the well merited confidence of the livestock growers it serves.

Besides the organization in the west, United Livestock Growers Ltd., begins with well established connections on the markets in Eastern Canada, in the United States and in Great Britain to which Canadian cattle are consigned. It has many satisfied customers who have come to rely on the cattle Pool for shipments of cattle. Farmers purchasing feeder cattle, not only in Western Canada, but also in Ontario and the Central States, have

learned that they satisfactorily do business direct with the cattle Pool, and save intermediate costs.

The cattle Pool will be carried on just as formerly. One hundred and fifty thousand cattle have already been satisfactorily marketed through the Pool. The successful establishment of the Pool and the satisfaction which shippers have experienced from it is one of the great assets with which United Livestock Growers Ltd., commences business.

Shippers and shipping agents can commence at once to consign their livestock to United Livestock Growers Ltd., at St. Boniface.

### Still Greater Progress Ahead

United Grain Growers Ltd., inaugurated the plan of placing the livestock business on a strictly co-operative basis in order that the co-operative marketing of livestock might be stimulated, and that, through increasing volume of livestock marketed through a single channel, producers of livestock might become a greater factor in the market.

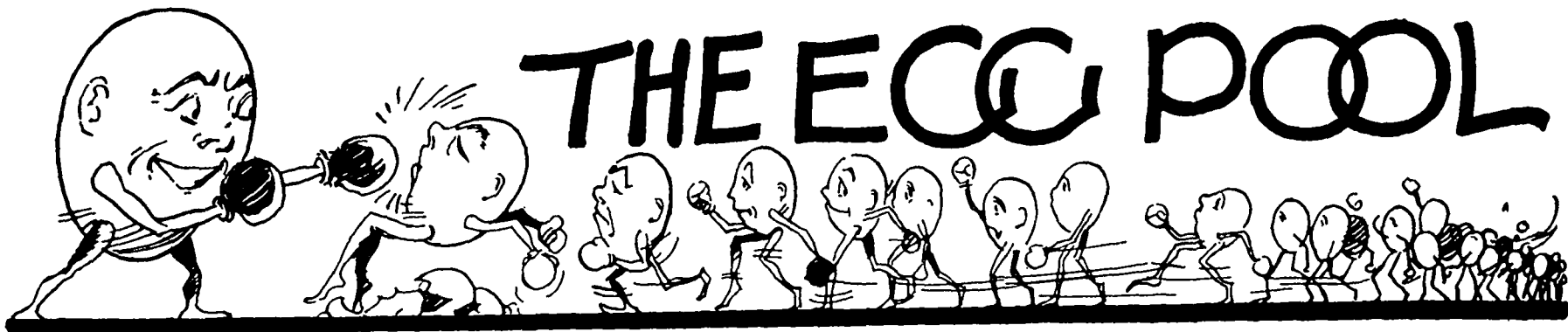
Now that livestock growers have a company devoted exclusively to the co-operative marketing of livestock there should be still greater progress ahead for the co-operative movement.

For complete success, co-operative livestock marketing requires a strong and capable central selling agency, and well developed local organizations at shipping points. The central selling agency is already established in United Livestock Growers Ltd. Local organizations are already highly developed at a great many shipping points, but still further development is to be desired. Lately a number of shipping associations have gone on the contract basis, members agreeing to market all their livestock for a period of one year through the local association. This has proved to be a most useful step. Regular shipments can be arranged for with greater confidence. Shipping agents can line up their shipments knowing that none of the stock listed will be diverted at the last moment through being sold to a local buyer. The cost of shipping is decreased when full loads can always be assured.

United Livestock Growers Ltd., has secured copies of the different contracts employed, and has obtained legal advice on some of the points involved, in order that every assistance may be given to associations which decide to go on the contract basis. Associations which contemplate taking up the plan are invited to write for information.

It is a good start for the co-operative principle in livestock marketing that twenty-five per cent of the cattle of Western Canada are now handled through the one channel. With the united efforts of livestock growers, shipping associations, shipping agents, working with a company devoted exclusively to the co-operative marketing of livestock and distributing profits only on a patronage dividend basis, still more can be accomplished.

The inauguration of the new company, United Livestock Growers Ltd., should mean just one more forward step in the direction of improved livestock marketing.



## 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

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### AWAY TO A GOOD START

WITH the opening of Lauder Egg Station, on the 9th Carman on the 14th, and Neepawa on the 17th, our association is away to a good start on handling eggs this year. Both producer and merchant are showing exceptional interest in the egg Pool, and with the co-operation of both, we hope to handle a very large volume of eggs this year. So far, the eggs that are coming in are of exceptionally good quality, and the advance price to begin with is 20c per dozen straight grade. This advance price is subject to change according to market. All shippers are particularly requested to have eggs shipped by freight, as under no consideration will we allow express shipments except where permission is granted by the association. The local organization in each district should provide for someone to do all billing out. This is important, as it will save on freight charges. Our association is particularly anxious to point out to its shareholders, and readers, that the important factor in handling your eggs is not exactly what extra we can make you on your eggs, but what we can save you. With this factor in view, we want our shippers to work with us to the very best advantage, in trying to save in all expenses. Too much care cannot be used in packing eggs. If your eggs are well packed, you will save on breakage, and thus get a higher average. This can be done by using good strong cases, and excelsior pads on both top and bottom. In a very short time we will be in a position to supply our shippers with either 15 or 30 dozen cases with patent tops, at practically cost price, at each egg station. These will be furnished with fillers and flats, and excelsior pads.

### A Few Instructions

Kindly note you must sign a contract before you ship eggs through us. Merchants are requested according to contract to pay to the producer within one cent per dozen of the price received from the Pool at the end of every Pool period, and in order to avoid extra book keeping for the merchants, the producers are requested to keep track of their own account sales received from merchants after each Pool period, when they are entitled to receive within one cent per dozen of the average price received by merchants, within that Pool period. The cash ticket will be used in first payment of eggs, and must be detached from record part before presenting for payment, the shipper thus retaining the entire candling record part. Do not be disappointed if your Bank has not received instructions to pay cash tickets on the start, as it is difficult to know just where we will be receiving eggs from, and until we do so, we are not in a position to ask cashing privileges. Your association wishes also that its shippers clearly understand that all freight charges on eggs and

return on empties are taken care of by the association and pooled as an expense.

### MAJOR BROOK ENGAGED

Your association has been very fortunate in securing the services of Major M. W. Brook, recent Dominion Egg Inspector, as candling supervisor of all stations, and in charge of the Neepawa station. Mr. Brook needs no introduction, as he has not only been Dominion chief egg inspector, but has rendered our association valuable service heretofore in the grading of dressed poultry.

Gordon Windsor, another young energetic poultry and egg man, whose services also have been secured, has also done valuable work through extension service for our association in culling of flocks, and grading dressed poultry. Mr. Windsor will be connected with the Carman station. These two men will without doubt prove an asset to our association.

### PLEASED WITH RECEPTION IN THE EAST

Your Secretary Manager, Mr. D. W. Storey, who has recently returned from the east, where he has been studying egg and poultry marketing conditions, is more than pleased with the reputation which our product has there, and simply states that it needs no introduction. All we have to do is to keep up our standard, keep improving if possible, and we will have no difficulty in getting a market.

Mr. W. A. Landreth, President, and local organizer, is still going strong, and fails as yet to keep up with the demand for his valuable services in organization work. Keep coming—we want you; let us work together with one aim: better prices, better product, bigger production. Let us hear from you if interested in forming a local in your district.

### CO-OPERATION VERSUS CAPITALISM

The great difference between capitalism and the co-operative movement is that under the former, labor serves capital, and under the latter capital serves labor. How often one hears, "There is no sentiment in business," or "This is a matter of cold hard business." That is where the commercial system falls down. The chief aim is making profits for self, the earning of dividends for the shareholder. This profit-making motive is one of the worst curses of society. It has subverted service and extolled success, it has held up the money maker as the example—money counts, and selfishness reigns supreme. "Money getting as the object of social activity will in the end, prove the most disastrous undertaking of the ages." (Warbasse—"Co-operative Democracy.")

The test of civilization is in the homes of the people. What is Canada if a few live in wealth, while thousands dwell on the verge of poverty? Apart from the fact that at least 75% of the farms are mortgaged, that in the older districts rural population is declining, what are the homes? Have we good schools, and can we maintain a reasonable standard of living? What hours do we work, and what conveniences do we have? The farmer is the unconscious servant of a system whereby he pays profits to each of those from whom he buys, or with whom he deals. A system where each is for himself, each is in competition with all, and striving to make a profit on the labor of his fellow man.

## CHEERS FOR THE POOLS

Chaddesley Farm,  
Haywood, Manitoba  
April 5, 1925

Editor, Scoop Shovel  
Dear Sir:

You ask for the women co-ops to keep the women's page filled, so I hope this will help. We are having the Egg Pool in our district, but many farmers and their wives seem to fight shy of it—why, I cannot understand. I have shipped eggs to the local store, to creameries and private customers. I was fairly satisfied with the latter, but the two former leave much to be desired. The local store cannot afford to pay more than they do for eggs, I quite agree, and shipping 12 dozen crates to the creamery, five cents practically on every dozen the railway gets for express charges.

I read the report of last year's Egg Pool in the "Farmer's Advocate" and found that Pool members received more for their eggs during the summer months than I did from private customers, and I got Extras price clear as quoted in the papers every week, so that if I had been shipping to the local store or creamery the Pool folks would have been away ahead of me, and every egg I guaranteed as infertile. It is too expensive to ship spring chickens at egg prices. These are real facts and deserve consideration.

Last November in the city I saw No. 1 storage eggs marked 40 cents a dozen. I don't suppose the farmer got more than 20 cents per dozen, less five cents express, for those eggs, and I doubt if he got that. Storage of course costs money, I know, and handling charges. By shipping to the Pool everyone is helping to eliminate the middleman and reach the ultimate consumer, which is beneficial for both. Canadian eggs are popular on the English market, and the English farmers are interested in the Canadian Co-ops., otherwise they wouldn't print letters in their farm papers about them. By producing good eggs, getting them properly graded and packed by the Pool, we are on the way to capturing the best markets, and having once established a name for our co-operative products, we shall no longer need to seek buyers, for they will seek us and be prepared to pay a little more for reliable goods.

Judge the matter from your own standpoint. If you knew Mrs. A. sold eggs half hatched at 20 cents a dozen and Mrs. B. sold eggs that poached delightfully at 25 cents, you wouldn't grudge the extra five cents surely for something you could eat and enjoy, when the others were absolute waste. Now the Pool members have to help the Pool, so swat the rooster when the hatching season is over, and stray nests of eggs you find keep for your own cooking, if eligible. Eggs may be eggs, to the local storeman, but Pool eggs are the real thing and are going to get the real price. Cash for produce is another good thing. The man with the money in his pocket can buy where he pleases and when he pleases and what he pleases, to a certain extent. When trading you accept what is available and say things when no one is within earshot.

Good wishes for the Egg Pool and all the other Pools. May they become oceans.

Cecilia L. Hill

## NONE TO SPARE

A motor-car had just knocked a man down and run over his toes, and the victim was claiming damages.

"Great Scot!" gasped the astounded owner of the car: "You want forty pounds for a damaged foot! I'm not a millionaire you know."

"Perhaps you ain't," tersely replied the victim, "And I ain't no centipede either."

—The Tatler

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## POOL AND TAX DATES

Clanwilliam, Man.  
April 8, 1925

Editor, Scoop Shovel

Dear Sir:

It has been brought to my notice by many of the local canvassers, that many whom they have approached on the subject make the excuse (and a reasonable one), that they are afraid they will not be able to finance owing to the many obligations maturing in the fall.

To relieve this situation it struck me that it might be possible to have the municipal taxes payable on the 15th of March instead of 15th of December. If this was done it would remove this obligation to joining the Coarse Grain Pool to a great extent, as the average amount of taxes is \$200, which amount would approximately cover the deferred payment on the average amount of coarse grain raised.

This matter has been taken up by the Bethany and Clanwilliam lodges of The Farmers Union of Canada, for presentation to the local Council.

If a move of this sort was made all through the province I think it would have good results to the Pools.

If this appeals to you I would suggest that this matter be propagated in "The Scoop Shovel."

W. T. Beilby,  
Chairman, Minto Wheat Pool Local

## A FEW POINTS

Plumas, Man.  
March 28, 1925

Editor, Scoop Shovel

Dear Sir:

I want to congratulate you and those who are responsible for the Scoop Shovel idea and also those who contribute the material, or I suppose I should say copy. I believe I am safe in saying that it is the most carefully and thoroughly read periodical that comes into our farm homes these days. For this reason I want to draw your attention to three items in the March number which are giving a number of "gun shy" farmers considerable worry.

On page four under the title, "Do it ourselves," there is the suggestion that the Pools go into the merchant marine business and on page eight under the heading, "A Fine Example," is a suggestion which seems to stir up memories of the Home Bank in many minds. I fully understand that the writer of these was looking into the future and seeing visions of a better state of affairs and a time when farmers would be doing for themselves these things which have such a direct influence on their prosperity. Others, however, interpret it to mean that the Pool officers are considering these things seriously and are likely at any time to take a few cents per bushel off their returns to put their schemes into effect if they are not watched very closely.

Another point to which I hear objection is on the Secretary's page, in connection with permits to sell seed and feed grain. The statement is, "the grower will state how many bushels he has for sale and at what price," and the objection is in regard to stating price or why should the Pool worry about the price.

I have taken the liberty of drawing your attention to these few points because I believe they are of sufficient importance to warrant a little further explanation.

Jos. F. Rogers

Note:—This letter is referred to on the President's page.



THE POOL REFUSES TO DIE

(Continued from page 2)

The farmers of Western Canada need lose no sleep concerning the position of their wheat marketing agency. The Pool today is the chief factor in the wheat situation. It can withstand attacks from any quarter. Its position is strong and day by day that position is being strengthened. Today the Pool is shipping wheat directly to 33 European ports, and its activities are gradually widening. Day by day the direct export connections are being widened.

The Answer—More Contracts

The method of marketing wheat is gradually changing. More and more European buyers are coming to the Pool for their requirements.

It is never safe to prophecy. It is impossible to say whether these market conditions will again be seen. In any case, the result will be the same.

This is a straight statement of fact. It should be considered by every grower of grain in Manitoba, Saskatchewan and Alberta. Men who have not yet joined their Pooling Associations should consider what their situation actually is.

They must decide once and for all whether they are willing to ally themselves with manipulator and speculator as against the attempt of their organized fellow farmers to make farming a profitable and attractive occupation.

There is only one answer to manipulation of this kind. Increased volume of grain for the Pools—more contracts.

THE PURPOSE OF THE POOL

(Continued from page 7)

people are seeking to make money without rendering any service in return. Popular opinion condemns betting on horse races or gambling in cards, or at the wheel of fortune, but these are all virtues compared with the gambling in the foodstuffs of the people. Bread is the staff of life, and to force up the price beyond its real value, when many are starving, is a crime against the consumer and civilization, and to depress the prices when so many producers are on the verge of poverty, is an abomination for which we should not stand.

The prices of wheat have changed by as much as fifty cents without affecting by so much as the fraction of a cent, the price of a loaf of bread. We look forward to the time when option or future buying can be done away with, but this will only be possible when all the producers market their grain in a rational, orderly way, through a Pool based on sound co-operative principles, and by which all receive the same price.

When the dealers and speculators purchase their requirements to fill their contracts, they go on to the open market, and if they cannot get it there they have to come to the Pool. The only man who supplies the open market is he who is biding his time to "wait and see," so that though he may think he is inactive and remaining neutral, he is in fact actively opposing the Pool, and is its worst enemy.

A SCOT

Harry Lauder said at one of the innumerable banquets given him by the Caledonians of America: "I am a Scot. The other day I met a man who asked me what a Scot was, and I up and says: 'A Scot, my dear boy, is a man who keeps the Sabbath and everythin' else he can lay his hands on.'"

THOS. J. MURRAY, K.C.

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

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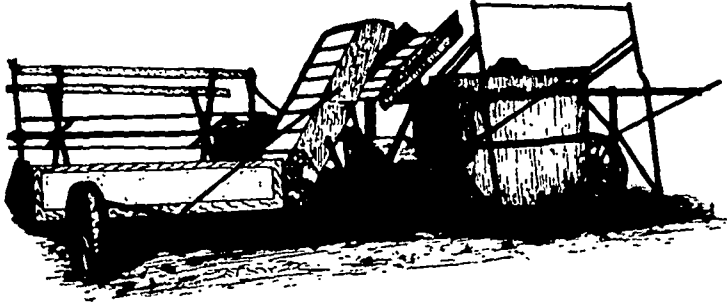
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### JOTTINGS FROM THE WAYSIDE

By Bill Poster

It has been my privilege for the last month and a half to cover a lot of territory in Manitoba on organization work for the Manitoba Wheat Pool.

Being identified with the Pool has been as good as a personal introduction to farmers, bankers, merchants, schoolmasters and doctors, or in other words, to busy men in all callings, whose time is valuable. Never yet has anyone given me the impression that they were too busy to stop and have a chat about the Pool. In fact it has been just the reverse.

With very few exceptions, I have found people in sympathy with the Pool and a great many wanting to give time and work to boost it. The exceptions have been people making money directly or indirectly on grain, at the farmer's expense, or those who knew nothing about the good work being done by our Pool, and averse to learning anything about anything on general principles.

#### Some Opinions

Here is what some people have told me about the Pool:

"I am in the Wheat Pool, but before consenting to help with the Coarse Grain Pool, I thought it over for a long time and weighed the pros and cons. Now I am going to sign up because I feel absolutely certain that it is the right thing to do." (Peter McQuaig, Minto.)

"I am behind the Wheat Pool because it is going to get for the farmer value for his grain, and my livelihood depends on what he is able to buy and pay for." (The merchant.)

"De Wheat Pool, she's ver fine ting. I like him." (A man I met.)

"The business as conducted by the Manitoba Wheat Pool, in relation to anything the Manitoba Farm Loans has had to do with it this fall, has been found very satisfactory, and I am of the opinion that the Wheat Pool has been a good move on the part of the farmers who support it."—L. McNeill, Commissioner, Man. Farm Loans.

#### Wait and See

There is somebody else who should be mentioned and he is a chap we meet quite often. I never fail to ask him to join us in the Pool and invariably get the same answer, "I want to wait and see."

I had almost decided to call him, "Mr. Wait and See," but on second thought do not think we had better dub the man by that name. It is not he or his many echoes who are altogether responsible for saying, "Wait and see." It is, I think, a characteristic similar in these chaps. Let us then name that characteristic, "Wait and See."

After so doing, let me prove that we have given a name to an empty space or vacuum. That is sort of a queer statement to make and there will have to be an explanation.

Let us suppose that human beings in detail of construction are made with a compartment capable of holding a certain amount of initiative. Sometimes the supply of initiative is less than the demand and some few have to take a very small quantity which does not fill the place intended for it. The result is a space or vacuum left in part of that compartment.

Owing to this vacuum, the individual has not enough initiative, strength or nerve to make a decision and can only side-track by saying, "I'll wait and see." That is why, after looking around to give something the name of "Wait and See," I tacked it on to that space or vacuum.

The influence that, "Wait and See," has over some people causes them a lot of trouble and too often a real money loss. It is responsible for some of the following remarks we frequently hear:

"I guess I should sign up in the Wheat Pool, but I'll wait and see."

"Sorry now that I didn't sign up in the Wheat Pool.

*When writing advertisers please mention The Scoop Shovel*

I sold my wheat for \$1.19 and the Pool man has already received \$1.35, with more to come."

"I suppose that I should put hail insurance on, but I'll wait and see how the crop looks and how the weather is."

"Wish I had put on hail insurance; that storm came up so suddenly, and now I'm out of luck."

"That bay horse of mine looks pretty sick and may be I should get a Vet, but I'll wait and see how he is tomorrow."

Tomorrow, the horse was dead.

### HOW CO-OPERATION HELPED THE MINERS IN NOVA SCOTIA

No one can read of the misery and suffering of the miners on strike in Cape Breton without a strong feeling of sympathy, deploring at the same time, that such conditions should exist in Canada. There is, however, one ray of sunshine, showing how self-help through co-operation has brought happiness to many of their homes. As a result of forming a co-operative store they participated in patronage dividends from the British Canadian Co-operative Society, to the amount of \$42,295.44, besides which each member has an investment of \$100.80 in the Society in addition thereto. Had the other 9,000 miners also been co-operators in the same way, they would have participated in the investment and a distribution of \$111,000 instead of \$42,000 would have been made among the miners.

### A BRITISH OPINION

The price of bread in England is rising and a London paper, the Weekly Dispatch, hunted up a prominent miller to find out why. Here is the explanation of the milling expert:

"Canadian farmers have had a bad time. This year they pooled their wheat, so to speak. The Pool has paid the Canadian farmer a dollar a bushel, or forty-five shillings a quarter on account of his wheat. The Pool is controlling the prices. The reasons they can do so is that the Argentine and Australian markets are exhausted and the European and British crops are simply appalling."

Evidently this British miller is not so sure about Liverpool controlling the price of wheat.

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Here are just a few examples of the wonderful values we offer.

	Retail Price	NEAL Price	Saving
25 lbs. Seedless Raisins.....	\$3.50	\$2.45	\$1.05
10 lbs. Seeded Raisins.....	1.50	1.00	.50
10 lbs. Loganberries.....	5.00	3.80	1.20
1 doz. Jelly Powders .....	1.20	.85	.35
1 doz. Yeast.....	1.20	.65	.55
25 lbs. Beans.....	2.50	1.70	.80
1 doz. Old Dutch.....	1.80	1.08	.72
1 case Matches.....	3.75	2.75	1.00

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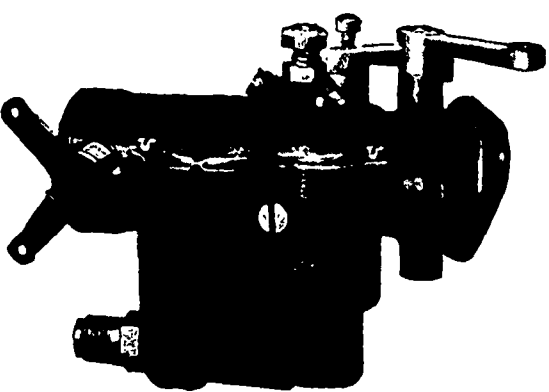
Zenith Carburetors manufactured in Europe by: Societe du Carbureteur Zenith-Lyon (France); Zenith Carburetor Co., Ltd., London (England); Societa Anonima Carburetori Zenith-Torino (Italy); Zenith Vergaser G.M. G.H., Berlin (Germany). Five Zenith Factories have produced more than 4,000,000 Zenith Carburetors. The American Zenith Factory has produced nearly 2,000,000 More than 200 manufacturers in America now use Zenith Carburetors as Standard Equipment.

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The Zenith Special Ford Carburetor will increase the mileage of your car from 25% to 40%. It's Performance has been Proven. If gas now costs you 30c and Tax, wouldn't you go out of your way to buy it at 20c or less? You Would! Two months' running, or less, will pay for the Zenith in the gas it saves.

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Complete, ready to attach. Will fit any model Ford and can be attached in a few minutes by anyone.

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that if your car is now making 20 miles per gallon with the standard Ford Carburetor that it will make at least 27 miles with the ZENITH, which means that you save one third your present gas consumption. To save the cost of the Zenith you would have to run your car for only 2,000 miles, which is about two months' average running. That means that the Zenith will pay for itself three times over in one season.

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It is now standard equipment on over 200 automobiles, trucks, tractors and industrial engines. The same fine carburetor which drove the planes of the World Fliers around the earth and which is recognized by motor manufacturers everywhere as the Standard, is now offered to Ford Owners of Canada.

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You can easily prove that the Zenith pays for itself by installing one on your Ford. Not only should you have the Zenith for its gas saving qualities, but also for the Smooth Action, the New Life, the Quick Get-a-Way and the Pep which your engine will have when this World Famous Carburetor is used. Instead of about 30c for gas why not have it cost you about 20c. The Zenith makes this possible.

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I want a Zenith Carburetor for my Ford. I enclose \$10.00. (If you want it sent C.O.D. put X here ☐)

Name.....

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There is a Zenith for every make of engine. If you want illustrated literature put X here ☐