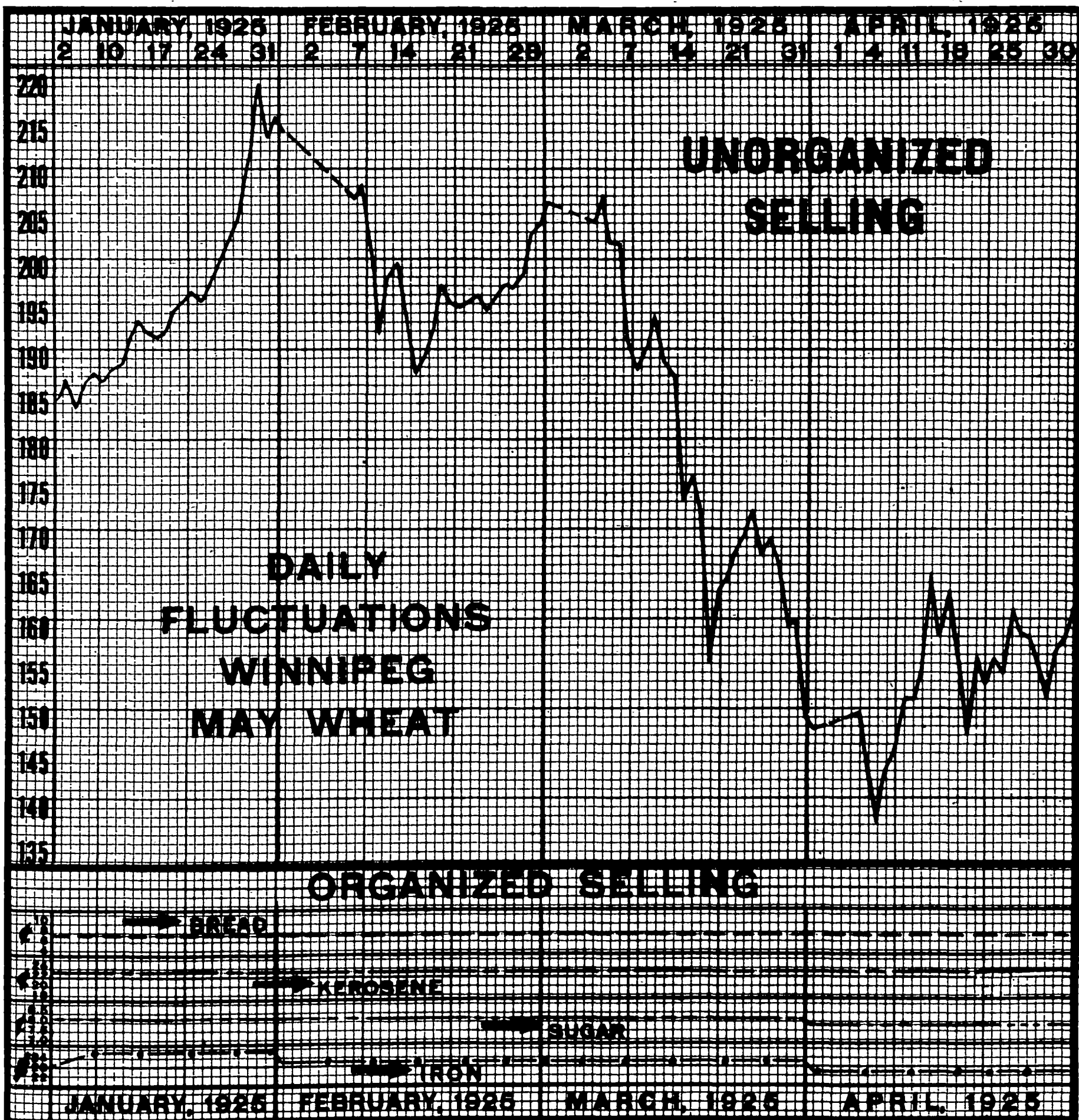


# The Scoop Shovel

VOL. 1

WINNIPEG, MAN., MAY 20, 1925

No. 12



# Winnipeg Market Puzzles European Buyers

Pool Sales Manager Shows that Violent Fluctuations in Prices Unwarranted by Market Situation

**D.** L. Smith, sales manager of the Canadian Wheat Pool, issued the following statement in connection with the violent fluctuations in wheat prices:

"I have hesitated during the past few weeks in making a statement regarding the violent fluctuations of the wheat market, hoping that the prices would soon become more stabilized and permit legitimate grain traders to do a legitimate business. Unfortunately the situation has not improved, as will be seen from the undernoted price fluctuations of five consecutive days:

April 11—Market advanced 11 cents.

April 13—Market broke 7 cents.

April 14—Market advanced 5 cents.

April 15—Market broke 7 cents.

April 16—Market broke 9 cents.

"It is clearly indicated that the old theory of supply and demand controlling prices on the Winnipeg and Chicago markets has been a mere myth during the past few months, and instead of these markets being of assistance in marketing the wheat of the two continents, they have brought about a demoralized situation in all the importing countries.

"The tremendous break in wheat prices from \$1.80 was entirely unwarranted. The world's wheat situation is such that every bushel of wheat in this country is worth at least 25 cents per bushel more than the present market, as quoted in Winnipeg and Chicago.

"One might think from the action of these markets that we were determined that Europe should not pay such a high price for our wheat. For example, on March 30, we had acceptances from all parts of the United Kingdom and continent, totalling close on a million bushels on the basis of \$1.62 in store Fort William. While we were receiving these acceptances, the Winnipeg market was forced down, closing that day at \$1.49 $\frac{7}{8}$  or over 12 cents per bushel under what Europe paid for Manitoba wheat on the same day. This is only one of many examples we have had this month and during late March.

"I think one of the most unfortunate features of this apparent attempt by powerful interests to break wheat prices is the fact that they are spreading false reports regarding the Canadian Wheat Pool, this seemingly with a view to further demoralizing the market and enable them to reap huge profits by their unfair tactics. The following cables received today from one of the largest wheat buyers in England speak for themselves and show this propaganda is not confined entirely to this continent:

"April 17, from London—

"Smith, Winnipeg.

"Reported here Winnipeg declined owing heavy selling by Canadian wheat Pools.

"To which we replied:

"Some of trade this side doing their utmost to demoralize markets further by their damned lies. We did not sell a pound of wheat on yesterday's market.—Smith.

"In reply they sent us the following cable:

"Smith, Winnipeg:—

"Many thanks for information. Weakness of your market very puzzling. What is the explanation? All Europe ready to buy, but must see some steadiness your side first. Call attention, notwithstanding very heavy arrivals in Europe, with the exception of Italy, ports are practically bare of stocks.

"It is very apparent to the European buyers and the legitimate grain traders on this side that there is a very close margin between world's requirements and supplies. Therefore, one would naturally expect the wheat markets to be more stabilized and at a considerably higher level than at present existing."

On the day that Mr. Smith issued the above statement the wheat pool sold Canadian wheat to nine different European countries, including Germany, Italy, France, Norway, Sweden, Belgium, Holland, Denmark, as well as to Great Britain.

## Pool and Other Co-operative Legislation

By T. J. MURRAY, K.C., COUNSEL FOR THE POOL

**T**HE several pieces of legislation in which the Pool was particularly interested were all passed by the Manitoba Legislature, practically without amendment, and have now become law.

The Bill amending the Pool Charter contained two provisions of outstanding importance. One of these provided for the election of Directors by districts. Heretofore, the Charter allowed Directors to be elected only by the delegates at large. The last annual meeting decided that it preferred to follow the practice of district elections, and this was accomplished at that time with the unanimous consent of all present. Under the amending Charter, the majority at any annual meeting may decide which of the two courses is to be followed.

This amending Act also gives legislative sanction to the provision in the grower's contract, which grants the Pool the rights of liquidated damages and injunction against any grower who may refuse to deliver his grain. These rights, as they exist under the contract itself, have been quite valid and enforceable; the legislation does not vary the contract in any way; it merely confirms and tends to strengthen the rights arising under it. In this matter, the Pool has followed the practice commonly adopted by the American pools, a practice which, by experience, has been found desirable and effective.

### The Pool Elevator Company

Manitoba Pool Elevators, Limited, has also been incorporated. In connection with this Charter, the course followed was similar to that adopted when the Pool Charter was obtained; incorporation has been brought about by a special Act of the Legislature, rather than by Letters Patent under the Companies Act; the applicants for incorporation were, and the first directors are, the directors of the Pool; the capitalization is one million dollars, and the par value of the shares is one dollar. The primary object of the Company is to acquire facilities for, and to serve as an association for, the physical handling of grain for the Pool; it possesses all powers necessary to enable it to carry on an elevator business, as well as broad, general powers largely similar to those of the Pool. It is the intention that this new Company shall be owned and controlled solely by the Pool, and that the latter shall hold all stock which may be issued, and elect all directors.

### Up-to-date Legislation

Another measure in which the Pool is interested, although not so directly, is "The Co-operative Associations Act." This Act has no direct bearing on the Pool; the latter is incorporated by special Act, one of the pro-

(Continued on page 12)

# 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, MAY 20, 1925

### LET'S KEEP OUR WIRES STRAIGHT

ON ANOTHER page is a letter from one of our members who, while he seems to be an excellent booster for co-operative marketing of Wheat and Wool, seems to think differently of the same form of marketing Coarse Grains and Live Stock. Because we hear similar expressions of opinion daily, we feel justified in dealing briefly with his letter here

Let us not get our wires crossed. The principle of co-operative marketing is sound and it is practical. It is sound because it has been tried for many years in many countries, and in every case where it has had half-way decent management, it has paid.

It is practical, even for men laboring under heavy burdens of debt. Many men in similar or worse financial circumstances than Mr. Andrew last year delivered their wheat to the Pool in all three Provinces, and are glad they did and will be still better satisfied when they receive their final payment. Nearly 5,000 of these in Manitoba have signed up all their grain to the Pool. Also, the creditors of many of these men are better satisfied. The Pool was not started because the farmers were prosperous; it was started because many thousands of them were heavily involved.

Mr. Andrews says: "I am yours for co-operation on all commodities only livestock, and they should be sold at home on a home market and if not sold could be easily returned without cost of yardage and feed." Livestock, both hogs and cattle, should be sold when they are fitted for the market, and within certain fairly narrow limits, they cannot be kept without loss to the breeder; this is especially true of hogs.

The following extract from a letter written by the Manager of the Cattle Pool blows the home market idea "higher than a kite":

"Very few of the buyers are prepared to handle hogs for the \$10.00 a car commission, the farmer will not sell them on a wider margin than that, and consequently a very large percentage of the hogs are shipped co-operatively. On the other hand, there are so many different qualities and classifications of cattle, on which the average farmer is admittedly not an expert, that the result is that the country buyers find it a great deal easier to out-guess the farmer on the value of his cattle than they do on hogs.

"Even with co-operative shipping associations in operation, here is an illustration of what happened just recently and which can be verified. An outside buyer went into a country point in Saskatchewan and purchased three cars of stock. One of those interested in the local shipping association happened to come to Winnipeg at the same time as the stock and asked our Livestock Department to look up what a certain steer and a certain bull in the shipment were sold for. Our Live Stock Department, after the cattle had been disposed of by the buyer, secured the duplicates of the sales tickets on these two animals and found that the steer for which the buyer had paid \$50.00 was sold for \$92.00 and the bull, for which the buyer had paid \$25.00, was sold for \$62.50. These are not isolated cases, but are occurring daily. On account of anybody being able to see the duplicate scale tickets in the Government office, we are able to keep pretty close check on prices, and it is really a tragedy to think that farmers will continue to sell their stock in the country at the price that they do. Occasionally a man will make money by selling in the country, and the difficulty seems to be the willingness of the individual to take a chance in the hope that he will be the one who makes money by so doing."

### THOMAS CAMPANELLA

A warm friend of the Pool sends us a copy of the Binscarth Express, the editor of which professes annoyance at the poem of Thomas Campanella, which appeared on the front cover of last month's Scoop Shovel. He objects strongly to the first line of the poem, "The people is a beast of muddy brain," which, he says, "is hardly complimentary to the farmers who support the Wheat Pool," and which, "would not be appreciated by those of the farmers who do not support the Pool, if it were taken as referring to them," and he does not, "think that the people is a beast or has muddy brains anyway, taken on the average."

This is probably the first time that any man in a liberty-loving country has penned a protest against one of the world's pioneers in the cause of social justice. We might poke fun at the editor of the Binscarth Express because of his extreme literal-mindedness, but that would not help to the better understanding that is so much needed today. Let us, therefore, tell who Thomas Campanella was and what he did.

Campanella was an Italian who was born in 1568 and died in 1639. At an early age he entered the order of Dominican friars. He had a keen thirst for knowledge and became one of the pioneers of science along the lines of research, attracting the attention of European scholars by the boldness of his teaching. He was also a strong Italian patriot and joining with those who sought to free Naples from the tyranny of Spanish rule, he was arrested and committed to prison in 1599. He lay in prison, because of his political opinions, for 27 years, during which period he wrote many books, among them "The City of the Sun," a sketch of the ideal state. This is the only one of his books which is popularly known, and it takes its place along with Plato's Republic, More's Utopia, Bacon's New Atlantis and Harrington's Oceana, among

the older ideas of a state in which justice reigns supreme and there is neither idleness based on riches nor a life of slavery based on poverty. In The City of the Sun, "while duty and work are distributed among all, it only falls to each one to work for about four hours every day. The remaining hours are spent in learning joyously, in debating, in reading, in reciting, in writing, in walking, in exercising the mind and body and with play."

Today we may laugh at these attempts to construct the perfect state, but assuredly we may not laugh at the spirit which prompted their construction. It was the spirit of democracy and of social justice struggling for expression. These Utopias represent ideas of what ought to be as contrasted with what is, and is not all progress an advance toward what ought to be? And so we can look back over the centuries to Thomas Campanella languishing in gaol a martyr of liberty, appreciate his devotion to the cause of the common people, "who know not their own strength," and fortified by his heroic example, determine to press forward to the ideal state by bringing into existence the things which we know ought to be.

### BUILDING THE PYRAMIDS

Of all the marvellous monuments that remain today to tell us of the power and glory of the past, the Pyramids of Egypt, which are shown on this page, are the most amazing. The largest of these, known as the Great Pyramid, was built by a Pharaoh, named Khufu or Kheofs for his tomb, nearly 6,000 years ago. It is the largest building of its kind in the world and was originally 476 feet high. The area covered by the pyramid is more than 580,000 square feet.

The modern world has always gazed with amazement at the Pyramids of Egypt and wondered how such gigantic monuments could have been built in the days of the world's childhood. But now scientists are almost sure they were built as shown in our picture. When the first stones had been fixed in their place, a bank was made up to the top, sloping to the level of the ground. Up this slope the next stones were dragged and when these

had been fixed in place, the slope was built to the top of them.

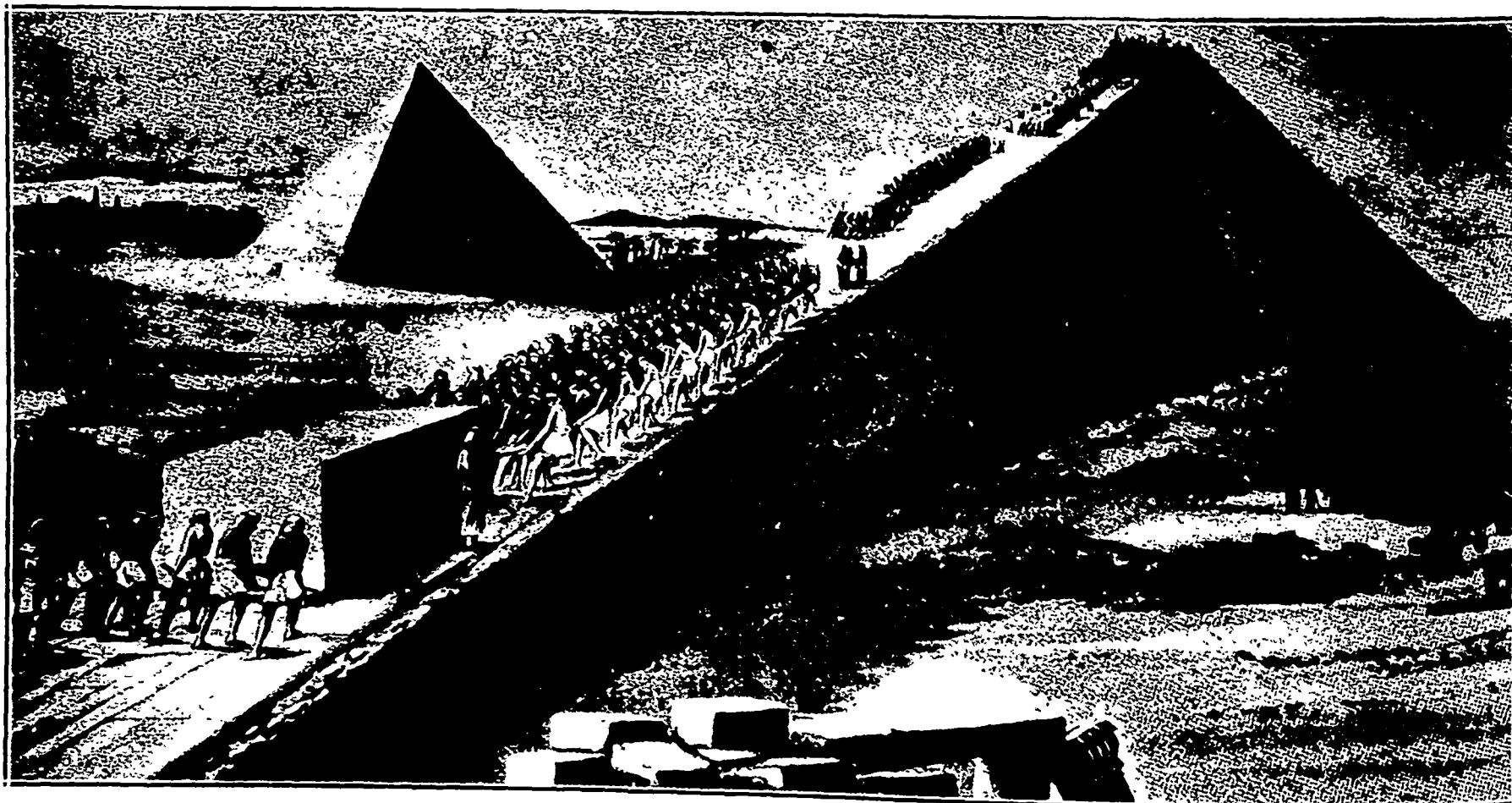
So as the pyramid rose higher and higher, the sloping way rose too, until it became a wonderful road for thousands of slaves to walk along, dragging the granite behind them. The road was greased to make the dragging of the great stones possible, and behind each stone were slaves with wedges to help the stone along. By the time the pyramid was finished, this roadway must have been some miles long. When at last the pyramid stood complete and the final stone had been placed on the top, the inclined plane was taken away. It took 100,000 men thirty years to build this Great Pyramid. In the meantime they lived in huts and were constantly harassed by the whips of the task masters. All that they might build a monument to one man. Why did they not unite, overthrow their Pharaoh, bury him in the sand and devote their time and energy to building houses for themselves and their families.

Yes, why? But has human nature changed very much in these 6,000 years. Why do we still, by our support of our antiquated systems of distribution and marketing of our farm products, continue to build gigantic monuments in the shape of the fortunes which are piled up by dealers and speculators in these products at our expense, when at the same time we could by all co-operating have these same profits to build homes for ourselves and our families. Truly we should not be too critical of the slaves who built the Egyptian Pyramids.

### WANTED REAL FARM HAND

This want ad was put in the paper by a farmer in Sumner county:

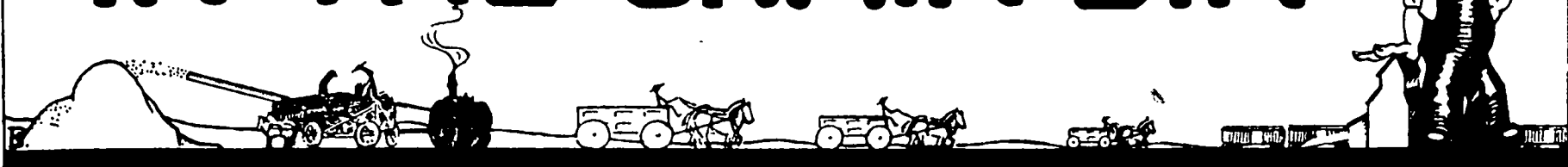
I want a man to work on my farm. I don't give dancing lessons. I have no piano. I can't serve planked steak three times a day. I do give three square meals, a real bed, fair wages. If any man who knows a cow from a talking machine, can hear an alarm clock, and get up at 5 a m., wants the job, I will agree not to treat him like one of the family, but a darn sight better. Apply at the Steve Wiggin Place, Intervale Road.



HOW 100,000 SLAVES BUILT A MOUNTAIN IN THE SANDS



# IN THE GRAIN BIN



By R. M. MAHONEY, MANAGER

## GROWERS' CERTIFICATES

**V**ARIOUS inquiries have come in as to why, when making the interim payment, we insisted that the complete growers' certificate be sent in to us. There were many things to take into account and after serious consideration, we decided that that would be the most satisfactory and economical course to pursue.

In the first place, we wanted to have both the interim and final payment coupons in our possession in order that we might compare them and see that they were complete and correct in every detail. Having both coupons for the interim payment check-up will, you will appreciate, save a great deal of confusion, delay and duplication of work at final payment time.

Then, too, this method represented a considerable economic saving, since we are saved the necessity of sending out another general circular to members asking for the upper portion of the certificate to be sent in. The cost of sending out for these would be more than \$600.00, taking into account stationery, stamps, etc., and the fact that a stamped addressed envelope was enclosed with each circular, for the return of the certificates.

We have also been asked why we did not send out receipts to cover these growers' certificates.

We quite appreciate the fact that each individual is entitled to some form of acknowledgment covering the certificates, which are his property. On the other hand, they came in to us at a time when we were very busy, making up interim payment cheques, and it would have meant putting on an extra staff to write out these receipts, as they would have been of little value unless they very specifically described the certificates covered. The cost of making up these receipts and mailing them would have exceeded \$2,000, and we rather felt that the interim payment cheque going forward was sufficient proof that the certificates had reached us and were in our office.

All certificates are filed away in steel fire-proof cabinets and if any member wants a receipt we will be glad to forward it to him upon request.

In taking care of these different matters our object has been to get our work completed as quickly, as efficiently and as economically as possible.

We suggested in our circular asking for the certificates, that each member keep a record of those sent in by him. If, however, as mentioned, any member wants an official receipt, we will be glad to send it to him on request.

## FINAL PAYMENT

If you wish your final payment disbursed differently than our present instructions show, or differently than was specified in connection with the interim payment, advise us fully at once.

## DELIVERIES OF 1924 WHEAT

All Pool wheat of the 1924 crop should be delivered prior to June 15th, as deliveries made later than that might have to go into next year's Pool.

Make your deliveries at once, if possible.

## GROWERS' CERTIFICATES

All members should send in all growers' certificates they have as soon as their last wheat has been delivered.

## WHAT IS CO-OPERATION?

Having come to the Wheat Pool after some sixteen years with the private grain corporations and never having been associated with any purely co-operative movement before, it is only natural, I suppose, that I should have asked myself in the past nine months many questions, and then struggled to find the proper answer.

The big question has been and still is—"What is co-operation?" My dictionary says: "Co-operation is the act of working together. Concurrence." That sounds very simple; yet the words themselves count for very little; the act of actually living up to and carrying out their meaning can and does, count for a very great deal. The fact that we call ourselves co-operative and say that we are co-operating does not prove anything—it is the spirit in which we act and the results we attain which prove the worth and motive of our actions.

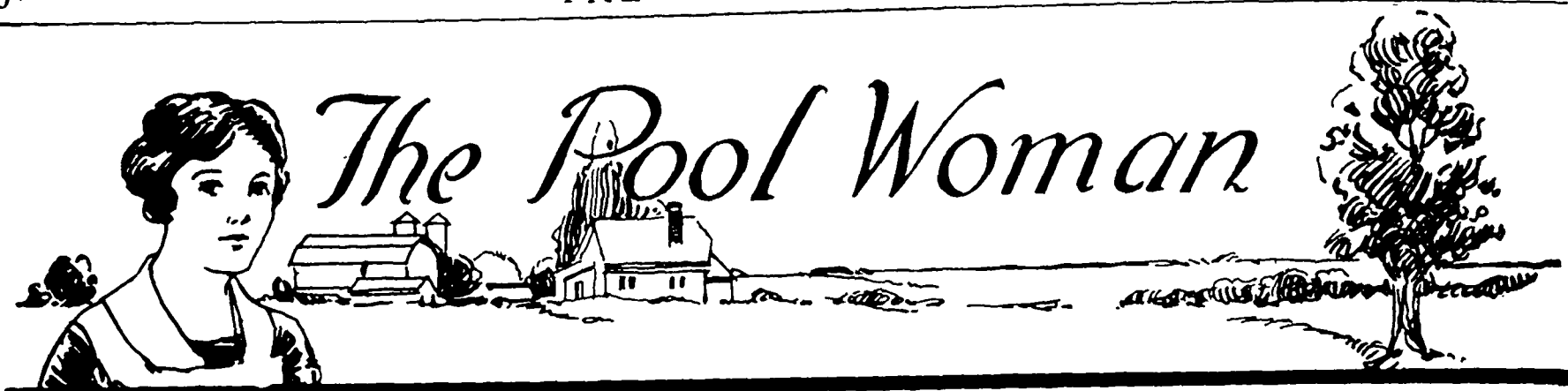
### The Co-operator

Let us look at the training of two boys. One goes into business and one into farming. The first boy starts at the bottom in a big business concern, probably as office boy. That is probably the most miserable job in the world—everybody in that office is his boss; everyone is always wanting him to do something—sometimes even personal errands which he is really not obliged to do. It is "Run here" and "Run there" (as I look back I wonder why boys are always supposed to run)—he is first at the office in the morning (if he is a good boy and expects to get anywhere); he is the last one out at night; his salary is such that it is almost impossible for him to get along on it except he can live with his folks cheaply, but right there he starts to learn co-operation. He must co-operate with everyone in the organization and he must always be pleasant and agreeable to everyone. He discovers quickly that his future is dependent on what he can learn from the people with whom he works, so he watches the fellow ahead of him and gets ready for the next job. He can either co-operate and help the rest of the staff more than he really needs even to hold his job, or they will give him no information and he can stay office boy. As he goes up in the organization he keeps co-operating more and more. He gets to be manager—he must co-operate with the president, vice-president, directors, all of the staff, with every customer and even with opposition companies. Although he probably doesn't realize it, next to his real business ability this quality of being able to co-operate has put him at the top of his concern.

### The Individualist

In the meantime, what has happened to the boy who started farming? He is just as good a boy and just as smart a boy as the other fellow: possibly his smartness has, from the standpoint of co-operative development, proven a detriment to him. His one boss, the farmer he

(Continued on page 11)



By TRACY PATRICK

### "VICTORIA, THE GOOD"

"Her court was pure, her life serene  
God gave her peace, her land reposed,  
A thousand claims to reverence closed  
In her, as Mother, Wife and Queen."

ON SUNDAY next, the 24th day of May, we will celebrate throughout the British Empire the 106th anniversary of the day on which, in the gray old Kensington Palace, the Princess Alexandrina Victoria, destined to become England's great Queen, first opened her big blue eyes and smiled, and won the first of the innumerable hearts which were surrendered to her during her long and wonderful life.

Death claiming her father when the little Princess was but a few months old, the whole care of her training and education was left in the hands of her young mother who, lovingly, but ever mindful of the place which her daughter might some day occupy in the kingdom, spared no effort that she might become a good true woman and a worthy sovereign.

She is described as naturally sweet, simple and unassuming, viewing life through rather serious eyes, pious without difficulty and with a keen sense of propriety, always loving and thoughtful towards others, tactful to a degree and truthful in all things. Economy and self control were lessons taught here early, and we are told that from the very commencement of her reign she showed an untiring industry, a marked aptitude for business and an appreciation of detail which served her in good stead, and set such a noble example to her subjects.

During her early childhood, while her training was such as would fit her for her future high station, it was not revealed to the little Princess that she might some day become Queen: neither was she permitted to forget that, while she must be good, kind and thoughtful to everyone with whom she came in contact, she must always remember that she was a Princess. You can almost picture her—a quaint little figure in her frills, curtsying in her dignified little way to everyone whom she met, for from the beginning her favors were very evenly divided. When she was twelve years of age, circumstances having made it practically certain that she would succeed to the throne, it was disclosed to her, and her words, spoken through her tears, are particularly significant: "Now, many a child would boast, but they don't know the difficulty. There is much splendour, but much responsibility. I will be good." In all the years that followed, she never failed to pray to God for guidance, and help in carrying out this great resolve.

The Princess became of age on May 24th, 1837, and on June 20th of that year her uncle, William 4th, the reigning sovereign, died. She became Queen—a mere child of eighteen years. Followed the longest reign recorded in English history—the maiden Queen became the youthful wedded Queen—the young widowed Queen and finally that grand old Mother-Queen of the British people, whose picture is so familiar and so dear to us all. A quotation from a story of her life, written during the sixtieth year of her reign, reads:

"During these years in which Victoria has been reigning so securely and so happily, France has been success-

ively a constitutional monarchy, a republic, an Empire and again a republic. Germany, Spain and Italy have passed through the throes of revolution. Almost every throne of Europe has tottered to its fall. The boundaries of almost every country on the face of the earth have been changed. Men and women have risen into notice, have had their day of celebrity and triumph and then have disappeared. But throughout all these changes so various and so memorable, Queen Victoria has remained, the central, the most prominent and permanent figure, gathering to her, as the years passed by, more and more of the loyalty and affection of the people whom she rules, as well as the cordial admiration and heartfelt sympathy of the greatest, the wisest and the best of every country under heaven. The Queen and her subjects are of one mind. The Queen has occupied the throne with dignity and wisdom, both in youth and age, and she has won the hearts of all her people because, while never forgetting that she is a Queen, she has allowed them to see that she is also a true hearted woman.

Throughout the first years of her widowhood, she retired to a great extent from public life, devoting all of her wonderful energy to the affairs of state; rising in the gray dawn and spending hours over despatches, which must all be submitted to her for approval before being sent, and giving her personal attention to all matters of note. But during the later years, realizing that her subjects missed her and regretted her absence, she lent herself freely to their lives. Throughout her life, much of her time was devoted to the poor, and particularly towards the end of her reign she was to be found very often in the home of some needy family, sympathetically distributing little luxuries, caring for the sick and cheering many a soul nearing the end of the journey, with her love.

On January 22nd, 1910, after nearly sixty-five years on the throne of England, death claimed her and Victoria passed on, leaving behind her a record of wisdom and goodness unsurpassed.

What a wonderful example her life presents for the women of today. Most significant is the fact that, from a great line of rulers, the reign of this woman should stand forth so prominently as the wisest and the best. From every chapter we can borrow a lesson. Her position was one of great difficulty and uncertainty, but she ruled wisely and she ruled well—she "was good" and her goodness has made her memory immortal; she was true, and the light of her truth will ever shine through the Empire and the world; she was fair and her fairness brought untold joy to her people. Though our lot be lowly and our kingdom small, her words, "There is much splendour, but much responsibility," can still shine before us as an inspiration to greater things. We see now ahead of us a very great task to be performed—sometimes we feel it is not really a task for the women, but have we the right to adopt that viewpoint? There are so many to accept the benefit and the splendour, but only too few willing to take the responsibility. Like this "little Princess" let us view things through impartial eyes, find where our responsibility and chance for service lies, then do our share unselfishly and in due course the splendours will reveal themselves, more glorious than our happiest dreams.



By F. W. RANSOM, SECRETARY

### COARSE GRAIN POOL ASSURED

WITH the contracts that came in yesterday, May 18, we passed the five thousand mark.

### OUR COVER CHART

Stop! Look! Listen! Take another good look at the front page. Perhaps you thought that jagged line at the top was a geographical chart showing a cross-section of the Rocky Mountains, and the straight lines below representing the prairie.

Such is not the case; the top line shows the ups and downs on the market, indicating how the price of wheat has fluctuated day by day in the months of January, February, March and April. All the other lines are nearly straight. Bread did not change; when wheat was \$1.38 it sold at the same price in Winnipeg as when wheat was \$2.20 per bushel. Oil prices remained the same throughout. Iron and sugar show a slight downward change.

Why does the wheat price line go up and down like the teeth of a cross-cut saw, whilst the others remain approximately straight?

There is only one answer. The top line represents unorganized selling. The wheat is dumped on the market and the speculators play with it. The other commodities represent organized selling; they are supplied according to demand and the prices, therefore, are stabilized. Through the Pool the organized selling price received by the member will be indicated in a perfectly straight line. The non-member has the choice between the jagged line and the straight line; he may choose between uncertainty and certainty, guessing and being sure, speculation and sound business principles.

### THE MEMBERSHIP CAMPAIGN

We are glad to be able to report progress in the campaign for increasing the membership in the Pool. The total membership in the Manitoba Co-operative Wheat Producers Limited is now 11,731, of which 10,894 are members of the Wheat Pool and 837 are members of the Coarse Grain Pool only. The total number of contracts received to date is 15,674. In order to prevent any confusion in the minds of our readers as to these figures, we would point out that when a grower signs the Coarse Grain Pool contract, he becomes a member in the Manitoba Wheat Producers Limited. The above figures show that 837 have signed Coarse Grain Pool contracts only. Whichever contract a grower signs, in either case it makes him a member of the one organization. The figures given above for the Coarse Grain Pool represent new members only; that is, those who had not before signed a Wheat Pool contract. The total number of Coarse Grain Pool contracts signed up to date is 4,780.

### WORK TO BE DONE

The period of the drive was arranged as from March 1st to the end of the month. Later this was extended to April 10th. During that period 494 canvassers reported, leaving 167 who did not go out. We know that many of the latter intended to go out after seeding when

they could use their cars and get around. However, it is urgent that we get in the contracts as soon as possible, we cannot afford to wait.

There is a great deal of work to be done before we get the Coarse Grain Pool under way. Arrangements have to be made with the elevator companies for handling Pool grain, a number of conferences are necessary before a satisfactory agreement is drawn up. Connections must be established with buyers and importers in Europe for the sales of coarse grains. Before taking any step it is necessary to know the strength of our support in the country. All this work takes time and cannot be left to the last minute.

### FIELD SERVICE

Field service is the most important branch of Pool organization work. Through it the office keeps in touch with its members; separate the two and the movement will die. The connecting link is the field man. The members appreciate a visit from him. He advises them as to Pool activities, giving up-to-date information, and where knockers have been active he can combat their propaganda and leave the member reassured. Many are the questions asked when the field man comes around. The meeting place may be out in the field, at the plow, or in the farm home; here the complaints or troubles can be straightened out, suggestions and appreciations noted, enquiries answered and explanations given in detail. His greatest work is to keep alive the interest and develop active co-operation, to remind the grower of the human element in his organization.

### FUTURE ACTIVITIES

Co-operation means taking an active part. Just as soon as you are through seeding, have a meeting of all your fellow members in the district at the nearest school-house. Discuss everything that concerns you or in which you are particularly interested relating to Pool matters. We will be glad to have suggestions or any constructive criticism, and your ideas as to improvements or changes in present Pool policy. Our purpose and our business is to act on such as are the expression of the will of the majority.

A little later, meetings of the locals will be held. Show your interest by attending them; they are open to every member. Some of the business that can be attended to on each of these occasions will be;

(1) The appointing of shipping committees for the following year. They consist of three for each shipping point within the municipality. Next year they will have more to do, additional responsibilities will be placed on their shoulders. What these are, was given on page two of the March number of the "Scoop Shovel."

(2) The discussion of the Pool elevator policy. A letter from Mr. Mahoney giving the details of this plan was sent to each of the local Secretaries, and we will be glad to send it to any who write in.

(3) The election of delegates to the annual convention to be held some time in July.

(Continued on page 14)



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

#### DIRECTORS

G. Hildebrandt, Whitemouth  
 W. R. Wood, Winnipeg  
 Chas Tully, Reaburn

#### DIRECTORS

G. Fjeldsted, Gimli  
 W. A. Black, Beausejour

### MIXED FARMING NECESSARY

**I**S the danger of over-production of dairy products to be seriously considered? If we make a close study of world markets we do not think that we need worry very much, when we look at the very small part we play on the British Market so far as butter is concerned, also the fact that at no time up to the present, have we produced sufficient to supply our own requirements during the winter months. At the present time it is volume as well as quality that is required, as Canadians are hardly known on the British market for our butter. It is quite different with regard to cheese, as for years Canada has been able to furnish a large volume as well as fine quality, which gives us a standing for that commodity second to none; Canadian cheese received a premium over all competitors for the past winter. The question is asked, why do we not produce more cheese in Western Canada. The answer is simple; because we do not produce enough milk per square mile in any district to make the economic production of cheese possible, so that you can plainly see the wonderful possibilities that are before us in the dairy industry.

The Western Provinces have been specializing in grain growing, but most of the farmers who are giving any very serious consideration to this matter, are arriving at the conclusion that if they are to make their farming operations as profitable as they should be, they must go in for more mixed farming, as their land is becoming depleted of one of the necessary elements which go to make the profitable growing of grain possible. The weed problem also has become serious, so that they are turning their attention to the growing of clovers, which returns the nitrogen to the soil and makes it capable of growing more and better wheat. But if clover is grown there must be some means of marketing it profitably, and nearly all have arrived at the conclusion that this can be accomplished through the feeding of live stock of some kind. The choice of this should be left with the individual. If a man is not deeply interested in any particular line, he is not apt to make the most out of it.

#### To Get Results

So far as our observations go, we believe that there is no way equal to the dairy cow for the disposal of the different feeds raised on the farm, particularly when she is comfortably housed and cared for. One other great economic advantage where dairying is followed out is that it furnishes profitable employment for the farmer and his hired help for the full year. This, with the constant though small revenue, brings about a stability which cannot be brought about in any other way. We soon observe in a country where mixed farming is followed,

the good buildings and comfortable appearance which are brought about by more staple methods. This, followed by co-operative marketing, is bound to produce results.

#### A True Co-operative Agency

Now is the time when you, as producers, are deciding in what way you will dispose of your dairy product in the form of cream. The co-operative method of handling farm produce has been demonstrated the world over to be the most efficient, and right here in Manitoba you have a co-operative concern at your service, offering the most economic and consequently the most profitable way to market your cream. The Manitoba Co-operative Dairies, Ltd., is a true co-operative agency, and when you are being invited to dispose of your produce through other agencies you should bear in mind that private enterprise is never friendly to co-operative enterprise. When you market co-operatively, you secure for yourself the profits that in private enterprise go to others. When you co-operate you work with your fellow farmers for the good of all and promote the welfare of the entire farming community.

#### Expensive Competition

In this connection we would call your attention to the effort of the Saskatchewan Co-operative Creameries to invade the territory now served by the Manitoba Co-operative Dairies, Ltd. This effort to create competition in a territory already served by a true co-operative institution, one giving adequate service in a co-operative manner, is a violation of co-operative principle, for which there is no justification of any kind. The co-operative movement would never have developed throughout the world had co-operators not remained faithful to the principle of substituting co-operation for unnecessary and expensive competition.

It is volume that counts in the reduction of operating costs and in securing the maximum returns. Our plant can handle twice the amount that it has handled in previous years and do it much more economically than is possible in smaller plants. This offers you an opportunity to help your neighbors as well as yourself by getting them to ship their produce to the Manitoba Co-operative Dairies, Ltd., which returns all profits to its patrons. You take no chances in supporting a co-operative marketing institution.

#### A COUNTRY BANKER WRITES

"I thought it would not be out of place for me to drop you a line to say that our clients who are members of the "Pool" were very much pleased in receiving a further payment of 35c per bushel with a further promised payment in July.

"The banks, I feel sure, are unanimous in favor of distributing the proceeds of the wheat crop in this manner rather than payment in a lump sum in the fall when the farmer threshes. I know that the July payment, whether it be large or small, will be most welcome to purchase twine, and help, until another crop."





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

### SHIPPING ASSOCIATIONS TO PARTICIPATE

THE next forward step in the development of a complete organization for co-operative livestock marketing will be the co-ordination of shipping associations and the central selling agency, by appointing representatives of the associations to the Board of Directors of United Livestock Growers Limited. Shipping associations are to be invited to select representatives, upon a provincial basis, to the Board of Directors of the Company. The method of election, and the qualifications for associations which will participate, are now being discussed with the different associations.

This will not interfere at all with any plans under way for the development of provincial livestock contract pools. If the livestock producers of the country are now ready to sign contracts for livestock marketing on a provincial wide scale, the provincial organizations can be employed for the selection of those directors. If not, or until that time is reached, the representatives of the shipping associations can be selected directly by them.

### A FOURTEEN YEAR CYCLE OF PRICES?

Is there a regular cycle in the ups and downs of beef prices? The Department of Agriculture of the United States believes that there is, and has been putting out some figures to show that prices for beef cattle for a long period have fluctuated in fourteen year swings. They have taken beef prices over a period of years, and making allowances for the fluctuations in prices of other commodities, have shown that they reached a high point in 1914, and that a decline set in then which apparently reached its low point in 1924. No raiser of beef cattle needs to be told that their value has lately been extremely low when compared with other values, but it may surprise many to be told that the decline began in 1915, for in actual prices, beef cattle continued to climb after that date. The rise was only apparent, however, since all other commodities were going up much faster.

Following out the cycle theory, the belief is reached that beef prices, having passed their low point, will continue to climb for some time. A fourteen year cycle would mean steadily rising values for six or seven years, with the peak coming in 1931 or 1932, and after that a period of decline.

The theory is given for what it is worth. There have been predictions for a long time that the level of prices for beef must soon begin to advance, on account of changes taking place in the source of supply, but this is the first time that any one has figured out that there is a fourteen year interval in the down and up swings of beef prices.

### LOCAL CONTRACT IS GOOD

Why not put your local shipping association on a contract basis? Let the members sign up that for one year they will market all their livestock through the association. It will pay them to sign, because then they know that nothing need interfere with the forwarding of regular co-operative shipments to market, and that full loads will be sent each time. No loads will be interfered with, or broken up, just because some shipper who

was counted on weakened at the last moment and sold his stock to a country buyer.

When the local contract is used the local association is stronger and the individual member is benefitted, or to put it more directly, he probably gets more for his livestock. Those are good reasons for putting the contract in use.

United Livestock Growers Limited have been working out a standard form of local contract, from the best of those in use by various local associations. A copy will be sent to any one who would like to study it.

### PROGRESS HERE NOTED IN U.S.

The Department of Agriculture of the United States has taken note of the establishment of United Livestock Growers Limited. "Agricultural Co-operation," a monthly bulletin issued by the Department of Agricultural Economics of the United States, to describe the progress of the co-operative movement in marketing farm produce, devotes the first page of the latest issue to an extended notice of the new company, and the previous growth of the co-operative marketing of livestock through the livestock department of United Grain Growers Limited.

### GETTING USED TO IT

Customers in the country are gradually getting used to the name, "United Livestock Growers Limited," and are using that name in consigning their cattle, although a number of cars still come billed to United Grain Growers Limited. It is the same business as when it was conducted by the Livestock Department of United Grain Growers Limited, the organization and the staff are the same, and there is the same ability to get the highest possible price for farmers sending in their livestock. But the new company is devoted only to handling livestock, and to marketing it co-operatively, with the distribution of profits on a patronage dividend basis.

### WHY IS IT?

Why does a travelling buyer come to your farm to buy cattle? It is not that he needs your particular cattle, for there are cattle on hundreds of other farms in the district that would suit him as well. If it is just cattle he wants, the easiest place to buy them is at the stock yards at St. Boniface, where there are always hundreds, and usually thousands of cattle on sale.

On the market at St. Boniface the travelling buyer would have to pay the market price for any cattle he bought. But he does not buy there, and spends his time and money in order to get to your farm to make an offer on your cattle. It looks as if he expected to get them at less than the market price, doesn't it, or it would not be worth his while to make the trip?

That is worth thinking about.

Co-operative shipping and selling of livestock is more than well established. It is a proven success. It has grown because actual experience proved to farmers how they could get more money for their livestock than they could get by other means.



## 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, Virden

Head Office: Hartney, Manitoba

### SATISFIED PRODUCERS AND TRADERS

NOW that our three egg stations at Lauder, Carman and Neepawa are all operating, with an output of from three to four cars per week, our shippers are probably asking these questions: What kind of a market are we getting? Are our eggs grading out high? Is the trade satisfied?

The eggs so far received have been of good quality and have averaged about as follows: Thirty-two per cent Extras, forty-seven per cent Firsts and twenty-one per cent Seconds, or practically eighty per cent Extras and Firsts. The prices we are receiving we believe are the highest going. Our shipments so far have gone mostly to the East, Toronto and Montreal.

How the trade feels about our business is shown in the following extract from a letter from one of the biggest firms in Eastern Canada, who received our first car shipped to Toronto this season:

Man. Co-op. Poultry Marketing Assoc. Ltd., Hartney, Man.

Dear Sir:

Re Car of Eggs C.P.287394

The above car of eggs has arrived here, and has been unloaded and inspected closely by our foreman of the Egg Room. This car arrived in real good shape, the car being well braced and the cases did not move at all. We consider your method of packing good, and think you should continue to pack the cars the same as you did this car.

Regarding the quality. We consider the Extras very fine eggs and absolutely up to grade. The Firsts were good average quality. The Seconds were good average quality also, and were satisfactory. Your cases and method of packing the eggs in the cases was quite good, and is absolutely satisfactory to us. If you continue to pack your eggs this way, they will be satisfactory to us in every respect. In conclusion we are quite satisfied with this car, and we believe you are making progress in your putting up of this product. We are very pleased indeed, that we have had a couple of deals with you, and we look forward to many more in the future.

You will find us always willing to pay a good market price, and shall be fair with you in every respect. As long as you fulfil your part of the contract, regardless of market, we shall always accept your drafts and take delivery.

### A Merchants Viewpoint

This letter explains itself and shows just what kind of a product we are putting up. Another letter received from one of our shippers who is an outstanding merchant

in Southern Manitoba, who had last year's experience in shipping his eggs to us, sets forth his views from the merchants standpoint.

Manitoba Co-operative Poultry Marketing Assn. Ltd., Hartney, Manitoba.

Dear Sirs:

The wholesale egg buyers seem to be waking up to the fact that large quantities of eggs are being shipped to the Pool, at least, the quotations that country shippers are now receiving appear to indicate a shortage of shipments to the commission houses. It is not the quotations for Extras, Firsts, Seconds and Cracks that count, but the net returns which includes the Rots, also deductions for freight charges and the value of the cases. 7% Extras, 50% Firsts, 35% Seconds, 5% Cracks, 3% Shorts, Leakers and Rots do not appeal to us as against Pool grading of 80% Extras and Firsts. We have been selling through the Pool ever since it opened, and on last year's business secured much better returns than merchants outside of Pool territory received. Your plan of co-operative selling is securing better prices for the producer and should have the support of all who are interested in better marketing of farm products.

Yours truly,

THE A. E. HILL COMPANY, LIMITED

Hartney, Man., Underhill, Man., Tyvan, Sask.

### Satisfied Producers

Other letters received from two of our producers, set forth satisfaction from the producer's standpoint.

Man. Co-op. Poultry Marketing Assn. Ltd., Hartney, Man.

Dear Sir:

Just a few lines in regard to Egg Pool. I wish to say there is some satisfaction in knowing when you try and send out a good article or product, it is sold on grade basis. I certainly appreciate the way the Egg Pool has kept up the prices on eggs and the way they conduct their business. It is a real benefit to the producer, and I wish it every success.

Dear Sir:

I am quite satisfied that the Pool is O.K. and have never had any doubt as to its making good. We just received our first returns from the Egg Pool at Neepawa yesterday, and we were very well pleased. A fellow feels as though it is worth while raising farm produce when you know you are getting the net proceeds out of the sale of the same. Our Egg Station is doing a great business, and I also feel sure the Wheat Pool will do so too. No doubt a lot of people will be surprised when the final payment is made.

V. Grainger, Neepawa, Man.

We think our association clearly demonstrated last year that egg producers were not getting, previous to the Pool coming into operation, the full market price for their eggs. We have every reason to believe that we can meet any and all competition and make a good showing for each pool period. Our first pool will be taken off at the end of May for April and May eggs.

Last year the value of the product we handled totalled \$135,308 75. Boost for the Egg Pool and help to double that figure for this year.

WHAT IS CO-OPERATION?

(Continued from page 5)

works for, soon sees he is a clever, ambitious boy, so he says, "You know what is to be done, Bill, go ahead and do it," thus creating an individualist, who knows what to do as an individual and does it. Soon this boy goes on his own farm; he has his own horses, his own machinery; his own threshing machine, etc. His contact with his neighbors is purely social and if he doesn't like some particular one of them he simply doesn't have anything to do with him, because he runs his farm independently and doesn't figure he needs that neighbor.

To the boy or man in business comes times when the person over him, some of the staff under him, some customer or some miserably unfair opponent sits across the desk from him, airing unfair criticisms, asking unfair things and making positively unwarranted demands or remarks: he may sit there with, at times, murder in his heart, but always a smile on his face. He has learned co-operation—he has learned to go more than half way if necessary to save a situation, and he knows that in the end it pays big dividends in contentment and in money.

In the meantime, the farm boy has learned to spend his time working hard on his own farm, with the object of getting just as far as he can on that place, through his own individual efforts.

But let me say right here that no man is as much an individualist as he may think he is, nor is the farmer as much an individualist as he himself may think or as I may have pictured him to be, in the preceding remarks. Everyone today is dependent more or less on co-operation. The machinery the farmer uses on his farm; the elevator he delivers his grain to; the railway company that hauls his grain; the mills that grind it, practically everything today is the result of some sort of co-operation. Yet the farmer has been told so many times that he is the most independent man on earth that he has come to believe it and has made himself, at least in his own mind, more of an individualist than anyone else, and he is practically the only man left who has not carried the co-operative idea right down to the very bottom or start of things. So I shall go ahead and call him an individualist, for, as I say, he is more of an individualist than any other class of person today.

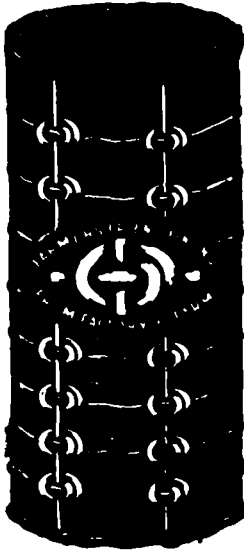
No Magic Charm

And now, what have we? We have a co-operative business built up by a big membership of trained individualists, some of whom seem to think that the word co-operation is a magic word, capable of curing every ill, when in reality it is only a word like any other, capable of nothing in itself, but the carrying out of whose significance means more than you or I or anyone can know or guess. But we do know that if we are to reap the fullest benefit from the business which has been built up, not only must the directors, the management and the staff co-operate with each other and with you, as an individual member, but that you must co-operate with the office, with your immediate neighbor living on the next farm or in the same district, and with your neighbors whom you have never seen, living in another part of the province or maybe in Saskatchewan or Alberta, just as the three provincial Pools joined together in the central directorate and created one selling agency, so must the member, as an individual, join with his neighbors and, let me say again, be prepared to go more than half way, if necessary, in order to be a real co-operator, keeping in mind always clearly that the word "co-operation" has, in itself, no magic charm.

You have created something—don't assume that it will take care of itself simply because it has been created. The little details of its operation can be looked after by the office, but its real strength or weakness is in your hands, as an individual co-operating with all the rest of the members.

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	1060M	50	10	8 1/2	.50
Close Stay Hog Fence	728M	26	7	5 1/2	.34 1/2
	834	34	8	6 1/2	.38 1/2
Garden	0728	26	7	6	.38 1/2
	1036	36	10	8	.48 1/2
Poultry Fencing	1448	48	14	10 1/2	.69 1/2
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## POOL AND OTHER CO-OPERATIVE LEGISLATION

(Continued from page 2)

visions of which states that the Co-operative Associations Act shall not apply to the Pool. However, the directors and officials of the Pool have by no means felt indifferent in the matter of general co-operative legislation; they realize that the Pool is only one unit (although the most important one) in the rapidly developing co-operative marketing system in Manitoba; they believe that any influence which tends to strengthen the movement as a whole, will be beneficial to each integral part; they felt constrained to place the results of their study and experience at the disposal of those who had the responsibility of drafting the new measure; and they did in fact co-operate in an advisory capacity with others actively interested in promoting the success of the general movement.

Speaking broadly, co-operative associations fall within two general classes, viz: marketing associations and mercantile or trading associations. It was considered desirable that both of these classes should be covered by one Act. As a necessary consequence, the Act is somewhat lengthy, and therefore cannot very well be discussed in detail now. Probably, in future issues, it can be dealt with more fully.

In conclusion, it may be remarked that the co-operative movement in Manitoba now enjoys the advantages accruing from the possession of the most modern and up-to-date piece of legislation on the subject in Canada. Just as the movement has in recent years adopted new methods and forms of organization, in compliance with the results of modern experience, so have legislative provisions been improved to meet present day requirements. Manitoba co-operators now suffer no handicap in the matter of legislation. Through the provisions of the new Act, and more particularly through the advice and assistance of the Registrar of Co-operative Associations (whose appointment is provided for by the Act), the co-operative movement in general and the smaller associations in particular should derive very substantial benefit. Let us all co-operate in taking advantage of every opportunity of becoming familiar with the provisions of the new Act, so that we may be prepared to apply them as occasions arise.

## EGG STATION AT SWAN RIVER

Swan River, Manitoba  
April 20th

Editor Scoop Shovel:  
Dear Sir:

You ask for the women co-ops to keep the women's page filled, so hope this will help. I am deeply interested in the egg and butter or cream pool, and hope we have both here before long. Eggs are down to 18c and butter to 25c at this time of the year, and one cannot meet their groceries bills. When the sign-up came for the Wheat Pool, it sent wheat up, and I feel sure when the Egg and Butter Pool gets started, the egg will come up in Canada too. I am in favor of the Pool all the way through, especially the eggs and butter, and I know my farm neighbors are too. I have not very many hens at present, but will sign up to help the other party, and probably ship a few eggs besides. I see in the last Scoop Shovel where the Egg Pool has been started in three districts. Can anyone join these districts till the Egg Pool starts in the Swan River Valley? I feel sure this would be a good opening, as Swan River is a town where branch trains stop.

Here's hoping an Egg Pool starts in the Valley.

Mrs. Jno. Vettors

Mr. Storey, Secretary Manager of the Egg Pool, replies as follows to this letter:

The situation of handling eggs from Swan River, as we see it, would necessitate shipping to our Neepawa

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Egg Station, which, you will agree with me, is a considerable distance. However, if reasonable freight services are available between Swan River and Neepawa, there is no reason why the people in the Swan River district could not ship their eggs. You would require, however, to get a number of your shippers together and arrange to ship their eggs on one consignment, each of course tagging their own cases individually, but billing out on one bill by freight.

We note your remarks regarding eggs being down to 18c and wish to advise that we are advancing 20c with further Pool benefits at the end of May, which we expect will be from 3c to 5c per dozen.

It would be impossible for us to consider opening an Egg Station at Swan River this season, as the Northern part of the province has not been organized as yet, although there is nothing to hinder you from becoming a shareholder, which will only cost you \$1.00 and for which share certificate is issued. Then by signing the contract you and your neighbors would begin shipping your eggs at once, if reasonable freight services are available from your point.

We are passing your letter on to our local organizer for attention and he will no doubt see that your district is organized in the near future.

D. W. Storey, Secretary-Manager.

### FARMERS BANK SOLVES CREDIT PROBLEM

Labor unions have achieved striking successes in handling their financial resources through their own co-operative banks, but in rural communities co-operative credit has found expression only through small credit unions. The Kansas Farmers Union, however, has not confined itself within the restricted scope of credit unionism, but has launched a real bank of its own, state-wide in character, organized explicitly to provide members of the Farmers Union with banking services to fit their own peculiar needs. Their bank, however, is solid and sound in management.

For years conventions of the Farmers Union had discussed the founding of a co-operative state bank, but not until 1924 was a committee appointed to survey the success of the Engineers' and Clothing Workers' banks and similar co-operative financial enterprises, preparatory to modeling a banking structure for the needs of Kansas farmers. On July 1st, the doors of the Farmers Union State Bank were thrown open in Kansas City, receiving deposits of \$35,000 on the opening day. Now the institution has \$500,000 entrusted to its care, in addition to a capitalization of \$100,000 paid-in-surplus of \$50,000, and a stockholders' fund in equal amount.

Not one salaried or commissioned stock solicitor or bank organizer was employed to place the bank's stock, committees of the Farmers Union in various localities handling this feature. Heavy organization expenses were thus avoided.

Direct assistance is being extended to local farm groups where the home banker is unable to finance them because of the legal reserve restrictions, or because of an indifference or unfavorable sentiment toward co-operatives. This direct financial aid has regenerated the hopes of the members, enlivened the spirit of the farm organizations, and established them on a sound footing of confidence and respect throughout the state.

Banking by mail is an effective feature of the Farmers Union service, while a legal department is maintained for the benefit of the state organizations affiliated with the Union.

In the words of Vice President O. K. Marley, "Agriculture has stepped into the banking business, and has done credit to both."

—All American Co-operative Commission.

### SUMMER INSTITUTE FOR FARMERS

Agricultural co-operation will have its own summer school at the University of Pennsylvania, from July 20 until August 15, with noted experts in farm economics as lecturers, and representatives of farmers' marketing societies as students. During the first week economic principles and the legal structure of co-operation will be studied, with organization and membership problems for the second week, operating methods and management problems for the third week, and sales policies and price problems for the concluding sessions. The American Institute of Co-operation, as it is called, hopes to develop leaders and workers as well as to help solve the difficult problems connected with building up the splendid structure of co-operation on the farms.

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# At the Secretary's Desk

(Continued from page 7)

## CANVASSERS' REPORTS

Our canvassers did good work, and many of them sent in the most encouraging reports. For instance, S. Thomas, Cardale, writes:

"I have completed the canvass. Several farmers were away when I called, so I shall endeavor to see them again. Please find enclosed, sixteen coarse grain contracts, covering 3,050

acres; also three Wheat Pool contracts covering 205 acres. I have every farmer in this district now who grows wheat except three. I also expect to get some more coarse grain contracts later."

Robt. Fair, of Dauphin, a good scout in the 1924 campaign, has 59 contracts standing to his credit.

N. Jubinville in the Somerset district secured 59 contracts.

H. Grainger of Eriksdale has accounted for 84.

In the north country there has been a particularly heavy sign-up. Jno. Gray, Gilbert

Plains, secured 53. Roy Henderson, Minitonas, 55, and C. F. Olmstead, of Durban, 57.

Special canvassers have been appointed to go out on the clean-up campaign, and although they have only been out but a very short time, they are getting splendid results. Three of these men have, since the latter part of April, sent in over 340 contracts.

Harry Chapman writes of there being 90 per cent of the farmers in one township, and 95 per cent in another township in Pipestone municipality having signed up in the Pool. One hundred contracts stand to his credit since he went out on the work in the last week of April.

Joe Day, working in Wallace and Archie municipalities, increases the total by 189 in three weeks.

He writes: "I finished covering Archie tonight. I got 112 contracts during the 9 days I was canvassing it. I saw every person who had not joined, excepting a few who were away and not within any reasonable distance. I will start in Woodworth tomorrow morning. Everything is going fine."

G. Murray Shaw, working in Russell and Ellice municipalities, adds another 49.

Of the contracts sent in by F. A. Parker from Morton municipality, 14 show 4,700 acres or an average of 336 per contract.

## WHOLE CONTINENT IN WHEAT POOL

All Australia is to be covered by a co-operative wheat pool. In Victoria, the Labor Government has provided that the pool shall be compulsory while the other governments are offering inducements for voluntary pools. The federal government has promised to finance an All-Australian pool by funds of the Commonwealth Bank. By the pools, the wheat growers insure placing their crop to the best advantage in the world's market, instead of rushing pell-mell to the market to underbid their fellow-farmers.

## DENMARK—A NATION OF FARMER CO-OPERATORS

Denmark, a nation of 205,000 farmers, faces the world's markets as one co-operative body of sellers, the achievement of 40 years of co-operation.

The little Scandinavian country faced a dismal future in the year 1885. Peasant agriculture, with its antiquated but costly methods of production and ruinous lack of system in the sales of farm produce, seemed to doom Denmark to bleak and comfortless years out of the main stream of civilization.

Chris L. Christensen, agricultural economist with the U. S. Department of Agriculture, has told in a book just off the Government press, how co-operation transformed the Danish people into one of the most prosperous on the face of the globe in that short span of time. Forty years of sound planning and progress have revolutionized the economic and social life of Denmark, he declares. Her people, rural as well as urban, appear contented and prosperous. Neither extreme wealth nor extreme poverty exists.

Danish farmers, owners of their own land, rank foremost in the application of scientific methods to agriculture, use of fertilizers, and relative crop production. The animal industry has been intensively developed. The whole structure of prosperity can be attributed only to one factor, he says—their extensive application of the principles of democratic co-operation. Denmark, though but one-fifth the size of Minnesota, furnished more than one-fourth of the world's butter trade before the war, besides supplying Great Britain with one half of its butter, bacon and egg imports. Cattle, horses and seeds are also important export commodities in Denmark.

Although the first step in co-operation was taken in the 80's, the movement started with the credit associations in the 50's and the co-operative consumers stores in 1866. Today, those 205,000 farmers look upon the world through the eyes of one great marketing co-op. Production is individual, but the demands of the markets are met through collective effort organized on a co-operative basis. Co-operative organizations, says Christensen, present two types:

(1) Agricultural societies which promote the technical, scientific and educational interests of agriculture and enroll 90 per cent of the Danish farmers.

(2) Co-operative associations which care for marketing, purchasing farm supplies and providing agricultural credit. More than 85 per cent of the farmers are members of co-operative creamery and bacon-factory associations.

Not only that, but through their co-operative activities, Danish farmers have obtained a liberal policy of land reforms from the government and a rural school system closely related to the needs of their children.

There are now more than 5,000 co-ops, doing a business of a billion and a half kroner (\$300,000,000) exclusive of the Danish Co-operative Bank, whose volume of business was \$2,000,000,000 in 1920.

## WHEAT STATISTICS

U. S. Department of Agriculture estimates of the normal per capita wheat consumption of the leading wheat-using nations:

	Bus.		Bus.
Belgium	8.3	Netherlands	4.2
Canada	9.5	Roumania	4.0
France	7.9	Denmark	3.5
Spain	6.1	Chile	3.4
United Kingdom	6.0	Germany	3.2
Switzerland	6.0	Russia	2.7
Australia	5.5	Serbia	2.5
Italy	5.4	Sweden	2.5
United States	5.3	Egypt	2.5
Uruguay	5.3	Portugal	1.8
Argentina	5.2	British India	.8
Bulgaria	5.0	Mexico	.8
Austria-Hungary	4.3	Japan	.5

**LIMITED CO-OPERATION**

The Editor:

Plumas, Man., May 4, 1925

I have been waiting for a long time to have an opportunity to tell my fellow tradesmen my opinion, as we get too many speakers who don't tell us what we ought to know. I noticed a letter in your last issue from our President, Mr. J. Rodgers, re farmers making excuses for not signing up coarse grain contracts. I happen to be one and my reason is as follows: Currency, to meet my obligations when due. True enough the banks favored the Wheat Pool, but here they hold my certificate and yet I am paying them interest on past due capital. Now, unless some changes are made in later date payments, such as taxes and interest accounts, reduced say to 5% instead of 8 and 12% as at present, we need more of our crop returns. Now, it would take too much of your space for all I would like to say, but here is how co-operative marketing works out. Re Wool Growers Assn. Thanks to Mr. W. W. Thompson for his promptness in correspondence and settlement in the past. In order to get finance to carry on I tried out a system of selling through ordinary trade channels and also co-operatively, and I am so well satisfied with co-operative selling that I now ship all my wool to the Co-operative Wool Growers. My returns for 1922 were as follows: Wool sold in bulk on open market brought me 12c per lb. Wool sold to the Wool Growers and graded, brought me 22c per lb. and my returns for 1923 were from 17c to 32c as per grade, totalling me \$10.34 more than if I had sold at 17c in bulk. This was after deducting cost of handling, which was only small, and 1924 clip made me \$60.33 against a possible \$40.20. Any person interested may see my return sheets if they wish. I also save more than my membership fees by buying some articles from the U.F.M. I am yours for co-operation on all commodities, only live stock, and they should be sold at home on a home market and if not sold could be easily returned without cost of yardage and feed.

Arthur Andrew.

**COUNTRY BUYING NEAR ST. PAUL**

There are successful co-operative livestock marketing organizations on all the important livestock markets in the United States. Most of them have the same problems, and many of the same experiences. All of them have proved beyond a doubt that co-operative livestock marketing brings more money to farmers. All are backed by enthusiastic and loyal supporters. Yet everywhere there are many farmers who do not come in, and many others who ship co-operatively only sometimes, and at other times let their stock go to a travelling buyer. In the last issue of "Co-operative Shipper," published monthly by the Central Co-operative Commission Association at South St. Paul, there is an article headed "Country Buying a Menace to Farmer." Part of the article contains these sentences:

"There are dozens of stockyards speculators driving the country buying directly from the farmer, and the farmer who puts in a year's work or two year's work raising these animals is willing to sell to these men for prices which make it possible for them to realize more net profit from the transaction for two day's work than the farmers' realize for two years' work.

"By just what process of reasoning the farmer figures he can afford to sell to these buyers is something which we have never been able to understand. We have demonstrated time and time again that the farmer, by shipping his own livestock to his own organization, could secure as much for them as these men can possibly secure, and they must sell the cattle on the same market."

**CO-OP IN BUSINESS 18 YEARS**

Organized in 1897, the Elgin, Minn., Co-operative Creamery has made 3,500,000 pounds of butter and has marketed it for approximately \$1,500,000. Ninety per cent of the sales price has been turned back to the dairymen who are members of the co-op.

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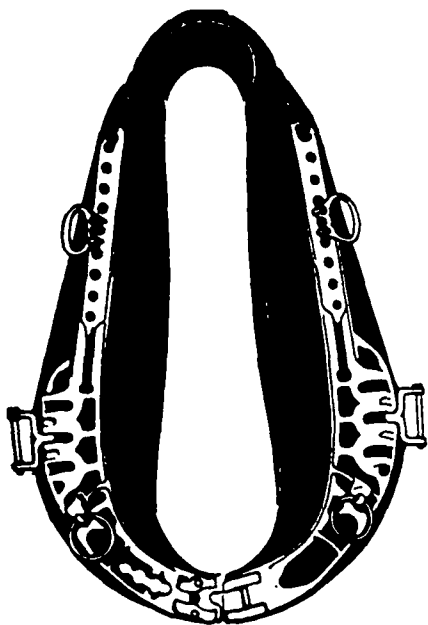
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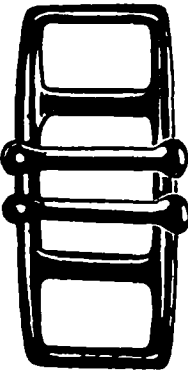
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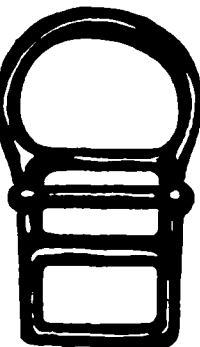
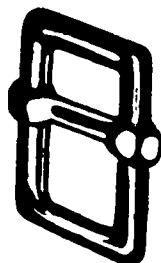


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