

VOL. I

WINNIPEG, MAN., OCTOBER 21, 1925

No. 17

The Cycle

*Not long ago this field was tall with wheat,
And here the field lark sank deep to her nest
Protected by a waving wilderness
Of grain now ripened to its own defeat;
For harvesting has ended beauty's sway,
And left a land where sharp-toothed stubbles mock
The bird who, searching for her scattered flock,
Clings to the fence before she flies away.*

*The mills were waiting for this golden dead,
And wheat will change to flour for making bread
That day by day will strengthen and sustain
The man who tills the lands and sows the grain.
Nature bereft this field. At her decree
Life is the goal of death eternally.*

Jennette Edwards.

HARVEST NUMBER

The Pool and Wheat Prices

Definite Proof There is No Truth in Reports That the Pool is Underselling

By D. L. SMITH—Eastern Sales Manager of the Pool

There is no doubt that the Canadian Wheat Pool is faced with a determined effort by our opponents to leave no stone unturned until they have succeeded in causing internal disorders in our organization and discontent amongst our farmer members. This is borne out by the persistent reports appearing in our daily papers and grain journals to the effect that the Pool is sacrificing their wheat to European buyers, and that in consequence not only is the farmer suffering but also the Canadian miller, who is unable to compete against our cheap offers to Europe.

The latest statement as published September 25th by the Winnipeg Free Press, Tribune and Grain Trade News, is "that according to Russell's News, New York, the Canadian Wheat Pool was making serious blunders in their selling policy and that they were selling wheat at from 2 to 7 cents per bushel under the price offered by competitors."

This statement, to anyone who has the slightest knowledge of trading, must appear perfectly ridiculous. Why should anyone desirous of under selling cut their prices under others 2 to 7 cents per bushel when $\frac{1}{8}$ of a cent would be sufficient to secure the business?

Anti-Pool Propaganda

I have always had a great respect for Russell's News and looked upon their information to be fairly reliable, but when they allow trash of this kind to be flashed over the wires it looks as if they are either hard up for news or are slipping from a position of reliable grain agency information.

I am satisfied that this type of propaganda is spreading fast and that the opponents of the Pool will use every effort, not only on this side, but in the United Kingdom and on the continent, to injure us in any and every conceivable way.

We have built up a great organization, with a good foundation, which is sufficiently strong to withstand all attacks from our opponents, provided, of course, that we have the continued loyal support of our 110,000 members. We ask our members to have confidence in their appointed officials and to feel satisfied in their minds that their wheat is not being sacrificed at any time but is being carefully and judiciously marketed.

Pool Prices Higher

The following cables received in reply to Pool offers of wheat surely give definite proof that there is not a word of truth in the persistent reports that the Pool is underselling:—

GLASGOW, Scotland, September 2, 1925.—"Others offering 3 pence less," (equals about $\frac{3}{4}$ c per bushel.)

BERLIN, Germany, September 2, 1925.—"Others undersold us $1\frac{1}{2}$ guilders." ($1\frac{1}{2}$ guilders equals about $1\frac{3}{4}$ c per bushel.)

ZURICH, Switzerland, September 3, 1925.—"Competitors are offering 10 cents cheaper." (10c equals about 3c per bushel.)

DUSSELDORF, Germany, September 4, 1925.—"Competitors offer September, October 4 cents cheaper." (4c equals about 1c per bushel.)

COPENHAGEN, Denmark, September 5, 1925.—"Others offering 20c less." (20c equals about $4\frac{3}{4}$ c per bushel.)

OSLO, Norway, September 8, 1925.—"Our competitors lower than we are."

ROTTERDAM, Holland, September 8, 1925.—"Your prices too high compared others."

ANTWERP, Belgium, September 8, 1925.—"Your price out of line. Others sold October 10c less. (10c equals about 3c per bushel.)

LONDON, England, September 10, 1925.—"Others offering 1/- less." (1/- equals about 3c per bushel.)

GLASGOW, Scotland, September 11, 1925.—"Others offer 6 pence less." (equals about $1\frac{1}{2}$ c per bushel.)

LONDON, England, September 12, 1925.—"Others offer to Avonmouth and London 6 pence less." (equals about $1\frac{1}{2}$ c per bushel.)

HAMBURG, Germany, September 14, 1925.—"Competitors much cheaper."

ZURICH, Switzerland, September 17, 1925.—"Our Government can buy much below your prices."

HULL, England, September 18, 1925.—"Other offering cheaper."

BRISTOL, England, September 18, 1925.—"Competitors offer 6 pence less." (equals about $1\frac{1}{2}$ c per bushel.)

GENOA, Italy, September 19, 1925.—"Continental grain offering One Northern 2c less; Two Northern, 3c less; Three Northern, 7c less. Dreyfus offering Two Northern, 2c less." (2c equals about $\frac{1}{2}$ c per bushel; 3c equals about $\frac{3}{4}$ c per bushel; 7c equals about 2c per bushel.)

LONDON, England, September 24, 1925.—"Your prices above competition everywhere."

ZURICH, Switzerland, September 28, 1925.—"Competitors are offering freely 5 cents less." (5c equals about $1\frac{1}{2}$ c per bushel.)

BERLIN, Germany, September 29, 1925.—"Regret others cheaper."

NOTE.—English prices are per quarter (480 lbs.); Continental prices are per 100 kilos, (about 220 $\frac{1}{2}$ lbs.)

Co-operative Marketing in Ontario

By Professor R. D. COLQUETTE, Department of Economics, Ontario Agricultural College.

ONTARIO is not co-operation's favorite stamping ground. Probably as small a percentage of her entire agricultural output is marketed co-operatively as that of any other equally important agricultural region on the continent. This is due chiefly to two reasons, one economic and the other psychological.

The economic reason is that most of Ontario's farm products are consumed locally. Co-operative marketing flourishes best with those products that find a distant market. Over 80 percent of the surplus of Danish farms is marketed outside the national borders. California is separated by hundreds of miles of mountain and desert from the nearest edge of her marketing territory. Ontario's position is more like that of England, where agricultural co-operation has not made much headway. Co-operative marketing does not flourish in proximity to industrial centres.

The chief psychological reason is that the Ontario farmer is conservatively minded. He mistrusts innovations. He is no chance taker. About once in a generation he takes the plunge in some big farm movement; or to put it more correctly each generation takes the plunge once and up to the present his experiences of plunging have not tended to make him less conservatively minded. The amazing thing about it is that he, and many others, mistake this conservatism for strong individualism. The fact is that he is less of an individualist than the wheat grower of the plains or the orange grower of California, both of whom have beaten him in concerted action.

A Honey Co-operative

Still in certain cases co-operation has succeeded as well in Ontario as anywhere. Of simon-pure commodity co-operative merchandising organizations, her most successful example is the Ontario Co-operative Honey Producers Ltd., which comes up to all the specifications outlined by the most scientific and artistic co-operation architects.

In fact this co-operative exceeds the specifications demands in several respects. It has achieved four impossibles. First it has so far been successful in holding well attended annual meetings of individual share-holders each paying his own expenses and coming together from distances up to 300 miles. Second, it has been successful in having each local member act as a local sales manager and turn in to the association a

charge for overhead on local sales. Third, its members do their own grading, and fourth, it sets the price at which its members sell locally. Needless to say its members are men of high principle or such things could not be done so successfully.

The organization now has 850 members and handles most of the surplus of the province over

local requirements. When it was organized three years ago, it was faced with the task of marketing a hang over a million pounds from the previous season. New outlets were opened up in Great Britain and Europe and prices were steadied. It has made shipments to B. C. by the Panama route successfully. Among its splendid

achievements has been the standardization of crates which, by making shipments lighter and allowing more honey to be shipped to the car, has effected freight savings enough to more than cover the overhead. Cans and other supplies are handled. A packing plant is maintained for putting up packages for dining car and other branches of the fancy trade. The trade name adopted is Beekist, which has come to mean uniformly high quality to the mind of the writer who is a consistent consumer of the organization's product.

Rutabaga—Otherwise Turnips

Another new merchandising organization in Ontario is the Ontario Turnip Growers Co-operative Ltd. It is now well entered on its second year's operations. Swede turnips to the extent of over 3,500 cars a year are shipped to the American market from four central counties in southwestern Ontario. A lime soil and a high altitude with cool nights and early and frequent autumn frosts are nature's chief contributions to making this district one of the most suitable on the continent for maturing and flavoring what in the South is called the rutabaga, and is considered one of the choicest secondary vegetables.

Last year about 35 per cent of the turnips shipped from Ontario to the States were handled by the association. Though covering parts of four counties the organization is local in form, something that would have been impossible before the advent of the flivver. The members meet annually and occasionally at special meetings at Galt, where the headquarters of the association are now located.

This year the association is selling through the Federated Fruit and Vegetable Growers Inc., a co-operative brokerage concern formed under

(Continued on page 20)

Professor Colquette is one of Canada's foremost advocates of and workers for co-operative marketing. He was for some years on the staff of the Grain Growers' Guide, and through the medium of that paper he introduced the contract pool system to the farmers of Western Canada. He is now pushing the co-operative idea in Ontario, and, in this article he tells of the successes and failures of co-operative enterprises in that province.

IN THE GRAIN BIN



By R. M. MAHONEY, Manager

TOUGH GRAIN

The matter of cars grading tough is one of the most serious things we have to contend with in this office, as I believe cars grading tough cause more real dissatisfaction than any other one thing; the real difficulty being that one car may go just one-tenth of 1% over the dry line, yet the discount on that car is just as great as the discount on a car that lacks just one-tenth of 1% of being damp. I presume the buyers figure that tough stuff averages up and is worth approximately so much.

Practically all grain in an average year is just under the tough line, and the least little bit of damp weather or dew is sufficient to make it tough. Grain, of course, picks up moisture out of the air even after it is threshed. If it is in a granary, it will pick up just as much moisture as there is in the air, and it will also pick up moisture while it is in a car.

On the whole, the month of September this year, with the exception of the very early part, was a cloudy damp month, and we have had a good many cars go tough that were just over the line. Another thing: It is a fact that when it starts to rain, many cars that were threshed even before the rain, grade tough.

Testing for Moisture

While, of course, we do not have anything to do with the grading of grain, or the testing of cars for moisture, it being done by government inspectors, we watch this pretty carefully, and the only answer we can find to this situation is that if, on the whole, the weather in the West is good and dry, the inspection department may figure that cars are dry and not test them all for moisture, or they may figure that an odd car carrying a little excessive moisture will be absorbed in the terminals by being mixed with a lot of perfectly dry grain, and it will come through all right. The minute the weather turns damp or rainy, the government inspectors start testing every doubtful car for moisture, doubtless feeling that, all grain being right up to the limit of moisture allowed, there is little possibility of the drier grain absorbing much moisture from a car that is over the tough line. Thus any car of wheat, oats or rye carrying over 14%, and car of barley testing over 14.60% and any shipment of flax containing over 10½% of moisture is graded tough.

Not a Rosy Job

Grain inspected in Winnipeg and placed in public terminals goes out of those public terminals at the same grade as it went in, there being no mixing in public terminals. As a consequence, if the inspection department let growers' cars

go through as dry that are in reality tough, when the terminals come to load this grain out in boats and ship it to Europe the inspection department find that instead of its being dry grain it is tough grain. They attempt to grade it tough, and naturally the terminal elevator company say: "You graded this in dry and you must grade it out dry." Supposing they do grade out a cargo dry that really is tough; when it gets to Liverpool the buyer there will take a moisture test, and when he finds that his cargo of 3 Northern, for which he paid a "dry" price, is in reality tough, he will immediately refuse it.

You can see from this that the life of the government inspector is not such a rosy one. Every time he puts a grade on a car passing Winnipeg inspection he must be prepared to put the same grade on this car when it goes out of the terminal elevator, and he has to be sure that Mr. Foreign Buyer will not be able to say: "This is not up to the standard set by 'The Canada Grain Act,' and I refuse the cargo."

Buyers Want Value

I have given a great deal of thought to the grading of grain, and I have talked with a great many people who have given as much or more thought to it. Hundreds of suggestions have been made as to how grain should be graded, or changes that should be made, but when we get all through, we have to go back and realize that after all it does not matter what grade is put on grain, or what changes are made in the standards of grading. The ultimate buyer is only going to pay the actual value of the grain as compared with other grain, just the same as, if you go to a store to buy a pair of shoes, you want the very best value for your money. After all, the only thing the government inspection department can do is to grade grain, shipped to terminals and out of the terminals, under the "Act" and then they know they are safe.

Personally, I do not envy the inspectors the position of always having to stand between the buyer and the seller—the seller usually dissatisfied because he figures he received a poor grade for his grain, and the buyer just as dissatisfied because he figures he received poor grain for his grade.

NOTICE TO MEMBERS—IMPORTANT

Our record of each grower's business is kept in a ledger account under his name, as it appears on the contract which he signed.

In view of this, we must ask you to please see, in accepting storage tickets and growers' certificates, that your initials and name are written the same as they appear on the contract

which you signed. This is very important, and if you will give it your careful attention you will save delays in receiving your interim and final payments, when it comes time to make them.

If you signed your name on your contract "Albert J. Brown," see that your storage tickets and growers' certificates are made out in favor of "Albert J. Brown" and not "Bert" or "B" Brown.

For any delay which may occur in getting future payments to you, or any confusion which may occur in getting your deliveries credited to you, because your growers' certificates are made out incorrectly, the office cannot be considered at fault.

Another most important thing is the contract number. Each member should keep his number convenient, to be given the elevator operator in making deliveries of grain. Your number appears on the wrapper of every 'Scoop Shovel' mailed to you, and you will assist yourself and this office by seeing that it appears on every storage ticket and growers' certificates issued to you.

GRADING

We receive reports that Pool grain gets better grades than non-Pool grain, and we also receive reports that Pool grain is graded lower than non-Pool grain. The truth of the matter

is that there is no difference in the grading of Pool and non-Pool grain, so far as the inspection Department is concerned.

To start with, when they are grading grain the Inspectors do not know whether it is Pool or non-Pool, and if they did know they would not and could not show any preference. While I was with private grain companies I checked grades, and I have checked grades since I have been with the Pool: thus I know there is no difference. I received exactly the same treatment in checking for the one as I have in checking for the other.

Anyone who makes the statement that one grain firm can get better grades for customers than another, or that any private grain firm can get better grades for Pool or non-Pool grain than the Pool can get on shipments made to them, is uttering an absolute untruth. If any person will report to us such statements, with full particulars, we will proceed to make the individual who made them, prove his statements.

In my opinion, the only solution of this grading problem is for the Pool to have every terminal facility handling Pool grain, so that if there is any profit to be made through the separating of mixed grain, the cleaning of grain, the sale of screenings, or any profit to be made through the mixing of grain, it will all go back to the grower.

Advisory Council on Co-operative Marketing

The Policy of the Manitoba Government with Regard to Co-operative Enterprises

By H. C. GRANT, Provincial Registrar of Co-operative Associations.

During the last session of the provincial legislature, the government passed a new act respecting co-operative marketing associations. The bill was prepared with the assistance and advice of representatives of the farmers' organizations of the province. A study was made of existing American and Canadian co-operative acts, and an attempt was made to embody their good features, and at the same time make what improvements recent experience has shown to be necessary.

The old act was drawn up mainly for consumers' co-operatives. The act of 1925 is aimed primarily at placing the co-operative marketing of agricultural produce on a sound legal basis, with all the safeguards and privileges of a joint stock company, and all the social and economic advantages of a co-operative association.

Conjointly with the passing of the act, the government made provision in the estimates for marketing investigation and assistance. This work is to be carried on under the direction of the Registrar of Co-operative Associations, who as the act states, "shall generally be an advisor as well as a supervisor of co-operative associations."

It is the policy of the government, that co-operation can best succeed on a basis of self-help. This is a policy based on sound conclu-

sions, reached after a study of co-operation, both at home and abroad. The producer himself, not a government official or an outside agitator, should see the need of organizing.

Ready to Assist.

In the problems of organization and in the studying of market demands, however, the department is ready to assist to the uttermost.

To interpret the marketing difficulties of the producers and plan for a combined attack on some of our major problems of outside markets, etc., the government has formed an Advisory Council on Co-operative Marketing.

Representation on the council is by organized commodity. At present the council consists of a representative from the Wheat Pool, The Manitoba Co-operative Poultry Producers, The Manitoba Co-operative Dairies, The Winnipeg District Market Gardeners Co-operative Association, and the Solsgirth Co-operative Seed Oat Growers Association. Besides these representatives, technical men of wide experience, such as Dean McKillican, and Professor Harrison, of the college, are on the council.

Such a council links up, "the organized farmer in business" and the educational forces of the province. To use popular language, Manitoba is attempting to "pool her brains" for the solution of her marketing problems.



THE SCOOP SHOVEL

Official Organ of

MANITOBA CO-OPERATIVE WHEAT PRODUCERS
LIMITED

MANITOBA WHEAT POOL

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"CO-OPERATION—SERVICE AT COST"

WINNIPEG, MANITOBA, OCTOBER 21, 1925

A LOST BELIEF

Commenting on the statement of the Winnipeg Grain Exchange regarding the average prices paid for wheat by private firms as compared with Pool prices, and D. L. Smith's reply thereto, The Toronto Globe says:

The statement issued by the Exchange was designed, of course, as a blow at the morale of the pool members, who are asked to believe that they would have been better off if they had entrusted themselves and their wheat to the tender mercies of the gentlemen who hold seats on the Exchange. The Western farmer is still a pronounced individualist, but he has long since lost a belief in the philanthropic intentions of the grain trade.

That ought to hold Lombard Street for a while!

MISREPRESENTATIONS

In the last issue of the Scoop Shovel I referred to misrepresentations in the country with regard to the Pool and urged members to write to this office and get the facts. I want to repeat that advice. A number of cases of misrepresentation have been reported to us, some referring to the operations of the Pool and some to Pool officials.

With regard to the latter there seem to be insidious attempts in the country to rouse suspicion in the minds of Pool members and to weaken confidence in the Pool management. The Pool officials are represented as receiving extravagant salaries, and there are insinuations with regard to Pool operations. Let me repeat and make perfectly plain to our members: the Pool has nothing to hide—nothing it does not want its members to know. If any of our members hear a person making statements reflecting in any way upon the Pool and its management, they should induce the person to repeat the statements

in the presence of two witnesses, or get the person to put them into a signed statement. If we can get properly authenticated evidence of malicious misrepresentation we will take immediate action.

READ, MARK AND LEARN

I want particularly to call the attention of Pool members to the two articles by D. L. Smith, Sales Manager for the Pool, in this issue of the Scoop Shovel.

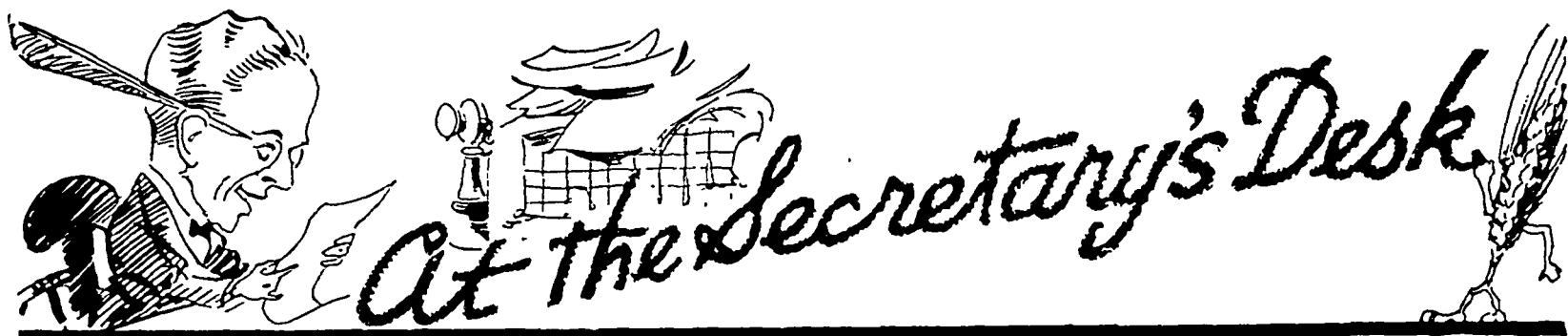
From the day the Pool commenced business there has been a steady and persistent current of effort to weaken the confidence of the farmers in the Pool and thus bring about destruction of the entire organization. I have made reference before to these efforts and at the last annual meeting I mentioned the very determined attempt to cripple our co-operative organization by hammering down prices below the amount paid out by the Pool.

The campaign of misrepresentation of Pool operations is not by any means confined to Canada. We have to remember that in the United States and Australia the wheat growers have organized and are working hard to expand, state pools, like our provincial pools, and in these countries, as well as in Canada, the pools are looked upon by a large number in the grain trade as something like alien invaders of a field reserved for private enterprise. The result is a kind of tacit combination in these wheat growing countries, and in private agencies in buying countries, against the pools, and the pooling system and consequently the damaging rumors may arise outside of Canada.

Our members ought to understand that the Pool must run the gamut of criticism; every new institution must do that. Fair, constructive criticism is useful and is welcome, but human nature being what it is, there will always be the kind of criticism which is based on private interest alone and which is very often neither fair nor constructive. It is this latter kind of criticism, in the main, which is being directed against the Pool and it originates in a number of sources.

Anxious as we are to keep our members rightly informed about the Pool and its operations, we cannot undertake to take notice of every report and rumor circulated to do us damage. The articles by Mr. Smith in this issue of the Scoop Shovel contain the answer to the main arguments of the Pool opponents. They are worth and will repay a careful reading and will enable our members to estimate at their real worth both the legitimate and the illegitimate arguments of those upon whose toes the Pool is treading.

THE PUBLIC MAKES A DISCOVERY



By F. W. RANSOM, Secretary

GROWTH OF THE ORGANIZATION

The outstanding feature in the organization work has been the growth in membership during the last month. During the summer, the contracts were coming in at an average rate of fifty



J. B. DAY,

One of our field service men. In the special canvassing he has made the record of over 1,100 contracts to date

a day, and in the last four weeks this rate has doubled, and the average receipt of contracts is approximately a hundred a day. There was some falling off recently, owing to the heavy rains and bad roads, but the contracts still continue to pour in. The following report shows the membership and number of contracts up to date.

Membership

Number of members, both wheat & coarse grain	7,504
Number of members, coarse grain only....	1,600
Number of members, wheat only	6,245
Total membership	15,349

Contracts

Total coarse grain contracts	9,104
Total wheat contracts	13,749
Total contracts	22,853

Flood of Contracts

This remarkable increase has been due to three things:—

(1) The general satisfaction with which the farmers have received the report of the first year's operations of the Pool, and the final returns made.

(2) The fluctuations in market prices.

(3) The downward trend of the markets.

There is quite a howl going out into the country over the radio, through the press, and through general propaganda, but it is all coming from those who are being hurt.

The Pool is growing, and is stepping out. It is crushing under foot the old antiquated methods of competitive marketing, and replacing unnecessary institutions. Never have so many unsolicited contracts been mailed into this office; never have so many people personally called at the

office to sign up; and never, except in the brief period of the drive, has the increase in membership been so remarkable. With so many new members in the organization, (for it is now more than double what it was last year), a number of questions are being asked, which it is necessary here to again answer. The following are some of the many which come in by correspondence:

A Few Questions

- Q. Having sold part of my crop, may I come in to the Pool for the balance?
- A. We will be glad to accept contracts and new members at any time; there is no cut-off date or closed period. Send in the contracts; the more the better.
- Q. Part of my grain is in store in the elevator, or at Ft. William. Can I, in signing up, dispose of this grain through the Pool?
- A. When you sign a contract, all grain grown and delivered by you, or that you are holding in your own name, must be turned in to the Pool. Send in to this office any evidence of ownership that you have in the grain in store or unsold—your warehouse receipts, bills of lading, storage tickets, or elevator agent's receipt, and also a letter of instructions, giving us the authority to have this grain turned over by the grain company to the Pool.
- Q. May I sign up for one parcel of land and be free to sell the grain off another farm on the open market?
- A. Absolutely not. The contract applies to the individual and not to land. When a grower signs a contract he is making a personal agreement as between himself and the Pooling Association, and he agrees to deliver to it all the grain that he grows, excepting seed and feed. All grain that is delivered in his own name must go through to the Pool.
- Q. Can I sign for my barley, and at the same time be free to sell my other coarse grains on the open market?
- A. Where you sign a Wheat Pool contract you are bound in respect of all your wheat. When you sign a Coarse Grain Pool contract, you are bound in respect of oats, barley, flax and rye, and whichever of those grains you are marketing must go through the Pool.
- Q. Can I sign up for one year?
- A. No. The Wheat Pool contract covers the period 1925-26-27. The Coarse Grain contract is for five years, 1925 to 1929 inclusive.

Q. May a Pool member and a non-Pool member ship together?

A. Yes, and in this way both have the advantage of the lower platform charges ($\frac{1}{2}$ c a bushel). but a letter of instructions should accompany all bills of lading, advising the Pool as to the share of the shipment in which the non-Pool farmer is interested, and stating also to what company the grain is to be delivered.

Q. Will the Pool sell on commission or handle on a Pool basis, non-Pool grain?

A. No. All grain coming forward in the name of non-Pool farmers is turned over to a grain company, and the returns sent direct from them to the owner.

No Withdrawal

The above are hard and fast rules, but this is necessary for the protection of the members, and is in the best interests of the organization as a whole.

Occasionally a member writes in stating that owing to financial circumstances he would like to have permission to withdraw from the Pool for the one year, and sell on the open market. With the exception of those cases where a member has unintentionally signed on the wrong contract form, no cancellation or withdrawal has ever been allowed. In reply to all such enquiries, we invariably state that we are holding a position of trust and have no authority to allow a member to withdraw from the Pool, and that were such to be allowed, it would establish a pre-

cedent that would soon lead to the breaking up of the organization which has been built up by the members at the expense of much time and sacrifice.

Must Sign Proper Contract

We would remind our canvassers, and would ask those signing up, to be sure and use the right contract form. Where the grower is becoming a member of the Coarse Grain Pool, it is necessary to sign the "Grower's Grain Pool Contract," and in respect of wheat, it is necessary to use the Wheat Pool contract (Agreement). The Coarse Grain contract does not include wheat, and must not be used for wheat, nor must the wheat contract be used for coarse grains.

Whenever we have a contract from a new member, a formal letter of acknowledgment is sent out, with a Stock Certificate enclosed indicating that he has one share of capital stock in Manitoba Co-operative Wheat Producers Limited. On this Certificate is also his contract number. It is this number that you are asked to give the elevator agent when delivering your wheat.

Quite a number of those who are members of the Wheat Pool only, are sending in their coarse grains to the Pool; and a number who have signed a coarse grain contract only, are sending in their wheat to the Pool. In every case we hold up the returns until we receive a reply to a letter sent out to the members, asking them to sign a Pool contract for the particular grain concerned.

Pool Paid Better Prices

D. L. Smith, Pool Sales Manager, Replies to Grain Exchange and Shows that the Statement that the Private Grain Trade Paid Better Prices than the Pool is Contradicted by Trade Facts

On October 9, the Winnipeg Grain Exchange issued through the press of Winnipeg, a reply to a statement contained in a circular issued by the Saskatchewan Wheat Pool. Over the signature of D. McCrae, general manager of the Pool, it was said:

"We have no hesitation in stating that the prices which the Pool has already paid, including this one (the final payment) for wheat delivered to it by its members, on the average are much higher than those which have been paid to the farmers who have refrained from joining the Pool."

"This statement", the reply of the Grain Exchange said, "is not in accordance with the facts as shown by an independent audit made by Price, Waterhouse

& Co." The audit was published with the statement and the prices it gave were compared with Pool prices. The comparative statement, the Grain Exchange said, showed that the non-pool grower received a higher average price than the pool grower.

To this statement of the Grain Exchange, D. L. Smith, sales manager of the Pool made the following effective reply.

"The statement appearing in to-day's Free Press issued by the Winnipeg grain exchange, based on a report compiled by the auditors, Price, Waterhouse & Co., is one which can hardly be taken seriously by those vitally interested.

"In the first place, the prices quoted by Price, Waterhouse &

Co. give the returns made the non-pool farmers from only fifteen elevator companies. This may only represent a twentieth part of the total non-pool wheat marketed last season, and secondly, the report has only referred, we presume, to special binned wheat shipped to these fifteen elevator companies to be sold on instructions from the farmer. It must be remembered that this special binned wheat represents not more than fifty per cent. of the entire handling by these fifteen elevator companies, the remaining fifty per cent. being purchased by them at street prices from the farmers at the elevator at point of delivery. These prices, as grain men know, are several cents lower than the daily prices quoted

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 Chas. Tully, Reaburn.

CANADA AND WORLD MARKETS

In looking forward to the market possibilities for the coming winter season we must come to the conclusion that they are very much brighter than they were at this period last year, for several reasons: First, feed is more plentiful and, if anything, a little cheaper. Then, coming to the markets themselves, they are bare as compared with last season. If you remember, last year a comparatively small portion of our output was exported so that it left large quantities of butter in the hands of speculators whose experience was not of the best. The markets were very much depressed owing to so much butter lying around looking for an outlet.

We should understand that although we, in Canada, have never made sufficient butter to supply home demands during the winter months, we have a surplus which must be cared for during the summer months, and also that there is a good market for it in Great Britain, provided it is sent out when it is fresh, and when the other countries such as New Zealand, Australia, and the Argentine, are in their short producing season, which is their winter season. At this time they have little, if any, to export, while on the other hand during the summer season we have a surplus.

Our Comparative Holdings

This past season has seen quite a quantity of our butter exported, as you will notice by the following figures comparing the amounts held on Oct. 1st, this year, with the same period last year. On Oct. 1st, there was held at Montreal 257,574 boxes of butter as compared with 155,659 boxes on Oct. 1st, 1925, or a decrease of 101,915 boxes. At Toronto, for the period ending Oct 1, 1924, the holdings were 118,746, as compared with Oct. 1, 1925, 65,694 boxes, or a decrease of 53,152 boxes. The American market is also in a much more healthy condition, as their holdings are in the neighborhood of 45,000,000 lbs. short of the same period last year. These figures show that we are entering the winter season with a much more favorable outlook so far as markets are concerned, although on the other hand, our competitors are just entering on their producing season and will be looking for an outlook for their products. If our

market should go high enough their surplus will find its way to Canada just about as easily as it can go to Great Britain, so that with our rapid transportation as well as means of conveying news the world has become very small.

New Zealand's Competition

Should the New Zealand make be heavy this coming season upon which they are just entering, it is just as easy for them to land this butter on the New York or Montreal markets as it is to land it on the British market. The rate to New York on their butter is 1¾ cents per pound and slightly more to Montreal. From Winnipeg to Montreal the rate is 2 cents a pound. At the present time, there is a peculiar condition existing owing to the seaman's strike which retards their shipments, but on the other hand their production will be going on just the same as usual so that the present shortage is artificially produced. We have nothing to fear unless we get our prices so high that they will find it profitable to ship to Canada.

Boosting Cream Prices

These conditions have caused some firms to act very unwisely in running the prices of cream altogether out of reason with the hope of stampeding the shippers. The serious question which all shippers of cream should ask themselves is:—are these firms fit and proper institutions to handle your product so as to give to the initial producer the full benefits of the markets? Surely if they try in this way to take advantage of their competitors they are apt also to take advantage of the producers if an opportunity presents itself. However, let this be as it may, actions like these which have been carried on for the past few days are not a credit to good business as prices of cream have been boosted to at least five cents above actual value and the advance cannot be maintained or justified in any way. It is simply another strong argument in favor of the producers controlling their own business where prices will be stabilized and made profitable for the producers.

From the standpoint of economy of manufacture or of marketing we are quite safe in saying that if our make here in the Manitoba Co-Operative could be just doubled from what it is today, it would be possible to make a saving of at least two cents per pound fat handled and this would go directly into the pockets of the producers. Then we have the importance of having a large volume to offer on the markets of the world which would produce another great saving. We have already exported to the British market eight car loads of butter for the season of 1925.



This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

WHEN THE FARMER LOSES

Travelling buyers bought a great many cattle in the country while harvest and threshing operations were in full swing, and as a rule their operations were profitable to themselves, as the bulk of their buying was done while the market was rising.

Once a year usually and sometimes twice, in seeding and harvest time, a period occurs when shipping associations handle a smaller percentage of shipments because farmers let their cattle go by selling in the country instead of shipping, and almost invariably farmers receive less for their cattle than they could have obtained by shipping. It has been proved over and over again that farmers profit by shipping their cattle instead of selling them locally. One of the problems shipping associations have to consider is how to give the best service, and secure the greatest handling of livestock from their shippers at such periods. It may seem a little more convenient to sell locally at such times, when the pressure of farm work is the greatest, but it often means convenience very dearly paid for. In many cases it is probably not so much a question of convenience as one of interest and attention, for market values of livestock get less consideration, and naturally so, at these times. Local associations that continue shipping their regular percentage of the livestock of a district can do good service for their members at such times. Probably many associations could do so, by considering the matter in advance instead of after buyers have picked up a large part of the cattle in a district. Thought might well be given to this subject during the winter and plans made in advance to take care of cattle that will have to be forwarded during the rush of seeding.

VERY HEAVY RECEIPTS

When the bad weather throughout the west made threshing impossible during recent weeks a very large number of farmers turned their attention to shipping cattle. The result has been extremely heavy receipts at the stock yards. St. Boniface has several times had ten thousand cattle on the market at once. Several times the carry over of cattle from one day to another has been heavy. Last Tuesday morning, October 13, saw 6,500 cattle carried over from Monday and the additional receipts for the day brought the total up to ten thousand on sale for the second time during the week.

There is a good outlet for feeder steers for shipment to the United States and to Ontario, and for cattle carrying sufficient finish for the

export market to Great Britain. The pool, as everyone knows, has developed a very large direct business in feeder cattle with farmers in the United States and in Eastern Canada. These customers have furnished orders for all, and more than all, the good feeders that the pool has been able to furnish even when the run was heaviest. It is the inferior cattle, and especially inferior female stock, which gives difficulty in handling in such a period.

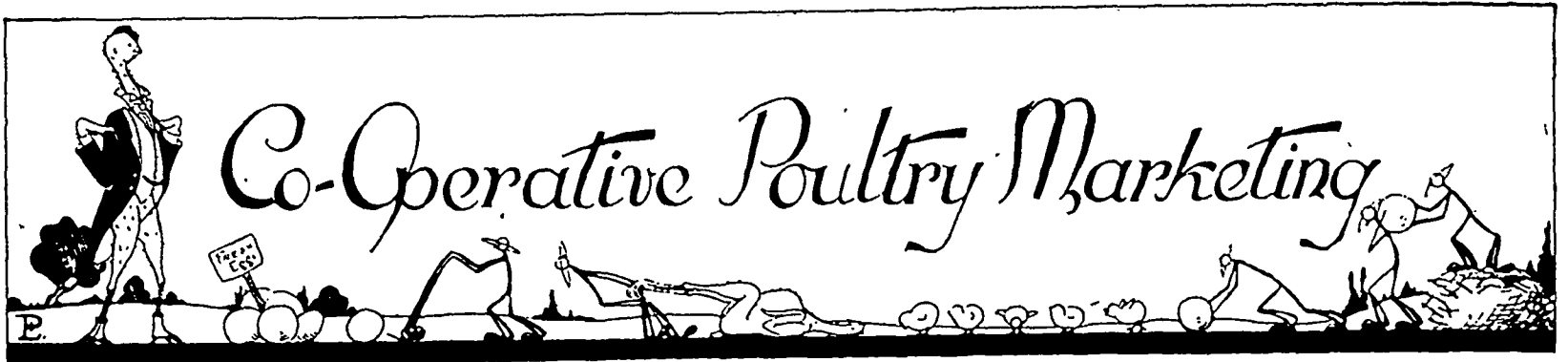
Away out in Denver they are taking note of what farmers in Western Canada are doing in the way of co-operative livestock marketing. An issue just received of "The Producer" official organ of the American National Livestock Association contains a careful review of the Cattle Pool. The concluding statement is "Results so far seem to point to unqualified success."

Western Canada seems to have been about the only part of the world that had a larger number of hogs to market in 1925 at the higher price level than last year. Not only in the United States was hog production less but reductions are noted in other countries, notably Denmark and Ireland. Irish bacon has been very scarce this year, and producers there have been lamenting that they have not hogs this year to let them take advantage of prices offered.

The best time to watch the work of the cattle pool and to realize what it is accomplishing for producers is during a heavy run of cattle. The greater the number on the market, the more closely can cattle be sorted up into uniform lots. At such times too it is more important that the pool has so many outlets for cattle and can take its choice between forwarding cattle and selling them on the local market. Any one who can spend a few hours at the stock yards will be welcomed by United Livestock Growers. Very few people can see the actual working of the cattle pool without becoming enthusiastic supporters of co-operative livestock selling.

STOCKER AND FEEDER CATTLE

Are you going to buy stocker or feeder cattle this fall? It will pay to get in touch with the pool at once and say just about what your requirements will be. The pool wants to enlarge the distribution of feeder cattle in Manitoba as well as in Ontario and in the United States. You can give your order by mail and be sure of satisfactory treatment and fair dealing. No commission is charged on purchase of cattle from the pool.



Manitoba Co-operative Poultry Marketing Association Limited

W. A. Landreth, President and Field Organizer

A. W. Badger, Vice-President D. W. Storey, Sec'y-Mgr.
DIRECTORS DIRECTORS

W. A. Landreth, Lauder	Geo. Gordon Oak Lake
D. W. Storey, Hartney	W. B. Martin, Shoal Lake
A. W. Badger, Carman	C. Howden, Goodlands
W. S. Patterson, Boissevain	C. C. Milne, Morden
	Dr. H. N. Thompson, Vird'n

Head Office: Hartney, Manitoba

DRESSED POULTRY MARKETING

Organization is now being completed in districts in which dressed poultry marketing will be conducted this season. A great deal of new territory is being organized, requests having come from almost every section of the province that their districts be included this season. We again wish to suggest to districts that are interested and which have not made application to be included, that they do so at once, as applications cannot be accepted after November 1st. Sufficient time must be allowed to arrange for organization, and the conducting of demonstrations.

We will again be indebted to the Dominion Live Stock Branch for its co-operation this year. Our demonstrations will be conducted by A. C. McCullough, poultry promoter for the province. The educational value of these demonstrations towards the success of the Association cannot be over estimated, conducted as they will be, in every new district in which we are going to operate this season. They give to the producer an opportunity to learn how to kill and dress a bird for market, under the direction of men who are expert in this particular work. It also enables them to become familiarized with the method adopted by the Association for producing a high grade pack. It is therefore, essential that all who are going to ship their product through the association attend these demonstrations. There are no mysteries connected with the co-operative marketing of poultry products. Its success is based, first, on the producers ability to prepare for market a high grade product; and second, on an economical system of assembling and distributing the product. Providing we are successful in accomplishing these two important factors, the success of your association and marketing system is assured.

Necessary Information

Some time ago a letter was sent out to all secretaries' of locals, drawing their attention to the importance of getting necessary information regarding the quantity of birds obtainable in each district for market, so as to enable Head Office to place orders for their supplies in ample time to avoid any delay or disappointment in

arrival of these supplies at the shipping point. We have had a few responses to these letters, but nothing to speak of yet, and we wish to impress upon the locals once again the importance of getting this information to the secretaries, so that Head Office will be in a position to estimate what supplies are required. Speaking generally we are of the opinion the poultry crop is considerably lighter this year, which will necessitate considerably more following up and more part cars being loaded. The average producer will know by this time how many birds he or she has for market, and it is simply a matter of decision as to whether they will ship through the association or not. We emphasize again the importance of getting this information, so as to place us in a position to give the best of service.

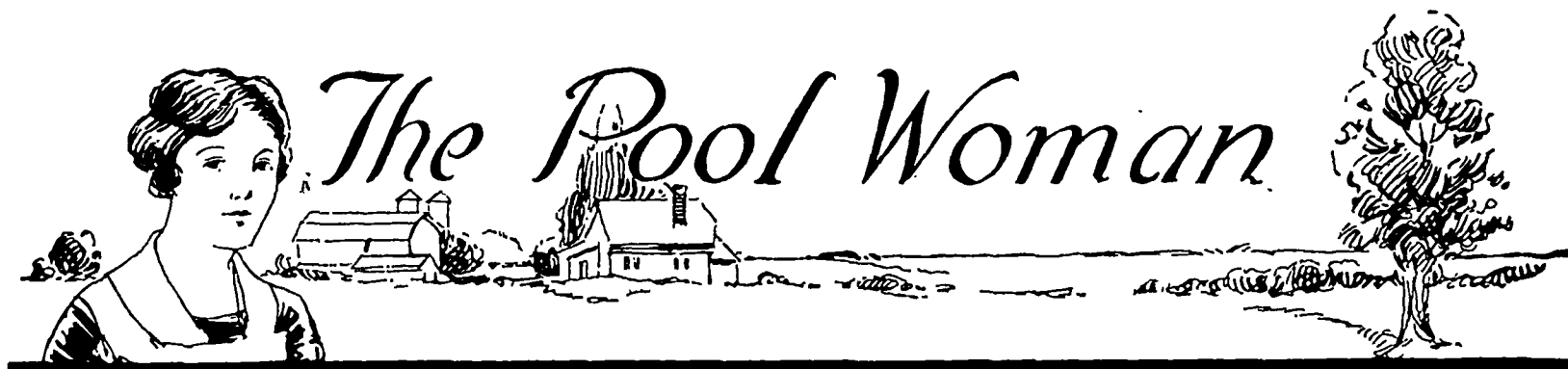
LIVE POULTRY POOL COMPLETED

Live poultry work has been completed for this year. Nine cars have been shipped with a total of about 110,000 lbs. Despite the fact that this is one of the hardest products the association handles in order to give complete satisfaction, we feel that a good average price has been obtained. The main reason the association endeavors to market this product is to encourage the culling of flocks for laying purposes, and in order to do this, we find it is very necessary that we find some market for the culled hens. The following net prices were paid this year: No. 1, hen 11½c, No. 2 hen 9½c, old roosters 5c. The provincial department did the culling work free of charge, excepting the expense of driving the culler from place to place, which was charged at so much per bird according to the cost in each district. Our cars were sold in Chicago, Buffalo, Detroit, Montreal, and Winnipeg, and we have every reason to believe that the best prices obtainable were received for all of our cars.

LOCAL ANNUAL MEETINGS

Commencing on the 19th October, the annual meetings of the locals will be held, this being the date set out in our by-laws for the holding of these meetings. It is to be hoped that these meetings will be well attended in order that our shareholders may obtain first hand information regarding our operations during the past year. All shareholders are receiving written notice of the meetings of their particular local. At these meetings all officers of the locals will be appointed, consisting of an advisory board of five members, which will elect its own secretary and chairman. It will also be necessary at the meeting to appoint a delegate or delegates to attend the an-

(Continued on page 26)



By A. BLANCHE GIBSON

OCTOBER

Month that fetches peace an' plenty, like a freight train rollin' in,
 Never stops her ministrations—till she fills up every bin—
 Then, a smile, an' a God bless ye, as she passes from the scene—
 Leavin' everybody thankful—fer October, the serene!

—Selected.

WINTER BOUQUETS

Now is the time of year to think about our winter bouquets. How dull and dreary a room looks through the winter months without the brightening influence of a vase of flowers here and there. Yet when we stop to think, are there not a number of substitutes for the summer flowers if we use or apply what ingenuity we have?

The "everlasting" type of flower, chief of which is the "helichrysum," make such colorful bouquets and grow so readily in this country of ours. Those of us who are not in the habit of growing them for winter bouquets should make a start next summer. The flowers should be picked when in full bloom and before they are too old, else they get "ragged" looking and commence to fall apart. Arrange them in bunches and hang them up-side down until they are thoroughly dried out, they are then ready for your winter decoration.

In some localities "bitter-sweet" is obtainable and bouquets and bunches of "bitter-sweet" make ideal winter decoration. It is a pretty two-toned, orange colored berry, that unlike most other ripe berries remain attached to the stem and should be gathered in the late fall. A few bunches of "bitter-sweet" carefully gathered and put away in boxes, might be brought out at Christmas time and add a lovely little surprise.

Grasses, seed-pods, stems of grain and so on, all help make the "home-manufactured" winter bouquets a success. Some gather small branches of colored leaves and varnish them, others touch these up by adding a bit of gold or silver paint here and there.

Recently I saw a very unique and striking winter bouquet in the process of being manufactured. Poppy seed pods with long stems were used as the foundation of the bouquet. Both the stems and pods were enamelled in bright and "shiny" colors—glossy black, bright red, yellow, light blue and even in silver and gold, the latter, of course, being "mined" from the left-over bits in the bottom of the aluminum and gold paint

tins. A softening touch was to be given by the addition of graceful blades of grasses. In all, quite an inexpensive bouquet, a desirable point.

But for a lovely display of color and a wealth of perfume combined, we must turn to our winter flowering bulbs. Tulips, daffodils, hyacinths and narcissi may all be used with great success. As to their culture the majority of the seed catalogues give full directions for the preparations of the soil and their care. The majority of the growers claim that October potting gives the best results, so now is the time we should be getting busy if we want to have a breath of summer in the midst of winter.

From an artistic view point, the arranging of the flowers in a natural manner is the main issue. A few flowers gracefully and loosely arranged are considerably more attractive and will not wilt nearly so quickly as the crowded solid bouquets that we sometimes see "stuffed" in vases.

At this time of the year with Christmas just around the corner, a pleasant and exciting bit of work for the young people would be the making of winter bouquets for Christmas gifts—especially might this prove a successful and interesting diversion if carried on in the school-room during the "art" period.

To carry the idea further, why not, with bazaar the order of the day, have a table of school or home-manufactured bouquets? It would be an unique side-line and no doubt would prove a profitable one.

OUR PUBLIC DUTY

As the 29th. of October draws nearer we should keep in mind the wonderful privilege that is ours—the privilege of exercising the franchise and see to it that we do not neglect our public duty. We should make it a point to hear the various national questions discussed at the different political meetings, of reading the various instructive articles and then make our own decision as to how we will cast our ballot. But cast our ballot we must; it is not only a privilege but a duty to express ourselves positively on these vital questions of the day. One frequently hears the remark, "But one vote makes little difference, so I won't bother." The following, quoted from the political observations of Richard T. Greener may throw new light on that sort of reasoning.

"In 1811 a Rhode Island farmer dallied to release his pig from a fence and arrived at the polls too late to cast his vote. The Federalists lost that precinct by one vote; as a result, a

(Continued on Page 25.)

BY
LAND
OR
SEA

"A TRIP BACK HOME"

AT
OUR
EXPENSE

\$10,000—Ninth and Largest Nor'-West Farmer Prize Award—\$10,000

WHY?

"Why is The Nor'-West Farmer putting on this contest?" you will ask, and a moment's reflection will likely give you the answer. It is to extend the circulation of this paper to every nook and corner of the west—to place it in every home where the helpful, interesting and entertaining columns of its reading-matter will brighten the lives of men, women, boys and girls and assist them to get more money and happiness from land, labor and homes.

Being the oldest farm paper in Western Canada, it is well-known at every post office in the entire west and is spoken of as "The Farm Paper that Everybody Likes." There never has been, there never will be, if the past predicts the future, any trouble in selling The Nor'-West Farmer. Those who know it best, value it most and its old subscribers are its best boosters.

This campaign will introduce it into many new farm homes, through the effort of our candidates, who will find this an excellent opportunity to make friends for themselves as well as The Nor'-West Farmer. In doing this they place within their reach and within the reach of their friends, prizes of wonderful value and assure themselves an experience that will prove invaluable to them.

There will be no losers. Every worker will be rewarded according to the effort he or she puts forth, and every person who subscribes will not only receive an interesting and invaluable paper, but will have an opportunity to win a Trip Back Home or Cash Prize that will bring them many weeks and months of happiness and comfort. You will admit that we have exceeded the ordinary bounds of generosity in making our prize list. Full information and plans for securing the prizes will be mailed immediately on receipt of your nomination. Send it today.

RULES

1. Every man or woman, married or unmarried, young or old, who is of good character, is eligible to enter this Campaign and compete for the prizes offered.
2. Candidates may nominate themselves. Nomination blanks must be plainly filled out with name and address.
3. No employees of The Nor'-West Farmer or members of their immediate families are eligible to enter this campaign to compete for any of the prizes offered. It is understood by candidates entering that they cannot compete for the Special \$1,000.00 and \$250.00 Subscribers Prize. Nor will a subscriber's Special Prize and a Grand Prize be given to members of any one household.
4. Nominations may be sent in immediately or at any period of the Campaign. Candidates are not confined to their own community, but may secure subscriptions anywhere in Western Canada.
5. Candidates in securing subscriptions, must give the subscriber, a subscriber's voting slip, so that they will have an opportunity to compete for the subscribers' prizes offered.
6. All votes issued for subscriptions will be voted at the discretion of the Candidate, or The Nor'-West

7. All subscriptions sent in for the purpose of securing votes must be accompanied by cash. There are no exceptions to this rule.
8. Candidates who seek to lessen competition by discouraging competitors will be disqualified, and thereby forfeit all rights to a prize or commission.
9. Votes cannot be purchased. Every cent accepted through the Campaign Department must represent a subscription secured by Candidates. No subscription will be accepted for less than one year or more than five years. ONLY SUBSCRIPTIONS OF FARMERS, OR PEOPLE DIRECTLY INTERESTED IN FARMING, WILL BE ACCEPTED.
10. Votes are transferable under the following conditions only: Candidates unable to continue actively in the Campaign may change their votes to a suitable substitute, but said substitute must be a new Candidate whose name has not been entered in the Campaign.
11. A complete list of Candidates, together with their accredited standing, will be published from time to time during the Campaign.
12. All Campaign records will be open to Candidates or their friends immediately the final results are known.

Our Contests Mean Something

They mean that every man, woman and child in Western Canada can enter them with perfect assurance of an equal opportunity to win. They mean that we deserve the reputation for competitions of the highest character—eight previous annual contests have been conducted without a hitch. They mean that our rules are framed to ensure the fairest kind of competition to candidates. They mean that those who earn the prizes get them and that all our undertakings are fulfilled.

Quick Action Best

The announcement of this contest was purposely withheld until we felt assured that all our readers would have finished their fall work and would be in a position to enter. It also means that candidates will find folks at home and that they will be prepared to subscribe now that threshing returns are in and the finances for another year straightened up.

Quick action over a period of a few short weeks, makes a contest more interesting and gives the workers a chance to keep their friends interested in their success without the enthusiasm lagging for a minute. It is a race from the drop of the hat.

Vote getting is not hard work. Almost everyone knows and likes The Nor'-West Farmer and those who are not taking it simply have to be asked to do so, particularly when they know they can assist you to win a big prize without a cent of extra expense on their part. You will get to know a great number of people and will make many new friends during the campaign.

Just Eleven Weeks

Just eleven weeks of pleasant work will accomplish what many would not be able to do in a lifetime. Opportunity is what counts, and here it is. Those who seize it will always be glad that they took our advice and won a handsome reward. Think what that \$2,000.00 would mean to you today.

Get Started Now

The day you see this advertisement, clip and mail the nomination blank. Get away to a good start and keep going to a successful finish. This is not a something-for-nothing plan. It is a straight business proposition and every person who would like to share in the big prizes should get started NOW.

"A TRIP BACK HOME"

CONTEST OFFICIAL OPENS DEC. 5.

PRIZES FOR SUBSCRIBERS AND CANDIDATES—
READ EVERYTHING

Years ago when you said good-bye to the folks at home you promised them, and promised yourself, that in a certain time you would return. That time has come and gone—it is a record of baffled hopes, unforeseen obstacles and bitter disappointments.

The money that would have taken you home was, perhaps, used to start you up, and since the increasing responsibilities have made it seem impossible to spare funds for the home journey. Your promised visit has been postponed from year to year, and today you almost despair of ever seeing the folks and the dear home scenes again.

But, there is still hope—an opportunity to make your dreams come true is offered in this prize contest by which the winners will re-visit their old homes at our expense. The pluck that brought you here, applied to this campaign for a few short weeks, will enable you to return home in comfort with plenty of spending money.

This is a generous offer—subscribers and candidates benefit alike—the most generous that we have made and we have planned it to meet the greatest desire of our readers. Don't tell yourself that you cannot win, that there is no use in trying. Hundreds of winners in previous contests have proven that it can be done and have profited to the extent of thousands of dollars. There are always enough lazy people who think that it is hard to win, to make it possible for the workers to get out and capture the big prizes with comparatively little effort considering the reward. People who subscribe as well as those who enter as Candidates, to be awarded through a most interesting medium.

Work and ability win for the people who enter as Candidates, thoughtfulness and care will win for people who help their favorite candidate with a subscription payment. Thousands of dollars worth of prizes are given annually by The Nor'-West Farmer and those who hustle get them. There is no work easier, or better rewarded than introducing The Nor'-West Farmer to the homes in your neighborhood. "The Farm Paper Everybody Likes," into homes in your neighborhood. If you really want to win the big \$10,000.00 "Trip Back Home" or Cash Prize, send in your nomination today and we will tell you how to do it. Others have done it—why not you?

\$10,000 PRIZE LIST \$10,000

- CAPITAL GRAND PRIZE
\$2,000.00 TRIP BACK HOME OR CASH
- SECOND GRAND PRIZE
\$1,500.00 TRIP BACK HOME OR CASH
- THIRD GRAND PRIZE
\$800.00 TRIP BACK HOME OR CASH
- FOURTH GRAND PRIZE
\$600.00 TRIP BACK HOME OR CASH
- FIFTH PRIZE
\$250.00 TRIP BACK HOME OR CASH
- 6th, 7th, 8th, 9th and 10th PRIZES
\$500.00—\$100.00 EACH.
- 11th TO 20th PRIZES
\$500.00—\$50.00 EACH

Special Prizes for Subscribers

- \$1,000.00 TRIP BACK HOME OR CASH
- \$250.00 TRIP BACK HOME OR CASH

15 per cent. Cash Commission to Non-Prize Winners

SPECIAL PRIZES FOR PEOPLE WHO DO NOT ENTER

\$1,000.00—"TRIP BACK HOME"

First Special Prize for Subscribers—who help some Candidate with their subscription payment. This prize will be given in cash if desired.

Note—Candidates are not eligible for this prize.

\$250.00—"TRIP BACK HOME"

Second Special Prize for Subscribers—who help some Candidate with their subscription payment. This prize will also be given in cash if desired.

Note—Candidates are not eligible for this prize.

ASK

Your Candidate, or write us direct for further information regarding these prizes.

The Person You Nominate To-day May Secure for You One of These Special Cash Prizes

\$100.00 IN CASH will be given to the person sending in the nomination of the candidate securing the most votes.

\$50.00 IN CASH will be given to the person sending in the nomination of the candidate who secures the second largest number of votes.

\$25.00 IN CASH will be given to the person sending in the nomination of the candidate who secures the third largest number of votes.

\$25.00 IN CASH will be given to the person sending in the nomination of the candidate who secures the fourth largest number of votes.

A CANDIDATE SENDING IN HIS OR HER OWN NOMINATION AND WINNING ANY OF THE SPECIAL PRIZES WILL BE ENTITLED TO SAME

Use These Blanks—They Start You

GOOD FOR 500 FREE VOTES

This Free Vote Coupon will be published in 3 or 4 more issues during the Campaign, and will be counted for the name of the contestant it bears, when neatly cut out and mailed to the Campaign Department.

NAME OF CANDIDATE

ADDRESS

PROVINCE

Each of these coupons count for 500 Free Votes, and any number can be sent in by candidates or by their friends.

SUPPLIES ARE READY

The return mail, following receipt of your nomination, will bring you complete supplies and instructions. Plenty of receipt books will be on hand—as blanks they mean only an opportunity; when filled out they may easily mean the prize for you.

ENTRY BLANK

Use this blank to enter yourself or a friend. Fill out as directed and mail to the Campaign Manager.

THE NOR'-WEST FARMER,
Winnipeg, Man.

Gentlemen:—I NOMINATE

P.O. and Box No.

PROVINCE

As a Candidate in your TRIP BACK HOME or CASH PRIZE CONTEST, according to the Rules and Conditions thereof.

SIGNED

ADDRESS

Names of persons nominating Candidates, will not be divulged if so requested.

ADDRESS ALL MAIL

G. H. MITCHELL,
CAMPAIGN MANAGER,
The NOR'-WEST FARMER,
WINNIPEG, MAN.

COMPETITION IS THE LIFE OF SUCCESS—IT MAKES WINNING WORTH WHILE

When writing advertisers please mention The Scoop Shovel

When writing advertisers please mention The Scoop Shovel

"It Beats all other Live Stock"

says a Manitoba Farmer about
Silver Foxes

March 21, 1925.

"Gentlemen:—

"I am pleased to give you my opinion on fox farming. I have been farming for many years in Manitoba, raising grain, cattle and poultry. I started fox farming in 1920 with one pair of foxes. I had a good litter the first year, and in 1921 my foxes brought me \$2,400.00. In 1922, \$3,900.00. In 1923, \$2,600.00 and in the past year (1924) \$5,000.00, a total of \$13,900. I now have an eleven-pair ranch and not a cent against it. I have no hesitation in saying that from my experience with all other kinds of live stock, that fox farming has anything beat that I have ever attempted."

Write today for information.
Plans to suit every farmer.

All Star Canadian Silver Foxes

Successors: Western Canada Fox
Breeders

Breeders of Government
Registered Silver Foxes

845-849 SOMERSET BLDG.,
Winnipeg, Canada.

Commodity Marketing of Wool

*What Co-Operation is Doing to Promote and Encourage the
Production of Wool in the West.*

By W. W. THOMSON, Manager of Manitoba and Saskatchewan Branch of the
Canadian Co-operative Wool Growers, Ltd.

The Canadian Co-operative Wool Growers, Limited, is the pioneer among Canadian pools and the first co-operative marketing organization to function over the entire Dominion. It was brought into being in the spring of 1918 and joined together, in one marketing organization, wool selling associations which had previously developed in each province of the Dominion. During the eight years that it has been in operation it has handled over twenty-eight million pounds of Canadian grown wool, and by its activities has largely benefited every Canadian wool producer, whether or not he patronizes the organization. Prior to its inception Canadian wool was in poor repute with Canadian mills and was absolutely unknown on the wool markets of the world. Today the largest mills in Canada annually use hundreds of thousands of pounds of home grown wool; on the markets of the United States our wool is well and favorably known; and in the last three years, a third market, with almost unlimited consuming capacity has been opened up, when contact was established with the English and Continental mills. These developments naturally result in increased returns to Canadian wool producers.

Standard Grades

With the assistance of the Dominion Department of Agriculture a comprehensive system of grading has been worked out and the grades so standardized that manufacturers, both at home and abroad, can now purchase wool handled by the Company with the definite assurance that it will be of the quality represented. Many orders are now received by wire or letter where formerly it was necessary for salesmen to call on the mills with samples. The actual grading is done by graders in the employ of the Dominion government, experienced men on whose impartial judgment both producer and purchaser can safely rely. This grading system also makes possible, payment for the wool on a basis of quality. The careful producer secures increased returns, in keeping with his efforts and is not penalized by his careless neighbor. This directly encourages every sheep owner to improve his clip and is producing results, as is evidenced by the fact that the percentage of reject wools in the Manitoba clip decreased from 25 per cent. in 1920 to 5½ per cent. in 1924. During the same period the percentage of bright wool has been doubled and the percentage of dark wool has been cut in two. Concrete evidence of real improvement.

Cuts Out Dumping

Efficient merchandising methods have replaced the "dumping" system practiced in the days of individual marketing. London and Boston are the recognized centres of the world's wool trade, and agencies at both points keep the Company's management informed of every development, so that sales can be made to the best advantage. The company owns one of the largest and best equipped storage warehouses in America, where large quantities of wool can be stored at a minimum of cost until favorable

5 Tube Radios

**Coast to Coast
Loud Speaker Reception**

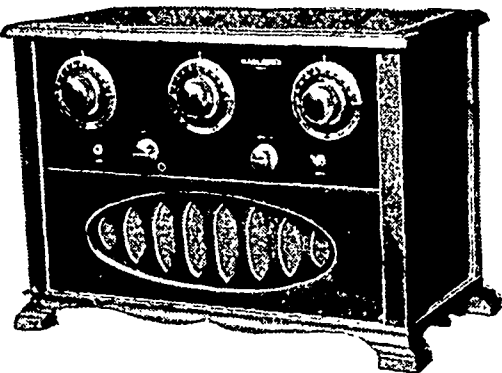
A value unbeatable—clear tone quality—quick positive tuning—ability to pick-up far away stations.
171A55—Console model, walnut case, height 18-in., width 13¼-in., length 24¾-in. Complete with loud speaker incased, 5 tubes, A, B and C Batteries and aerial equipment, nothing to buy. Price

122.50

171A17—Table model, same as above, walnut case, height 10-in., width 10¼-in., length 23¼-in., but with loud speaker separate and not incased. Complete, all ready to set up

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Write for our Factory-to-Farm Catalog No. 103F for farm supplies, harness, hardware, clothing, leather and rubber foot wear, radio sets, auto accessories, etc.

When writing advertisers please mention The Scoop Shovel

opportunities for sale develop, while up-to-date machinery permits of economic handling; shipments to European points are all compressed in bales to reduce transportation charges and every care is taken to avoid unnecessary expense. For years prior to the war the average price realized for Manitoba wool under the system of individual marketing was not over ten to twelve cents per pound, while the average obtained by the company's Manitoba patrons during the last three years averaged slightly over twenty cents per pound net.

The head office of the company is situated in Toronto, and the storage warehouse is located at Weston, Ontario, close to the head office and convenient to the majority of Canadian mills. Branch offices, open the year around, are maintained at Regina, Saskatchewan and Lennoxville, Quebec, and wool collecting warehouses, at convenient centres over the entire Dominion, are operated during the shearing period. At the end of 1924 the company had over 2,300 shareholders, of whom 286 were residents of Manitoba. During 1924 the Company handled over 12,000 individual shipments of wool and the number has been largely increased in 1925.

Wool produced in Manitoba is assembled at Portage la Prairie and forwarded by carlots, in original sacks, to the central

warehouse at Weston, where each individual lot is graded by Dominion Government wool graders, and all weights are checked by Dominion government weighmasters. During the present year 559 shipments, totalling to 167,393 pounds of wool, and 134 pounds of pelts have been assembled at Portage la Prairie, and at the present time a final car, to complete the season's activities, is being collected and will be shipped East about December 1st.

A Pooling System

The Company operates on the pooling system, the basis of settlement being the average prices secured throughout the season, f.o.b. Weston, less freight and necessary marketing costs. When desired by shippers cash advances are supplied at rates depending on the grading of the wool, and final settlements are paid as soon as the season's clip has been sold and average prices can be worked out.

In addition to its marketing work the Company handles a comprehensive list of stockmen's supplies, such as: Sheep dip, branding fluid, stock marking devices, etc., and a carefully selected line of Canadian made wools, particularly suited to farm use. Stocks of these are kept at the head office and at each branch office for sale to the public; but wool shippers can ob-

tain same as a charge against their consignments.

The Company's aim is to render the largest possible service to the sheepmen of the Dominion. Its facilities are available to every wool producer and, like the muscles of an athlete, the more they are used the greater will be their development.

W. W. THOMSON.

Shorthand

Learn Shorthand at the
DOMINION BUSINESS COLLEGE
WINNIPEG

One of the most coveted awards in the shorthand world—the first prize for proficiency in transcribing shorthand, written in the most advanced style (open to all countries excepting the British Isles), has come four times to Canada. THREE times out of the FOUR this proud distinction has been bestowed on a Dominion College Student.

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Quick Quaker

**Vigour food which starts digestion early for
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Oats—but quick-cooking.**

Makes porridge in 3 to 5 minutes

Quality

The Most Urgent Requirement in Canada's Agricultural Products

CANADA produces every year large quantities of wheat, oats, barley, butter, cheese, bacon, beef, eggs, apples, potatoes, grass seed and clover seed that she cannot consume. Her natural outlet for these products is, of course, Great Britain—the one great consuming country of the world with an open market.

Unfortunately, nearly every other country with any surplus of food products seems to want to send its surplus to this same market.

The keenness of the competition on this, our only market, and the energy and resourcefulness of our competitors began to impress themselves upon the Department of Agriculture some time ago, but it is only within very recent years that the real and only way to grapple with this problem has been discovered, or at least put into effect. This Department now believes, as do also most of the farmers of this country, that the "grading" of our agricultural products is the policy and practice that is seeing us through the struggle and will assure us of our rightful place on the British market.

"Grading" means the classifying of products, whether they be hogs, butter, cheese, eggs or anything else, into what might be called in a general way "BEST," "GOOD," "FAIR" and "POOR" classes.

These exact words are not used in describing the grades, but that is what is meant. The purpose served in grading is threefold—

(1) Educational. When the producer sees the relative quality of his product he is spurred on to maintain that quality if it is the "best" or to improve the quality where necessary.

(2) Fair Play. When products are not graded the inferior article for various reasons often brings as much as the superior article, and the credit and advantage of putting the superior product on the market is lost to the one who really deserves it.

(3) Facilitating Trade. The dealer learns to have confidence in the article he is buying and buys more freely, because it is guaranteed by grading, and gradually everybody gets to know what the "best" article really looks like or tastes like. In short, grading brings about standardization and ensures to the producer the best price.

Canada now grades her cereals, grass seeds, hay, potatoes, apples, eggs, butter, cheese, wool and bacon hogs. The results have been in every case beneficial and in some cases quite markedly so, even though the grading system has been in effect in some cases for only two or three years, thus:—

Cheese—Grading began April 1st, 1923, Canadian cheese the year before had fallen into such disfavor on the British market that New Zealand cheese was quite commonly preferred. Today Canadian cheese commands cents per pound higher than New Zealand.

Grading Develops Markets

Butter—Grading began same time as for cheese. The reputation of our butter was then indeed at low ebb. Canadian butter today, while not the best on the market, is rapidly improving in quality and gaining in reputation.

Hogs—Over two years ago the Department of Agriculture began to grade live hogs at the packing houses and stock yards. The 10% premium paid by the packers for "select" bacon hogs as against "thick smooths" as classed by departmental graders has done wonders to improve the quality of our hogs and develop the bacon industry.

Best Canadian bacon, which ordinarily was quoted two years ago from 10 to 18 shillings a long hundredweight below Danish, has gradually grown in the estimation of the British wholesale buyer until it is now quoted at only from 1 or less to at most 5 or 6 shillings per long hundredweight below the best Danish.

This improvement in price is, of course, due to quality and has come about very gradually, the spread narrowing down by a shilling or two a month until now it is not at all a rare occurrence to see best Canadian selling on a par with the Danish article.

Eggs—Canada was the first country to grade and standardize eggs. These grades and standards apply not only to export, interprovincial and import shipments, but also to domestic trading.

The basis is interior quality, cleanness and weight.

Standardizing Canadian eggs has established confidence between producer and con-

sumer and between exporter and British importer, and has resulted in a greatly-increased demand for the Canadian egg both at home and abroad.

Other products might be mentioned where grading has worked to the great advantage of the producer and to the advancement of Canadian agriculture.

Already Great Britain recognizes our store cattle, wheat, cheese, eggs, apples and oats as the best she can buy.

It is for us to so improve our other products, particularly our butter and bacon, as to bring them also into this list of "the best on the British market" and consequently the highest priced.

Grading enabled us to do this for cheese, wheat, eggs and apples.

Grading is helping us to do it for butter and bacon.

Quality Counts

Quality is thus the first objective for the Canadian export trade, and, then steady, regular supply. It is along these lines the Department of Agriculture is working by educational methods, and the result of this policy is seen in the growing volume of Canada's agricultural exports. Look at these figures:—

Canada's Principal Exports of Farm Products

	1920-21	1924-25
Wheat (bus.)	129,215,157	191,764,537
Flour (bbls.)	6,017,032	11,029,227
Bacon and Hams (cwt.)	982,338	1,208,721
Beef Cattle	296,511	218,084
Butter (lbs.)	9,739,414	24,501,981
Cheese (cwt.)	1,366,203	1,269,632
Apples (bbls.)	1,358,499	1,406,237
Oats (bus.)	14,321,048	32,775,761
Barley (bus.)	8,563,553	22,820,434
Rye (bus.)	3,201,430	7,524,895
Bran Shorts and Middlings (cwt.) ..	819,781	3,667,038
Oatmeal and Rolled Oats (cwt.) ..	397,266	830,046
Clover Seeds (bus.)	179,255	417,907
Tobacco (lbs.)	200,153	3,531,422
Cream (gals.)	1,279,195	3,384,186
Flax Seed (bus.)	1,343,591	3,030,105

For further information and publications write

Dominion Department of Agriculture, Ottawa

SPECIAL OFFER ON PURE BRED ABERDEEN ANGUS FOUNDATION FEMALES

Take advantage of this chance to secure foundation females of the right breeding and type. For the next thirty days we are offering select females in calf to one of our great herd bulls, or with calf at foot and rebred. This is a splendid lot of young cows of the best breeding and individuality, and they all have years of GLENCARNOCK CONSTRUCTIVE BREEDING behind them. Get started now with one or two of these females and you will find it is one of the best investments you have ever made. We can also offer you two-year-old heifers, just bred, or open yearlings. The price on the cows is \$150; two-year-olds, \$125, and yearlings, \$100.

BABY BULLS

We are now booking orders for bull calves born since January 1st, 1925. TAKE ADVANTAGE OF THIS OPPORTUNITY TO PUT YOUR HERD ON A PAYING BASIS. WILL YOU BUY A SIRE THAT WILL DOUBLE OR TREBLE THE VALUE OF YOUR HERD IN THE NEXT TWO YEARS? Usually we develop these calves out ourselves and sell them as yearlings, or when older, but realizing that a great many people are interested in getting a younger bull and developing him out themselves, particularly when they can make a substantial saving on the purchase price, we have decided to offer a few of our 1925 bull calves now. Understand, these calves are from our best breeding cows and sired by our greatest herd bulls.

Get your boy or girl interested and develop one of these good calves out yourself. We are desirous of getting one of these bull calves into every district, where they will prove an advertisement for our herd of cattle, and for this reason we are making an exceptionally low price. WE WILL ONLY SEND OUT CALVES WHICH ARE OUTSTANDING INDIVIDUALS THEMSELVES. They represent years of constructive breeding on our part, and you will be surprised at the quality of the calves they will leave you from your ordinary grade cows. Get your order booked now while we can give you a good selection. The price now is \$100 each.

WE ALSO HAVE OLDER BULLS, and we will quote you prices laid down at your station on both males and females and guarantee satisfaction. Copy of pedigrees and full description will go forward on request, also illustrated literature on our cattle. We would like to have you come to Brandon and inspect this great offering and personally make your own selection. However, if it is impossible for you to come we will make the selection for you and guarantee satisfaction. WRITE TODAY FOR FULL INFORMATION.

GLENCARNOCK STOCK FARMS

James D. McGregor,
BRANDON, MAN.

CO-OPERATIVE MARKETING IN ONTARIO

(Continued from page 3)

the auspices of the American Farm Bureau Federation. It offers a nation-wide selling service to small co-operatives on a commission basis. The Minnesota Potato Growers Exchange is one of the associations selling through the Federated. It is too early yet to predict how the experiment will work, but the outlook is promising.

Ontario's Greatest Export

Cheese is one of Ontario's greatest export commodities. Well over 100,000,000 lbs. of this choice food product is made annually in the province and 80 per cent of it is exported to Great Britain through the port of Montreal. The United Dairy-men Co-operative Ltd. operates a twice-a-week auction at Montreal where most of the large export houses are located.

This organization has shown remarkably steady and persistent growth. Up to September 30th this year, its sales of cheese amounted to 126,755 boxes, valued at \$2,435,475.51. In the same period in 1924 the total sales were 109,951 boxes, valued at \$1,549,660.00. The increase in volume was 15% and in value, due to a very strong cheese market this year, a much higher percentage. In 1924 the increase over the previous year was 47%, which means that in the last two years the company has increased its turnover by about 60%. The cheese is shipped direct to the association, which has space in the great cold storage building on the harbor front. There it is government graded and sold by open bidding to the trade.

The secretary is H. B. Cowan, publisher of Farm and Dairy, the chief dairy paper of Canada. The manager, W. H. Moore, who was for many years connected with the Dairy Branch at Ottawa, has given the organization conservative and wise management since its inception. The U.D.C. is recognized as the most powerful influence in the producers' interest at Montreal, the greatest primary cheese market in the world. Interest on capital

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You can erect an Aladdin Home in a very short time. No skilled labor required, every piece cut to fit. Anyone can do it.

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**Excelsior
Macaroni**

Makes any Macaroni Dish better for its tasty, full-flavored wholesomeness. Ask your Grocer for our 3 lbs. family pkg.

**EXCELSIOR
CREAM CUT
MACARONI**

Co-operative selling through commodity pools is the best possible bridge over which the farmer may cross the river of Low and Unfair Prices.

has been regularly paid and this year a patronage dividend will be distributed.

The Canadian Co-operative Wool Growers have their headquarters at Toronto and their warehouse at Weston, just west of that city. Though a national organization a good share of its business is contributed by Ontario sheep raisers. It is one of the most successful commodity organizations in the country. A mail order business in yarns and woollen goods, made from Canadian wools, is conducted.

The United Farmers Co-operative

By far the largest co-operative enterprise in the province is, of course, the United Farmers Co-operative Company. Its activities are various. Under the exceptionally able management of H. B. Clemes, the company has extricated itself from what a few years ago looked like a hopeless situation. Its chain store system was a disastrous failure and tremendous losses were sustained on that account, but now that its activities are confined to marketing and the wholesale distribution of farm requisites, it is an unqualified success. Anyone who thinks that the store venture ruined the company is very much mistaken. Its stock was depreciated by its losses but it owes no one but its shareholders, and it is now in a powerful financial position with abundant capital to carry on its present activities.

Of its various activities the Toronto Creameries, under the able management of the former owner, J. A. McFeeters, has always been a strong revenue producer. It is the largest single butter making establishment in the Dominion, making over two and a half million pounds of butter a year under one roof. Toronto Creameries' quotations for cream are now the recognized basis for other creameries over a large part of the province. In Clemes and McFeeters, the company have two of the ablest business men in the produce game in Ontario.

Varied Enterprise

The Live Stock branch is also very successful and has gen-

DAVID'S CASH GROCERY

1446-1448 MAIN STREET, WINNIPEG, MAN.

ESTABLISHED 1911

Reference—Bank of Montreal, Cor. Main and Bannerman

Save 25 to 30% on your Groceries after paying freight. Stock up for winter at our new low prices. Quality guaranteed.

Pure Cane Granulated Sugar, 100 lb. Bag	12 Tins Brunswick Sardines
with Grocery Order, only	6 1 lb. Tin, Pilchards
25 lb. Lump Sugar	6 1 lb. Tin, Herring and Tomato Sauce
100 lb. Bags Yellow Sugar, \$6.65; 25 lbs. \$1.75	6 Tins Clark's Pork and Beans with Tomato Sauce, 2s
5 lb. 1c. or Fruit Sugar	6 Tins Pumpkin
Choice Quality Dried Fruit:—	1 Gallon Tin Catsup
Seedless Raisins, 5 lbs., 60c; 10 lbs., \$1.19	Breakfast Food, 24 lb. bag
25 lb. box	Corn Meal, 24 lb. bag
Seeded Raisins, 5 lb., 65c; 10 lbs., \$1.28;	Scotch Oatmeal, 24 lb. bag
25 box	98 lb. Bag Buckwheat Grits, fine or coarse
Clean Currants, 5 lbs., 75c; 10 lbs.	Roll'd Oats, 80 lb. Bag, \$2.75; 40 lb. bag, \$1.45
Evaporated Apricots, 5 lbs.	20 lb. bag
Evaporated Peaches, 5 lbs, 89c.; 10 lbs.	10 lb. Split Peas
Evaporated Apples, 10 lb.	10 lb. Green Peas
Evaporated Loganberries, 3 packages	10 lb. Navy Beans
California Prunes, 5lb., 59c; 10 lbs., \$1.17	10 lb. Pot Barley
25 lb. box	10 lb. Siam Rice
Large Size Prunes, 5 lb., 82c; 10 lb, \$1.60	10 lb. Fancy Long Rice
25 lb. box	10 lb. Pearl Tapioca
Fresh Dates, 5 lb. 63c; 10 lb.	10 lb. White Sage
Smyrna Figs, 5 lb., 56c; 10 lb.	3 lb. Ground Rice
Mixed Peel, per lb., 40c; Cut Peel, per lb. 39c	6 lb. Box Cream Sodas
Shelled Walnuts, 1/2s, per lb.	17 lb. Box Gross Weight Sodas
Shelled Almonds, per lb.	5 lb. Macaroni, 50c; 10 lb. box
Caraway Candy, per lb.	24 Large Boxes Matchless
Royal Mixed Candy, 5 lb.	5 lb. Tin Pure Ontario Honey, 88c; 10 lb. tin \$1.75
Henry Horn's Custard, 3 large tins	Piebles, 1 Gallon Crock, Sweet or sour
5 lb. Tin Maple Baking Powder	Chow Chow
5 lb. Maple Leaf Baking Powder	6 Pkg. Corn or Laundry Starch
Gold Standard Jelly Powder, per dozen	6 Royal Yeast Cakes
Tea, Coffee and Cocoa, highest quality—	3 lb. Baking Soda
5 lb. Orange Pekoe Tea, \$2.95; 10 lb.	Mince Meat, 4 lb. Tin 85; 25 lb. pail
5 lb. Broken Orange Pekoe Tea, \$3.50; 10 lb. \$6.50	Pencils, Rubber Tips per dozen
5 lb. Blue Ribbon Tea	Writing Pads, 10 for
Choice Rio Cocoa, 10 lb	Scribblers, for Pen or Pencil, per dozen
Fancy Santos Coffee, whole or ground, 5 lb. \$2.29	5 lb. Tin Squirrel Peanut Butter
10 lb., \$4.50; 25 lb. box	5 String Broom, each 50; Clothes Pins, 6 doz.
Mocha and Java Coffee, 5 lb.	Shoe Polish, 3 boxes
5 lb. Pure Cocoa, 50c; 10 lb.	3 Packages Keen's Blue
Baker's Unsweetened Chocolate, per lb.	Tobacco, Macdonald's Briar, 8 plugs to lb.
JAMS AND MARMALADES—HIGHEST QUALITY	Macdonald's Coarse Cut or fine, 1/2 Tins, lb.
3 4-lb. Tins Pure Orange Marmalade	Ogden's Fine or Coarse, per lb.
3 4 lb. Tins Strawberry, Raspberry, with	Old Chum, per lb.
Apple Jam	Preserved Ginger, 1 lb. jar
6 Tins	Pure Mustard, per lb.
3 4 lb. Tins Pure Raspberry Jam	Cream of Tartar, per lb.
3 4 lb. Tins Pure Strawberry Jam	Black Pepper, per lb.
3 4 lb. Tins Pure Black Currant	White Pepper, per lb.
3 4 lb. Tins Wapstiff's Pure Plum	8 oz. Pure Lemon or Vanilla
SYRUP AND MOLASSES	Postum, 1/2 Tin, 48c; 3 Cans Lye
10 lb. Tin Finest Cooking Molasses	6 Tins Cleanser
5 lb. Tin Ginger Bread Molasses	Pure Lard, 20 lb. pails, \$4.50; 10 lb. pails
5lb. Tin Domolea Molasses	Ontario Cheese, 5 lbs.
10 lb. Corn Syrup, 75c; 3 20 lb. tins	22 Bars Dingman's, Gold or P. & G. Soap
10 lb. Lily White Syrup	20 Bars Sunlight Soap
10 lb. Tin Rodger's Golden Syrup	Palm Olive' Soap, dozen
CANNED GOODS—CHOICE QUALITY	20 Bars Life Buoy or Fels Naptha, \$1.55; Castile Soap, 2 lb. bar
12 Tins Tomatoes, large size, \$1.89; 12 tins \$3.70	27 Bars Royal Crown, Wrapped, \$1.00; Per Case 144
12 Tins Corn, \$1.85; 12 tins Peas	3 Large Pkg. Washing Powder
6 Tins Pine Apple	50 lb. Block Salt, 62c; 50 lb. Bag Dairy Salt, 72c
6 Tins Lombard Plums	50 lb. Jute Bag of Salt
6 Tins Peas, 95c; 6 Tins Red Pitted Cherries \$1.30	Oyster Shell, 100 lb. Bag
6 Tins Sliced Peaches or Apricots	Peanuts, 5 lbs.
12 1 lb. tin, Fancy Pink Salmon	
6 1-lb. Tin Red Salmon	
6 1 lb. Tin Red Socheye	

Hang this list up; it is good until next advertisement. Prices F.O.B. Winnipeg.

TERMS—Remittance with order or C.O.D. by Sight Draft.

We do not charge for Bags or Boxes. If a prepay point, enclose enough for charges. Please enclose 15c with every order for Winnipeg cartage charges. Any groceries not listed we will supply at lowest possible prices.

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with Screens and Rolls combined. Two Sets Rolls included with each Mill.

Price for 24" Mill, \$45.00; 32" Mill, \$55.00. Extra Screens and Baggers extra.

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Write us for full particulars. We have the Mills and Cleaners you want.

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Grind Your Grain For Best Results

Better results in live stock condition by feeding ground or crushed grain. Not only better digestion but better nourishment from less feed. It is sensible and economical to feed the stock grain that has been ground or crushed. And a saving in initial cost of equipment, too, can be made by buying the EATON Imperial Line of Grinders and Crushers.

See our Fall and Winter Catalogue.

EATON'S
FALL AND WINTER
1925 1926

THE T. EATON CO LIMITED
WINNIPEG CANADA

BUY YOUR HONEY FROM A POOL MEMBER

**FINEST MANITOBA
HONEY, DELICIOUS
FLAVOR**

**PRICE 18c PER LB.
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SHIPPED ANYWHERE

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The Success is a strong, reliable school. More than 26,000 men and women have taken Success Courses since 1909. New students may enroll at any time. Write for Free Prospectus.

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Limited
WINNIPEG, MAN.**

erally more than paid its way. In the first nine months of the current trading year it handled more hogs than all its competitors combined and in total volume of business was the first on the Toronto stock yards, the largest stock yards in Canada. For the period mentioned it handled 5 per cent. of the hog receipts at Toronto, 21 per cent. of the cattle, 36 per cent. of the calves and 29 per cent. of the sheep and lambs.

The company operates an egg pool and seed pool and markets several other commodities. In its farm supplies department it distributed last year 500 cars of coal, 3,000,000 lbs. of binder twine, 50 cars of fence posts, 60 cars of B.C. shingles and large quantities of other supplies.

The year just closed has been by far the most successful in the company's history. Information just received shows that though the books were closed at eleven months, there is an increase in net profits of 45 percent and in the commodity marketing dividends of 100 per cent. The Creamery shows an increase in make of 25 percent and the egg pool receipts an increase of 50 per cent over last year. New and commodious headquarters have recently been purchased in Toronto.

Some failures

A review of co-operation in Ontario would be incomplete without reference to some of its failures. The Niagara Peninsula Growers, at one time the most promising co-operative in the province, went into an early decline and last spring staggered out behind the barn, laid down in the warm sun and died. An organization of grape growers, at first very successful, soon followed. In 1924 the bean growers of Kent, Elgin and Huron counties formed an association, signed up 85 per cent of the crop and then departed without handling a bean. In 1922-23 a tremendous effort was made to federate the cheese factories in a pooling organization. The estimates of the time required were too short; plans were laid for continuing the effort for another year, but just then the political pot be-

gan to boil, an election was held and in the turmoil the cheese pool died so peacefully that nobody seemed to notice its passing. At present things are quiescent as far as new organizations are concerned. Some local effort is being made here and there but for the most part the farmers of Ontario are watching how present experiments work out before trying any new ones.

POOL PAID BETTER PRICES

(Continued from Page 9.)

by the grain exchange for wheat in store at Fort William; therefore, no true average price can be determined unless they are willing to consider the prices paid by them to the farmer on street wheat purchased daily. The farmer has the privilege of holding his special binned wheat indefinitely and can receive a relatively higher price than the yearly average if he is fortunate enough to be holding his wheat on a rising market. On street wheat the situation is different, the farmer has practically no alternative but to dispose of his load when brought to the elevator at prices fixed from day to day by one association for practically all the elevator companies.

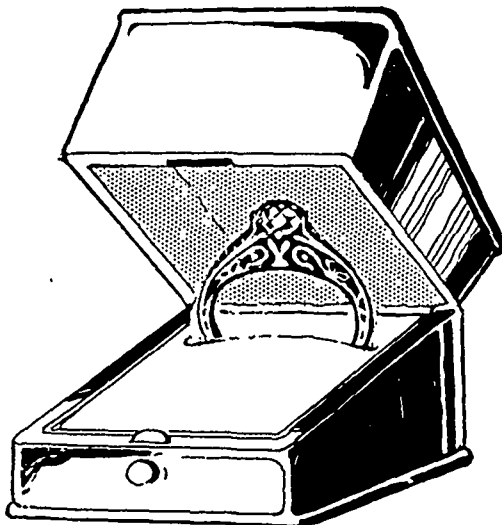
Storage Charges

"We presume that the average prices as given by Price, Waterhouse & Co. on special binned wheat do not take into consideration storage charges, also possible interest charges. These charges could readily amount to five or ten cents per bushel, depending on the period the grain was kept in store at the terminal. Particular note should be taken of the fact that the final payment of the pool, namely \$1.66 per bushel for No. 1 Northern, basis store Fort William, included all charges both in country and in terminal elevators. The deductions of from three to four cents per bushel from our final payment for reserve purposes have been credited to each individual farmer in the books of the three provincial pools.

Something to Explain

"In questioning Price, Waterhouse's methods of arriving at the average price for the non-pool farmer, we would take as

Your Engagement Ring



Beautiful 18-Kt. White Gold, hand-pierced mounting, with a steel blue perfect diamond, in a solid silver case, with your monogram engraved on case. Special\$100

SMALLER STONE, SAME MOUNTING, \$75.00 AND \$50.00

I sell nothing but perfect Diamonds, and every one guaranteed. Serving the public in Winnipeg for over 20 years.

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400 STANDARD BANK BUILDING
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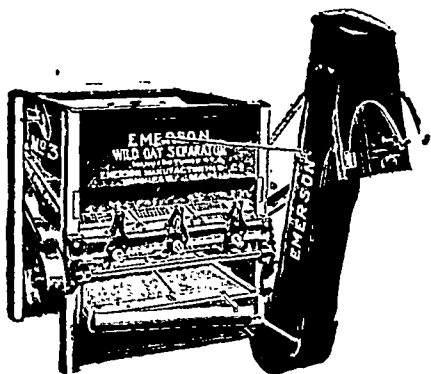
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**3 Shoe Hand Separator.
20-30 Bushels per hour.**

**6 Shoe Hand or Power.
30-50 Bushels per hour.**

**Both machines sold
with or without Bagger
Attachment.**

We guarantee the Emerson Wild Oat Separator will do this—and to prove this statement we ask you to send us a sample of the worst mixture you have and we'll clean it for you. Without seeing the separator you would swear it was a "hand-picked" selection—and if you can not get as good results in one operation, in your own barn, we will take the machine back. Don't hesitate to ask for literature—the first step to early and big dividends.

**We'll take it back if you are not fully satisfied
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WINNIPEG

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Better Live Stock
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Breed Pure Cattle

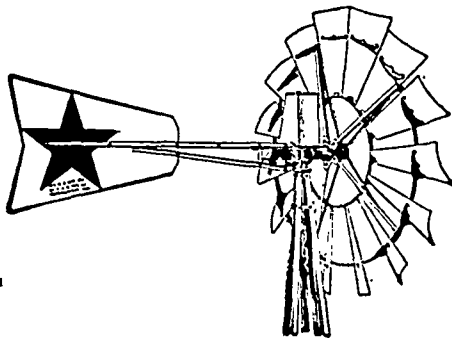
THE valuable meat markets of the world are won and held by cattle of the purest bred stock.

Get rid of the Scrub sire—he is only a drawback. Use a pure-bred bull and build up a profitable herd.

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The Latest Model Running in Oil

Has Ball Bearing Turn Table. Has Double Pitmans, Double Gears.
Has Direct Center Lift to Pump Rod.

All working parts enclosed in a Crank Case, fully protected from dust, dirt and snow, only requires oiling once a year. **ABSOLUTELY GUARANTEED.** A special price given till end of 1925.

CATER'S Wood and Iron Pumps lead in Quality all over Canada

For further information and prices address:

H. CATER Dept. P. **BRANDON, MAN.**

SUFFOLK DOWN RAM LAMBS

We are now offering a few selected Suffolk Down Ram Lambs. None but good individuals will be sent out, and satisfaction guaranteed. Price \$35 00 including pedigrees.

J. D. MCGREGOR,
Glencarnock Stock Farms,
BRANDON, MAN.

CHINCHILLA RABBITS ARE MONEY MAKERS

Good prices are paid for pelts from these fur-bearing animals. Orders now being taken for Spring Delivery of highest class' Pedigreed, Imported Chinchillas.

A small deposit now will secure delivery later. All orders filled in rotation. Write today for full information on these Money-Makers.

ALL STAR CANADIAN FOXES
845-849 SOMERSET BLDG.
Winnipeg.

FOR SALE—CARAGANA SEED, ¼ LB. 65 CENTS ½ LB. \$1.15; 1 LB. \$2.10 POSTPAID. D. B. ROBINSON, LYDIATT, MANITOBA.

an example the price given on No. 4 Kota wheat, which the grain exchange makes special reference to, stating 'on Kota wheat the maximum was reached, the pool paying \$1.22 on this and the non-pool farmer receiving \$1.606.' We would refer the grain exchange to their daily closing prices, which clearly show that No. 4 Kota at no time sold at the price of No. 4 spring wheat and yet Price, Waterhouse gives the average price of No. 4 Kota secured by the 15 elevator companies at \$1.606, or 11 cents per bushel over No. 4 spring wheat. Surely this would indicate that the method of arriving at the average price secured by the non-pool farmer is ridiculous, otherwise the average price of No. 1 Northern should at least be \$1.77 per bushel instead of \$1.66. We do not question the average price of the 15 elevator companies' sales of No. 4 Kota as being \$1.606 per bushel, but surely the grain exchange would not want the non-pool farmer to think that the average price of No. 4 Kota was \$1.606 per bushel when one could refer to the exchange daily closing prices for the entire season 1924-25, which shows the average price of this grade to be around \$1.25 per bushel basis store, Fort William. How is this difference explained? The foregoing would tend to show how misleading is the statement issued by Price, Waterhouse & Co.

Statement Challenged

"We challenge the grain exchange without fear of contradiction from anyone conversant with the marketing of last season's crop, to prove that the average price during last season for No. 2 Northern was two and one-half cents under No. 1 Northern, also that the average price of No. 3 Northern was only eight cents under No. 1 Northern.

"The wheat pool handled on the 1924-25 crop, eighty million bushels, of which seventy million bushels was No. 1, No. 2, No. 3 and No. 4 wheat. If this handling is any criterion of the quality of last season's crop, this would surely refute the grain exchange statement that

the bulk of the 1924-25 crop was comprised of lower grades.

Answered with Contracts

"We still adhere to the statement issued on July 14, 1925, by the Saskatchewan Co-operative Wheat Producers, over the signature of D. McRae, 'that the pool final payment is several cents better than that obtained by the farmer who refrained from becoming a member of the pool.' This we are satisfied is borne out by the fact that since we made our final payment thousands of non-pool farmers have joined the 'wheat pool' and signed five-year contracts.

"After all, surely the question is entirely up to the farmer himself. If he were satisfied that he could market his products more profitably through other channels, would he join the pool?"

POOL WOMAN
Our Public Duty

(Continued from Page 13.)

representative who favored war with Great Britain was elected to the legislature, which in turn by a majority of one elected a United States senator who favored war. Then the Congress, by a majority of one, declared the war, generally known as the War of 1812."

Is Pool a Benefit—

A Pool Woman's View.

This July I ran very low in cash having only five dollars on hand, I had previously accepted an appointment to go to a meeting and I needed to keep this five dollars intact. My groceries and other necessities were in sad need of replenishing. What was I to do? I had previously resolved to do without rather than buy on credit; but just now I needed yeast cakes and some other equally important goods. While I was debating in my mind as to having to ask credit, a thing I did not want to do if I could avoid it, the merchant who is also the postmaster threw before me a large envelope bearing U.G.G. stamp or trademark. I opened it and to my surprise I found a cheque for dividends allowed me on some cattle sold in April. I was astonished as I had been more than satisfied with



FROM

Quebec	—Oct. 30, S.S. Montclair	to Liverpool.
Montreal	—Nov. 4, S.S. Melita	to Cherbourg, Southampton, Antwerp.
Montreal	—Nov. 5, S.S. Metagama	to Belfast, Glasgow.
Montreal	—Nov. 6, S.S. Montrose	to Liverpool.
Quebec	—Nov. 11, S.S. Empress of France	to Cherbourg, Southampton.
Montreal	—Nov. 13, S.S. Montclair	to Liverpool.
Montreal	—Nov. 18, S.S. Minnedosa	to Cherbourg, Southampton, Antwerp.
Montreal	—Nov. 19, S.S. Marburn	to Belfast, Glasgow.
Montreal	—Nov. 20, S.S. Montclair	to Liverpool.
Quebec	—Nov. 25, S.S. Montclair	to Liverpool.
St. John	—Dec. 5, S.S. Montrose	to Liverpool.
St. John	—Dec. 10, S.S. Melita	to Cherbourg, Southampton, Antwerp.
St. John	—Dec. 11, S.S. Metagama	to Glasgow, Liverpool.
St. John	—Dec. 16, S.S. Montclair	to Liverpool.

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SPECIAL TRAINS AND THROUGH CARS FROM
WESTERN CANADA DIRECT TO SHIP'S SIDE

Apply Local Agents or W. C. CASEY, 364 Main Street, Winnipeg.

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WRITE FOR PARTICULARS, FARES AND SAILINGS

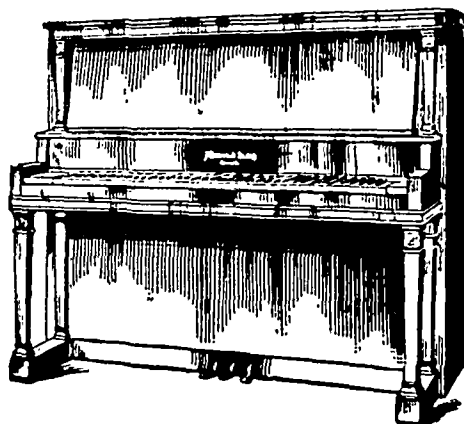
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LONG evenings call for musical entertainment.

A small cash payment secures you immediate delivery of the popular high-grade Mason & Risch Piano. The balance is less than you pay elsewhere, because our factory-to-home selling plan saves you money.

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One Mason & Risch Piano \$365
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THE WAWANESA MUTUAL INSURANCE COMPANY

AN OUTSTANDING EXAMPLE OF
SUCCESSFUL CO-OPERATION
AMONG FARMERS

Insurance in force over - - - \$130,000,000.00
Surplus for Policyholders - - - 1,671,542.71
Over \$130,000.00 on deposit with the Provincial Governments.

Full protection with absolute security at a minimum cost

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WAWANESA - MANITOBA

Manitoba Agricultural College

Winter Courses Open in October

These courses are of special interest to young men and women from the farms of the West where co-operation is to be the slogan for the future.

The **Practical Courses** give a good all round education and open on October 27th.

The **Science Courses** leading to a University degree open on October 13th.

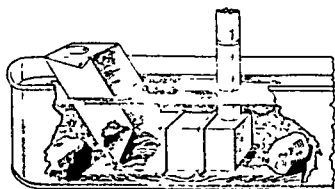
Residence accommodation for 400. A real community life where young people learn to live and work together.

Recreation—football, basket ball, hockey, skating, swimming, gymnasium, etc.

Write the Registrar, Manitoba Agricultural College, Winnipeg, for the Calendar giving full particulars of courses offered and the cost of each.

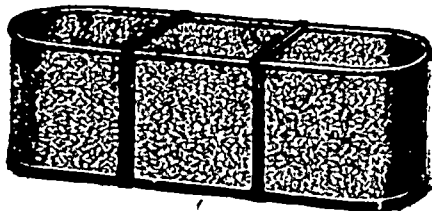
W. C. McKILLICAN,
Dean.

TANKS AND TANK HEATERS



The "Max" Submarine Tank Heater is made from the finest quality black iron, heavy gauge material, all the seams being thoroughly welded. A really serviceable tank heater at a moderate price. Remember all stock should drink warm water in winter time. Thirty cows will lose 500 lbs. of milk in 48 hours if forced to drink ice cold water.

ASK FOR PRICE LISTS—FREE ON REQUEST.



"Red Bottom" Round End Tanks can be depended upon to give years of first class service because they are made right from quality materials. Make sure to ask for a "Red Bottom" Tank when in the market. It is your guide to satisfaction.

WESTERN STEEL PRODUCTS, LIMITED

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

WINNIPEG MAN.

Regina, Saskatoon, Calgary, Edmonton, Pt. Arthur, Vancouver.

my returns at the time of sale and had not given one thought to the possibility of further benefits. I got all the groceries I stood in need of, got some salt blocks and was handed forty-five cents in silver. This may not seem much to the reader, but to me it was a happy moment, and as a result I became a still greater believer in co-operation and pool methods. Farm life to-day with wheat payments spread over the lean periods, the Co-operative Dairy cheque, the Egg Pool cheques, the Live Stock Pool with the dividends and other cash advantages is a joyful contrast to when I started farming with butter and eggs all traded out and bringing ten cents the pound or dozen as the case might be.

Mrs. J. ELLIOTT,
Cardale, Man.

CO-OPERATIVE POULTRY MARKETING

Local Annual Meeting

(Continued from page 12)

nual convention, which will be held sometime during March, next year, and to discuss any other business which might be brought before the meeting, in the best interest of the association. We look to our present local boards to see that the meetings are as well attended as possible, as this is practically the only opportunity of the individual shareholders to get together and discuss the affairs of the association, and to deal with resolutions to be sent to the annual meeting. Make it a point, therefore, to have these meetings well attended.

Scoop Ads Pay

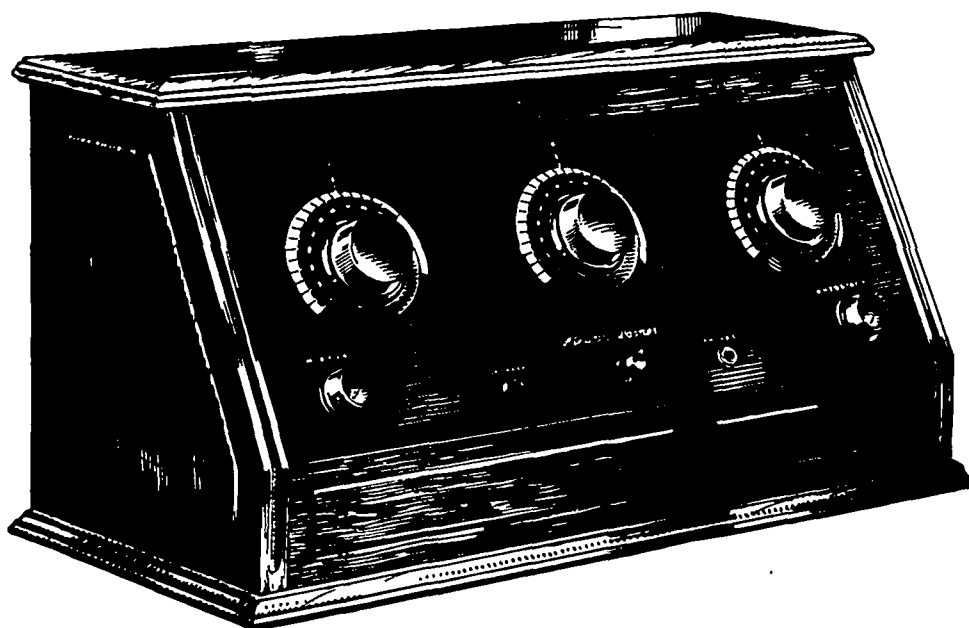
Box 122, Oakville Man.
August 24, 1925

Will you please run the enclosed ad. I was very much pleased with the get-up of the one I placed in the Scoop Shovel last Spring. It was much the best advertisement I have had in any publication and brought the best results. This was only what I had expected as I considered the Scoop Shovel to be quite the best advertising medium in the province.

Yours truly,

A. R. MUNDY

The Stewart-Warner Table Cabinet Radio shown is \$135. Stewart-Warner Reproducer \$35. Stewart-Warner Radio Tube \$3.50.



Before Buying—Hear the

Stewart-Warner Matched-Unit Radio

INSTRUMENTS TUBES REPRODUCER ACCESSORIES
TRADE MARK

If you have been missing the nightly thrills of fine radio programs—or if you have been hopelessly waiting for better radio reception—your long cherished desires are now realized in Stewart-Warner Radio.

The wonderful results that Stewart-Warner Radio produces are due to the harmonious working of Matched Radio Units.

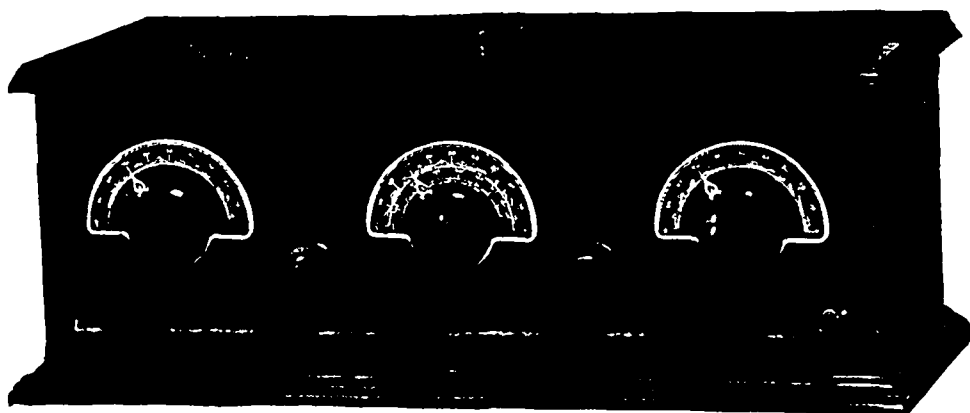
You must hear Stewart-Warner Matched-Unit Radio to really appreciate what this new principle in design and manufacture means.

Get in touch with your nearest Stewart-Warner Dealer. He has a model to fit every purse and fill every desire—a complete line to choose from. He will demonstrate this wonderful Radio any week day or evening or, if you desire, will gladly demonstrate in your own home.

Stewart-Warner

WHOLESALE RADIO DISTRIBUTOR

644 Portage Avenue • WINNIPEG



THIS MODEL \$90.00, WITHOUT ACCESSORIES

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Grandview—J. F. Orr.
Glenboro—F. Frederickson.

Winnipeg—Hudson's Bay Co.
Universal Motors, Ltd.
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Newdale—R. L. Dennison.
Ninette—R. E. Gullett.
Neepawa—H. H. Bowser.
Portage la Prairie—L. B. Gibson.
Reston—C. C. Campbell.
Russell—C. D. Sparrow.
Roblin—F. Henning.
Roseisle—F. N. Vincent.
Souris—W. T. Colvin.
Swan River—R. B. Gates.
Sanford—L. W. Parker.
Treherne—L. W. Fumerton.

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Buy Best Quality Goods From This Page at Bargain Prices. These lines are sold regularly by us over the counter to keen city buyers. We will lay down the identical articles prepaid to your home at Winnipeg prices. Please don't overlook this fact—this merchandise is not bought by us for mail order selling. It is all hand-picked and guaranteed to give satisfaction or your money back without question. Our reputation for fair dealing and right prices has been established for over twenty years. Make up an order for your fall and winter clothing and furnishings and mail today. Remember every article is guaranteed to be exactly as represented.

A gathering of remarkable underpricing of Seasonable Merchandise for Men. The qualities dependable, and the prices wonderfully low.

Men's Overcoats and Mackinaws

Dark Grey Fricze Ulster—Deep storm collar\$17.50
 Leather Lined Ulsterette—Blue-gray or heather\$22.50
 Men's Fluffy Check Back 42 oz. Ulsterette—Colors: blue-grey, tan or dark heather\$25.00

Young Men's Ulsterettes—Full belted, deep storm collar; heavy warm dressy coat, for young men or boys, from 14 to 18 years. Blue-grey or heather\$13.50
 Big Duck Sheep Lined Coat—Beaverette collar\$10.00
 Men's Leather Vest—Mackinaw lined\$9.50

All Wool Mackinaw Coat—Full belted, deep collar \$7.50
 Leather Lined Mackinaw Coats\$13.50
 Leather Lined Mackinaw Coats—Beaverine collar\$15.00

Pants and Overalls

Men's Striped Moleskin Pants\$4.25
 Men's Dark Stripe Semi-Dress Trousers\$2.50
 Men's Railroad Serge Trousers\$5.00
 Heavy Brown Tweed Pants\$2.50
 Best make Railroad Overalls, triple stitched, dark blue denim, high back, full fitting, \$2.50. Jackets to match\$2.50

Underwear—All the Best Makes

Men's Winter Weight Fleece Lined Shirts and Drawers, \$1.00 each. Combinations, per suit\$2.00
 100% Pure Wool Heavy Ribbed Shirts or Drawers, \$2.00 each. Combinations, per suit\$4.00
 Stanfield's Gold Label Shirts or Drawers, each\$2.50
 Combinations, per suit\$5.00
 Stanfield's Red Label Shirts and Drawers, each.\$2.75
 Combination, per suit\$5.25
 Blue Label Shirts or Drawers, each \$3.25. Combinations \$6.25
 Black Label Shirts or Drawers\$4.50
 Watson's Spring Needle Combed Back Non-irritable underwear, 100% wool, \$2.25, a garment. Combination, Suit\$4.00

All above Underwear, sizes 34 to 44, at above prices. 46, 48 and 50 10% extra.

HOW TO ORDER

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

Remember we prepay all charges.

Shirts and Sweaters

Men's Heavy Jumbo Knit Coat Sweater—100% wool. Colors: Brown, trimmed camel, or camel trimmed brown. Each\$5.00

Men's Medium Weight Cotton Work Shirts—Sizes 14½ to 17½. Colors: Khaki, light blue or navy. Each\$1.00

Men's Heavy Flannel Shirts, 14½ to 17½. Colors: Light grey or khaki\$1.95

Men's English Broadcloth Shirts, Tooke's make—Cream, helio or grey. Sizes 14½ to 17½. Each \$2.50 and \$2.95
 Men's Rubber Belts—Full floating buckles. Black, grey or brown25c

Work and Dress Gloves and Mitts

Men's Mule Pull Over Mitts45c
 Jersey Inside Mitts25c
 Wool and Cotton Inside Mitts35c
 Buskskin Pull Over Mitts\$1.50
 Horse Hide Pull Over Mitts, heavy\$1.50
 Horse Hide Work Gloves or Gauntlets\$1.00
 Men's Scotch Knit Wool Gloves. Pair\$1.00
 Men's Lined Cape, or Suede Dress Gloves—Tan or grey, Per pair\$1.95

Furnishings—All Specials

Men's Artificial Silk Knitted Neck Ties—Wonderful rich colors 50c and 75c
 Men's Heavy Wool Work Socks50c
 Men's Fine Silk and Wool Dress Hose. Pair\$1.00
 Cord or leather End Suspenders50c
 Arm Bands, 25c. Garters, 25c and50c

EXTRA SPECIAL

Men's English Cotton Gabardine Coat, strictly waterproof, full belted, shoulders polo cloth lined, an ideal waterproof coat for chilly weather; a wonderful bargain at\$10.00

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McLean & Garland, Limited, are an old established Clothing Firm and have been located at the same place—City Hall Square, Winnipeg, since 1902. You may depend upon every article advertised to be of good quality and exactly as represented.

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