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# The Scoop-Shovel

VOL. I

WINNIPEG, MAN., DECEMBER, 1925

No. 19

*To all members of the Wheat Pool, to our friends in the Co-operative Dairy, the Cattle Pool, the Poultry Pool, the Seed Growers Pool and the Wool Growers Pool; to those who are striving to establish local co-operatives; to those workers everywhere in the cause of social justice, industrial and international peace we wish—*

## A MERRY CHRISTMAS AND A HAPPY NEW YEAR

*Ring out the old, ring in the new,  
Ring, happy bells across the snow;  
The year is going, let him go;  
Ring out the false, ring in the true.*

*Ring out a slowly dying cause,  
And ancient forms of party strife;  
Ring in the nobler modes of life,  
With sweeter manners, purer laws.*

*Ring out false pride in place and blood,  
The civic slander and the spite;  
Ring in the love of truth and right,  
Ring in the common love of good.*

*Ring out old shapes of foul disease;  
Ring out the narrowing lust of gold;  
Ring out the thousand wars of old;  
Ring in the thousand years of peace.*

*Ring in the valiant man and free,  
The larger heart, the kindlier hand;  
Ring out the darkness of the land,  
Ring in the Christ that is to be.*

—TENNYSON.

# A Co-operative Christmas Pudding

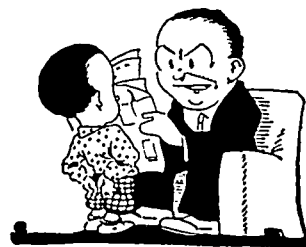
*An Old Story, Good for Everybody Between the Ages of Nine and Ninety, Retold With Modern Improvements, by the Editor*

**M**ANITOBA in December: The most exhilarating spot, from the point of view of climate exclusively, on the face of the earth. Christmas in England was never, except in imagination accompanied by such climatic conditions as Dickens, for instance, loves to portray. But in Manitoba—ah! here we get the ideal Christmas weather, the kind that Dickens imagined and most probably never actually saw.

Anyway it was Christmas morning in Manitoba and on the farm of Richard Owen all was bustle and excitement for the Owen family, consisting of Pa and Ma and Robert and Helen, following its usual custom, was going to spend the day with Grandpa Robert Owen, after whom little Robert was named.

Robert liked to go to grandpa's—first, because he liked grandpa and grandpa apparently liked him, and secondly, because grandpa could tell such good stories—how the world came to be; what the sun, the moon and the stars were and how far they were away; where all the animals came from and what monsters there used to be roaming over these western prairies; what the first men were like and how they started farming and then building cities and forming nations—and so on. To Robert, grandpa seemed to know everything.

It was a little over a three hours drive from the farm of Richard Owen to that of his father, and it was an ideal Christmas morning for Manitoba. The thermometer showed a little above zero; there was a clear, blue sky; the air was sharp and crisp, but there was no wind blowing and there was just enough snow on the ground to make sleighing easy and pleasant. The three hours soon passed and as the sleigh drove up at grandpa's door, grandpa and grandma were ready to receive the visitors. It took only a few minutes to unhitch the horses and put them in the barn, and soon the two families were enjoying the cosy warmth of the farm sittingroom.



Is there a Santa Claus?

## The Big Pudding

"We have a real treat for you this Christmas," said grandpa to Robert, "a real treat. We have a nice, big turkey and a Christmas pudding that took more than a thousand men to make."

"More than a thousand men," exclaimed the children in a breath, "why it must be as big as the barn."

"Oh, well," said grandpa, "just wait and see; but that is what we are going to have for dinner, a pudding that took more than a thousand men to make."

Robert was all excitement. The thought of that

pudding nearly took away his appetite for turkey and cranberry sauce, and he could scarcely sit in his seat when grandma went into the kitchen to get the pudding.

"Here it is," said grandpa as grandma entered with just an ordinary, steaming Christmas pudding on a dish. The children looked their disappointment, while their parents smiled audibly.

"Why," said Robert, "it's just an ordinary pudding."

"Well," said grandpa, "don't look so disappointed. Let us eat some of it and then we'll figure up how many men it took to make that pudding."

Even a Christmas dinner must come to an end and while the women tackled the wearisome job of dish-washing, grandpa took the children under his wing.

## Figuring Up the Workers

"Let us sit down," he said, "and find out about the pudding. Here is a pencil and a sheet of paper; you do the writing and I'll do the talking."

"And first—what is the pudding made of? Principally flour, currants, raisins, sugar and Let us take the flour first. To make flour you must have wheat, and to get wheat the earth must be tilled. So we need plows, harrows, seeders, binders and threshing machines. To make them we have miners digging the ore out of which the iron is extracted, and other miners digging the coal to smelt the ore; lumbermen cutting the trees in the forests; skilled artisans in the factories making the implements with the aid of machinery made by other skilled artisans; men in the mines, the forests, the saw mills, the factories—all busy supplying the material for, or directly making, the machinery for the farm.

"Then the wheat goes to the elevator and the railways carry it to the mills. Think of the labor providing the material for, and building the elevators and operating them. And how many men must we put down for the railways?—the trackmen, the engineers, the trainmen, the mechanics, the clerks—all the kinds of labor that are necessary to operate a railroad. Then there is the building of the flour mill and the marvellous machinery for making flour and the labor to run the mill.

"Then we have the currants, raisins, spices and sugar. These all come from foreign countries. There is the labor growing them, and ships have to be built to carry them across the seas. It takes hundreds of men, doing different kinds of work, to build a ship, and then you have the men required to operate the ship."

"Oh! stop," cried Robert, "I'm stuck. I can't figure up the number of miners, lumber men, iron workers, mechanics, millers, railwaymen, farmers, sailors, clerks and the rest of 'em, but we've got far more than a thousand now."

### Two Forms of Co-operation

"I guess you have," replied grandpa, "and you will notice that from one end of the earth to the other, men are engaged in doing certain work which will in the end be a service and a benefit to some person utterly unknown, in some other part of the world. It is a long and complicated process from the mine to the ponderous steel machine; from the forest to the finished implement; from the implement to the fruit of the earth—but it is all included in that very ordinary looking Christmas pudding which you were enjoying a few minutes ago."

"In a sense," continued grandpa, "we can say that men everywhere are working for the good of all, but they certainly are not doing it intentionally. The producer of iron, lumber, wheat or raisins does not work with the intention of benefiting humanity at large; he works and produces that he may live. None of them cares what becomes of the produce of his labor, provided he receives value for his labor. He produces for exchange and profit and under the present capitalistic system men are employed to produce by those who control the means of production. The economists call this a system of 'division of employment.' It is a form of co-operation, but one in which there is no attempt to combine common effort with common reward.

"True co-operation is when men join together to do certain things for their own benefit. If we call 'division of employment' unconscious—that is unknowing—co-operation, then we may call this other, conscious—that is, knowing—co-operation, and, Robert, when you get older and study history as all history should be studied, you will find that what we call progress and civilization are the result of the persistent and larger application of the principle of co-operation to all forms of human activity—in the continued substitution of conscious for unconscious co-operation.

### The Wheat Pool

"We have a fine illustration of this right here in the Province of Manitoba," continued grandpa, "in the formation of the Wheat Pool. Formerly, farmers marketed their wheat through private institutions and these private institutions had the whole grain trade marvellously well organized. It was a good example of the 'division of employment'—the farmer grew the grain and the grain trade 'co-operated' in marketing it. This form of co-operation was far from satisfactory to the farmer; he did most of the work and got the least reward. Now we have the Wheat Pool in which the farmers have bound themselves together in one, non-profit institution for the marketing of their grain at cost. The Wheat Pool is a step from division of employment to conscious co-operation, and is, therefore a mark of progress, and all other co-operative institutions represent a similar step.

"Modern industry, trade and commerce," grandpa continued reflectively, "are wonderfully organized, but the organization rests upon the



motive of profit and gain. We have co-operation in employment but individualism in the distribution of the produce of labor. This self-interest—intelligent self-interest as the political economists used to call it—has had remarkable results in bringing the ends of the earth together in the service of humanity, but far more remarkable will be the result of the substitution of the principle of 'All for each and each for all' for that of 'Every man for himself and let old Nick grab the hindmost.' Just think how much better a world it will be when the people who actually produce the wealth of the world are the people who get the value of it. That will come about when co-operation and service take the place of self-seeking and the profit-motive in industry, trade and commerce. And that, Robert, is what the co-operative movement seeks to establish; that is what our Wheat Pool, our Co-operative Dairy, our Coarse Grain Pool, our Egg and Poultry Pool and our other co-operative associations have made a step towards establishing, and I hope that when you grow up and have a farm of your own, like your father and grandfather, you will live up to the name you bear, and be a member of every farmers co-operative and a staunch supporter of the principles of co-operation and peace.

"And now I guess you're tired of listening to me; let's have a game of something."

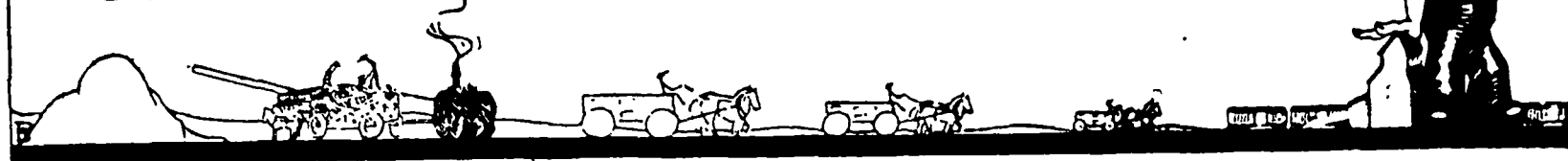
### U. F. O. CO-OP. ANNUAL

The twelfth annual meeting of the United Farmers Co-operative Co., Ltd., of Ontario, was held in Toronto on December 8. The annual report showed a net trading profit of \$60,708.87, after payment of patronage dividends totalling \$39,000 in the creamery department approximately two cents a pound on all cream received by the company, and \$40,000 to shippers to the egg pool. The egg pool, which operated from April 15 to July 1, made an initial payment of twenty cents per dozen on all eggs. After grading a further payment of twelve and a half cents on extras and ten cents on first was made.

During the period covered by the report the company manufactured over 2,500,000 pounds of butter, handled over 860,000 dozen eggs, sold to its members 3,000,000 pounds of binder twine, and marketed livestock to the value of \$10,000,000.

Professor C. R. Fay, of Toronto University, addressed the meeting on the subject of agricultural co-operation. He dealt at some length with the development of the wheat pools in Western Canada, and he pointed out that there were three dangers to which the pool movement was subject and against which the friends of the movement should be on their guard: (1) Extravagant expectations of the extent to which the price of wheat could be controlled in the interests of the producers; (2) disloyalty on the part of the members; (3) lack of co-ordination in the commercial organizations of the farmers.

# IN THE GRAIN BIN



By R. M. MAHONEY, Manager

## A FEW WORDS ON CLEAN GRAIN

Even on the possible chance that I may be reminded (as I was by one member when I wrote an article before with reference to cleaning grain on the farm) that, "What the Pool member wants is more action and less preaching," I am going to take a chance on this criticism and deal with the

subject of clean grain, but would ask you to bear in mind that I am writing from the standpoint of the sales value of grain and the difficulties we have with certain mixtures, rather than attempting to tell any individual how he should farm.



Light on the Subject.

Of course, it is only natural to suppose that the average producer of grain, like any other average business man, is in the business of producing grain, first because he likes it, and secondly because he expects it to give him a sufficient return for his labor so that he may purchase at least all of the necessities, and also some of the comforts of life. So that while, as I say, I am writing this from the standpoint of the sales value of certain grain, yet it does bear directly on the net return that the grower receives for part of his year's labor.

## The Basis of Complaints

It would be folly for me to try to convince anyone that we do not receive complaints on grades, in the Pool office. Having been accustomed to complaints on grades before I came to the Pool, it has been no new experience to me to receive complaints since I have been with the Pool. It is, though, only fair to say here that, in view of the volume of grain going through, and particularly in view of the weather conditions we have had this fall, our complaints have not been numerous. At the same time, of the complaints we have had, the biggest ones have been on the very low grades of grain and on mixtures, which leads me to believe that after all it is not so much the grade that is placed on the grain that creates dissatisfaction as it is the money that is received by the grower for the grain.

Naturally we all like to relieve ourselves and our organization of as many worries and troubles that may come up as we possibly can. Time spent by an office in writing about grades or returns that were less than expected is time spent that could be used to equally good advantage in some other way. Be sure that we are always glad to

write anyone explaining why certain grain has graded as it has, but at the same time, if there is too much of this it means an increase in the staff and an increase in correspondence, and in spite of the number of times that I have mentioned grading, I just want to put down here once again that **grading of all grain is done by Government inspectors under the Canada Grain Act.**

## About Mixtures

I have gone to considerable length without really getting down to what I started to write about and that is the matter of mixtures; mixtures of oats and barley, mixtures of rye and wheat, mixtures of wheat and barley, in fact, all mixtures except flax and any other one kind of grain.

It is not uncommon for us to receive shipmen of a car of grain with the advice: "This is a very fine car of oats, but contains a little barley," and when the car passes inspection we find that the oats in the car are very fine and contain some barley (very often very fine barley), but too much for the oats to be given a commercial grading. The oats may be 2 C.W. and the barley may be 3 C.W., but the mixture carries a very much lesser commercial value than either of the grains would carry if separated from the other. The same is true of rye and wheat, barley and wheat or any mixture that cannot be easily separated by an ordinary fanning mill.

## Durum Wheat Mixtures

We have considerable trouble in Manitoba with Durum wheat mixtures. We get carlots of very fine Durum wheat, but often it contains barley or it contains spring wheat, and is graded down to Rejected or Mixed Durum and Spring or Mixed Durum and barley, and commands generally a very poor price. The reason for this is that the bulk of our Canadian grain is sold on inspection certificates and not on samples. It is put in terminals at the head of the lakes, all 1 Northern going to any one terminal being placed in the same bin, and when a buyer makes a bid for 1 Northern wheat, he wants and gets, under the Canada Grain Act, 1 Northern wheat. The same is true of oats, barley or Durum wheat; he buys a certain grade and kind of grain and not only expects, but does get it under the Canada Grain Act.

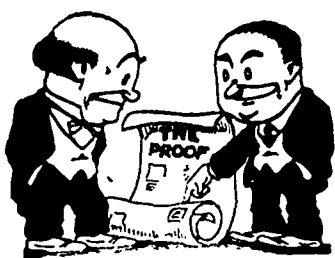
But what can be done with mixtures? There is no established grading for them; there is not a sufficient quantity of any one sort of mixture to make up a cargo, and if you were to make a cargo you would have to submit a sample to the foreign buyer and accept his price on it. And the man who wants Durum wheat probably does



not want barley, even though it could be separated (which is almost impossible), and the man who wants barley probably does not want Durum wheat. Anyone wanting a mixture of oats and barley, for instance, would want a certain percentage of each. As a consequence, they would buy so much barley and so much oats and mix it themselves. So that cars of grain coming down here that are graded Mixed or Rejected on account of containing other grains of commercial value do not bring their real worth and never will bring their real worth on an export market such as we have in Canada.

#### Mixtures Valuable as Feed.

On many cars, after they are shipped and inspected and the settlement sent out, the grower advises that the grain would have been worth more to him had he kept it at home, and there is



not a doubt that he is correct.— Mixtures are decidedly of more value to the grower as feed than they are to sell, for the very simple reason that he knows what the commodity is; he has it at home with no freight charges against it and no delivery charge against it, while any man who buys it for feed must pay freight and terminal charges on it. So that it is only reasonable to expect that mixtures of this kind are as valuable to the man who raises them as they are to a buyer, because they can, in most cases, only be used for feed anyway.

The same thing is true of grain that is heated or musty. It becomes unfit for human consumption and is fit only for stock food; consequently, it is worth as much to the grower as it is worth to anyone else. Of course, that is not true of wheat that is fit for milling, barley that is fit for malting, or oats that are fit for milling. You cannot expect, however, that there will be the same demand for grain for stock food as there will be for grain for human consumption.

So I suggest to you that, on bad mixtures which you have left, and on grain that is heated

or musty, you take into account the low price that it will bring and see if it is not more profitable to feed this at home or sell it to some of your neighbors for feed, rather than to ship, as your price is bound to be very low and your returns decidedly disappointing.

#### Get Good, Clean Seed

And I suggest, in spite of the fact that, as I mentioned before, I may be criticized for suggesting it, that any of you who have saved for seed any grain that contains a mixture of other grains, make every effort to dispose of this either through feeding it or selling it locally for feed, and purchase grain for seed that is absolutely free from other grain of any kind. We are receiving more enquiries for clean seed this year than we received last year, and we are receiving samples of grain from various Pool members which they have for sale for seed.

The Pool is not now going into the seed grain business, but it is my impression that we should open up in the Scoop Shovel a department or page, as it were, where the names of Pool members who have seed for sale can be listed, showing the kind of seed they have. The names of enquiring members can also be listed, so that the buyer and the seller may get together for the good of both individuals and for the good of the whole province.

If you have any mixtures or out of condition grain, before delivering it to the elevator, or before shipping it over the platform, I suggest that you send a sample in here with a letter, putting your name on the sample envelope, and in your letter ask us what value this grain has and we will tell you, so that you may know exactly what returns you will get before you ship it. It is discouraging for this office, as well as for the grower, to send out returns covering grain when we know that those returns, in money, are insufficient to take care of the expense of harvesting, the expense of threshing, and the freight; when we are sure that the grower could have done better feeding or selling to a neighbor; and when we know that he has worked just as hard to raise that mixture as he would have worked to raise a carload of unmixed, more saleable, more profitable grain.

## Will Consider Pool Offer

That the offer of the Saskatchewan Wheat Pool to purchase the elevators of the Saskatchewan Co-operative Elevator Company should be considered at a special meeting of the shareholders of the company was the decision arrived at by the delegates at the annual meeting of the company held in Regina, December 16-18.

After a debate which lasted over three hours, the following resolution was passed by the delegates on the afternoon of December 17:—

“Whereas an offer has been made by the Saskatchewan Co-operative Wheat Producers Limited, to purchase the company's elevator system and equipment at a price to be determined by arbitration and to lease or purchase the company's terminal equipment.

“Be it resolved that it is deemed advisable by the shareholders in annual meeting assembled that full consideration be given to said offer and that full details of the matter involved be furnished to the shareholders, and

further, that a special meeting of the company be called in accordance with the bylaws of the company, within a period of two months from this date, for the purposes of considering and definitely dealing with the said offer.”

The following resolution, drafted by the same group which drafted the preceding one, was also passed without material opposition:

“Whereas a resolution has been passed requesting that a

(Continued on page 20)



**THE SCOOP SHOVEL**  
*Official Organ of*  
**MANITOBA CO-OPERATIVE WHEAT PRODUCERS LIMITED**  
**MANITOBA WHEAT POOL**

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*Managing Editor* - - - - - J. T. HULL

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**"CO-OPERATION—SERVICE AT COST"**

**WINNIPEG, MANITOBA, DECEMBER, 1925**

**LOOK OUT FOR ROCKS AHEAD**

At this time of year, when the Christmas spirit is abroad and a generous sentiment towards everyone prevails, it may be well for members of the Western Wheat Pool to consider carefully the present position of their organizations and some of the dangers which threaten them.

Strenuous efforts are being put forth by interested parties to get the Pools to agree to some form of amalgamation with the two farmer-owned elevator companies. The great danger in this suggestion is that, while it looks like a wonderful step in advance, it is not possible from a practical standpoint without endangering the efficiency of the Pool, and Pool members may be led into supporting it from a sentimental standpoint only.

Let us review the situation as seen from the inside of the Pool organization. The Pools have become the biggest and most successful grain marketing organizations in the whole world, and will, this year, out of an estimated wheat crop in the three prairie provinces of some 394,000,000 bushels, from which is

to be deducted for seed and feed some 44,000,000 bushels, market over 2000,000,000 bushels of wheat, as well as a large amount of other grains. This is the crop from nearly 18,000,000 acres of grain contracted to the Pools by over 122,000 farmers.

To handle this enormous business a very efficient marketing system has been built up, with a network of agencies now covering every wheat importing country in the world, having offices in Winnipeg, Regina, Calgary, Vancouver, Toronto, New York and Paris.


Under the old non-pool way the entire weight of the large volume of wheat, handled both last year and this year by the Pools, would have fallen on the market as it was delivered to the elevator companies by the farmers, because these companies would have immediately hedged it, or sold it for future delivery.

Nine out of every ten farmers deliver their wheat in the first three months of the fall, but under the Pool system of marketing this wheat is fed to the world market as they can absorb it, and it is well within the mark to say that the Pools have made easily 25c per bushel more for both the Pool and non-Pool farmer, on the wheat crop of the last two years.

These crops, after deducting seed and feed, amounted to 541,000,000 bushels. This means that the Pools have increased the revenue of the Western farmer nearly \$135,000,000. This is extra money which is going into the farmer's pocket, and from there into the business channels of the country. This is an enormous sum, without counting what has been gained from the reflex action of the

price of wheat on the other products of the farm. Because of its enormous volume the Pool has been able to cut the cost of brokerage, obtain lower interest rates on money required to move the crop, reduce lake freights and lower the charge for handling street wheat through country elevators.

**Teachers and Students---Attention!**



Order, please!

At the last annual meeting of the Manitoba Wheat Pool, the delegates voted unanimously that the Board of Directors offer a series of prizes for the best essays on CO-OPERATION in any of its phases. The contest will be divided into three classes and in each class there will be three prizes.

The classes are:

1. Manitoba School Teachers.
2. High School Students.
3. Students in Manitoba Agricultural College.

In each class the prizes will be: First, \$35; Second, \$25; Third \$15.

Further particulars will be given in subsequent issues of *The Scoop Shovel* but get started right now gathering material for your essay. The prizes are worth a good few hours of real study and research. If you want advice on what to read communicate with Mr. Hull, Educational Department of the Manitoba Wheat Pool.

The three Pools have now about one hundred country elevators of their own, and have set aside large reserves for the acquiring of more.

The elevator policy of the three provincial Pools differs slightly according to the conditions which have obtained in each province. Speaking of the Manitoba Pool, we have agreements with all elevator companies operating in the province for the handling of Pool grain at a fixed charge per bushel, but our experience has convinced us that the Pool member can only obtain the best service and get the fullest value for his grain, by having entire control of the necessary facilities for handling his grain from the wagon-box to the mill. This means not only country, but terminal and transfer elevators.

Our policy in Manitoba has been to let the Pool members surrounding the local shipping points, decide the question of whether or not they should have a Pool elevator. If they form a local co-operative association chartered under the Manitoba Co-operative Act, and get 10,000 acres signed up to the Pool and Pool elevator, we obtain an elevator and lease it to them. They appoint their own board of directors, who work in close co-operation with our elevator manager. A uniform set of books is kept for all these local elevators, and every month the local directors are shown the statements for their elevators, showing all grade losses or gains, etc. The terminal profits on his grain are returned to his Pool elevator on all the grain it handles; thus a member of the local Pool elevator gets his services at cost.

In these Pool elevators we have eliminated the difference in price between wagon loads and car lots of grain, which is of enormous importance particularly to the small farmer. What is still more important, because of concentration of volume through one elevator instead of four or five at a single shipping point, we give him better service with up-to-date handling and cleaning machinery at a minimum cost.

Many of the existing elevators are over twenty years old. Many of them should be torn down, or rebuilt into more modern houses. To illustrate—at Roblin there were four elevators, none of which were available for lease or purchase to the Pool at, what was in our opinion, a proper valuation. We built a 50,000 bushel modern elevator, equipped with an automatic dump, so that by a single twist of the wrist an entire wagon load of grain is dumped, without the farmer having to shovel a spoonful. This elevator is equipped with the latest cleaning machinery, and its Pool members have their wheat cleaned and the screenings are returned to the owners. Right here is a chance to do away with an enormous economic waste, which has been going on for years in the West.

Farmers have been shipping their uncleaned grain and paying freight on dockage to the lake front; in many cases these screenings were resold to Western farmers, who paid the return freight, plus a profit on the screenings.

At points where these Pool elevators are established, they will entirely eliminate the laborious platform loading, because at many points, like the

one mentioned above, where the Pool will handle between 300,000 and 350,000 bushels through one house, the cost of handling will be so low that it will not pay a farmer to load over the platform.

Incidentally, the Pool elevators handle non-Pool grain at every point for any non-Pool man who wishes to use these facilities.

All the advantages the Pool elevator brings to the farmer cannot be obtained under any scheme of amalgamation with any company operating for a profit. Profit making companies would have to make their profit out of Pool grain, and not a fraction of a cent profit should go to anyone; the Pool system returns it all to the grower.

Some of the details as to how these profits are made are rather hard for the man on the land to grasp, but if he wants to keep the advantages which he has gained in the effort he has so successfully put forth in building this Pool system of marketing, he should see that the Pool steers a straight course, and never turns aside from the purely co-operative principle.

The only real enemies the Pool can have are dissensions among its membership and non-Pool grain. Division can only come from misunderstanding and every bushel of non-Pool grain makes the Pool just that much weaker.

#### WHAT THEY ARE SAYING

It is amusing and at the same time instructive to note and compare the critical comments that appear in the Press of this continent on the Pool and its operations. You pick up one paper and read in big headlines that the Pool is "selling in a panic;" you turn to another paper and learn from similar shouting type that the Pool is holding grain off the market. One moment we are told by some marketing expert that the Pool is a monopoly which will raise prices and exploit the poor consumer; the next moment the private traders proudly announce that they paid the farmers a better price than the pools. Here are a few comparisons picked from comments on the Pool within the last few weeks:—

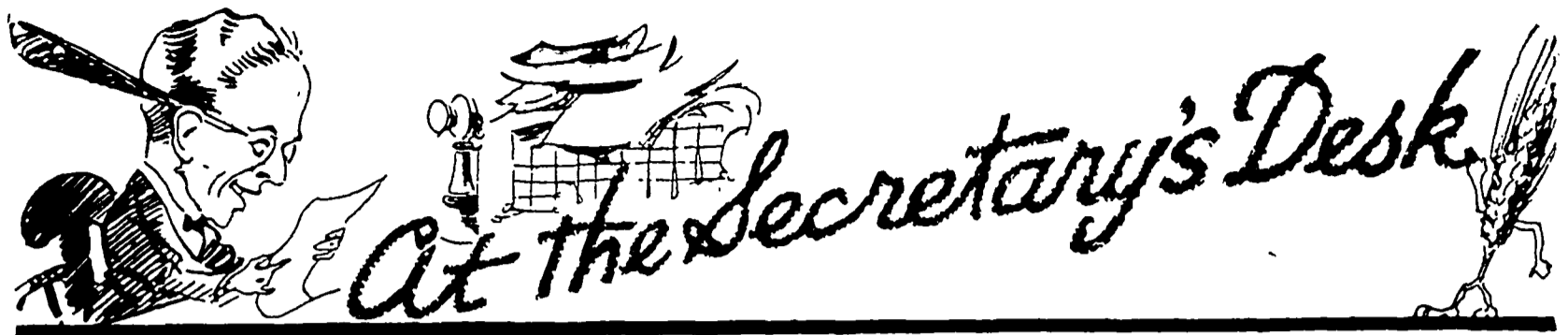
"The Pool is underselling in the export market: the Pool has been persistently keeping wheat off the market and driving customers for Canadian wheat to purchase in other countries."

"The amount of grain handled by the Pool has been greatly exaggerated: the Pool is handling so much grain that it cannot possibly give as good service as the smaller private firms."

"The Pool has failed to keep up prices: the Pool is a monopoly which must unduly raise prices to the consumer."

"The Pool by paying an initial price instead of the full market value at the time of the delivery of the grain makes it hard for the farmer to finance: the Pool by distributing proceeds of the sales over a period of time has stimulated cash business, relieved the credit situation and aided business in general." An so on.

Meanwhile the farmer himself is doing some thinking on his own, and the result of his thinking is shown in the increased membership of the Pools. The farmers of the Prairie Provinces are answering all criticism of the Pool with contracts, and that is the most effective reply possible.



By F. W. RANSOM, Secretary

### INTRODUCING MR. POOL WORKER

Merry Xmas Secretaries!

Happy New Year officers and organizers!

Merry Xmas and Happy New Year everybody!

Especially do I send my good wishes and thanks to Mr. Pool-Worker who has co-operated to make this a good Pool year, and has contributed to the success of the organization. "Who is he?" He is the man who drives the team, follows the plow, sows and reaps—the man on the land. Besides farmer he is an organizer and builder, and cheerfully assumes responsibilities placed on him by those he has elected to office. When occasion requires he will hook up his team on buggy or sleigh and drive miles each day, canvassing neighbors to join his own organization; bad weather or bad roads, nothing holds him, and if he cannot use wheels or sleigh will go in the saddle or walk. If the Field Man comes around, being a stranger, he will take a day off, drive him around, get him acquainted and give him a "line up" on the situation in the district.



Excelator?

### The Live Wire

Perhaps Central Office writes asking him to arrange a meeting so that a speaker may go out—all right, he puts up the posters in the store, at the cross-roads and in conspicuous places. On the set day he meets the train, welcomes the speaker and takes him to his place, and his good wife provides the usual hospitality; a good supper awaits him and a "sit in and make yourself at home"; no style or affection—that's what the farmer calls being "neighborly." In good time the team is again hooked up and they hit for the schoolhouse. Mr. Pool-Worker has a fire on in the school, the place is warm and comfortable, and a pitcher of water and a tumbler are on the desk. He has 'phoned up the neighbors on his line and got in touch with those on other lines, telling them to let everybody know—"get a crowd out" are the injunctions. He will take the chair at the meeting and conduct it. He takes the speaker home and puts him up for the night, and takes him on his way in the morning. Nor does he stop here; he will act on the committee and give information on the Pool to any enquirer. Yes, he is at the phone and answers any call; tells you how to load over the platform; assists in making out a shipping bill or gives permits to those wanting to sell feed or seed. "Want to join the Pool?"

"Sure, I'll meet you in town and bring a contract with me; glad to sign you up any time."

Who is Mr. Pool-Worker? He is the chairman or secretary or officer of the Wheat Pool Local; he is a committee man on the shipping committee; he is the "live wire" of the district; he is just a plain every day Pool farmer.

Then some one will say, "The Pool has not yet proven a success." If thousands of farmers in a common cause, voluntarily sacrificing, working, serving, does not mean success, then I don't know what success means.

"What does he get out of it?" Nothing; at least not in gain; just the satisfaction of knowing he is building a new order of society, of making the world a little better place to live in. His name is not written in the halls of fame. He is just an "ornery" chap; his hands guide the plow, and he has built and guides this great cause. He is the greatest inspiration in keeping me keyed up to my work in this co-operative movement. Here's hoping I may always keep myself worthy of his co-operation and confidence.

### FIELD MEN'S MEETINGS

N. H. Little has been doing good work in Stanley municipality, securing in one week over 50 contracts, with a total acreage of 8,000; D. D. Fehr, of Haskett, signed up 1,920 acres, another man 800 acres, and in conversation with him over the phone he says that this week he has also good results.

My map is getting pretty well marked up with blue pins, showing where the Field Men have held or have arranged meetings. F. A. Parker has 10 on his list; S. M. Gibson, 14; Harry Chapman, 8; G. M. Shaw, 6; W. L. Watt a number in the locals around Lake Dauphin. G. M. Shaw is now out arranging Mr. Hoey's meetings for January. The number in attendance at the school house meetings vary anywhere from 10 to 60. All indications go to show that the Pool is the most lively question in the province. The questions that are asked in nearly every instance deal with the elevator policy and the relationship between the Pool and the Farmers' Companies. Very particular attention is being given to these meetings by the Grain Trade. In the majority of cases they have their men present taking notes, and they are required to send in reports to head office.

### Hoey Has Splendid Meetings

Mr. Hoey is having a very successful series of meetings, and attendances have ranged from 100 to 425. Mr. Mahoney has also had a good



bunch of meetings in the north, and further requests are coming in for his attendance at other meetings.

J. A. Anstey, of Treherne, Secretary of South Norfolk local, writes: "Mr. Gibson's meeting at Treherne on the 9th, was a very encouraging meeting. There was a good attendance and real interest."

H. M. Linnell, of Elkhorn, writes: "We had Mr. R. A. Hoey in Elkhorn last Saturday; say, it was good. I believe that man can do more for co-operation in one hour than a bunch of us farmers can do in ten years. You cannot send Mr. Hoey here too often."

Mr. Morgan Johnston writes: "Being present at a meeting last night addressed by Mr. Hoey, I could not but be impressed that you had secured the

services of a man who will be a real boon to the co-operative movement."

Joe Day says: "Our meeting at Virden (addressed by Mr. Hoey), was an outstanding success, there were over 450 present; and I am sure from what I heard the satisfaction was universal. Such meetings are going to have a decidedly beneficial effect upon the feelings toward the Pool. This makes a total to date of 2,400 attending ten meetings."

From Roy Johnston, secretary of Souris district U.F.M.: "I have been asked on behalf of the Board, to ask the Pool if it would be possible to hold joint meetings as we did last year. If such an arrangement is possible, could you give us an idea when you expect to hold meetings in Souris district."

We will gladly co-operate with other organizations, either Farmers' Union or U. F. M.

## Co-operation At Home and Abroad

### NEW TYPE LIVE STOCK MARKETING ASSN.

The California Cattlemen's Association, San Francisco, which has been functioning as a society to protect the interests of the cattlemen for about eight years, began operating as a marketing association this year. Each member of the organization has one vote, but the property rights and interests of each member is proportionate to the amount paid into the association. The marketing agreement makes the association the exclusive agent of its members in the sale of cattle, and the management of the association rests in a board of twenty-five directors.

The territory served by the association has been divided into districts which are in charge of field men who keep the San Francisco office advised as to conditions in the producing area and assist the cattlemen in sorting cattle for sale and in grouping the various lots so as to conform to established grades.

While the association will announce prices based on supply and demand, every producer will be privileged to name a minimum price below which he will not sell.

It is the function of the association to receive from packers and other buyers, orders which will be filled from member holdings, the field agents helping to locate the stock that will exactly meet the require-

ments of the buyer. The expenses of operation will be met by a deduction of two per cent. of gross sales. Any balance remaining at the close of the year will be pro-rated to the shippers upon the basis of volume of sales for each member.

At the present time the association is functioning along marketing lines for cattlemen in California, Nevada, Oregon and Arizona.

### WOOL CO-OPERATION QUITE OLD

For forty years or more wool has been sold co-operatively in the United States. Since 1885 the farmers of Greencastle, Ind., have been selling their clip through their own Putnam County Wool Growers' Association, but even earlier than that the sheepmen had banded together to market their golden fleece.

While the co-operative pioneers laid the basis for future success, the largest growth in the movement has taken place during the past six years. Now 30,000 wool growers are selling 12,500,000 pounds of their product through 22 state-wide co-operatives. Eighty per cent. of all the American wool business is handled without the intervention of costly middlemen.

The mightiest of these co-operatives is the Pacific Co-operative Wool Growers' Association,

formed at Portland in 1921. So profitable were the gains of the Oregonians that ranch men in the neighboring state of Washington asked to be taken in. Then the Idaho and California growers followed, so that now a quarter of the national co-operative wool passes through this Pacific society's hands.

### AN OLD CO-OP.

About eight hundred fruit growers make up the membership of the Apple Growers' Association, Hood River, Oregon, which handles from 70 to 80 per cent. of the fruit produced in the Hood River Valley. The growers in this valley have been organized for 33 years. The first organization was the Strawberry Growers' Union, formed in 1892, and later absorbed by the Hood River Apple Growers' Union, which, in turn, was absorbed by the present organization in 1913. Some of the present members were members of the original strawberry union. The Diamond brands have been used for more than twenty years in selling fruit, and have been registered trade marks since 1913. It is stated that Diamond Brand fruit can be found in most foreign countries and in the islands of the sea as well as in the United States. The association has "regularly sold to the trade in Great Britain."

(Continued on Page 21.)



# Co-Operative Dairies

This page conducted by the MANITOBA CO-OPERATIVE DAIRIES, LTD., WINNIPEG

President: Wm. Grotike, Stonewall  
 Vice-President: N. Breton, Letellier  
 Secretary-Treasurer: Gordon W. Tovell, Winnipeg  
 Manager: Alex McKay, Winnipeg

#### Directors

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

### MORE CO-OPERATORS WANTED

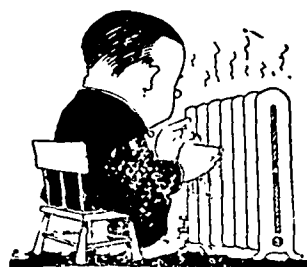
THE season is drawing to a close and the time for taking stock of our achievements is at hand, so it will not be out of place to give a short review of the past season's work that we may profit by the experience gained during the season.

When we look back over the season just closed, we see a good many things to avoid in the future, as well as a good deal to encourage us to go on and on to better things. Our quality of product has been higher than ever before due to the efforts of the producers in caring for the raw material in such a way as to market it in the very best possible condition. Since the grading of cream has been introduced there has been a steady improvement in quality, in fact to the extent that our butter is sometimes quoted on the British market as equal to New Zealand's. All we need is to go on improving our quality and increasing our quality so as to take our place on the markets of the world.

#### A Remarkable Showing

To illustrate the benefits of the grading system, we might say that in this plant the grades of cream are kept separate and each grade churned

into butter representing the grade to which it belongs. Out of eight hundred churnings covering the past season's operations there were only three which did not remain true to grade. This is rather a remarkable showing when you take into consideration the fact that



Warm up to this.

they are entirely different men who grade the cream from those who do the butter grading. The cream is graded by men employed by the provincial government, while on the other hand the butter is graded by another set of men employed by the Dominion government, as possibly readers know that all butter has to hold a federal grade before it is permitted to be sent overseas. Therefore a shipper should not become discouraged if his grade is not just what he expects it to be, as this work is done in the most perfectly impartial way that it is humanly possible to do it; the man

who does the grading does not in any way know to whom the cream belongs. It is only by shipping the very best that it will be possible for us to take our place on the world's markets, as other countries are paying very close attention to quality.

#### Get Into Line

Next to quality comes the matter of volume. We in Canada are lacking in the essential volume to make it possible to get the greatest efficiency in the handling of our dairy products. The only way to attain the volume necessary is to consolidate our efforts by instilling into the minds of the people the importance of co-operation in marketing. It is the only efficient method of handling our products left to us, as all our principal competitors have adopted this method of marketing. Where would you find a manufacturer of any important product passing over the sales part of his business to another corporation; do they not all keep control of their products until they are sold to the consumers? Then how does the producer of the most essential products which are produced from the soil hope to obtain his rightful share of the wealth produced by him if he does not interest himself in some way in the control of his products to cheapen the process between producer and consumer. There are only three ways of doing this; through co-operation and by quality first, and volume second. Get in line with the greatest movement today. If you are already in line make yourself a missionary of co-operation and thus help to get your neighbors into line for the ultimate benefit of all who live on the land.

#### HOW CO-OPS. BENEFIT PRODUCERS

In a recent issue Land o' Lakes News, the official publication of the Minnesota Co-operative Creameries Association, gave an excellent illustration from actual life of how the co-operative creameries benefit the producers of cream—not only members of the co-operative but all producers in the region where a co-operative does business.

It published facsimiles of two cream cheques. One for a shipment from Belle Creek, Iowa; the other for a shipment from Lima, Ohio. The former was at the rate of 35 cents per lb. of butter fat; the latter at the rate of 47 cents per lb. of butter fat.

Land o' Lakes News comments on the price difference in this wise:—

"Now the difference is not in the cream or the grade or distance from market or anything of that kind; it is simply in the fact that at Lima there is a good co-operative creamery, one of the very few in the state of Ohio, and the fellow that buys cream at Lima pays what the co-operative creamery pays or gets no cream."



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

### HOW THE CATTLE POOL BEGAN

"How did the Cattle Pool start?" is sometimes asked.

The Cattle Pool was begun by the Livestock Department of United Grain Growers which has since become United Livestock Growers, Ltd., because under old conditions this agency was not satisfied with the results obtained for farmers in selling their cattle. Something better was needed, and to meet the situation the Cattle Pool was worked out.

It used to be under old conditions that a large percentage of the cattle arriving from the country had to be sold to market traders. There was nowhere else to sell them, after the requirements of packers and other buyers had been met. These traders bought thousands of cattle from this organization, sorted them up into even car lots and resold them, either on the Winnipeg market or by sending them East or South.

That was work that could not be done by any ordinary commission agency. Cattle delivered from the country had to be sold the same day or held for not more than a day or two. To get the most out of them it was evident that the selling agency must obtain control over the cattle, and then sort them up and sell them in accordance with the market conditions.

That was the actual origin of the Cattle Pool—the needs of the selling agency for the right of control over cattle received instead of the obligation to sell them at once on the Winnipeg market.

That is still the essence of the cattle pool idea, putting cattle under control of the producers selling agency, so that agency can use any available channel to dispose of them to the best advantage.

Another question is this: "Why is a Cattle Pool needed here when co-operative livestock market organizations elsewhere get along without them."

The main reason is this, that the great bulk of cattle received on the Winnipeg market have to be forwarded East or South for final disposition, while on other markets the majority of cattle can be disposed of locally. Some one has to undertake that work. When the producers were not doing it themselves for their own benefit, they had to rely on market traders to do it for them. The traders had to have their profit but that was not the most important reason against the system. The traders were frequently unable to do this work

efficiently. Cattle might go begging in Winnipeg when there was a good market waiting for them elsewhere, but no one willing just at that moment to undertake the risk of buying and forwarding.

### THE SHIPPING ASSOCIATION THE KEY

Writers of authority on co-operation insist that one thing is necessary to insure success, the co-operative spirit in local groups. That is certainly the case in co-operative livestock marketing. Success depends on the degree to which members of local units, the shipping associations, can work with each other in shipping their livestock to market.

The selling agency, United Livestock Growers' Ltd., is organized to give the best possible service under present conditions in selling livestock. But it can only give service on cattle which are shipped to it, and the extent and the economy of its services depend to a large extent on the volume of livestock consigned to it by shipping associations. The shipping association is the key to the situation.

### SELLING THE WINTER FED CATTLE

A lot of cattle are going to be fed in Manitoba this winter. How are they going to be sold in the spring? Will your shipping association be in a position to handle your shipment, or will you have to depend on some one to come along and buy them, particularly if they are ready for sale during the busy time of seeding? It is worth thinking about during the winter, and it may be worth a good deal to you to make sure that your shipping association will be ready to serve you. The cattle feeder puts a good deal of time and money into his winter operations. He cannot afford to lose any of the profits coming to him by using anything but the best selling system when his time comes to market them.

Perhaps a meeting to discuss cattle marketing would help your association, or perhaps a drive to put it on a local contract basis would be successful. If any assistance is needed in this direction, write in to United Livestock Growers about it.

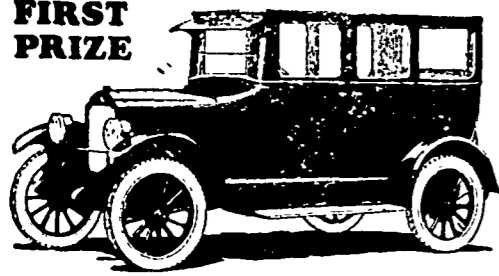
The majority of cattle which are consigned by their owners direct or through shipping associations to the stock yards are sent to United Livestock Growers for sale. The majority of the cattle which are not sent to this agency for sale have been bought by local or travelling buyers in the country. That is just another way of saying that producers have a great deal of confidence in their own agency.



Measure it up.



FIRST PRIZE



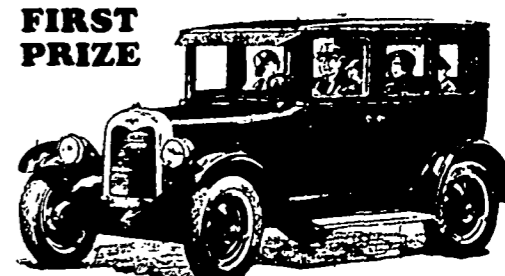
Star, four-door, 1926 model, five-passenger Sedan, value \$1,285, f.o.b. Winnipeg.

# Attention! Readers! Attention!

## 126 PRIZES Absolutely FREE TOTAL VALUE.. \$6,000.00

# How Many Sheaves on This Field?

FIRST PRIZE



CHEVROLET, four-door, 1926 model, five-passenger Sedan, value \$1,285, f.o.b. Winnipeg.

### The Correct Answer

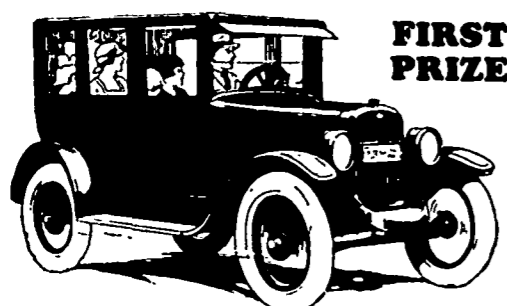
To make sure that no one knew the exact or correct answer to the problem, or how many sheaves there are in the field, Premier Bracken, of Manitoba, and Hon. T. A. Crerar, President of the United Grain Growers Limited, kindly consented to erase one or more figures from the puzzle chart. This was done at different times, consequently, no one knows just what numbers were taken out. Notes of these figures were made by Premier Bracken and Hon. T. A. Crerar sealed and placed in a safety deposit box, where they will remain until after the close of the contest. Bear in mind that the Puzzle Contest Department knew the correct answer before some of the figures were erased. After the contest is over the Contest Department will be informed just what numbers were erased. These numbers will be subtracted from the original correct answer, thus giving the present correct answer.

### \$6,000.00 in Prizes

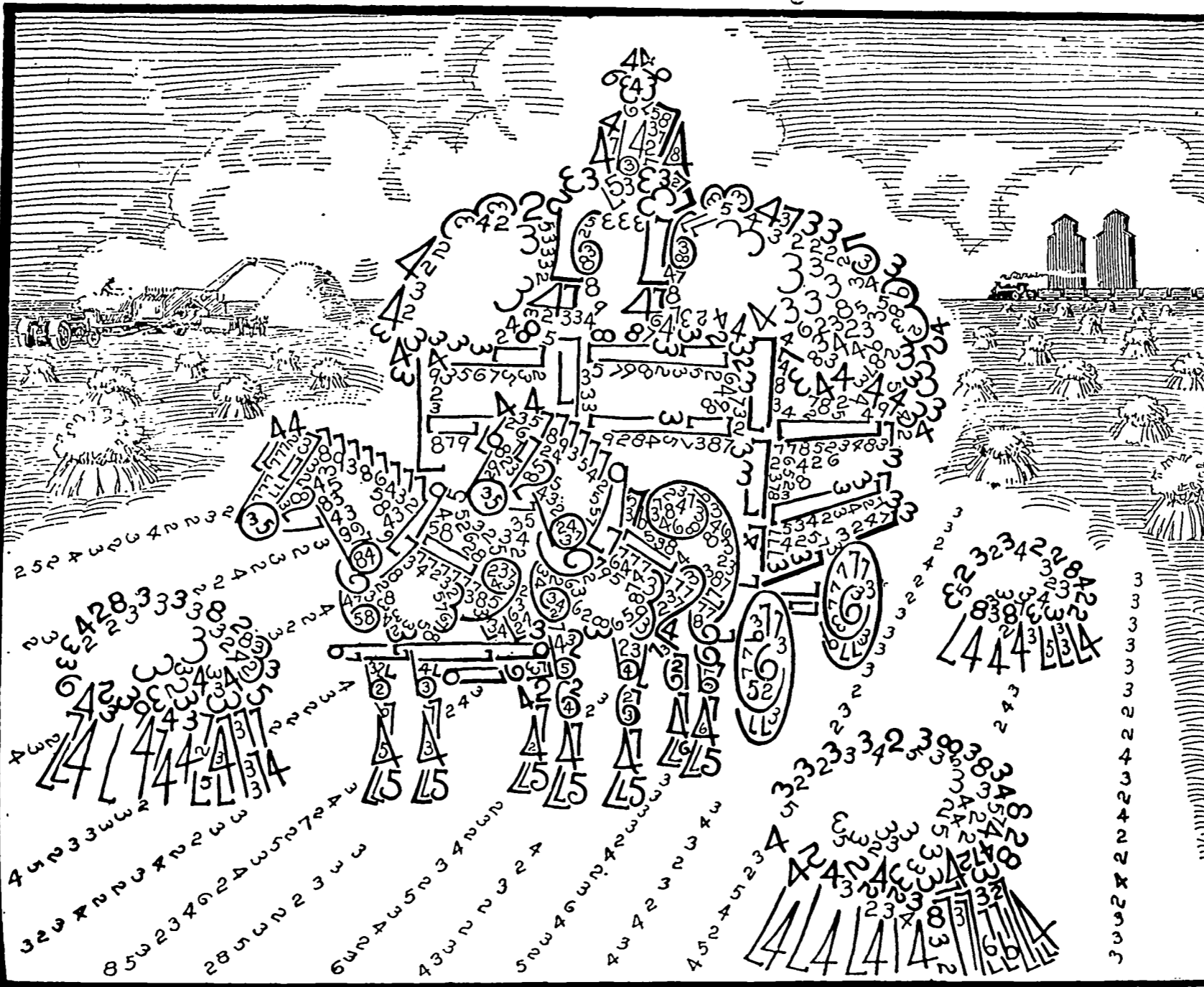
- FIRST PRIZE**—Total value \$2,085. \$1,585 Ajax six-cylinder Sedan, plus 50 times the amount of cash sent in up to \$10. To qualify the contestant must send in at least one \$5.00 subscription to The Guide, or \$10 in smaller subscriptions.
- FIRST PRIZE**—Choice of Chevrolet, Overland or Star, four-cylinder Sedans, plus 50 times the amount of cash sent in up to \$10, thus making the total value \$1,785. This prize will be given if the contestant cannot send in a \$5.00 subscription, but sends in at least one five-year subscription to The Guide for \$3.00.
- FIRST PRIZE**—\$600 cash, plus 50 times the amount of money sent in up to \$10, thus making the total value \$1,100. This prize will be awarded if the contestant can only send in a \$1.00 subscription or a number of one or \$2.00 subscriptions.
- SECOND PRIZE**—Total value \$1,010. \$660 Ford Touring Car, plus 35 times the amount of cash sent in up to \$10.
- THIRD PRIZE**—Total value \$500. \$300 cash, plus 20 times the amount sent in up to \$10.
- FOURTH PRIZE**—Total value \$400. \$250 cash, plus 15 times the amount sent in up to \$10.
- FIFTH PRIZE**—Total value \$250. \$150 cash, plus 10 times the amount sent in up to \$10.
- SIXTH PRIZE**—Total value \$150. \$100 cash, plus 5 times the amount sent in up to \$10.
- SEVENTH PRIZE**—\$75.
- EIGHTH PRIZE**—\$60.
- NINTH PRIZE**—\$55.
- TENTH TO FOURTEENTH PRIZES**—Five cash prizes of \$50 each.
- FIFTEENTH TO TWENTY-FIFTH PRIZES**—Eleven cash prizes of \$25 each.
- TWENTY-SIXTH TO FIFTIETH PRIZES**—Twenty-five cash prizes of \$15 each.
- FIFTY-FIRST TO SEVENTY-FIFTH PRIZES**—Twenty-five cash prizes of \$10 each.
- SEVENTY-SIXTH TO ONE HUNDREDDTH PRIZES**—Twenty-five cash prizes of \$5.00 each.

### 13 "Special Prizes" for Solutions sent in before December 31

To encourage contestants to send in their solution as soon as they have finished them, we have decided to give additional special prizes amounting to \$100. The one that has sent the first correct or nearest correct answer of the puzzle to the contest office on or before December 31, will receive a special prize of \$25. The person sending in the second correct or nearest correct answer on or before December 31, will receive a special prize of \$15. The person sending in the third correct or nearest correct answer on or before December 31, will receive a special prize of \$10. The next 10 persons sending in the correct or nearest correct answer on or before December 31, will receive a special prize of \$5.00 each. The winning of a special prize does not interfere in any way with your winning one of the other prizes. However, winners of special prizes will not be announced until the contest closes, because the judges cannot give us the correct answer until that time.



OVERLAND, four-door, 1926 model, five-passenger Sedan, value \$1,225, f.o.b. Winnipeg.

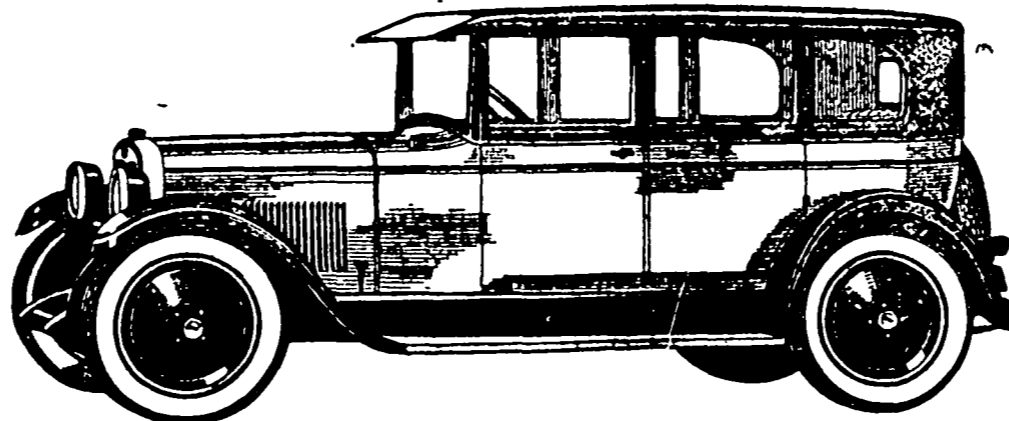


### Give Your Friends to take part in this instructive Contest

The problem is to find the sum total of the figures, which, when added together, represent the total number of sheaves on the field. Every figure is complete, and the drawing is entirely free from tricks and illusions, but like a lot of other things, it is not as easy as it looks. Figures (with the exception of a figure one (1) between two 4's at the bottom of the stook in the lower right hand corner of the picture) range from 2 to 9, each standing alone, thus: 2, 3, 4, 5, 6, 7, 8 and 9. There are no other ones, nor are there any eights in the chart. The tops of the sixes are curved, while the bottoms of the nines are straight. By looking at any figure carefully you can easily tell what it is. However, to pick out all the figures and add together correctly is a task that requires both patience and skill. This is one of the most attractive figure puzzles that has ever been produced, and it would be worth while to solve even though no prizes were offered. Accuracy and patience are the main factors for arriving at the correct or nearest correct count. Those who display these qualifications to the best advantage will solve the puzzle best.

We wish to have it clearly understood that there are no figures in any part of the background, such as that part of the field and stooks not made with figures, the threshing outfit, strawpile, train, elevator and sky. No part of the background is made with figures. There is no trick in this puzzle. Every figure can be plainly seen.

### FIRST GRAND PRIZE, Total Value, \$2,085.00



This magnificent Nash-built, six-cylinder Ajax Sedan (\$1,585 f.o.b. Winnipeg), with four wheel brakes, full balloon tires, five disc wheels and Duco finish, is the GRAND PRIZE. This car will be delivered free of charge through the winner's nearest Nash-Ajax agent or nearest railroad station. See prize list for conditions governing winning of extra \$500 cash.

### Solution and Remittance Blank to be sent in by Contestants

ALL Contestants must use this Blank when sending in solutions S.S.

THE GRAIN GROWERS' GUIDE:

My answer to the problem is ..... Sheaves in the Field. Please place the sum of \$..... to my credit, and if this is a winning answer send the prize to:

Name ..... P.O. .... Prov. ....

New or renewal subscriptions as follows:

Name	Address	New or Renewal	Amount
.....	.....	.....	.....
.....	.....	.....	.....
.....	.....	.....	.....
.....	.....	.....	.....
.....	.....	.....	.....

If you have sent in any money or any previous answer to this puzzle give date ..... amount \$..... and answer ..... sent in ..... IMPORTANT—BE SURE TO ANSWER ALL QUESTIONS. Address communications to THE CONTEST DEPARTMENT, Care of The Grain Growers' Guide - Winnipeg, Man.

NOTE—If your subscription was sent in by another contestant you must put their name and address below.

### Extra Cash Prizes

Read the conditions showing the extra prize money given to the first six winners.

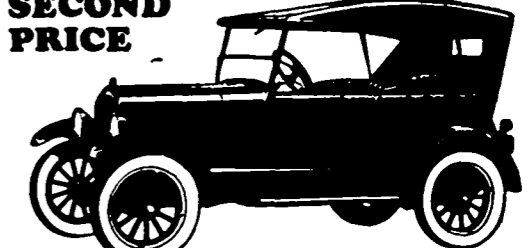
### Contest Rules

1. CONTESTANTS—The contest is open to everyone in Manitoba, Saskatchewan and Alberta with the following exceptions:—
  - (a) Employees and their immediate families or anyone connected with The Grain Growers' Guide.
  - (b) Residents in town or cities with a population of over 2,500, unless someone in the household owns or operates a farm.
  - (c) All prize-winners in our last figure-puzzle contest who obtained a prize of more than \$25.
 Note particularly, that no one living outside of the prairie provinces can compete in this contest.
2. Subscriptions will be accepted for anyone in Manitoba, Saskatchewan or Alberta, except residents in towns or cities with a population of over 2,500—unless someone in the family owns or operates a farm. Every dollar sent in by contestants must represent a subscription secured from a friend or neighbor, or must be in payment for their own subscription. Either new or renewal subscriptions (your own or anyone else's) entitles contestants to the full benefits of this contest.
3. Additional puzzle charts, on a good grade of paper may be obtained by writing to The Guide. They will be mailed to you free of charge.
4. Every figure in this picture is complete, and the drawing entirely free from tricks and illusions. If any contestant is in doubt, however, about a figure, the Contest Department will be glad to give a ruling on it. Put a circle around the figure and send the marked chart with your letter.
5. Fill out the remittance blank carefully, and send not less than \$1.00 (your own or some other person's) as an entrance fee to the contest and as a subscription at our regular rates (see coupon) to The Grain Growers' Guide. The greatest length of time for which any subscription will be accepted is nine years. Renewal subscriptions count the same as new, and will be extended from the present expiry date shown on the address label on your Guide.
6. Prizes are given to the contestant who sends the correct answer to the Contest Department of The Grain Growers' Guide. Contestants are not entitled to any premium, nor can agents or postmasters deduct a commission.
7. You have the same chance of winning a prize by paying a \$1.00 subscription as you would have by paying a larger amount, but the amount of the first six prizes depends greatly upon the amount of subscription money you send in on the correct or nearest correct answer.
8. You can submit as many answers as you like providing each answer is accompanied by a cash subscription for one year or more, but if one of your answers is correct we wish to make it clear that the money sent in with your other answers will not increase the value of the prize won by the winning answer.
9. The contest is open to both old and new subscribers alike, anyone may help you in collecting subscriptions or solving the puzzle.
10. Don't send an answer unless you send a subscription (see Rule 5). Readers who give their subscription to some other contestant and later on want to send in their own answer themselves, may do so, providing they write on the coupon the name of the person they paid their subscription to, also the amount paid. No further payment is necessary.
11. All cheques, postal notes, bank, postal or Express money orders, etc., should be made payable to The Grain Growers' Guide.
12. Not more than one person in any household can win more than one regular prize. No solution can be changed after it is once registered.
13. In case of a tie for any prize a second puzzle will be presented, which will be as practicable and as solvable as the first. Only those tied for any prize will be permitted to solve Puzzle No. 2. Should two or more persons be tied for any prize, that prize and as many prizes following as there are persons tied, will be reserved for them before any prizes will be awarded for less correct solutions.
14. The contest will close in January, but send in your solution as soon as possible, as there are special prizes for some early solution senders. For full details see "Special Prizes."
15. The Contest Department of The Grain Growers' Guide reserves the right to alter the rules and regulations for the protection of contestants or The Guide, to refund subscriptions and disqualify any competitors whom they consider undesirable, and to finally decide all questions which may arise. Competitors are assured of the same fair and impartial treatment that has marked Guide contests in the past.

### ObeY That Impulse Do It NOW!

—or if you cannot make a start tonight keep this page until you have time. It may easily mean \$2,085 to you. Send for extra copies of the puzzle. Everyone has the same chance.

### SECOND PRIZE



FORD Touring Car, 1926 model, five passenger, value \$660 f.o.b. Winnipeg. This car will be obtained from the Dominion Motor Car Co., Ltd., Winnipeg.

This issue is late, therefore answers bearing post-mark of December 31 will be allowed to compete for the "Special Prizes."





## 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

W. A. Landreth,      Lauder  
D. W. Storey,      Hartney  
A. W. Badger,      Carman  
W. S. Patterson,      Boissevain

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Geo. Gordon      Oak Lake  
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Dr. H. N. Thompson,      Vird'n

Head Office: Hartney, Manitoba

### THE SEASON'S GREETINGS

TO OUR MEMBERS, CUSTOMERS, AND ALL INTERESTED:

We have enjoyed another most successful year's operations, due to your Loyal and Wholehearted Co-operation.

Our most Sincere Wish at this Festive Season, is that you may enjoy a

**MERRY XMAS AND A PROSPEROUS  
NEW YEAR**

May 1926 continue to show our Association's ther development, to the mutual satisfaction of all.

Sincerely yours,

**MAN. CO-OP. POULTRY MARKETING  
ASS'N., LTD.**

W. A. Landreth, President.  
D. W. Storey, Sec.-Manager.

### THE SEASON'S WORK

The marketing season of dressed poultry just closed has been most satisfactory from the viewpoint of the producer. Better prices have been obtained than last season, when the Association paid out on a basis of 31½c for Turkey and 25c for Chicken, net to the shipper. While it is too early for us to say what the final payment will be, we predict that it will be over last season. Regardless of the fact that the poultry crop was very light in Manitoba this year, we have marketed approximately 40 cars this season. Extension of territory, an efficient system, our past record, has proved to the producer of our organized territory that the co-operative way is the only way to get all that is in the product out of it.

### Real Co-operation Appreciated

We take this opportunity of expressing our most sincere appreciation for the hearty and efficient co-operation enjoyed this season between our Locals and the Central Office. We know something of the time which is given by our Local Committees, and the many calls that our Local Secretaries have previous to shipping date. To the untiring efforts of our Secretaries we owe our success.



What we set out to get.

We wish to express our appreciation to the Manitoba Extension Service Department of Agriculture for the culling services given the members of our Association over a part of the Province, under the direction of N. C. MacKay, director, and F. B. Hutt; to Prof. A. C. Herner, for his lectures on fattening, finishing, and dressing poultry for market, which he broadcasted over the radio, which were so beneficial to our shippers; to the Dominion Livestock Branch, under the direction of A. C. McCullough, who provided the Association with the following staff of efficient, courteous and capable graders and demonstrators: Major M. W. Brook, J. Baston, R. G. Laing, G. F. Windsor, F. Bailey, S. Trueman and W. Parsons.

### OREGON POULTRY POOL

Of the 307,000 hens under contract the past year to the Pacific Co-operative Poultry Producers, Portland, Oregon, the total number withdrawn from the association during the withdrawal period was 10,840. The reason given by the owners of more than half of the number withdrawn was that they had sold out or quit the poultry business. As new members owning 13,275 hens joined the association during the month there was a net gain of 2,435 hens.

This organization was started in 1920, articles of incorporation having been executed in Portland on May 23 of that year. A board meeting, July 27, of the same year, showed \$900 pledged in \$25 subscriptions by owners of 72,630 hens. Numerous changes have been made by the association since its organization in order to overcome the difficulties which have arisen from time to time.



This page conducted by the SOLSGIRTH CO-OPERATIVE SEED OAT GROWERS' ASSOCIATION

President: M. P. Mountain.  
Vice-President: W. J. Workman.  
Secretary: R. B. Dickinson.

Directors: E. B. R. Hall, Norman Tredel, G. F. Dickinson.

### BUY DIRECT FROM THE GROWER

### SEED PRODUCTION AND DISTRIBUTION IN MANITOBA

In the province of Manitoba there are planted each year approximately eleven million bushels of seed grain. The quality of these eleven million bushels will, to a very large extent, determine the value of the succeeding crop. In experiments conducted by the Field Husbandry Department of the Manitoba Agricultural College a difference of from 5% to 15% in yield was occasioned by the kind of seed sown. The importance of good seed to the grain grower cannot be over-emphasized.

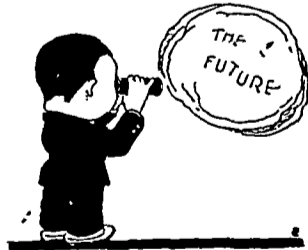
The purpose of this page is to give information regarding the organizations which are endeavoring to produce and distribute good seed within the province, to encourage the co-operative marketing of pure seed, and to induce the farmer to buy such seed through these organizations, and thus directly from the grower.

And first, as to the institutions that are promoting the growing of good seed.

#### The Agriculture College

Professor W. T. G. Wiener, cerealist in the Field Husbandry Department of the College is charged with the responsibility of introducing and developing new strains or varieties suitable for Manitoba conditions. When these varieties have been introduced or developed they are tested out against

standard sorts, and if they are outstandingly better, pure line strains are made and these are distributed to the farmers of the province. The following varieties have been distributed: Marquis wheat, Victory oats, O. A. C. 21 barley,



Give it a thought.

Canadian Thorpe barley and Mindum wheat.

Professor W. Southworth, Agrostologist in the Field Husbandry Department, does similar work with grasses and clovers and other forage crops. Up to date distributions have been made of Macsel alfalfa; Manhardy Red Clover; Manitoba Flint Corn and Manitoba Amber Corn, and Maccor Sweet Clover.

Most of this seed has been taken up by members of the Crop Improvement Association, and is being used for seed purposes.

#### The Dominion Experimental Farms

Mr. M. J. Tinline, Superintendent of the Bran-

don Experiment Station, and Mr. W. R. Leslie, Superintendent of the Morden Experiment Station, carry on similar work with the exception that they have the Dominion Cerealist and Dominion Agrostologist developing new varieties at Ottawa and sending them out to the Manitoba Stations for test. Such varieties as Marquis, Ruby, Preston were some of their older sorts. Some of the newer varieties which have not yet been distributed but which look promising are Garnet and Reward. These stations also make pure line selections and distribute the seed direct to farmer growers.

#### Crop Improvement Association

At a meeting of the agricultural societies held three years ago there was an organization launched, known as the Manitoba Crop Improvement Association. This organization undertook to bring together all the seed growers in the various lines and discuss mutual problems, such as cleaning, storing, advertising and marketing of seed. They advertised the seed by arranging for exhibits at some of the fairs, and they sponsored the organization of local co-operative enterprises. Mr. M. P. Mountain, of Solsgirth, is the president and has done much to make the association a success. The Solsgirth Co-operative Seed Oat Growers is largely the result of this organization.

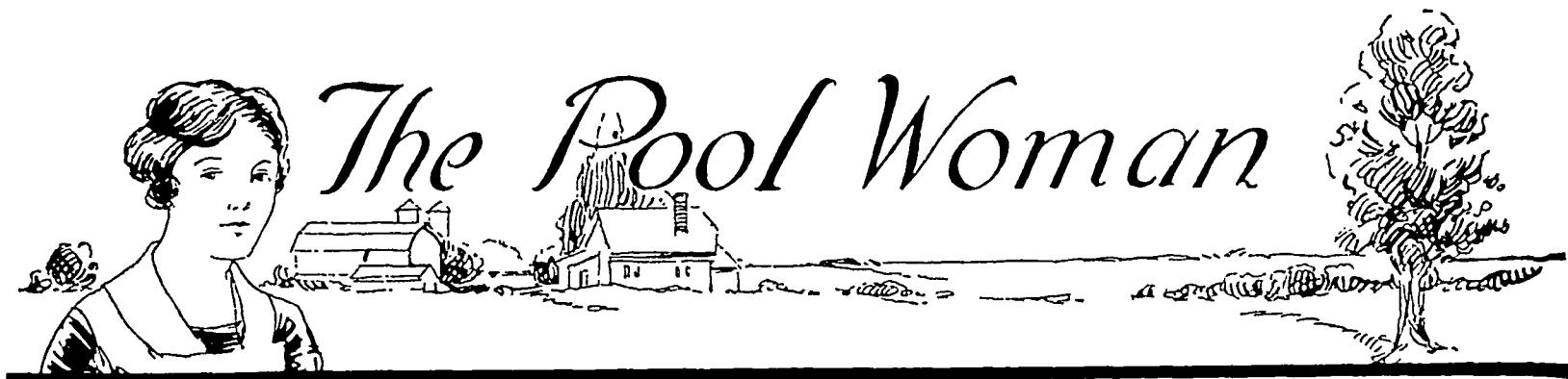
#### Canadian Seed Growers' Association

The Canadian Seed Growers' Association is largely a recording association which keeps record of the pedigree of different strains and varieties and issues registration certificates. The organization also does some work in endeavoring to find foreign markets for registered seed. This work is carried on solely by Mr. P. Stewart, the secretary at Ottawa.

In the next issue of the Scoop Shovel we will tell of the work that is being done along these lines in the Dominion and Provincial Departments of Agriculture.

#### RED TOP SEED SOLD CO-OPERATIVELY

From 85 to 90 per cent. of the red top seed of the world is grown in eight Illinois counties, according to a statement of the manager of the Egyptian Seed Growers' Exchange, Flora, Ill. About 7,000,000 pounds of clean seed is produced annually in these eight counties and about 25 per cent. of this is sold co-operatively by the 800 farmers making up the membership of the Egyptian Seed Growers' Exchange. Last year the sales of the exchange amounted to \$182,000. By pooling sales and systematic delivery on the market, the growers expect to obtain the best possible returns for their 1925 crop.



By A. BLANCHE GIBSON

### THE CHRISTMAS MESSAGE

So many of us in the hurry and flurry of Christmas preparation and excitement, do not exactly forget the meaning of Christmas and why we "keep" this celebrated day, but the thought of it being the birthday of the Christ is apt to get crowded into the background. For long ages past these lovely old customs and traditions have been handed down and added to, that of giving gifts, no doubt, taking its origin from the Shepherds and Kings of the East bringing their presents to the Babe of Bethlehem.

One writer presents the idea in such a natural or "homey" way. He tells us that it is by a natural impulse of affection that in almost any family the birthdays of the children are "kept" and the older members of the household delight in and joyously offer their little gifts to the ones they love. Also, by the same good impulse has the Church determined a day for joy that the Christ was born into the world. Thus we have December 25th set apart and we call it Christmas which literally means Christ-mass. Concluding his article the same writer continues: "We all realize that the supreme Christmas message is Love and Peace; Love, the strongest, bravest spirit God has made; and Peace, not the mere cessation of enmities, but the harmony of all our faculties within the soul, and of all our activities outside—in commerce, industry and politics, and amongst nations and races."

#### The Joy of Giving

Today we have not the living Christ Child to bring out gifts to, but we have the many who are deserving, the many who are needy and always those who are appreciative of even a kindly act or Christmas thought, be it ever so humble.

Frequently we hear the phrase, "Thank goodness, Christmas comes but once a year!" But, if it does mean the loosening of our purse strings, and a healthy weariness from days of shopping and preparing and tying up parcels, we think it would be a sad old world if it were suddenly put a stop to.

I remember the Christmas experience of one unhappy little girl, who suddenly felt very grown up and decided not to hang up her stocking because she was informed the last day before Christmas, by a very "knowing" little miss, that Santa Claus was not the mystical wonder she had always believed him to be. Christmas day was a sad affair to her; the week following was similiarly blue and mournful, so the thoughtful mother ar-

ranged it that Santa Claus would call New Year's eve. The stocking was hung up and life was full of sunshine once again.

There is so much of the child in us all, many, no doubt, would find it a blue old time with no Christmas to look forward to. So, on with the excitement and let us give until it hurts, providing we give not only to our loved ones, but to those who are needy and to those who are pining for little loving acts of kindness.

### A CHRISTMAS LEGEND FOR THE KIDDIES

One cold winter's night, long, long ago—over 1900 years ago, to be exact—an old woman called Babouscka was sitting at her red fireside in her cosy little cottage in Russia. Through the leaded window panes she could see the white snowflakes falling. "How cold it is outside!" said Babouscka, and, "how glad I am to be here in warmth and comfort."

Her head was beginning to droop with drowsiness when a knock came to the door. Babouscka hastened to open it. "This is no night to keep folks standing outside," thought she.

At the door were three old men with long white beards that were all covered with hoar frost. Their eyes were blue as summer skies, their voices mellow like golden bells, and in their arms they carried treasures—jars of spices and jewels that flashed and gleamed even in the pale moonlight.

"We cannot come in, nor delay," said the ancient men. "We are on our way to a far country to visit the greatest prince the world has ever seen. He is born tonight in Bethlehem and we go to take him gifts. He is the dearest little baby, Babouscka. Come with us to see him."

But the night was cold, the snow swept down and the wind roared. Babouscka could not face the thought of the journey. But all night long she could not drive the thought of the baby prince from her mind, for she loved babies. "In the morning," she thought, "I will go to visit him."

The dawn of a new day came and Babouscka arose betimes; in her arms she took the prettiest toys she could find to please the wonderful little baby. And ever as she went she asked the way to the home of the little prince.

She asked at poor homes and rich, at cottages and castles, at hovels and palaces, and at each house she left one of her toys under each child's pillow. But no one could tell her where to find the Christ baby. The legend tells us that Babouscka still travels about the world looking for him. Perhaps she may inquire for Him at your house this Christmas time. If she does, you will likely find one of her toys under your pillow in the morning.

—Home Magazine.



## Saskatchewan Seed Growers' Pool

**G**RATIFYING success has attended the efforts of the Saskatchewan Registered Seed Growers' organization during its first business year. The Saskatchewan Registered Seed Growers' Co-operative Association, Limited, to give the association its full name, was organized during the fall of 1924. As a result of the active publicity of the Growers' Marketing Association, the movement of registered seed in Saskatchewan greatly exceeded that of any year previously. At the annual meeting of shareholders held in Regina, July 30, 1925, the President, Geo. Spence, M.P., of Monchy, announced handlings through the Company's cleaning warehouse of 22,154 bushels of wheat, 26,944 bushels of oats, 1,602 bushels of barley, 1,113 bushels of flax, 217,260 lbs. of sweet clover, as well as small quantities of grasses and alfalfa. Commenting upon this trade the President stated that a considerable volume of seed was marketed in other provinces, but owing to the heavy duties imposed upon seed entering the United States, the export trade with neighboring states has been very limited. Many enquiries were, however, received and a number of orders filled. It was hoped that these few orders would influence others as the quality of the seed has received considerable commendation from the export buyers.

### Born of Necessity

Like many marketing organizations, the Association came into being as a result of the various marketing difficulties encountered by the individual producer. In handling registered seed, many problems incidental to cleaning, grading, financing and selling combined to perplex the grower who played a "lone hand" in the marketing game. Every year owing to the cost of cleaning machinery, the necessity of holding seed until the spring and the uncertainty of selling, the greater number who produced registered grains adopted the simpler and less worrisome course of selling their

seed as commercial grain. Many had previously experienced the loss and disappointment of having the clean, inspected, sacked and advertised seed, left unsold in their hands, to be ultimately dumped in the local elevator. Under these conditions not only the individual grower but the larger community as well suffered economic loss as the use of this better seed would favorably affect the quality and yield of the resulting crops with consequent additional returns. The buyer of "registered seed" had his grievances as well as the seller. He complained that "registered seed" which he expected to please the eye was frequently of inferior sample appearance and poorly cleaned and graded, and that unsatisfactory business methods were commonly encountered. With both seller and buyer dissatisfied there was little hope for a vigorous trade in registered seed developing.

### Pooling Principle Adopted

Believing that these unsatisfactory conditions might be remedied by organization, a number of growers heartily supported the idea of forming a co-operative marketing association. After the feasibility of operating a central cleaning plant had been investigated these thoughtful seed growers decided to organize. In December, 1924, a special bill was passed in the Legislature incorporating the Saskatchewan Registered Seed Growers' Co-operative Association, Limited. The membership now includes some 300 growers located throughout the province.

The pooling principle has been adopted. A separate pool is maintained for each variety and generation of seed handled. Seed of a satisfactory quality is accepted from members for cleaning and marketing. Upon receipt of a shipment at the warehouse the grower receives an initial advance. Last year a private company cleaned and warehoused the seed on a tariff basis. This year the cleaning warehouse has been leased and is now being operated directly by the Association. At the end of the

selling season, the grower receives a final return, deductions being made from the gross returns for ingoing freight and cleaning, warehousing and selling costs. Ingoing freight on seed to the warehouse is a pooled charge, thus placing distant growers on an equal basis with those nearby.

### THE NON-CO-OPERATOR

A man who calls you his friend  
today,  
Then slyly leaves and slips away  
And sells his crop to a buyer  
bold  
To get a wee bit more of gold,  
Should have to handle his own  
little crop  
And forever be barred from a  
real co-op.

—Citrus Sam in Citrus Leaves.

## NEW LAMP BURNS 94% AIR

### Beats Electric or Gas

A new oil lamp that gives an amazingly brilliant, soft, white light, even better than gas or electricity, has been tested by the U. S. Government and 35 leading universities and found to be superior to 10 ordinary oil lamps. It burns without odor, smoke or noise—no pumping up, is simple, clean, safe. Burns 94% air and 6% common kerosene (coal oil).

The inventor, J. P. Johnson, 138 Portage Ave. East, Winnipeg, is offering to send a lamp on 10 days' FREE trial, or even to give one FREE to the first user in each locality who will help him introduce it. Write him today for full particulars. Also ask him to explain how you can get the agency, and without experience or money make \$250 to \$500 per month.

### MAKE MONEY RAISING

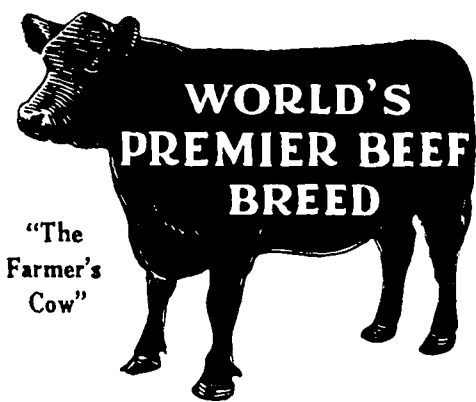
## Pedigreed Chinchilla Rabbits

There is a big and growing demand for Pedigreed Chinchillas. They may be raised by the women and children at practically no cost from food you raise on the farm. Investigate Chinchillas. Write us for information on our Imported Pedigreed animals. A small deposit now will secure delivery in the Spring.

### ALL STAR CANADIAN SILVER FOXES

845 Somerset Bldg., Winnipeg.





### ABERDEEN-ANGUS FOR PROFIT

On November 15th, 1924, Mr. Andrew Wishart, of Portage la Prairie, Manitoba, purchased 32 Aberdeen-Angus heifers on the Winnipeg market at a cost of \$617.00. He fed these heifers throughout the winter and returned them to the market in the spring at an average weight of about 850 lbs. The 32 head netted him \$1826.00, the majority of them making 7½¢ per lb. This was the highest profit reported by any feeder shipping to Winnipeg yards in the spring of 1925.

Write for Literature.

CANADIAN ABERDEEN-ANGUS ASSN.  
300 Lilac Street, Winnipeg, Man.

## Steele Briggs for Seeds

BIGGER CROPS  
FROM  
BETTER SEED

Pure Reliable Seed of Strong  
Germination for Field and  
Garden

Write to nearest House for New  
Catalogue, ready Jan. 1st.

Steele Briggs Seed Co. Limited  
REGINA AND WINNIPEG.

Thos. J. Murray, K.C. Ralph Maybank  
Clifford Dick

Murray, Maybank & Dick  
Barristers

ELECTRIC CHAMBERS,  
WINNIPEG.

## BERKSHIRES

We are sold out of 1925 boars and sows, but have decided to offer a few select young brood sows. These sows will be bred about January 1st, to one of our great herd boars, and they represent absolutely the very best in breeding and individuality. Price \$35.00 each.

Get your order booked now, before we are sold out. They will be shipped in February. Pedigrees free.

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

## FARMERS FLOCKING TO CO-OPERATION

It is interesting to note that the farmers of Europe are becoming increasingly conscious of themselves as consumers and are organizing accordingly. The International Labor Office has recently compiled some interesting figures for several of the countries of North, Central and Eastern Europe.

In the Bulgarian movement we find that of 398,304 co-operators 164,282 are farmers. In Japan of the 2,729,000 co-operators, 77.8 per cent. are farmers. In Lithuania the membership of 140,000 shows 67.5 per cent. as farmers.

A large Polish Co-operative Union with 280,000 members registers 37 per cent. as farmers. Rumania reports 646,332 farmers out of a total of 717,491 co-operators. Finland in 1922 had 334,600 co-operators of whom 49.4 per cent. were farmers and agricultural workers, while Latvia gives a total of 88,665 co-operators, of whom 36.2 per cent. are farmers and farm workers.

In Sweden the number of farmers in the movement has increased almost 600 per cent. since 1910, while the number of industrial workers has increased only a little more than 300 per cent.

In Germany the number of farmers has jumped more than 500 per cent. and that of industrial workers only 400 per cent. The largest increase here, however, is among liberal professions and state employees who increased their number of co-operators since 1910 by more than 800 per cent. The number of women members has grown from 133,816 to 614,101.

In most countries the number of industrial workers entering the co-operatives is growing every year. But the farmers, who a couple of decades ago knew little about the movement are now flocking in very rapidly and in many countries outnumbering the industrial laborers. And meanwhile the officials, soldiers, professional classes and small tradesmen are also signing up in ever-enlarging numbers.

## 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.

## THE CO-OPERATOR'S PEACE OF MIND

1925 seems to be a harvest of unsettled conditions. If it is not hail it is pelting rain and often both. It is a very unenviable feeling to stand aside, know your whole year's labor, and your power to meet your obligations hinges on climatic conditions for the next ten or fifteen minutes—when hail stones from the size of a bean to nine inches girth fall pell-mell all about you, and you think—"I have no insurance, I took too much chances—I grudged paying the premium because I was insured for a couple of years and nothing happened, some one else got my premium and—oh drat the protection when fall comes."

How helpless you are when the storm comes. How you wish for that protection from your fellowman—and then the restless nights when those bills come along and so little left to meet them with. You try to justify your lack of co-operation—you see your neighbour who always helps in these protective plans. He suffers the same loss as you, he meets it with a certain assurance. He does not try to camouflage his loss and altogether he is away ahead. If he protects and loses he is the gainer. If he protects and has his crop intact he is still the gainer and has the assurance of having helped the other fellow who had a loss. And so with the wheat and coarse grain pool. Staying out neither gets you anywhere nor helps your fellowman. If all the farmers went into the Pool for five years all the farmers would benefit. All the enormous profits that have made so many grain men wealthy would then fall to paying off those cancerous mortgages and other debts. In ten years time farming would be a business we would all be satisfied with instead of just doing it because you have to, as you are not professionally trained. —E.M.J.

"I am satisfied the Pool will get me the best possible returns for my grain. This is the first year that we have never had to borrow a dollar and we can thank the Pool for it."

VINCENT GRAINGER,  
Neepawa, Man.

# RESOLVE!

## RESOLVE

to be better off at the end of 1926 than you are today.

## RESOLVE

to save 10 per cent. of your earnings every pay day.

## RESOLVE

to put your savings in a place where they will earn 4 per cent. interest and be absolutely secure.

## RESOLVE

to open an account at the *Province of Manitoba Savings Office* next pay day.

**4% Interest** *Provincial Security*

*A Satisfactory "Savings by Mail" Service.*

## PROVINCE OF MANITOBA SAVINGS OFFICE

339 Garry St.

Winnipeg

984 Main St.

*Agencies at Brandon, Carman, Dauphin, Portage la Prairie and Stonewall.*

Conducted to Foster the Thrift and Welfare of the People.

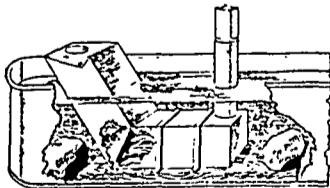
## POPULAR Winter Short Courses AT Manitoba Agricultural College, 1926

Engineering—Jan. 11th to March 5th.  
Farm Mechanics—Jan. 4th to Jan. 8th.  
Factory Dairying—Jan. 4th to March 19th.  
Poultry Husbandry—Jan. 4th to Jan. 15th.  
Farmers' Short Course—Jan. 18th to Jan. 29th.  
Beekeeping—Jan. 18th to Jan. 29th.  
Horticulture—Feb. 1st to Feb. 12th.  
Creamery Operators—March 22nd to April 2nd.  
Cream Graders—April 5th to April 17th.

*Write for the Circular Giving Full Particulars.*

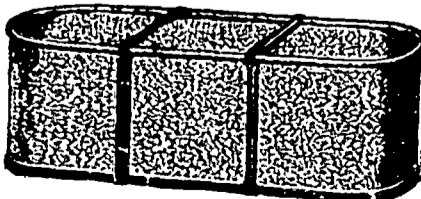
W. C. McKILLICAN, Dean,  
Manitoba Agricultural College, Winnipeg.

## TANKS AND TANK HEATERS



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, Ft. Arthur, Vancouver.

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*A Gift that  
Increases  
in Value*

Presentation  
Covers are  
provided for  
Christmas  
Gift Books.

**WHAT DID YOU GIVE LAST CHRISTMAS?**  
Toys for the kiddies—most of them broken by now. "Something useful" for the grown-ups—now worn out or forgotten. Cash to your employees—appreciated but soon spent. Other presents—hurriedly bought and perhaps ill-chosen. Are they remembered now?

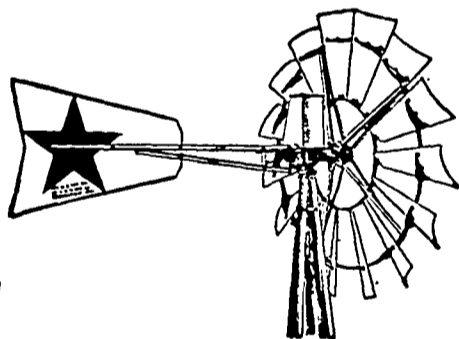
Suppose this year you give them each a Bank Book containing an initial deposit, and urge them to add to it regularly. Could anything be more suitable?

Add "Royal Bank Pass Books" to your list  
of Christmas Gifts.

## The Royal Bank of Canada

042

**CATER'S  
NEW  
STAR  
WINDMILL**



**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.**

## EXCELSIOR EGG NOODLES

We are now manufacturing **EXCELSIOR EGG NOODLES** by a **NEW IMPROVED PROCESS.** The Noodles thus obtained are more tender and more tasty.

### Guarantee

We Guarantee without reserve that **EXCELSIOR EGG NOODLES** are absolutely free from any artificial coloring, their yellowish tint being due to the great amount of eggs entering into their manufacture.

Ask for, and insist on getting **EXCELSIOR EGG NOODLES.** It's worth it.

**Excelsior Macaroni Company, Winnipeg**

When writing advertisers please mention The Scoop Shovel

## Will Consider Pool Offer

(Continued from Page 5.)

special meeting of the company should be called to consider and deal with the offer of the Saskatchewan Co-operative Wheat Producers Limited, to purchase the company's elevator system and equipment and to lease or purchase the company's terminal elevators.

"Be it resolved that the directors of the company be requested to immediately enter into negotiations with the directors of the Saskatchewan Co-operative Wheat Producers Limited, for the purpose of obtaining the best possible terms which the Saskatchewan Co-operative Wheat Producers Limited, are prepared to give in the events of their said offer being accepted, keeping in view, however, the necessity of fully protecting the interests of non-Pool shareholders of the company."

### Amalgamation Rejected

The following resolution urging amalgamation of the Farmers Companies and the Pool was voted down by a large majority:—

"Whereas the Wheat Pool now represents 75 per cent. of the acreage sown in wheat in the province, and whereas, the majority of the members of the elevator company are also members of the Pool; and whereas the inability of the pool members to ship direct to its own elevators through a line or the co-op. elevator is a serious handicap to the working of the Pool; be it resolved we urge the directors of the Co-operative Elevator Company to form some plan of amalgamation with the Pool and so avoid a duplication of farmer-owned elevators which is bound to occur if the Pool is forced to build at all points where acreage is heavy."

When the nominations were made for the board of directors, J. B. Musselman declined to stand for re-election. Those elected were: W. C. Mills, secretary of the company; E. R. Ketcheson, former M.L.A. for Hanley; Thomas Riley, of Tate. The latter two are described in the press despatches as "pro-Pool candidates."

## Co-operation At Home and Abroad

(Continued from Page 9.)

### BURLEY ASSOCIATION DEFINES POSITION

In order to dispose of the various rumors regarding the future program of the Burley Tobacco Growers' Co-operative Association, Lexington, Ky., the board of directors at its November meeting adopted resolutions which clearly set forth the present policy.

It was pointed out that the affairs of the association had never been in better shape; there was less tobacco on hand than there was last year, the financial obligations were less, the association's credit was the best it had ever been, and money was being borrowed at a lower rate of interest than ever before.

"There is no thought of releasing any member from his contract. On the contrary, every right accruing to the membership by reason of these agreements, signed each with the

other, will be rigorously enforced."

The association's warehouses, it was stated would be opened in Lexington on December 1, and at other points during the succeeding days. The tobacco received, along with that on hand, "will be sold when and as the demand develops for it, and at the highest obtainable price."

### WISCONSIN GOVERNMENT ASSISTS CO-OPERATIVES

Legal assistance has been given to more than one hundred Wisconsin co-operatives by the State Departments of Markets in the past four years. During the first four months of 1925, forty-nine of these associations were given legal counsel or were helped in some manner or other.

In organization work, articles of incorporation and by-laws and quite often marketing contracts are drawn up. A trust agreement, as a basis for obtaining loans from the bank, is sometimes required, and again a cross contract between marketing associations and storage corporations is needed.

Among the Wisconsin co-operatives which were assisted by the State Department of Markets are: The Northern Wisconsin Co-operative Tobacco Pool, Wisconsin Cheese Producers' Federation, Wisconsin Co-operative Creamery Association and Wisconsin Certified Seed Potato Co-operative Association.

### CONSUMER CO-OPERATION IN CANADA

Statistics for 14 co-operative consumer associations in Canada, for the year 1924, are published in the October issue of the Canadian Co-operator. The 14 associations had a total membership of 7,047. Total sales for the year amounted to \$2,675,851. Patronage refunds for the year were reported as \$183,905. Share capital at the close of the year amounted to \$336,439 and loan capital to \$180,469. The reserve funds amounted to nearly \$95,000.

Five of the reporting associations are located in Ontario, four in Saskatchewan, two each in Alberta and Nova Scotia, and one in British Columbia.

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Lace and HARNESS LEATHER.

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### WHAT CO-OPERATIVES CANNOT DO

Walton Peteet, Secretary National Council of Co-operative Marketing Associations, in a recent address at the Co-operative Marketing School, Oklahoma A. & M. College, gave and discussed ten things a co-operative marketing association cannot do. The ten things a co-operative marketing association cannot do and each of which Mr.

Peteet elaborated on are: (1) A co-operative cannot monopolize supply and arbitrarily fix prices; (2) a co-operative cannot make a good farmer out of a poor one; (3) a co-operative cannot sell at prices which will equal cost of production plus a profit to all its members; (4) co-operatives cannot sell bumper crops for as high unit prices as small crops; (5) a co-operative cannot make its pool prices

higher than occasional sales by non-members; (6) a co-operative cannot pay its members 'all at once'; (7) a co-operative cannot operate without troubles and difficulties; (8) co-operative marketing cannot eliminate all middlemen; (9) a co-operative with only a small percentage of the total supply cannot be a dominant market factor; (10) a co-operative cannot accomplish all its aims and purposes at once."

## FIRE - LIGHTNING - WINDSTORM

### The Wawanesa Mutual Insurance Company

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**PROTECTION** up to 75 per cent. of the Actual Cash Value.

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**CASH PREMIUMS**—The Board Rate is \$2.00 per \$100.00 for three years insurance where our cash rate is \$1.50, and their policy does not include Prairie Fire Protection, for which an extra fee of \$1.00 is charged, making the charge for a policy similar to the above \$3.00 or double our cash rate. By insuring on the Cash Plan you are free from any further calls. **BONDS** for more than \$130,000.00 are on deposit with the Provincial Governments, more than enough to guarantee all our cash business.

**ASSESSMENT MEMBERS**—An ordinary Farm Risk can be insured with us on a Premium Note of 2 per cent., subject to an assessment in the fall of each year. The Board Companies' rate on farm property has been 2 per cent., or \$2.00 per hundred for over twenty out of the past twenty-five years. In that time our annual assessment has averaged less than 20 per cent., or \$1.20 for three years—a saving of 80c on every \$100 of insurance, a **REAL DIVIDEND** to our members of over 65 per cent., and nothing has been risked, for the Assessment Note has been for the amount they would have had to pay cash in advance to a Board Company before they had any protection. The Assessment Note Plan is better for the Assured as he only has to pay one-third each year instead of all in advance.

What is the liability of a member of a Mutual Fire Insurance Co. in case it should be wound up by a receiver?

Section 60, Chapter 85, Statutes of Manitoba, 1902, says: "No member of any such Mutual Insurance Company shall be liable in respect of any loss or other claim or demand against the Company otherwise than upon and to the extent of the amount unpaid upon his premium note or undertaking."

Similar enactments are in force in every other province in Canada.

### **\$1,000.00 REWARD**

A certified cheque for \$1,000.00 is in the hands of the Manager of the Royal Bank, Wawanesa, Manitoba, and will be left until December 30th, to be given to the first person who can show how any member of a Canadian Mutual Fire Insurance Company can be forced to pay more than the amount of his Premium Note in case the Company should be wound up by a liquidator.

**YOU HAVE EVERYTHING TO GAIN AND NOTHING TO LOSE BY INSURING:**—Your Farm Property, Your Town Dwelling, Your Churches, Your Schools with **THE WAWANESA MUTUAL INSURANCE COMPANY.**

### ENFORCING THE CONTRACT

It is reported by the Minnesota Wheat Growers' Co-operative Marketing Association that a cheque for \$650 has been received to cover liquidated damages and attorney fees in a case where a grower failed to deliver all his wheat after having contracted to do so. The management of the association, in discussing the instance, pointed out that a special law has been enacted to cover co-operative marketing and that contracts made under that law are as sacred as contracts made under the banking law or any other law. District representatives of the association are calling upon farmers who failed to deliver all their wheat to the association and settlements are being made. One representative has turned in \$3,600 collected in making settlements, and another has collected \$2,400.

### GOVERNMENT MUST ASSIST

"The Co-operative Associations in the United States are engaged in a far-reaching undertaking which we believe to be vital to the welfare of agriculture. From this point of view, there should be no question of the attitude of the Federal Government toward co-operation. The movement deserves encouragement and support, and this encouragement and support must be dynamic and positive. The co-operatives demand, and from their position in the scheme of production and marketing have a right to expect, active assistance from the Federal Government, particularly from the department of agriculture."

—From an address by Secretary Jardine, U.S. Dept. of Agriculture, November 24, at Philadelphia.

**BUYS OIL CO-OPERATIVELY**

The Indiana Farm Bureau Federation, through its purchasing department, has contracted with a large oil company for the delivery of oils and greases to members of the farm bureau in any quantity and at any time. By this blanket contract, members will be able to secure oils at prices that will compare favorably with those paid by the largest dealers.

**SELLING TURNIPS CO-OPERATIVELY**

By using a national co-operative sales agency the Ontario Turnip Growers' Co-operative, Ltd., has succeeded in placing Ontario turnips in 46 carlot markets in 19 states. Among the markets supplied were Boston, Mass.; Jacksonville, Fla.; Waco, Tex.; and Waterloo, Iowa.

**NEW CO-OP. PAPER**

Volume 1, No. 1, of the California Wool Grower appeared on November 4, 1925, as the official organ of the California Wool Growers' Association, San Francisco. The new paper is a four-page weekly devoted largely to market information. The first number contains the program of the 18th annual convention of the association which was held in San Francisco on November 6th and 7th.

**SASK. POOL V. ZUROWSKI**

The following statement in connection with the above trial has been issued by the Saskatchewan Pool:—

From a public standpoint, the most important feature of the judgment recently handed out in the Zurowski case, is the finding of the trial judge in favor of the Pool's contention, namely, that those sections of the Grain Act requiring primary grain dealers to take out a license, are held to be ultra vires. This being the case, notwithstanding the finding of the trial judge that the Wheat Pool was a primary grain dealer within the meaning of the old Grain Act, its effect does not deprive the Pool of its rights to enforce its contracts.

Aside from technical defences, the main defence urged was that Zurowski had been induced to sign his contract by fraudulent representations made on the part of the agents who obtained it. On this point, the finding of the court is in favor of the Pool. The trial judge states in his judgment: "I am of the opinion that fraud is not proved."

One of the important grounds, of a technical nature, upon which the defendant hop-

ed to succeed, and on which his counsel laid great stress, was that the contract was unenforceable, as being in restraint of trade. On this point the trial judge states: "The court does not feel justified, from the standpoint of the public interest, in making a finding that there is or is not any undue restraint of competition." So that the defendant also failed on this ground.

Another ground, of a more or less technical nature, in the defence was that the contract was unenforceable, inasmuch as the corporate seal of the company had not been affixed to it. The trial judge disposes of this briefly by finding that the defendant is not entitled to succeed on this ground, because, under the Act of Incorporation, it is provided that a contract such as this, to be binding and valid, does not require to have the corporate seal of the company affixed to it.

The one point upon which the decision is given against the Pool is, briefly, that the defendant was not notified by the Pool that it had accepted his offer to become a member.

The judgment is given entirely on the particular facts of this case, and has no bearing on the validity of the other contracts in force.

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Dressed Whitefish, per lb. ....12c	Chicken Halibut, per lb. ....17c
Goldeyes, per lb. ....6½c	Jackfish, Round, per lb. ....6c
Fine B.C. Red Salmon, per lb. ....12c	Jackfish, Dr. & Headless, per lb. ....7½c
Fine Pickerel, per lb. ....12c	Mullets, per lb. ....4½c
Tulibees, per lb. ....6c	Soles & Brills, per lb. ....10½c
Lake Superior Trout, per lb. ....16c	Black Cod, per lb. ....16c
Imported Scotch Kippers, 14 lb. box ....\$2.25	Imported Scotch Haddock Fillets, 28 lb. box ....\$3.95
Finnan Haddie, box, 30 lbs ....\$3.75	Finnan Haddie, box, 15 lbs. ....\$2.00

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# BETTER PRODUCTS AND BETTER MARKETS

The **MANITOBA PROVINCIAL GOVERNMENT**, through its **Department of Agriculture**, provides the following facilities for assisting the Production and Marketing of Manitoba Farm Products.

## THE DAIRY BRANCH

The work of the Dairy Branch includes such activities as Cream Grading, Creamery Inspection, Butter Making instruction and stimulation of quality production through cow testing, etc. This Branch is one of the pioneer ventures of The Department of Agriculture and has been largely responsible for Manitoba's remarkable strides in the Dairy Industry.

## THE LIVESTOCK BRANCH

The Livestock Commissioner is in close contact with both production and marketing problems affecting livestock in Manitoba. The Branch assists associations in putting on local sales and marketing at outside points.

## THE EXTENSION SERVICE

The Extension Service of the Department of Agriculture has been organized to carry to the farmer the latest and most practical information which will assist him in making his farm operations most profitable. Through co-operation with The Agricultural College Staff and through Extension Specialists, lectures, demonstrations and short courses are put on at country points. The following activities have been particularly successful: Practical demonstrations in Bee Keeping, Poultry Culling, Boys' and Girls Swine Clubs; and The Forage Crop Train.

## CO-OPERATIVE MARKETING

During the 1925 session of the Provincial Legislature, a new **Co-operative Marketing Act** was passed. Through this Act definite assistance is now extended to Co-operative Associations proposing to organize or those in existence which may desire guidance.

Already fourteen new associations have sought assistance from the department, have been duly incorporated and are now doing business. Several existing associations have been definitely assisted.

A bulletin on "How to organize and conduct a co-operative association" has been published and is being widely distributed. A copy of this Bulletin will be sent free on application to the Department of Agriculture.

The activities of this new branch of the Department of Agriculture is under the direction of "The Registrar of Co-operative Associations."

# MANITOBA DEPARTMENT OF AGRICULTURE

Winnipeg, Manitoba

HON. JOHN BRACKEN,  
Premier

HON. ALBERT PREFONTAINE,  
Minister of Agriculture

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