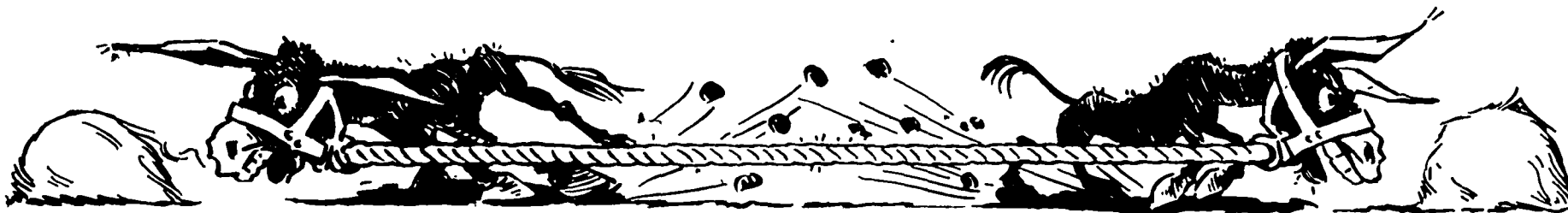
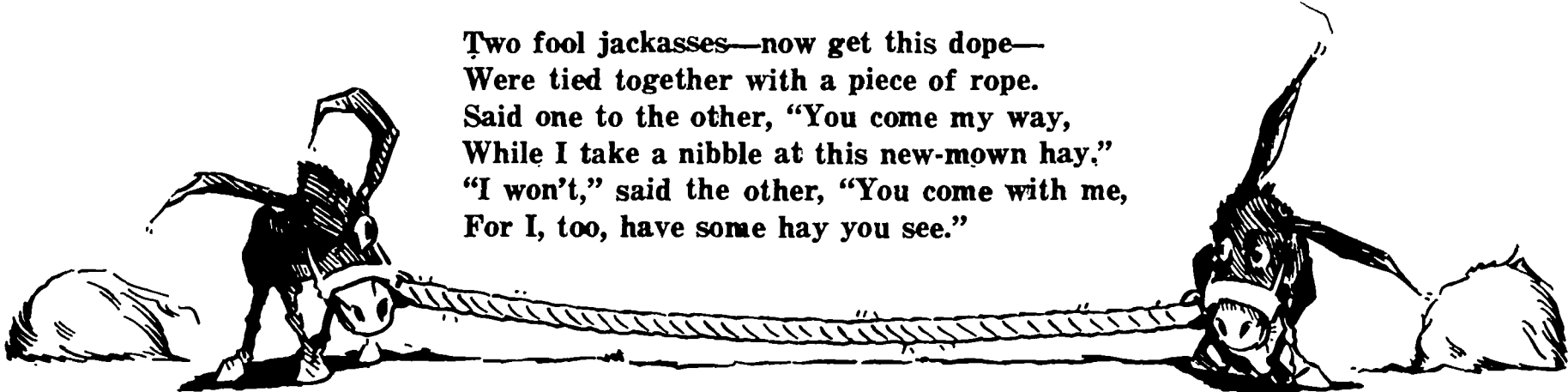




## PULLING TOGETHER



Two fool jackasses—now get this dope—  
Were tied together with a piece of rope.  
Said one to the other, "You come my way,  
While I take a nibble at this new-mown hay."  
"I won't," said the other, "You come with me,  
For I, too, have some hay you see."

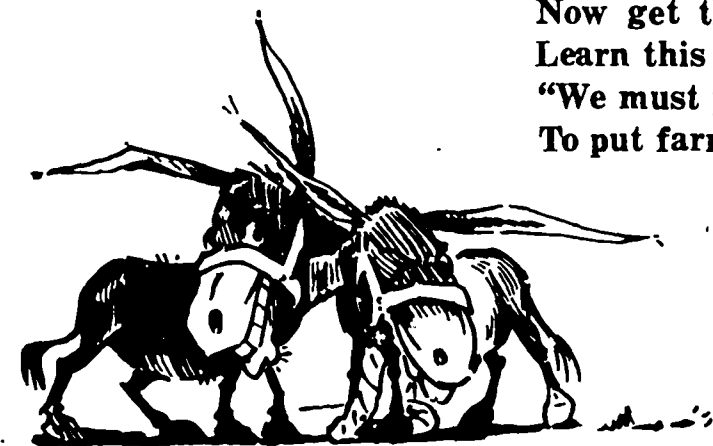


So they got nowhere; just pawed up dirt,  
And oh, by golly, how that rope did hurt.  
Then they faced about, those stubborn mules,  
And said, "We are just like HUMAN fools—  
Let's pull together. I'll go your way,  
Then you come with me, and we'll BOTH eat  
hay!"



Well, they ate their hay, and liked it, too,  
And swore to be comrades, good and true.  
As the sun went down, they were heard to say,  
"Ah, this is the end of a perfect day."  
Now get this lesson—don't let it pass;  
Learn this one thing from the poor jackass:  
"We must pull together—'tis the only way,  
To put farming on the map, and put it to stay!"

*"Ohio Farmer," Cleveland*



# International Wheat Pool Conference.

**Fifteen Pools from three countries send delegates--Russian Co-operatives also represented.--Keen desire for International co-operation.**

There is always inspiration in the meeting together of people who have common purpose. Such a gathering is doubly inspiring when it comprises representatives of different countries and differing tongues. While the English language was the common tongue of all but one of the people represented at the International Wheat Pool Conference which assembled at St. Paul, Minnesota, on February 16th, there were some rather noticeable differences in accent, for the seventy odd men and one woman present came from far off Australia, from eight of the grain growing states of America, from the three Canadian prairie provinces, and from Russia.

They met on the initiative of the Canadian Wheat Pools, the idea originating in the mind of George W. Robertson, Secretary of the Saskatchewan Pool, to discuss all the various phases and varying problems of the co-operative marketing of wheat. Wheat growers were gathered there, speaking for hundreds of thousands of wheat growers in South Australia, West Australia, New South Wales, Victoria, the four wheat growing states of Australia; in Minnesota, North Dakota, South Dakota, Texas, Kansas, Indiana, Oklahoma, Nebraska, eight of the nine American states in which wheat pools are operating, only Colorado being unable to send delegates; in Alberta, Saskatchewan and Manitoba, whose success in organizing their own co-operative wheat selling agency was constantly referred to by the other representatives; and in Russia, whose Central Union of Co-operatives, Centrosoyus, instructed their New York office to arrange to be represented, and who sent Mr. D. P. Pavlov, the agricultural specialist attached to the Russian Trade Delegation in Canada, with Mr. J. A. Lambert, of the Commercial Department of the same office, as interpreter.

The conference convened on Tuesday morning at ten o'clock, when Mr. C. H. Burnell, of the Manitoba pool was elected Chairman, and Mr. A. J. Scott, of the North Dakota pool, Secretary. The tentative program suggested by the Canadian committees was presented and adopted, and speakers selected to open the discussion on each subject. There was a cordial address of welcome from the Mayor of St. Paul, and an interesting summary of agricultural conditions and problems in Australia, by Mr. J. M. McDonald, and then adjournment for lunch.

## Organization

Reassembling in the afternoon, the conference quickly got down to business, after determining to restrict the meeting to delegates and Pool officials. Professor Price, of the University of Minnesota, extended an invitation to attend the four weeks course in Co-operation arranged for next June by the American Institute of Co-operation. Mr. F. W. Ransom, Secretary of the Man-

itoba Pool was then called upon to open the discussion on "Organization" the first item on the program. The foundation of all these co-operative movements, said Mr. Ransom, was the man behind the plow handles, and the future depended on maintaining his interest and support. Mr. Ransom spoke of the several methods of attaining this object, and proceeded to explain the mode of organization used by Manitoba, giving particulars of its pool locals, shipping committees, field service, public meetings, and social gatherings. He was followed by Mr. J. M. McDonald of South Australia, who explained that the Australian pools were controlled by the co-operative societies in nearly every case. These societies were trading companies, built up by the farmers, and handled almost every phase of the farmers' business. The directors of the co-operative societies ran the pool, appointing the trustees, though lately, as in West Australia, some of the trustees had been elected by the pool farmers. He liked the Canadian plan of building from the ground up. He was sure they were on the right lines. Messrs Boswell, Minnesota; Gwaltney, Indiana; Downie, Kansas; Judge Gough, Texas; Copeland, North Dakota; Manley, Oklahoma; Frisell, Nebraska; Plumer, Alberta; Teasdale, West Australia; Cross, South Dakota; and others, followed with details of the organization in their respective states and provinces, told of their difficulties, and of the obstacles they had overcome, of those still to be met. The question of contract-breaking came up, and where there had been much of this, it was laid to two chief causes, financial difficulties of the farmer and lack of information. The need of education in co-operation brought out several suggestions, and Mr. Manley of Oklahoma told of co-operative education in the schools of that state through an essay contest once a year, one week of special teaching in co-operation being given in all the schools.

Tuesday evening the delegates attended a banquet arranged by the Minnesota Pool, and listened to an address on the legislative problems of the American farmer, by Frank Murphy of Wheaton, North Dakota.

## Handling of Wheat

Wednesday morning "Administration" and "Physical Handling" were on the program for consideration, and Mr. R. M. Mahoney, Manager of the Manitoba Pool, linked both subjects in his speech opening the discussion. He told the conference of the business organization of the Manitoba Pool, the methods that had been adopted at the start to assure that every official and every department worked in co-operation. He explained the methods of making the initial and interim payments, dealt with the handling of growers' certificates, and then passed to an outline of the

actual handling of wheat through country elevators and to the terminals. In the course of the discussion which followed, the question of mixing—"processing" as the Americans call it—came up, and from that arose a discussion on grading by protein content. The American Pools, it was said, had been the means of securing for the American farmers the premiums which went with wheat of high protein value.

In the afternoon, the question of "Selling Policy" was on the order paper, and the discussion was opened by Mr. H. W. Wood, President of the Alberta Pool. The all important object of the pooling method, he said, was to get a better price for our wheat by developing the same efficiency in selling as had been developed in other industries.

Mr. Wood proceeded to discuss what was meant by orderly marketing. Some people interpreted this to mean the marketing of so many bushels per month over the selling season. He had no desire to criticize anyone who had adopted this plan and it might work all right in cases where the Pool did not control enough wheat to influence world prices. The great evil of wheat marketing in the past had been the unsystematic dumping and in his view the plan of selling a definite amount of wheat per month was simply dumping systematically. In a broad way, said Mr. Wood, a selling policy should be to sell to buyers as the consumptive demand developed. This required skillful, efficient salesmen knowing all the details of the trade and could not be operated by any rule of thumb. The efficiency of the buyers must be met by equally efficient selling and this could be done as soon as we controlled the product, said Mr. Wood. The three English speaking countries represented at this Conference, he said, had the destinies of the wheat growers of the world in their hands and there was also the slumbering giant Russia whose potentialities were for the most part still an unknown quantity. Mr. Roy McIntyre, Assistant Sales Manager of the Canadian Co-operative Wheat Producers followed Mr. Wood with an explanation of the technical problems facing the co-operative sellers of wheat. He dealt with the various factors, including the economic conditions of the several importing countries, which together determined the basic price of wheat, and referred to the several substitutes such as rye bread and potatoes which were used in place of wheat bread by certain nations, particularly in times of stress. A general discussion followed. Mr. Downie of Kansas stated that their Pool had held rather closely to selling so much per month but that they had not forced wheat on the market at any price, varying their sales according to demand.

#### Retirement of Reserves

The next question discussed was the best method of retiring the reserves built up for various purposes by wheat pool organizations. The Canadian Pools had established reserves for elevator building in addition to commercial reserves. Some of the American Pools had established reserves for the purpose of carrying forward the organization work from one year's pool to the next. These reserves were built up usually by a fixed deduction

from the gross price of the wheat. While no general plan was suggested the discussion undoubtedly opened up the way for a general consideration of the problem at some future time.

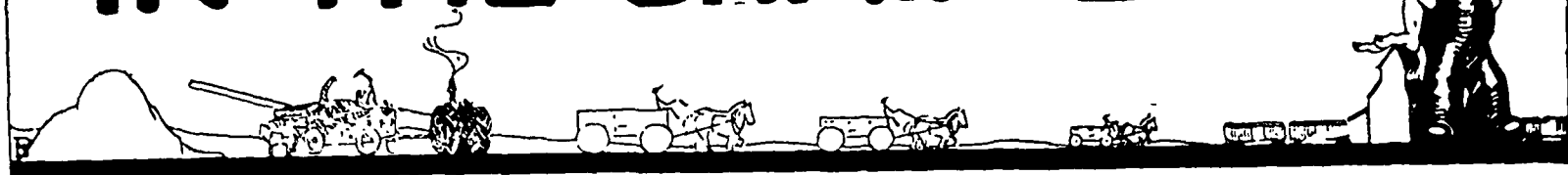
#### Russian Representative Heard

It was generally understood when the Conference opened that it would last for two days but when toward the afternoon of the second day it was found that the question of International Co-operation had not been reached and that the representatives of the Russian Co-operatives who had arrived that morning were still to be heard, it was unanimously decided to continue the Conference for another day. An adjournment was, therefore made to Thursday morning and the first item on the third day's program was the address of Mr. D. P. Pavlov who is the Agricultural Specialist on the Trade Delegation of the Russian Republic in Canada and who was deputed by Centrosoyus, the all-Russian Union of Co-operatives to represent them at the Conference. Mr. Pavlov whose knowledge of the English language is somewhat limited was accompanied by Mr. J. A. Lambert, Assistant Manager of the Commercial Department of the Russian Trade Delegation in Canada, who acted as interpreter. The report of Mr. Pavlov dealt very fully with agricultural conditions in Russia. He pointed out that the present area of Soviet Russia was over eight million square miles and that the rural population was over 116,000,000 as against 23,000,000 in the towns and cities. He gave some very interesting information as to the homesteads of the small farmer in Russia and it was most interesting to learn that these were very small indeed, the average being about fifteen acres, varying from one to fifty acres. Owing to the rapid increase in the use of farm machinery these farms were proving too small for economical development and efforts were being made to increase the size of the farms. The report gave some detailed information as to the grain products of Russia. Many statistical comparisons between present day production and pre-war production were given. Mr. Pavlov also gave some interesting information with regard to the physical handling of grain in Russia. He pointed out that elevator accommodation at the present time was very poor, due to the fact that the construction of grain elevators which had only been commenced just as the world war broke out was discontinued at that period and had only been resumed during the past two years.

#### International Co-ordination.

Following the discussion on the Russian report Mr. J. M. McDonald, of South Australia, introduced the last question on the agenda, namely, the possibilities of international co-ordination. He said that after having heard the discussion which had taken place during the sitting of the Conference he was himself absolutely convinced that there were great possibilities of International Co-operation. The Canadians, he said, had set up a standard that was invaluable to all the rest of them. It was necessary that that standard should be maintained and they, therefore, should be careful not to ask Canada to help them in any way that would impair her own efficiency. Two bodies of

# IN THE GRAIN BIN



By R. M. MAHONEY, Manager

At the time of writing this article the directors are in session. I asked them to suggest to me something for my page in this issue of the "Scoop Shovel," and between the various ideas I hope to give you information which, according to the directors, will answer certain questions that are in the minds of the members at the present time. The article must, by reason of the various ideas, of necessity be quite disjointed.

## Embargo

The embargo which now exists on grain shipments to Fort William and Port Arthur is due to the fact that the terminals at these points are filled with grain and Lake Superior is frozen over, so that no shipments can be made out other than to the Eastern seaboard by rail. The freight rates on these all-rail shipments are so high that you cannot pay them and expect to compete in price with grain shipped to the seaboard by water earlier in the year.

Once the terminals fill up and there is no place to unload grain, the railway companies place an embargo forbidding the loading of any grain unless the shipper can guarantee unloading. As a consequence, people interested in shipping grain find themselves in the position of having carlots of grain to ship, either over the platform or through an elevator (in some cases carlots already accumulated in an elevator), and being unable to secure cars. It is not a question of a car shortage; it is a question of there being no place to unload the cars. I personally see little relief in sight before the first of April, although the situation might change and some grain might be shipped East all-rail.

The next thing is: If you could get a car and load, I am not so sure you would not be worse off than you are at the present time, particularly if your grain were tough or damp. If your grain is in a country elevator, it can be moved from one bin to another, thus preventing heating. If it is in your own granary you can turn it every once in a while to see that it is keeping. If it is not keeping you can move it from one granary to another.

A good way to test a bin of grain is to stick a steel rod into the grain, right through to the floor, and leave it for possibly twenty-four hours; then remove the rod and feel it to see what the temperature is. It will be of the same temperature as the grain with which it has come in contact, and if the rod is warm when you remove it, your grain is heating.

We had a letter early in the fall from one man,

who said he was going to hold his oats until they dried out. I think it was in the November "Scoop Shovel" we warned against this. This party's oats heated and are absolutely valueless.

If you were able to get a car and you loaded into it tough or damp grain, you would be running a chance that the car might not be unloaded until the middle of April or the first of May. You would have no control over it and it might easily heat. The railway company are not responsible in any way for grain that heats in transit. So that after all, about all you could hope for if you did get a car now would be to get your grain off the farm into a box car, with no assurance as to when it would be unloaded.

In the November issue of the "Scoop Shovel," as mentioned, we dealt in the "Grain Bin" section with tough, damp and heating grain. We suggest you read the article again.

## Grain for Seed

In the December issue we dealt with clean grain for seed, and also with the difficulties of trying to market mixtures. The time of year is approaching when you will be thinking about your seed grain, and we would like you to read this December issue again. Sowing good clean seed, free from other grains, will turn you in mighty big dividends for your trouble, while mixtures, unless they be mixtures of flax with some other grain, will create nothing for you but financial loss and disappointment. I cannot urge upon you too strongly the need of seriously considering the quality as well as the quantity of grain offered for sale. And let me suggest just once more that you read carefully the articles in the December issue.

## Mixtures

There has been some misunderstanding as to the basis on which mixtures of oats and wheat are handled. On pages twenty-one and twenty-two of the little "year book" which we sent you in November, you will find definitions of Mixed Grains. No. 1 Mixed Grain is a mixture of wheat and oats, wheat predominating; No. 2 Mixed Grain is a mixture of oats and wheat, oats predominating. These mixtures always sell on the basis of 60 pounds to the bushel. The number of pounds to the bushel is, however, of no consequence as, for instance, if the price were 60c for 60 pounds, it would likewise be 34c for 34 pounds.

## Bonding of Employees

Mr. Ransom mentioned to me, while the directors were making their different suggestions, that it might be well to inform you that every person



in the employ of the Manitoba Wheat Pool (including Mr. Burnell, Mr. Ransom, the field men and myself) is bonded. This is true of the other provincial Pools and the Central Selling Agency, as well.

### POOL ELEVATORS

Various requests are coming into the office for elevators to be acquired at certain points, under the Manitoba Pool elevator plan. It seems to me it would be a good idea, in this issue of the "Scoop Shovel," to outline again briefly what the plan is.

The Manitoba Pool will (provided funds are available for the purpose), acquire by lease, purchase or construction an elevator at any point in the Province where the acreage signed up to the Pool and the Pool elevator amounts to at least 10,000 acres.

It is essential that each grower who signs the Pool elevator agreement also sign new five-year Wheat and Coarse Grains Pool contracts (he must sign both), the elevator agreement specifying that he will deliver all of his Pool grain to this elevator for the period of the Pool contracts (five years).

Further, in listing acreage to make up this 10,000 acre minimum, it is essential that only land which produces grain for market shall be listed, for instance: A farmer may have 250 acres under cultivation; he will average, possibly 50 acres a year summerfallow, so that he is cut down to 200 acres of crop-producing land. Out of these 200 acres the crop from say 50 acres may be used for seed or feed. As a consequence, he is entitled to list not 250 acres—the land actually under cultivation—but 150 acres—the acreage from which grain will be delivered.

It is possible you may think these requirements rather severe, but the whole system is based on each local group taking care of its own expenses and it would be, in our opinion, folly to acquire a new, modern, up-to-date elevator with cleaning machinery (which is the sort of plant you want) unless you were assured of a sufficient volume of grain each year, on the average, so that your service could be what you are demanding and your cost per bushel for doing business be somewhere within reason.

There are two reasons for acquiring Pool elevators:

One is from the grain sales standpoint, where the Pool, as a Pool, want total control of the grain from the country elevator to their own terminals.

The other reason is from the standpoint of the grower. He wants country elevator service in the way of cleaning machinery and better facilities for handling, and he wants this service for cost. You cannot increase your country elevator service without increasing the cost per bushel of doing business unless you increase the volume of grain going through the country elevator. If you are only going to have a handle of 80,000 to 100,000 bushels a year, with a fully modern elevator with cleaning machinery, your cost per bushel will be fairly high, but if you have a chance to put a couple of hundred thousand bushels through a modern, up-to-date elevator, on the average, every year, you are going to get good service and your cost is bound to be low. So that in thinking about acquiring a Pool elevator at your point, take into consideration the service you want, what the total cost per year for that service will be and how many bushels of grain you will have to put through each year to take care of that cost.

We are pleased to send out full information to any points wishing to follow up this Pool elevator question, upon request.

## International Wheat Pool Conference

(Continued from Page 3.)

dissimilar character, he said, cannot work on the same level. It was, therefore, essential to begin with, that the other Pools, and he was speaking particularly of Australia, should build up their organization to the same level of efficiency as had been attained by the Canadian Pools. So far as the Australian Pools were concerned, he did not believe that it would be a difficult matter and that such an achievement would be one of the results of the present Conference. He pointed out what might have been possible under such circumstances, to prevent Australia and Canada dumping wheat against each other. A number of the American delegates expressed themselves in similar terms.

### Permanent Pool Conference Launched

When the Conference reassembled in the afternoon, Mr. F. W. Ransom, of Manitoba, proposed a resolution to the effect that it was desirable to hold other meetings and to provide the necessary machinery to make such further meetings possible and that the matter of organizing an International Co-operative Wheat Pool Conference be referred to a committee with instructions to take the mat-

ter up with the organizations represented at the Conference and the power to call the next meeting. This resolution was carried unanimously and the committee which comprised the following delegates met immediately after adjournment; G. W. Robertson, Saskatchewan, C. H. Burnell, Manitoba, S. J. Farmer of The Canadian Central Selling Agency, E. R. Downie, Kansas, John Manly, Oklahoma and A. J. Scott, North Dakota. This committee elected Mr. Burnell as Chairman and Mr. Robertson as secretary and will meet again at the call of the Chair.

Before the final adjournment of the Conference resolutions of thanks were passed to the Canadian Pools for arranging the Conference, to Mr. Robertson for having initiated the plan, to the Minnesota Wheat Pool and the St. Paul Association for the efficient local arrangements.

This report should not conclude without stating that the one woman delegate present was Mrs. H. C. Williams, of Lidgerwood, North Dakota.

The delegates all came away feeling that the Conference had been a success in every way and that it would result not only in benefit to local Pools through the acquirement of useful information but also in the wider development of the spirit of international co-operation and understanding.



# THE SCOOP SHOVEL

Official Organ of  
**MANITOBA CO-OPERATIVE WHEAT PRODUCERS LIMITED**  
**MANITOBA WHEAT POOL**  
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Subscription Rate—50 cents per year.

**"CO-OPERATION—SERVICE AT COST"**

WINNIPEG, MANITOBA, FEBRUARY, 1926

### THERE'S A REASON.

If our "Scoop Shovel" this issue does not appear to be up to its usual form, we ask our readers to kindly excuse us. For some unknown reason several of our staff and myself have been placed "hors de combat" during this last week. Our managing editor and publicity man has been ailing for a couple of months and has been in the hospital for a week, in fact, is there yet. Our manager has been ordered to take a month's holiday, and our office manager and accountant has been under the doctor's surveillance all week, threatening to retire to the hospital at almost any time, and I myself have spent a week there. In case some of our Pool members may jump to the conclusion that this series of bad luck, ill-health, or whatever it may be that is at present afflicting these various members of our staff, may have been caused by some new kind of death-ray directed towards us by

opponents of the Pool marketing system, I hasten to give you some of the reasons which I have heard advanced during the past week. Some say that our managing editor's trouble was originally caused by indigestion of the encyclopedia, complicated by an overdose of co-operative democracy, and brought to the acute stage by his efforts to marshal in their proper order the small cuts which he uses to embellish these pages, but which are missing this month. It is thought that our manager's indisposition can possibly be traced to the shock caused by a realization of the colossal magnitude of the Pool elevator system (we are entering our third year with eight elevators, a whole eight, mind you), or that having figured out a perfect grading system which would satisfy every farmer, he suddenly awoke and found it a dream. Or maybe his trouble comes from having travelled some two weeks with that other Irishman, Mr. Hoey (you know what the Irish are).

How are we ever going to bring about a truly co-operative commonwealth if we have to assimilate many of their nationality?

Some say our accountant's trouble was brought on by depression owing to the extreme quiet and feeling of solitude while at work in the office these mornings, or that it may arise from his great sadness over the fact that there can never be more than three interim payments got out in one year, or maybe he just mislaid his rabbit's foot, or perhaps Mr. Donovan or Mr. Daley stole his luck penny, but up to the time of going to press all experts seem to disagree.

Speaking for myself, I have been in the hospital all week undergoing a series of X-Ray examinations, but the doctors have not up to the time of writ-

### ESSAY CONTEST



In order to give ample opportunity to all contestants, the prize essay contest will be kept open until March 31. This will give everybody a chance to do some studying on CO-OPERATION

and enhance the merit of the literary output which, from present indications is going to be enough to keep the

judges busy for a considerable time. Well, that's all the better; we want this contest to make co-operation popular. Essays by students in Manitoba Agricultural College and teachers in Manitoba schools may run to 3,000 words, but length is not essential to success. We want ideas and if you can put some good ideas into less than 3,000 words so much the better.

Essays by High School students should be kept within 1,500 words.

If possible have your manuscript typewritten; that, however, is merely for the convenience of the judges and will not be taken into consideration in judging the essays. Form, composition, and English will be taken into consideration in all three classes.

You may choose any phase of the co-operative movement you like; if you are not sure what co-operation really means send to the Manitoba Department of Agriculture, Winnipeg, for Bulletin No. 80, which will tell you all about it.

This competition is open only to those who are at present in the eligible classes, namely:

1. Manitoba school teachers.
2. Manitoba High school students.
3. Manitoba Agricultural College students.

The judges in the contest will be announced later. For further information write Mr. Hull, Educational Department of the Manitoba Wheat Pool.

ing discovered any of the following: What we intend doing with the wheat; how much we have sold; what price we received for it; the amount and date of the next interim payment; how many elevators we are going to build next year; what we intend doing to the non-Pool man, or what will be the sub-headings on my next interview with the press.

Some have hazarded the guess that the real cause of our present breakdown is the strenuous work in arranging for the very fine brand of winter weather with which we have been supplying our members this season, and which we have only been able to arrange owing to the great volume of weather which our members use. We hope this is being appreciated, because it is really just a little better than any supplied by the Alberta and Saskatchewan Pools to their members.

My own guess is that the four of us, accountant, manager, editor and president have in some way been put out of business by our Pool secretary, who is either looking for more work, or trying to rid the world of everybody but true co-operators.

### SASKATOON CONVENTION

One of the most important meetings ever held by the organized farmers of the West was the joint convention of the Farmers' Union and the Saskatchewan Grain Growers' Association, which was held in Saskatoon on January 29, when upwards of 1,500 delegates met to discuss the problems connected with amalgamating these two organizations.

I had the privilege of acting as chairman, and it was quite evident to me the moment I stepped onto the platform and faced the enthusiastic body of farm men and women, that they were there with but one purpose in mind, and that, the bringing about of a strongly united farmers' organization in Saskatchewan.

The convention consisted of about the same number of delegates from each organization. The Saskatchewan Grain Growers' delegates wore white badges, and the Farmers' Union delegates red ones, but when it came to voting I noticed both the wearers of red and white voting together by hundreds.

The question that occupied the most time was whether the new association should be provincial or inter-provincial, and it was decided after two and a half hours discussion to make it provincial with an inter-provincial objective. This was the suggestion put forward by Mr. E. A. Partidge, of Sintaluta, who was hailed by the delegates as the "grand old man" of the farmers movement.

Other points in the agenda, all of which were passed by large majorities, were:—

That the organization shall not receive subsidies from any commercial organization.

That the membership be confined to bona fide farmers

That the organization will be non-sectarian and non-political.

That the policy of closed doors be adopted.

That the new association will assume all outstanding debentures and administer the trust funds of the two organizations.

The membership fee will be \$5.00 per annum.

That there be no interlocking of directorates.

That the term of office for officials be for two years only.

Two points brought in on the agenda failed to pass. One was to the effect that the new organization endorse and retain the preamble to the present Constitution of the Farmers' Union. The suggestion was rejected. The same fate met the proposal for an "obligated membership."

Many of the points of policy agreed on were things that the rank and file of the farmers' organizations have been demanding for years. At the close of the convention a resolution was passed authorizing the appointing of a joint committee consisting of five from each organization. At the meetings of the two associations which were held after the joint convention, the members of this joint committee were appointed, and this joint committee held a meeting on the following Monday. At the present time, everything looks favorable to an early amalgamation of the two organizations.

The feature of all these meetings which impressed me most was the reason which many delegates gave for wishing amalgamation. I talked with a few dozen delegates during the week's meetings, and nearly every one of them said that they were convinced that it would be in the best interests if they had one strong farmers' organization in Saskatchewan.

The welfare of the Pool seemed to be the matter lying closest to the Saskatchewan farmer's heart, and I am fully convinced, after having spent that week in Saskatchewan, that those who look upon the Pool as a passing experiment have failed to read aright the hearts of the people of these Western plains.

### SUCCESS OF WHEAT POOL GREATEST ISSUE

Mr. W. C. Mills, President of the Saskatchewan Co-operative Elevator Company, speaking before the Saskatchewan Grain Growers' Association in convention at Saskatoon, in the course of his address said:—

"You are all acquainted with the situation, and the institution which I represent has endeavored to meet with this situation in a whole-hearted manner. They have made some recent changes in respect to the officials of that institution, and let me say this, that those changes have only been made with the one intention and idea—and that is, to demonstrate to this country that we are in deadly earnest in our anxiety to get together with those other interests that are working with us, and should be working with us towards the same end. Those changes which I referred to will have no justification unless that is in some measure accomplished.

"I believe as I said before, the greatest issue of the country is the success of the Wheat Pool. The farmers have decided, and have every right to decide, that this new method shall be tried thoroughly, and every organization that we have should at least bend its best efforts in an endeavor to secure the right and proper result resulting from a thorough and complete trial of that system."

## GO SLOW! STEEP GRADE AHEAD

What would you think if driving along a road and approaching a long, heavy climb up a steep hill you should be advised to go slow? In climbing a steep grade it is often necessary to gain sufficient momentum by travelling at considerable speed, otherwise the force of gravity will draw our car back and leave us in the ditch. The Pool is very much like a big car climbing a steep hill. True, the road is straight, because the co-operative principle can be readily understood, but the grade is very heavy, because the practice of these co-operative principles is new. We are taking profits from the old order, therefore, the new system has many opponents who advise caution, knowing full well that if they can slow us down the natural gravity, the pull of the old way of doing things, will be strong enough to prevent us making the grade and will eventually leave us in the ditch. No, the Pool DARE not slow down. First of all we must be sure of our road and then we must have full speed ahead. The Pool must always be a militant and aggressive organization, ever seeking to advance until every grower is enlisted, and every problem in connection with the handling of grain is solved. We cannot stand still, if we do not go forward we will immediately fall back. With the present membership in the three Pools, which is 125,000, we will have to enlist a total of at least twenty members for every day in the year in order to replace the natural

wastage caused by death, and men leaving their farms for various reasons. It will require considerable energy to keep these Pools up to the present membership, but this is not enough, we must grow larger, we must advance along all lines connected with the marketing of our grain. We cannot afford to be tolerant of the old system of marketing, as long as a vestige of it remains. Let us then press steadily forward, building up our membership, educating our members, acquiring our handling facilities under our own control, perfecting our cleaning and grading system and looking to the time when the farmer can experience real satisfaction in disposing of his crops.

## SEND IN YOUR CERTIFICATES

If you have not already done so, send in your grower's certificates at once, or if by any chance you have lost them write to the Pool office and ask us for a bond which you can then sign and return immediately. We cannot make the interim payment until we have received these certificates in the office. Many thousands of them have arrived in the office already, but we want yours. If you have not yet sent them in help us by asking your neighbor if he has returned his yet. He may be the one man in your district who is not carefully reading the "Scoop Shovel."

Send them in at once and then some fine day in March, when Johnny comes home from school bringing the daily quota of mail, you will be surprised to receive your interim payment check.







By F. W. RANSOM, Secretary

### WASHINGTON CONFERENCE

On January 11th, Mr. O. L. McPherson and myself, as representatives of the Central Selling Agency and the Manitoba Wheat Pool, attended the conference of the National Council of Co-operative Marketing Associations at Washington. There were delegates in attendance from most of the Co-operative Pools in the United States.

To hear Judge Bingham, Mr. Sapiro, Governor Lowden, Secretary of Agriculture Jardine—to sit in with the committees on organization and education—to listen to the discussions of the various problems confronting the Pools—to talk with the delegates from the many states there represented was an experience not soon to be forgotten. If any of us think the American farmer has no rural problems as compared with ours, or that they are more prosperous, the quicker he disabuses his mind the better. The negro, crop liens, usury interest, commodity surpluses, lack of organized control, create difficulties beyond anything we have had to face. Just as at our own conventions, so there, they enter with vigor into earnest debate on possible remedies. To secure the full advantage of the tariffs, and get better prices, some plan for handling the exportable surplus, finds a strong champion in the popular Governor Lowden, and just as eloquently do Judge Bingham and Mr. Sapiro oppose. Co-operation is only in its beginning they said; give it a fair trial, overcome the inertia of the unorganized farmers, and build up the associations; don't ask government to do for you what you can do for yourselves.

#### Education and Organization Important Factors

The value of organization was well appreciated, and a good deal of the time of the conference was taken up with this and the subject of education. It was repeatedly referred to by several speakers. Miss Elsinger, director of community organization in the Burley Tobacco Growers' Association, gave a very business-like and interesting account of what they are doing along that line. Community organization includes field service, education, and group leadership. Many of the other Pools—Tobacco, Cotton and Wheat, are doing the same kind of work, and results go to show that where this has been developed, the morale of the members has been raised considerably, and has resulted in a higher percentage of deliveries. Community organization requires the co-operation of the field service, and its purpose is to develop an interest in co-operation and in all matters relating to the welfare of the community.

The idea of the group leadership is, through the efforts of the field men to secure a person in each

community who will act as a leader and be responsible for arranging meetings of the local association at least once a month. He is what we would call a "live wire" and is the person in that locality with whom the office keeps in direct contact all the time.

In these community organizations they make particular appeal to the women, and realize that the stability and future of the organization depends in large measure on their support.

They have their local associations developed in any district where they are required, either in school districts or in towns. Then they have the larger county associations, and the field man is in charge of the county or counties. Their work is social and economic. Again and again the discussion in the meetings and on the committees stress the importance of the social side of the work. You will probably realize all this is a duplication of the work done by our own farmer associations here, and both Mr. McPherson and I acknowledged, that whilst we had always recognized the value of the services of these associations to our Pools, we realized to a greater extent than ever before how much of the quick growth, loyalty and solidarity of our Pools is due to the ground work and education that has been done by these associations.

All the Pools have learned through experience that field service, organization, and attention to details are absolutely necessary if they are to build up strong Pools supported by a loyal membership. All their Pools have a long way to go before they have as high a proportion of membership as we have in Canada, or as high a morale as we find among our members. In my judgment their weakness lies in the fact that they have not given sufficient attention to detail. They certainly have much more difficult problems than we have on our side, and it is requiring every effort to overcome them, but they will do it.

Our Mr. McPherson spoke on the Canadian Pools, giving an historical outline, showing how their success was due to the fact that the farmers had, through years of experience, learned of organization in the grain growers' associations. His address was well received, and the fact that he spoke without exaggeration or undue enthusiasm, made a strong impression on his hearers.

#### DRIVE FOR INCREASING MEMBERSHIP

We are again putting on a drive for increasing the membership. The plan used will be similar to that adopted in previous years, and will begin March 10, concluding March 25. As in other campaigns, so again our success will depend on the

support we get from the local canvassers, captains, and others taking part.

There will be a captain appointed to be in charge of the canvassing in each municipality. We are writing asking them for the names of canvassers who will be responsible for the townships within their district—one canvasser for each township. We hope to be able to secure the services of all those who took active part in the drive a year ago.

The new form of contract will be used, and this is for a five-year period; that is, 1926 to 1930 inclusive. The new contracts are the same as the old with the exception that there is a clause inserted authorizing the Pool to deduct 50c per year for subscription to the "Scoop Shovel."

No fee is to be collected—the membership fee will be deducted from the interim payment due the members on their shipments of grain.

This drive is not to be used for the purpose of renewing the present contracts, but only for securing new members.

We have every reason to be gratified with the success of the Pool so far. Last year we increased the membership by over 8,000, and this year we are going to bend every effort to make the total 22,000, and under no circumstances, and at no time will we let up until we have every Manitoba farmer who grows grain for sale a member of the Pool.

We are dependent on every Pool member for their co-operation. Tell your non-Pool neighbors why you are satisfied; convince them that organization and co-operation are the only solutions to farmers' problems. The non-Pool farmer, albeit unintentionally, is working against his Pool neighbor. Every bushel of grain sold to the trade and on the open market is in competition with Pool grain; it helps the speculator and depresses prices. The Pool has been responsible for raising price levels; having control of such a large volume of the grain has made it possible to some degree to secure lower lake and ocean freight rates.

What is the farmer's greatest problem? Freight rates. If with 55% of the total exportable surplus you have reduced hauling charges, what could you do with the control of all the wheat in Western Canada? That's what we are after—one hundred per cent. control and every farmer in the Pool. What price would you have received for your grain in 1924 and in 1925 if all the Pool grain had been sold in the Fall when it was delivered?

The Pool is dependent for its future and success on your active interest. You have helped in a hundred different ways in arranging meetings, and in canvassing each year, and I know you will help again. Take an active part in the drive, persuade your neighbors to come in; tell them why you joined; assist the canvasser and boost the Pool.

### MEETINGS

Two weeks ago I went into Joe Day's district and had the opportunity of addressing four meetings. The average attendance on those occasions was 110. At Bradwardine there were 235. The particular feature of these meetings was that there were women, boys and girls, and children there. They were there because the meetings

were made social gatherings; entertainment was provided, and there were people in the district who took part in song, music and recitation. At two of the meetings they came with their baskets, and at three of them a dance was held after the lunch.

I have never attended any meetings where there was better interest, or more enjoyment shown. Personally, I have never enjoyed any meetings more, particularly the one at Bradwardine. These meetings are making their appeal not only to the members, but to the young people, and also to the women. The whole idea behind our field work is to develop the spirit of co-operation to assure the future of this Pool and to make the morale so strong that nothing will break it down. These social meetings are having that very noticeable and decided effect. Through socializing these meetings we are building this movement in the hearts and homes of our people—that is, building it on a sound, solid foundation that nothing will destroy.

### MORE BOUQUETS

"Thanking you for the capable and very satisfactory way the Pool has handled my wheat the last two years. I have never had such pleasure and no worry with my wheat, and I for one would not think of trying to farm again without the aid of the Pool. The Pool has made me over two thousand dollars in the last two years. I was able to bank \$1,300 last fall just because there was a Pool. If there had been no Pool I should have got about 60c for my wheat last fall and no more to come, the devils would have had all the rest, and then have had the cheek to have told me I was well treated. Thanking you again for your great help to every farmer in the West."

—E. O. DYER, Wheatland, Man.

"There are times when we cannot adequately express our appreciation of certain things in this world, so one is inclined to remain silent, but I feel it my duty to try to convey to our central office the gratitude we feel toward the thought which inspired the Board to secure the services of Mr. Hoey."

—J. J. POWELL, Deepdale, Man.

"In spite of 25 below zero, over two hundred people braved the cold in order to hear Mr. Mahoney and Mr. Hoey in Scandia Hall, Erickson, last night.

"Both these gentlemen had messages worth going 15 miles behind an old team and fifty below zero, in order to hear. The Canadian Grain Pool is away with a pace we are all proud of, and nothing under the sun will slacken its pace if, (note the 'if') the farmers are only determined that the Pool shall continue."

—O. W. STRAND, Erickson, Man.

"Permit me to congratulate the Pool executive for having secured the services of such a man as R. A. Hoey, to educate the people of this province in co-operation in its broadest sense."

—D. A. BROADFOOT, Gladstone.



# 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.

The annual meeting of the Manitoba Co-operative Dairies, Limited, was held on Tuesday, February 9th, in the Young Men's Christian Association Building, at Winnipeg, and was well attended, representatives being present from all parts of the province from which cream is being drawn. They all showed a very deep interest in the work of the Co-operative.

The past season has been the most prosperous since the inception of the plant, showing a marked improvement in volume, also quality of goods handled. This is very gratifying to the many shippers and stockholders in the company. The company were able to pay seven per cent. (7%) on all paid up stock, also one and one-quarter ( $1\frac{1}{4}$ ) cents per pound butter-fat delivered in cream for the past season. This added to the advance payment brings your price up to the highest point paid in the province.

We have been asked by a number of people to explain the distribution of this surplus as a co-operative. We are regulated by the Co-operative Act of the Province of Manitoba, so will quote the provisions of this Act. Section twenty-seven reads as follows:—

"Sec. 27. The directors after making proper allowance for depreciation shall apportion the surplus arising from the yearly business of the association, after payment of all expenses, as follows:—

"(a) by setting aside not less than ten per centum of the surplus for a reserve fund and so from year to year until the reserve fund is not more than thirty per centum of the paid-up capital or total membership fees as the case may be, or such greater amount as the registrar may determine.

"(b) If the by-laws so provide, by paying interest on the paid-up capital at such rate not exceeding 7 per centum per annum as may be provided by by-law.

"(c) By dividing the remainder among the members in proportion to the volume of business which they have respectively done with the association during the year; or,

"(d) if the by-laws of the association so provide, as they may, by dividing the remainder among the members and patrons in proportion to the volume of business which they have respectively done with the association during the year,

but in such case the amount to be distributed to the patrons shall be credited to the account of each, and so from year to year until the par value of one share of stock or the fee of one membership, as the case may be has been accumulated, whereupon the patron shall be a member of the association and entitled to receive a fully paid-up share or membership certificate."

After complying with these provisions the stockholder is free to receive all bonus in cash. This furnishes a truly co-operative system of handling the farmers' products and a method that is being practised universally, particularly in such countries as Denmark, New Zealand and Australia, which are fast forging ahead as producers of dairy products. We have also a very fine example of co-operation in the state of Minnesota. They are making very rapid progress in placing their Land o' Lakes butter on the different markets; they are developing a specific brand, which is good business.

Market conditions for the coming year look bright for butter of uniformly high quality. The quality of cream as sent to this plant is steadily improving, as the following table will demonstrate.

	Table	Special	No. 1	No. 2	Off grade
1923 .....	28.1	10.6	45.1	15.7	.3
1924 .....	32.4	10.0	45.2	12.0	.35
1925 .....	40.8	10.8	36.6	11.0	.3

This improvement in quality is very gratifying and speaks well for the shippers who ship their cream to the Co-operative Dairies, but there is still too much of the poorer grades coming, as the above table shows, which is a distinct loss to the shippers. During the year 1925 we received 114,415 lbs. of fat which graded No. 2, and was paid for at a price of 3c less than the No. 1 grade. This amounted to \$3,482.45, which was a distinct loss to all parties concerned, as the butter made from this class of cream has to be sold at least for a differential equal to the cream differential. So that we would strongly advise all shippers to make preparations for taking care of their cream so as to be able to get it into the higher grades, not only for the benefit of getting a better price for the time being but essentially for the purpose of establishing ourselves firmly on the British market. There is absolutely no sentiment in trading on the British markets, they will trade wherever they can get the most favorable terms, consistent with uniformly high quality, but the quality must be right at all times as our competitors are exerting every effort to improve their quality to obtain supremacy on the important markets of the world. If all our butter were as good as our best we would have nothing to fear. This is the goal to which we must work if we are to get the very best for our labors.



This page conducted by UNITED LIVESTOCK GROWERS LIMITED, WINNIPEG

### COUNTRY BUYING

It is a peculiar fact that the greater the profits to be made by country buyers on cattle, the easier it is for them to buy cattle in the country.

For several months past country buying has been going on at a greater rate than ever before, and it is a notorious fact that not for years have the profits of buyers been so great. Profits of ten dollars a head have been common, of twenty dollars a head have been fairly frequent, and profits of thirty dollars a head or even more have been known.

What is the explanation? Mainly this, that when cattle prices rise, the improvement in values is not realized so quickly by farmers who produce cattle as by traders. The drover comes along and offers a price that represents all the owner has thought his cattle to be worth. It might have been a good price several months ago, and the owner's ideas of values were probably fixed some time before, perhaps by reading market reports at that time, or perhaps by selling some cattle. But the drover is not thinking in terms of several months ago, or of last month or even last week. His ideas of values are strictly up-to-date, and he knows just what the market has been doing, and just what prospects seem to be. The advantage in such trading is all with the expert, with the man who is thinking of prices all the time, instead of with the man who considers prices only occasionally.

When cattle prices have been stationary for a long time, or when they have been declining, it is not so easy for the drover to buy. At such times the owners may want more than their cattle will bring at the market. At such time buying activity decreases. Buyers are willing to have cattle sent in co-operative shipments to market. They may prefer not to buy much, and will even be glad to act as forwarding agents only.

But when the market gets stronger, watch the country buying increase. The number of buyers and their activity is almost a barometer of conditions on the market. When there are lots of them about, and they are eager for cattle, the farmer may know that things are picking up.

### MIXED FARMING AND CO-OPERATION

For years farmers have been told: "Do more mixed farming," and "raise more livestock," very often by people who did not know what low returns livestock were bringing, or what markets were available for them. Mixed farming has increased, livestock production has increased, and the change has doubtless been good. But are farmers going to get the benefit of it or are other people? They

will only get the benefit of it if their produce is well sold. Otherwise they will benefit dealers about as much as they will themselves.

Selling livestock well means in the first place to get it to the central market, and to get the best going market price for it. You can't get those prices by selling in the country. Cattle must be sent to market to realize their full market value.

The way to promote mixed farming is to make mixed farming pay. And it will not pay if mixed farming products are not sold to advantage. So the boosters of mixed farming can do something to advance their cause if they will help promote co-operative livestock marketing.

### SELL ALSO ON COMMISSION PLAN

A number of cattle producers, and especially men operating in a large way, send their cattle into United Livestock Growers to be sold direct on the market, instead of through the pool. The company is glad to handle such business, and is well equipped to take care of it. So long as any considerable body of livestock producers want their cattle sold in this way, the company will continue to serve them. The large livestock producer often thinks that he can sort up his own cattle for sale as well as they could be sorted in the Pool, and prefers to have them sold by themselves. If so, he is quite entitled to service on that basis, and United Livestock Growers make no attempt to force the pool idea on him.

Most shippers want their cattle to go into the Pool, so all cattle received by the company are put into the Cattle Pool unless instructions to the contrary are received. If you have a load you want sold on the commission plan, just write the words "Commission Plan" on your bill of lading.

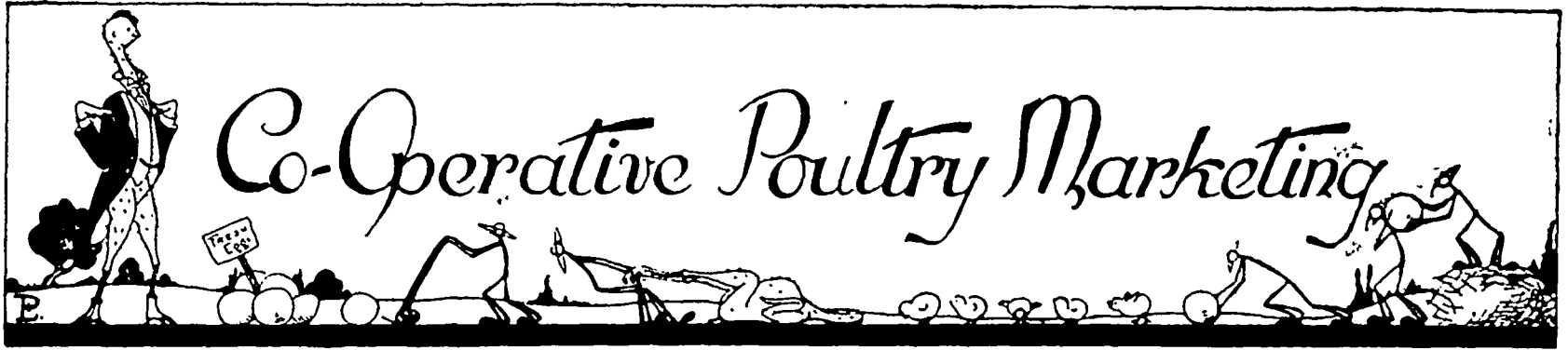
### GRADING CATTLE

When cattle are received by the Cattle Pool they are first roughly graded into twenty-seven different classes. Then, from the pens in which these different grades are held, sale loads are sorted up, and resorted, until the man in charge is satisfied that he has his sorting in the best possible shape.

How many farmers would like to undertake that preliminary sorting into 27 different grades, or the re-sorting that later takes place? Not many, probably, for the number of men competent to do it, even among those who spend their whole time with commercial livestock, is limited.

Yet the man who undertakes to sell his cattle in the country is really undertaking to decide on their grade. It is a difficult thing to do, and something at which the producer is often beaten by the buyer.





**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**  
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 W. S. Patterson, Boissevaln C. C. Milne, Morden  
 Dr. H. N. Thompson, Vird'n  
 Head Office: Hartney, Manitoba

**ANNUAL CONVENTION TO BE HELD IN BRANDON**

The Annual Convention of the Association is to be held on the 2nd of March, at 2 o'clock p.m., at the Y.M.C.A. Building, Brandon. The Secretaries of our locals will have due notice of this Convention, and will notify the delegates who have been appointed to attend. In the event of any local not yet having appointed its delegates, it is very important they do so in time to have representation. We want every local represented by at least one delegate. Each local is entitled to one delegate for every fifty shareholders or major portion thereof. Delegates' expenses will be paid by the Association. If you are a delegate do not let anything prevent your attendance at this convention. A very interesting programme will be arranged, and we want every delegate to come prepared to ask questions or enter into discussion in all matter pertaining to the best interest of the Association.

**NEW EGG STATIONS AT BRANDON AND DAUPHIN**

During the past month organization work of our new stations at Brandon and Dauphin has progressed very favorably. Sufficient contracts already have been received at this office to guarantee the opening of Brandon Station, and Dauphin is well up to the required volume of 500 cases per week. With the opening of these stations the marketing service of this Association will be available to every producer and merchant West of Winnipeg in the Province. In checking over returns received from many merchants and producers during the past week, we find that although they are being quoted 35c, 30c and 20c for eggs f.o.b. Winnipeg, that they are actually receiving net about 22½c. We find that these eggs are reselling in Winnipeg at 43c to 45c per dozen. It would appear that there is a margin of about 20c per dozen. During our marketing seasons last year, the margin was never over 8c and often under 5c. It would appear that some one is taking

advantage of the fact that our egg stations are closed.

**SUBSTANTIAL CHEQUES RECEIVED FOR DRESSED POULTRY**

Does poultry raising pay in Manitoba, and is it worth while? Hereunder are some of our largest shippers this year, which show as follows:—

T. A. Davis, Elm Creek, 1,606 lbs. ....	\$493.48
H. C. Juhl, Elm Creek, 1,182 lbs. ....	371.07
Jas. Watson, Gladstone, 1,138 lbs. ....	331.20
Wm. Trout, Miniota, 1,066 lbs. ....	328.25

These shippers are to be highly congratulated on both quantity and quality of product marketed, and show a concrete example of what can be done by way of making side lines on the farm pay. We also quote an example of one of the many letters received by the Association expressing satisfaction on results of shipping poultry through us this season.

Roblin, Man., Jan. 30th, 1926.

Dear Sir:—

I received the final payment for my poultry last week and would just like to say how well I am satisfied. The turkeys and chickens were weighed, each one separately before they were taken to town. The best I could possibly have done shipping to any of the Winnipeg companies was \$138 to \$140, as they grade by weight, and from the Pool I received \$168.

I am, yours truly,

(Miss) A. W. ARNOTT.

**CALIFORNIA EGG PRODUCERS ADOPT NEW POLICIES**

Changes in policy are announced for the Poultry Producers of Central California, San Francisco. As a result of formal action of the board of directors no member who withdraws from the association from this time on will be permitted to become a member again within two years from the time of withdrawal. Nor, in the future, will poultrymen be solicited to become members, and those who voluntarily apply for membership must give evidence that they "desire to add the business of selling to their business of production."

A proposal has been made to establish a premium grade of eggs in those districts where a high-grade product is produced, as it is expected that the new grade will bring a premium in the markets.

One hundred and eighty-three organizations sold 70,000,000 dozens of eggs in the United States in 1924.



### WHAT SHALL THE HARVEST BE?

Spring time and seeding time approaches with a very large amount of out-of-condition grain in the province and a considerable amount of damaged grain held on the farms, and there is undoubtedly some question in the minds of many men as to what will be the effect where such grain is used as seed.

The first thing to be considered, of course, in the matter of seed is the vitality and strength of growth, which can only be definitely decided through testing. Germination tests are made by the Dominion Seed Laboratory in Winnipeg at the rate of 50c per sample. For germination test alone a two to four ounce sample is sufficient, but if the purity test is also required on a sample sent in, it should run at least one pound, and the extra charge is 50c, making a total of \$1.00 for the two tests.

#### Testing on Farm

Where it is inconvenient to forward samples to the Seed Branch, the following test is recommended:—

Take a shallow box or flower pot filled with ordinary soil. A definite number of seeds (not less than 100). should be planted at about ordinary depth for sowing, and the soil kept moist but not wet. The box should be placed where it will not be too warm in the daytime and where it will be cooler, but will not freeze at night. The alternation of temperature favors germination. By noticing the number of plants produced and whether they come up quickly and are strong or weak, one can determine the suitability of the grain for seeding. When testing seed in this way, it is advisable to plant beside it some grain of the same kind which is known to be strong in vitality, in order that a comparison may be made.

The strength of growth should be checked as carefully as germination power, as very often a seed which germinates readily enough will produce a plant not sufficiently strong to withstand weather conditions.

**Frost**—Injury from frost is one of the most common causes for low vitality. In barley or oats the grain may be entirely ruined, as far as germinating power is concerned and still show no apparent outward sign. Frost damage to even a small extent makes for late maturity and consequently danger of similar damage in the new crop.

**Badly Shrivelled Grain** lacks nourishment to carry the plant through the earliest stages of development and should be avoided. In general it is considered unwise to sow grain that is not at least 75% normal size.

**Bleached Grain** has been found to germinate quickly and give at first a slightly more rapid

and vigorous growth, but the plant does not stand up so well under weather conditions.

**Sprouted, Very Tough and Damp Grain** are dangerous. Damp grain may germinate under test, then in the period between testing and sowing start to heat, and very little heating kills germination.

**Rust**.—Where a crop has been damaged by rust, it is considered wise to clean the seed carefully with the ordinary fanning mill to remove the very badly shrunk kernels, along with seeds, etc., sowing the plumper, well filled kernels. Crops from grain so cleaned have proven more resistant to rust than either rust-shrivelled seed or seed brought in from a non-rust area. Wheat from rusted seed is susceptible to frost and should not be sown too early.

Uniformity in the sample is most desirable. The plumper berries with plenty of nourishment should always be used, but as pointed out, size and weight cannot be depended upon to indicate fitness for seed. A sample of barley weighing 47 lbs. to the bushel was tested at the Agricultural College in Winnipeg, and showed only 66% germination. A nice clean sample of oats weighing 46 lbs. to the bushel, to all appearances perfect, failed to germinate, which failure was traced to the fact that they were threshed too soon after cutting.

**Cleaning**.—Too much stress cannot be laid upon the importance of cleaning all grain before sowing, to take out not only all weed seeds, chaff and foreign matter, but also the thin, small kernels, and produce a uniform seed of the plumper kernels. If cleaning out 25 to 50% of feed gives a good uniform sample for seeding, it is well repaid in the final result.

Mixtures of Grain should be guarded against, such as oats or barley in wheat, or different varieties of the same grain. A choice of best varieties and trueness to variety so as to get a uniform crop will add to the yield and lessen the risk of damage from various causes and give a commodity that can be marketed to advantage.

**Smut**.—All grain should be treated carefully before sowing, and for this a solution of 1 ounce of formalin to 2½ gallons of water has proven most effective. This treatment does not injure germination in grain otherwise fit for seed. Unbroken smut balls should be carefully cleaned out through the fanning mill before treatment of the seed. Smut not only reduces the commercial value of grain, but greatly cuts down the yield and the annual loss in Western Canada through failure to treat seed in this connection is estimated at considerably over ten million dollars.

—T. E. P.



By A. BLANCHE GIBSON

### CO-OPERATION AND CONCENTRATION

Co-operation is a united effort to achieve a common object for a common benefit; this naturally entails concentration of time, effort and money. There is no phase of rural life that is as important as the question of "health," and yet we find matters regarding this phase of life sadly unorganized and lacking in system.

Most small towns have resident physicians, but few nurses and dentists are to be found outside the larger centres. At a glance one can see the disadvantages the rural residents are put to when in need of the services of dentists, nurses or specialists of any class—all of whom are within the reach of the city dweller.

Municipal hospitals would be the means of putting within the reach of the rural citizen just such services as the city resident has when he needs it.

Many roadroad fares and cab-fares would be saved by the patient and his friends who may accompany him when going to the hospital. Then, too, there is the board bill that accumulates after the patient is released from the hospital and before he is able to stand the train journey home. These all add no small amount to the major expense.

The municipal hospital near home saves these extra expenses and the major expense is not so great as at the city hospital, because the municipal system means that the individual is paying a little every year towards the upkeep of the home institution.

The plan of the Chinaman is to pay the doctor to keep him well, and when he is sick the doctor's services are given free. This plan will at some time prevail among the white people; we are gradually coming to it.

If our hospitals, doctors and dentists were more easily reached, the education of the people along the line of "keeping well" could be more easily accomplished, and many a serious illness averted. It is a startling statement, but an estimation based on facts that 60,000 persons die in Canada every year from preventable or postponable diseases.

We must get a system of looking after the health of the people so that they shall not be allowed to endanger their own lives nor the lives of others through their fear of debt. It should be the business of every country to conserve the health of its people, for upon the health of its people rests, to a large extent, the safety of a nation. Surely the Great War brought that fact most forcibly to our minds.

It may be roughly estimated that 300 doctors are needed in the small towns and rural districts throughout Western Canada, while our cities are frequently over-crowded with professional people. The sensible plan would be to get these people to go to the point where their services are needed the most and then put hospital equipment there for them to work with. This would, of course, include the services of dentists and nurses.

In the municipal hospitals the doctors and nurses are on salaries which are raised by taxation as our teacher's salaries are; everyone paying towards the taxes and getting the benefit when they are sick. Such hospitals are now beyond the experimental stage, and if people could only be brought to a realization of the amount of money spent each year by individuals from every municipality, I believe that hospitals nearer home would be considered a great deal more than they are at present.

Co-operation and concentration are what we need to bring about this desirable condition.

—STELLA L. RICHARDSON, Beaver, Man.

### NEW HOSPITAL DISTRICT.

A new municipal hospital district has been established at Innisfail, Alta., where a vote taken recently showed a strong majority in favor of the establishment of the hospital district.

The woman who makes a fool out of a man is aided greatly by his co-operation.—Atchison Globe.

### MOTHERS OF THE WORLD, UNITE!

European toilers have long rallied around the cry of "Workers of the World, Unite." The International Committee of Co-operative Women has coined a similar slogan for the millions of women-folk who are patiently building up the great co-operative movement of all countries. "Mothers of the World, Unite," is their inspiring summons, printed in English, French and German on a beautiful colored postcard, widely used in Europe for correspondence purposes.

Small figures of working women in France, Norway, Sweden, Scotland, England, Holland, Ireland, and other European lands, each wearing her national garb, adorn the postcard. The three cardinal aims of women in the co-operative movement are described as "Co-operation, Peace and Life."

# CO-OPERATION AT HOME AND ABROAD

## WOOL POOL PLANS FOR NEW CLIP

Plans for the work of marketing the Canadian wool clip for 1926 are being laid by the Canadian Co-operative Wool Growers, Ltd., and an advance "Wool Letter" is being mailed from the western offices at Regina to their 1925 patrons, submitting an outline of the proposals for handling the new season's product. The letter says that:—

"In general the work will be carried on as in previous years. Wool shipments will be assembled at Portage la Prairie, Manitoba, and Regina, Saskatchewan, between June 1st and August 15th. Carload shipments will be made up at these points and forwarded to Weston, Ontario, for grading and sale. If desired, cash advances will be paid as soon as the wool is graded, at varying rates depending on the quality of the wool. The wool will be sold as favorable opportunities arise and returns will be forwarded to

producers at the earliest possible date.

"In conformity with our practice of improving the service rendered as rapidly as the expansion of the business will warrant we purpose, this season, inaugurating a system under which wool sacks will be supplied free of charge to all patrons. Clips from one to fifteen fleeces can be marketed quite conveniently in ordinary bran sacks but for clips of over that amount the company are prepared to supply wool sacks at the rate of one sack for each twenty-five fleeces, or major fraction thereof without charge (except for delivery, e.g., postage or express), on condition that the sacks are returned. Sacks which are not returned will be charged for at the rate of \$1.00 each. Paper fleece twine for tying wool, sheep dip and other supplies will be furnished as a charge against the wool, as in the past."

The Pool is anxious to secure

as many new shippers as possible, and to that end is enclosing Wool Sale Application Forms with the letter asking the recipient to sign up himself, and to secure new shippers. Mr. W. W. Thomson is the manager in charge of the Manitoba and Saskatchewan branch, with headquarters at Regina.

## BUTTER MAKING ASSOCIATIONS PLAN TO FEDERATE

Meetings of delegates representing the butter factories in New South Wales are being held to consider the federation of the locals "into one large group for the purpose of obtaining control of the industry, both in producing and selling." Non-co-operative associations are being urged to reorganize under an act which would bring them into the co-operative class and facilitate the process of federating.

# MANITOBA WINTER FAIR

## BRANDON

### MARCH 15th to 19th, 1926

Classification for —

Horses, Beef Cattle, Sheep, Swine,  
Poultry and Seeds.

Liberal Prizes in all classes.

This is the Live Stock Classic of the year.

If you are interested write the Secretary for Prize Lists or other information.

W. C. McKILLICAN, President.

J. E. RETTIE, Secretary-Manager



## QUEENSLAND PLAN OF AGRICULTURAL ORGANIZATION

The director of the Queensland Council of Agriculture, under date of September 17, 1925, issued a mimeographed circular of eleven pages entitled "The Queensland Plan of Agricultural Organization." The plan as described includes primary producers organized into local associations, the locals federated into district councils of agriculture, and the district councils Council of Agriculture. The plan federated into the Queensland also provides for compulsory co-operation, when a majority of the producers of a single crop may so decide. Primary producer co-operation is defined and its legal limitations set up in the "Primary Producers' Co-operative Association Act of 1923," a copy of which is on file in the co-operative source library of the U.S. Department of Agriculture. Twenty-three thousand producers have become identified with this co-operative movement and have formed local associations which have federated to form nineteen district councils of agriculture. Among the primary associations are twenty-nine co-operative dairy companies operating forty-six plants for the manufacture of butter, and thirty-four co-operative cheese companies operating fifty-eight factories. Each district council elects one representative and the state government six representatives to the Queensland Council.

The chief standards laid down by the primary producers' act for agricultural co-operative enterprises are: (1) two-thirds of the shares and of the voting power must always be held by bona fide producers; (2) the "one man, one vote" principle must prevail; (3) limitation of dividends on the theory that co-operative profits should be distributed as bonuses on business done.

Compulsory co-operation is based on the theory that the majority should rule and that it should not be possible for a minority to defeat the efforts of the majority. While co-operation is compulsory if a majority of the primary producers decide to market collectively, the conduct of the business is largely in the hands of the producers. There

is provision for the creation on the part of the governor-in-council of a board of producers elected by the producers. Once a board has been created it is authorized to make arrangements for "organized marketing" including the pooling of products of like kind and grade. The government assists in the financing by guaranteeing overdrafts at the Commonwealth Bank.

There is a special registrar who gives attention to the requirements of the co-operative associations.

As the marketing of fruit is considered unusually difficult, special legislation entitled "The Fruit Marketing Organization Act," was passed in 1923. This provides for boards for the different kinds of fruit. These boards can "effect control at any state of the marketing process" according as they feel themselves "in a position to efficiently bring about improvement."

## TO DIE OR NOT TO DIE IS QUESTION WITH GRAPE ASSOCIATION

With a substantial sum in its treasury the California Grape Growers' Exchange, San Francisco, is closing up its affairs preparatory to discontinuing active business operations. This action is the result of indifference on the part of its member grape growers, and is in accordance with formal action by its board of directors and members at tending a meeting held December 5, 1925.

A six months membership drive for 1,000 membership agreements covering the years 1926, 1927, and 1928 resulted in renewals by only 379 old members and new contracts from 211 non-members, or 410 fewer than the 1,000 minimum goal. As the agreements were not enforceable under the circumstances, the president of the exchange recommended that the business of the exchange be closed out and the accumulated money be divided among the members.

The exchange, which is a non-profit co-operative, has functioned for six years. The marketing contracts of its 600 members expired with the close of the 1924-25 selling season.

## LENT time IS MACARONI time

You will enjoy the many good dishes that can be made of

## EGG NOODLES, MACARONI or SPAGHETTI

But be sure you get the best.  
Ask your grocer and insist  
on the

## EXCELSIOR BRAND

## 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 to-day 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.



## Chinchillas

Make money raising All Star Pedigreed Chinchillas. A small deposit starts you. Easy to keep, small investment, pleasant work. Write to-day for full information.


**ALL STAR RANCH**  
867 Somerset Building  
WINNIPEG

**POOL SECURES TESTS OF "QUALITY" WHEAT**

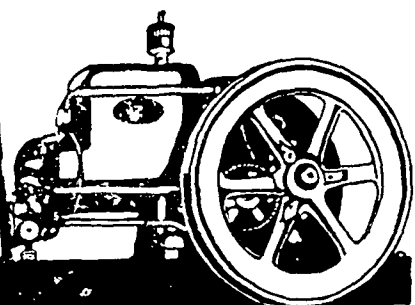
**English and French Millers Submit Reports**

In November last, the Central Selling Agency of the Canadian Wheat Pools at the request of Mr. C. H. Burnell, president of the Manitoba Pool, sent two bushels of "Quality" wheat grown in Manitoba to Europe for special milling tests. This wheat originated eight years ago, by Luther Burbank, has been grown to some small extent in the west for the past three years, but came under no established grade. One of the bushel samples was secured through the Brandon Experimental Farm, having been grown in the Brandon Hills district and was sent to the Paris office of the Canadian Wheat Pools to be tested by Paris Millers. The other bushel sample was obtained by Mr. Burnell from D. Ruse, of Bradwardine, Manitoba, and was shipped to London to be ground by the Joseph Rank Mills. Their reports have now been received.

Messrs. Joseph Rank, Limited, report that while the sample was not large enough to make a practical milling test, it was subjected to a series of tests in the laboratory which showed that the protein contents of this wheat were below the average of No. 1 Northern by about .7%, the protein factor being about equal to that of No. 2 Northern wheat. The tests showed that "Quality" wheat is hard wheat but takes moisture readily, and Messrs. Jos. Rank, Limited, say that they think it would mill freely if conditioned. In its general characteristics "Quality" wheat according to the same report bears considerable resemblance to hard Australian wheat, and in strength characteristics appears to be closely allied to Russian wheat. With regard to the character of the strength of the flour obtained from it the report says that it is quite different from the strength of ordinary Manitoba and has a much greater elasticity in the gluten but not the capacity to build up a high-piled loaf as No. 1 Northern wheat would do. While the sample takes water very readily as wheat, the report says that



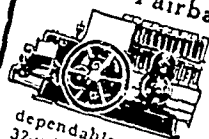
**All-Metal, Self-Oiling, Steel Eclipse Windmill**  
All parts completely enclosed and run in oil. Lubrication necessary only once a year. Simple, all metal construction. Built for a lifetime of service.



**Over 400,000 Farmers Use the "Z" Engine**

They use it because it is an absolutely dependable power plant that does its work year after year without "time off."  
In every detail it is simple, sturdy, powerful. It has fewer parts subject to wear, and those parts are carefully made, are drop forged, and specially heat treated. In the "Z" you get the finest and most enduring quality ever put in a farm engine.

Write us for prices and full particulars  
**The CANADIAN 480 Fairbanks-Morse COMPANY Limited**  
St. John, Quebec, Montreal, Ottawa, Toronto, Windsor, Winnipeg, Regina, Calgary, Vancouver, Victoria  
THE MAKERS OF FAIRBANKS SCALES AND VALVES



**Fairbanks-Morse Light Plant**  
A combination of the "Z" engine with a dependable generator and 16 cell, 32-volt battery. Engine power also available for other purposes.



**Fairbanks-Morse All Purpose Feed Mill**  
A new hammer-type grinder. Grinds any grain, fodder, hay, alfalfa, straw etc. Write for information.

**Steele Briggs for Seeds**

**BIGGER CROPS FROM BETTER SEED**

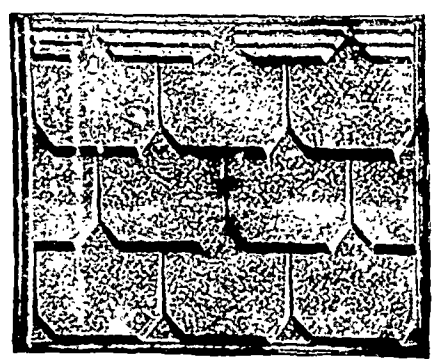
Pure Reliable Seed of Strong Germination for Field and Garden.

Write to nearest House for Spring Catalogue now ready

**Steele Briggs Seed Co. Limited**  
REGINA and WINNIPEG

**Steel Roofing is Fireproof**

Here's the famous "EASTLAKE" Steel Shingle.



Been defying the elements for as long as 45 years—and still going strong. "EASTLAKE" shingles have a reputation second to none throughout the Dominion, gained from the experience of nearly half a century's manufacture. We can furnish estimate by return mail and will gladly submit prices upon request.

**What About Corrugated Iron** for that new Barn, Implement Shed or any other out buildings? We can give you a real price upon first class material. Ask Dealer, or write direct to:

**WESTERN STEEL PRODUCTS, LIMITED**  
(Amalgamated with The Metallic Roofing Co., Limited)

Regina — Saskatoon — WINNIPEG — Calgary — Edmonton — Vancouver

When writing advertisers please mention **The Scoop Shovel**

the water absorption of the flour is comparatively low.

The report concludes by suggesting that a larger sample be forwarded in order to make a practical milling test, and this may be done.

From France come reports of tests made of "Quality" wheat by three milling interests—the Grande Moulin de Paris, the Compagnie Agricole de Minoterie and l'Ecole Francaise de Meuneries. The analysis submitted by the first-named gives the following result:—

Moisture .....	10.08
Wet Gluten .....	29.04
Dry Gluten .....	10.20
Water of Hydration .....	64.5

and concludes that this wheat is of a poor quality. In analysis given by the other mills the results were similar.

The Paris office of the Canadian Pool summarizes these reports by stating that "Quality" wheat does not appear to equal No. 3 Northern wheat for baking purposes, but that it might have value for the manufacture of wheat flour products other than bread. One of the firms is of the opinion that they could get good results if it were mixed with other kinds of wheat.

In addition to the foregoing tests Mr. Burnell has submitted samples of "Quality" wheat to the Dominion Grain Research Laboratory, Winnipeg, where Dr. F. J. Birchard, is the Grain Research chemist in charge.

### ILLINOIS FARMERS CONTINUE TO MARKET WOOL CO-OPERATIVELY

Wool producers of 25 Illinois counties marketed their 1925 fleeces co-operatively with the assistance of the Illinois Agricultural Association. Three hundred and fifty-two farmers marketed through two sales agencies 82,909 pounds of wool. Approximately 81,000 pounds of wool were marketed through a wool commission company organized by northwestern producers and operating largely in Boston. Seven Illinois producers sold through a co-operative which is handling Ohio, Indiana and Michigan wools.

Co-operation encourages the best, therefore, it is best to encourage co-operation.

## ANNUAL STATEMENT OF The Wawanesa Mutual Insurance Company

Winnipeg, Manitoba

The Wawanesa Mutual Insurance Co.,  
Wawanesa, Manitoba

Gentlemen:

I certify to having audited the books and accounts of the Wawanesa Mutual Insurance Company for the year ending December 31, 1925 and that the attached Balance Sheet fairly shows all liabilities and assets and agrees with the books.

I have examined the securities or vouchers for same, counted the cash and verified the bank balance.

The following statements are attached:

- (1) Report
- (2) Cash Statement
- (3) Balance Sheet

The Cash Account shows an increase of \$120,000 on hand and the securities a net increase of \$111,700. The securities have been carefully selected and especially the railway bonds which are all covered by Government guarantee and seem to be profitably bought.

Yours respectfully,

C. D. CORBOULD, C.A.

### THE WAWANESA MUTUAL INSURANCE COMPANY

#### Cash Statement. December 31st, 1925

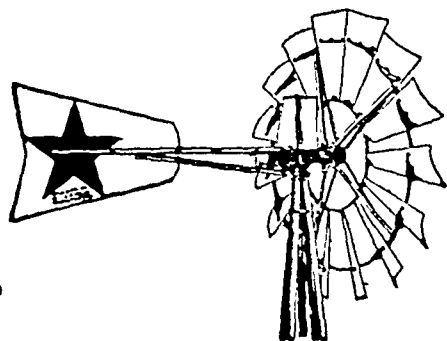
Cash Balance, December 31, 1924.....		\$ 41,183.88	
Cash Premiums .....	\$112,755.58		
Assessments .....	548,133.91		
Interest .....	20,823.55		
Reinsured Losses .....	2,358.30		
Total Receipts.....		\$684,071.34	
<b>Capital Receipts:</b>			
Dominion Gov't. Bonds Sold .....	\$ 78,728.00		
Mortgages Paid.....	5,287.19		
Policy Fees.....	146.95		
			84,102.14
<b>Expenditures:</b>			
Losses ..	\$250,399.47		
Rebates ..	7,702.65		
Reinsurance.....	20,050.85		
			\$278,152.97
<b>Management:</b>			
Commissions .....	\$ 76,707.75		
Salaries, Directors, Audit .....	35,216.87		
Adjusting and Inspecting.....	23,130.28		
Postage, Telegrams and Express.....	9,346.73		
Fuel ..	740.28		
Taxes, Tax Stamps, Licenses.....	5,850.06		
Printing, Stationery and Advertising..	10,889.74		
Caretaking .....	748.60		
Treasurer's Bond and Insurance..	282.38		
Office Expense ..	982.83		
Interest and Exchange.....	1,964.91		
Legal Fees ..	1,181.31		
Travelling Expense .....	606.85		
Library .....	78.05		
			167,726.64
<b>Capital:</b>			
Securities Purchased .....	\$190,450.10		
Mortgages, Taxes, Insurance, etc.....	3,685.31		
Policy Fees .....	463.50		
Reinsuring Companies Balance.....	924.93		
Advances, Agents, etc. ....	4,831.48		
Office Equipment .....	1,955.66		
			202,310.98
<b>Balance on Hand:</b>			
Royal Bank .....	\$128,682.36		
Balance in Trust Company .....	25,000.00		
Cash .....	7,544.41		
			\$161,226.77
		\$809,417.36	\$809,417.36

### THE WAWANESA MUTUAL INSURANCE COMPANY

#### Balance Sheet. Dec. 31st, 1925

Cash on Hand ..	\$ 161,226.77	
Premium Notes Unassessed.....	1,254,567.14	
Assessments 1924, Unpaid ..	36,394.92	
Assessments 1925, Unpaid.....	63,398.20	
Real Estate and Buildings, less 15%.....	13,600.00	
Furniture, less 10% ..	7,708.90	
Premiums in Agents Hands.....	6,878.82	
Bonds ..	460,221.22	
Mortgages and Interest ..	41,410.25	
Unexpired Reinsurance Premiums ..	15,454.46	
Accounts Receivable ..	1,902.43	
<b>Liabilities:</b>		
Reservo for Unearned Premiums. ....		\$ 134,437.39
Policy Fees .....		146.95
Losses Unadjusted ..		13,593.50
Surplus .....		1,914,585.27
		\$2,062,763.11
		\$2,062,763.11

**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.**

## SPECIAL OFFER

### ABERDEEN-ANGUS FOUNDATION STOCK

#### 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 helpers, in calf, or open yearlings. The price on the cows is \$150.00, two-year-olds \$125.00 and yearlings \$100.00.

#### BABY BULLS

We are booking orders for bull calves born since January 1, 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.

### Outstanding Individual Animals

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 orders booked now while we can give you a good selection. The price now is \$100.00 each. We also have older bulls to offer at \$125 to \$200, 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.

### PROFITABLE FEEDS AND FEEDING

As well as the illustrated literature on our cattle we want to send you literature on our Glencarnock Stock and Poultry Feeds which we manufacture in Brandon. There is a personal message for the boys and girls, and our pamphlet will give you our actual experiences. It is free for the asking. Just sign your name and address here —

.....  
.....  
This will also put you on our list for our Annual Seed Catalogue

## GLENCARNOCK STOCK FARMS

**JAMES D. MCGREGOR**

**BRANDON, MAN.**

When writing advertisers please mention *The Scoop Shovel*

## ANNUAL MEETING OF THE WAWANESA MUTUAL INSURANCE COMPANY.

### 1925—Most Prosperous Year in Company's History

Showing an increase in actual cash or bond holdings over 1924 of \$233,547.03, and a decrease of \$19,203.51 in liabilities. The Wawanesa Mutual Insurance company's statement for 1925 shows this to have been the best year in its history.

At the annual meeting held February 2nd, 1926, with the president, S. H. Henderson, in the chair, the secretary-manager, Dr. C. M. Vanstone read the report for the year just passed.

During the year 1925, 18,011 policies for \$42,120,310.00 were written, being a little over five million more than was written in 1924, and the largest amount ever written by the company in any one year. The total amount of insurance at risk is \$123,653,706.00. The reduction in our volume from last year is due partly to the fact that we were forced to make a heavy assessment the previous year and partly to the fact that we have cancelled, in Manitoba, Saskatchewan and Alberta, large areas where, owing to unfavorable crop conditions the losses had proven to be excessive.

Cash premiums amounting to \$112,755.58 were written and \$548,133.91 collected on assessments—the total receipts for the year being \$809,417.36.

Losses amounting to a trifle over \$250,000.00 were paid, compared with over \$550,000.00 in 1924.

Operating expenses were \$167,726.64—ten thousand dollars less than the previous year. The item of \$78,900.00 for commissions included in the above item covers a period of fifteen months, as commissions for October, November and December of 1924, were not paid until January of 1925. All commissions due in the year just passed were paid at the end of the year.

Without counting our premium note residue, assessments uncollected, real estate or office equipment, our actual realizable cash assets are \$687,511.67 and our total assets over \$2,000,000, with a surplus for the policy



holders protection of \$1,915,002.99.

The manager referred to the splendid work done in 1925 by the company's agents, who had shown exceptional care in the selection of the risks, and to the energy and zeal displayed by the head office Staff.

Messrs. Reid and Wallace were the retiring directors, and they were unanimously re-elected, with congratulations to them and the rest of the board for their faithfulness during the trying period from 1921 to the end of 1924.

A resume of the more important developments in the company's history since the first of 1922 was given by the manager and the meeting then adjourned.

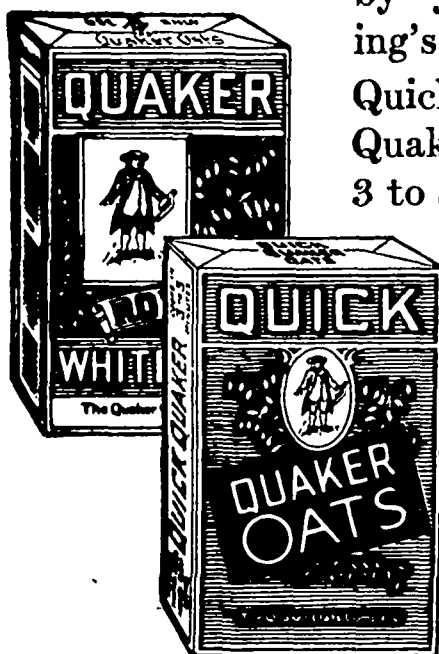
### THE BRIDGE BUILDER

An old man, going on a lone high-way,  
Came at evening cold and gray,  
To a chasm vast and deep and wide.  
The old man crossed in the twilight dim,  
The sullen stream held no fear for him;  
But he turned when safe on the other side,  
And built a bridge to span the tide.  
"Old man," said a fellow pilgrim near,  
"You are wasting your strength by building here.  
Your journey will end with the ending day,  
You never again will pass this way.  
You've crossed the chasm deep and wide—  
Why build this bridge at evening tide?"  
The builder lifted his gray old head—  
"Good friend, in the path I have come," he said,  
"There followeth after me to-day,  
A youth whose feet must pass this way.  
This chasm that has been as naught to me,  
To that fair-haired youth may a pitfall be.  
He, too, must cross in the twilight dim—  
Good Friend, I am building this bridge for him."

# Feeds you well for heavy work

It's a long time from the call of the alarm clock till you hear the dinner bell. And it's longer if you don't have hot, satisfying Quaker Oats for breakfast. Quaker Oats "feeds" you well because it is a balanced food. It "stands by" you through a heavy morning's work.

Quick Quaker, the quick-cooking Quaker Oats, makes porridge in 3 to 5 minutes.



Quick Quaker cartons marked "Aluminum" contain an article of kitchen aluminum; when marked "China", a piece of delicate, imported china in blue and gold.

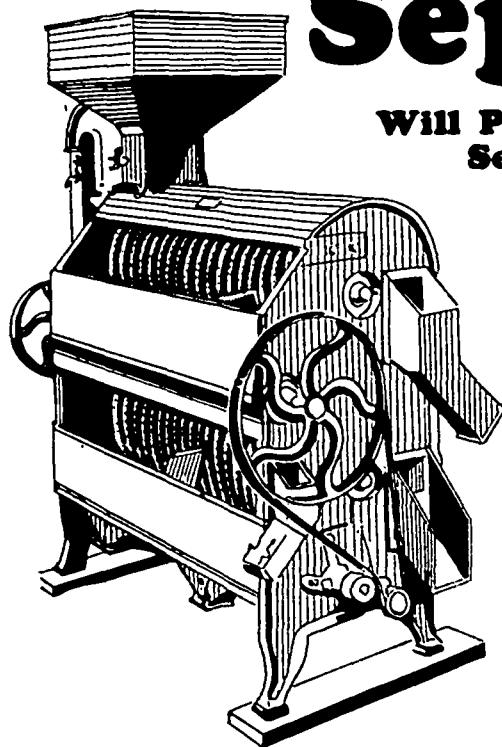
*Two Kinds Now—*  
**QUAKER OATS**  
*you have always known*  
**QUICK QUAKER**

*Sealed Cartons Only*

*cooks in 3 to 5 minutes*

A26

## THE CARTER DISC Separator



**Will Prove a Solution to Your Seed Wheat Problem**

The Standard Carter Disc Separators are in operation in every terminal elevator from the Great Lakes to the Pacific Coast including the Pool Terminals and various Pool country elevators.

Made in two sizes for the Western farmer.

No. 1518 Carter Disc Separator—  
Capacity 18-25 Bus. per Hour.

No. 1537 Carter Disc Separator—  
Capacity 60-75 Bus. per Hour.

A Machine that 2265 Western farmers last year proved that the "Carter Way is the Best Way".

Write for full information

**THE STRONG SCOTT MFG. CO. LTD.**  
WINNIPEG

## SOUTH DAKOTA WHEAT POOL

Nearly two million bushels of 1925 wheat had been delivered to the South Dakota Wheat Growers' Association, Aberdeen, South Dakota, on December 1. Deliveries to the winter pool were approximately 400,000 bushels more than those of 1924 on the same date. Elevators and banks throughout the operating territory, the Pool reports, are giving excellent co-operation to the association. About 340 elevators are handling pool wheat and 241 banks are co-operating in distributing the money paid members for first advances.

Farm Lands wanted in Manitoba, Saskatchewan & Alberta — We have a number of experienced farmers with complete outfits of livestock and equipment who are anxious to purchase improved farms immediately on share of crop terms. Submit full particulars to British Dominion Land Settlement Corporation Ltd., 364 Main St., Winnipeg, Man.

## Vulcan Iron Works Limited

Established 1874

WINNIPEG

Anything in Iron and Steel

Prompt and Efficient Service

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

Murray, Maybank & Dick

Barristers

ELECTRIC CHAMBERS,  
WINNIPEG.

## Essay Contest

We have procured a limited number of the 88 page pamphlet, "Agricultural Co-operation in Denmark," by C. L. Christensen, Agricultural Economist in the Department of Agriculture, Washington. To those interested in the essay contest, this pamphlet will be of value. Send us 15c and we will mail you a copy.—The Educational Department, Manitoba Wheat Pool.

### IF——

If you can sell your wheat, when all about you  
Are keeping theirs, and keeping it too long;  
If you can tell the others, who may doubt you,  
"The pool is getting—day by day—more strong";  
If you can wait, and not be tired by waiting,  
For cheques which, after all, are bound to come;  
If you can let the wheat pool do your freighting,  
And go on doing it until it's done!

If you can boom the pool and beat the grafter,  
And boom and boom—you cannot boom too much;  
If you can work, and fill your time with laughter,  
And try to get them all to "get in touch";  
If you can fill the unforgiving minute,  
With sixty seconds worth of distance run;  
Yours is the Pool, and everything that's in it,  
And, what is more—you'll get the cash, my son!"

—P. A. Wortley, Lloydminster Times.

(With apologies to friend Rudyard.)

## CO-OPERATIVE INSTITUTE ANNOUNCED FOR SOUTH DAKOTA

A three-day institute for the "co-operative leaders of the state" is announced by the South Dakota State College, Brookings, to be held at Huron in February. This first institute will deal with co-operative matters in general. Tentative plans provide for four institutes to be held in different parts of the state next year.

## CLASSIFIED ADVERTISEMENTS

This column is especially provided for Pool members. Advertise here anything you wish to buy, sell, or exchange. The rate is 2c per word for each insertion. Minimum charge for single advertisement, 50c. Please send cash with order.

In counting the words include name and address. Each group of figures and initials counts as a word. All new advertisements or changes should reach us not later than the 15th. of each month.

## Seed Grain

Parker's Marquis, a New Rust Resistant Wheat.

This wheat is a selection from Marquis and combines high yield, earliness, strength of straw and rust resistance to a greater degree than any other variety now available.

In eight tests over Manitoba and Minnesota it rusted 37% while common Marquis rusted 75%. It also averaged from one to two days earlier than common Marquis and was slightly stronger in straw.

The following table shows its average yield as compared with other varieties at the Manitoba Agricultural College where it has been tested under field conditions for two years:

Variety	Yield two year average
Parker's Marquis	38.0 bu. per ac.
Ottawa 15 Marquis	33.0 bu. per ac.
Kota	34.5 bu. per ac.
Garnet	33.9 bu. per ac.

It is a hard red wheat and is eligible for the highest grade. The following is from a report by a prominent milling chemist on a sample of this variety:—"The appearance of the sample was very good. It was very plump, weighing 65¼ lbs. per measured bushel. Much of the wheat grown around Gilbert Plains is piebald or starchy and contains under 12% of protein. This particular sample had a hard, red appearance and its protein content was 13.52%. In these characteristics, therefore, the sample was distinctly superior to the general run of the wheat from that locality. It would easily grade One Northern."

Gov't grade No 1, Cert. No. 55-1906, Germination 96% in four days.

Price \$3.50 per bu f.o.b. Gilbert Plains, sacks included.

JAMES L. PARKER,  
Gilbert Plains, Man.

For Sale—Chinchillas, 3-4 months old from imported pedigreed stock. My rabbits are hardy and prolific. Commence fur farming and buy your stock from a Pool Member. C. W. Watson, Brookdale, Man

For Sale—Red Tamarac wood and posts. Geo. Smith, Molson, Man.

### MINNESOTA CREAMERIES' SALES OVER FORTY MILLIONS

A preliminary report from the Minnesota Co-operative Creameries Association, Inc., St. Paul, for the year 1925, indicates total sales of approximately \$40,000,000. Over 80,000,000 pounds of butter was handled during the year by the association for its 450 member units with their 73,000 dairy farmers as patrons.

### WHY HE WOULDN'T JOIN

A cow testing association was organized in a district where there were a few good herds. One dairyman living at a little distance from the place of organization was not present at the meeting but was sent a very cordial letter inviting him to become a member. In reply the tester received the following:

"Dear Sir: I bin goin to rite yous fer some time to tell yous why i haint in favor of this here cow testing association what you runs or is trying to run and wants me to join. In the first place i know you will want me to feed grain and my cows aint use to it and i am afraid it would make them sick. Then to if they give more milk it makes me a lot more work to milk them and i aint got no time fer more work, you say too that you can show me which are my poor cows by keeping account of each cow. I haint got no poor cows i want you to understand and if i have i don't want to know it or anyone else to know it.

"Right now my 8 cows fil my one can and i cant afford to buy more cans or pay the man for hauling more than one can ful so you just steer clear of my place. We know what we're doin better than some guy like yous.

"Much obliged for asking me to join yer association.—Yours truly, S.O.A.

Co-operation substitutes "we" for "I" and changes a state of disorganization into harmonious unity.

A dairy maid milked the pensive goat, And, pouting, paused to mutter: "I wish, you brute, you'd turn to milk," And the animal turned to butt her.

MANITOBA'S MUTUAL

# Portage la Prairie Farmers' Mutual Fire Insurance Co.

## FORTY-SECOND ANNUAL REPORT

ASSETS		LIABILITIES	
Cash Assets .....	\$ 287,602.35	Reserve for Cash	
1925 Assessment		Premiums .....	\$ 15,000.00
Unpaid .....	34,557.35	Losses Reported but	
Balance of Un-		Unadjusted .....	3,448.55
assessed		<b>SURPLUS ASSETS</b>	
Premium Notes..	819,649.54	<b>OVER LIABILITIES..</b>	<b>1,123,360.69</b>
	<u>\$1,141,809.24</u>		<u>\$1,141,809.24</u>

Insurance Written During 1925 .....\$23,202,348.00  
Total Amount Business in Force \$64,152,675.00

STRATTON WHITAKER, Secretary-Manager

E. H. MUIR, President

M. G. TIDSBURY, Vice-President  
A. H. THORPE, Treasurer

This Company has the distinction of giving the greatest amount of protection for the smallest premium charged by any Fire Insurance Company in Western Canada for a period of forty-two years.



MANY people living at a distance from the bank do not realize how easy it is to do banking by mail.

Our special form simplifies the banking problem for people in out-of-the-way places.

The Manager of our nearest branch will be glad to send you a supply of these forms upon request.

# The Royal Bank of Canada

# EATON'S CATALOGUE

## SPRING AND SUMMER 1926



*There's  
One for  
Your  
House!*

**Have You  
Received It?**

THIS book, with its four hundred pages of up-to-date merchandise for the shopper of Western Canada, has just been mailed to all addresses on our mailing list.

Ask at your Post Office. If one has not arrived for your address, a request to us will receive prompt attention and a copy will be mailed to you free.

**BEST VALUE FOR MONEY EXPENDED** undoubtedly that is the strongest factor in making a purchase. With this **EATON** Catalogue at hand, you can be sure always of making a wise and satisfactory choice.

**THE T. EATON CO. LIMITED**  
WINNIPEG - CANADA