

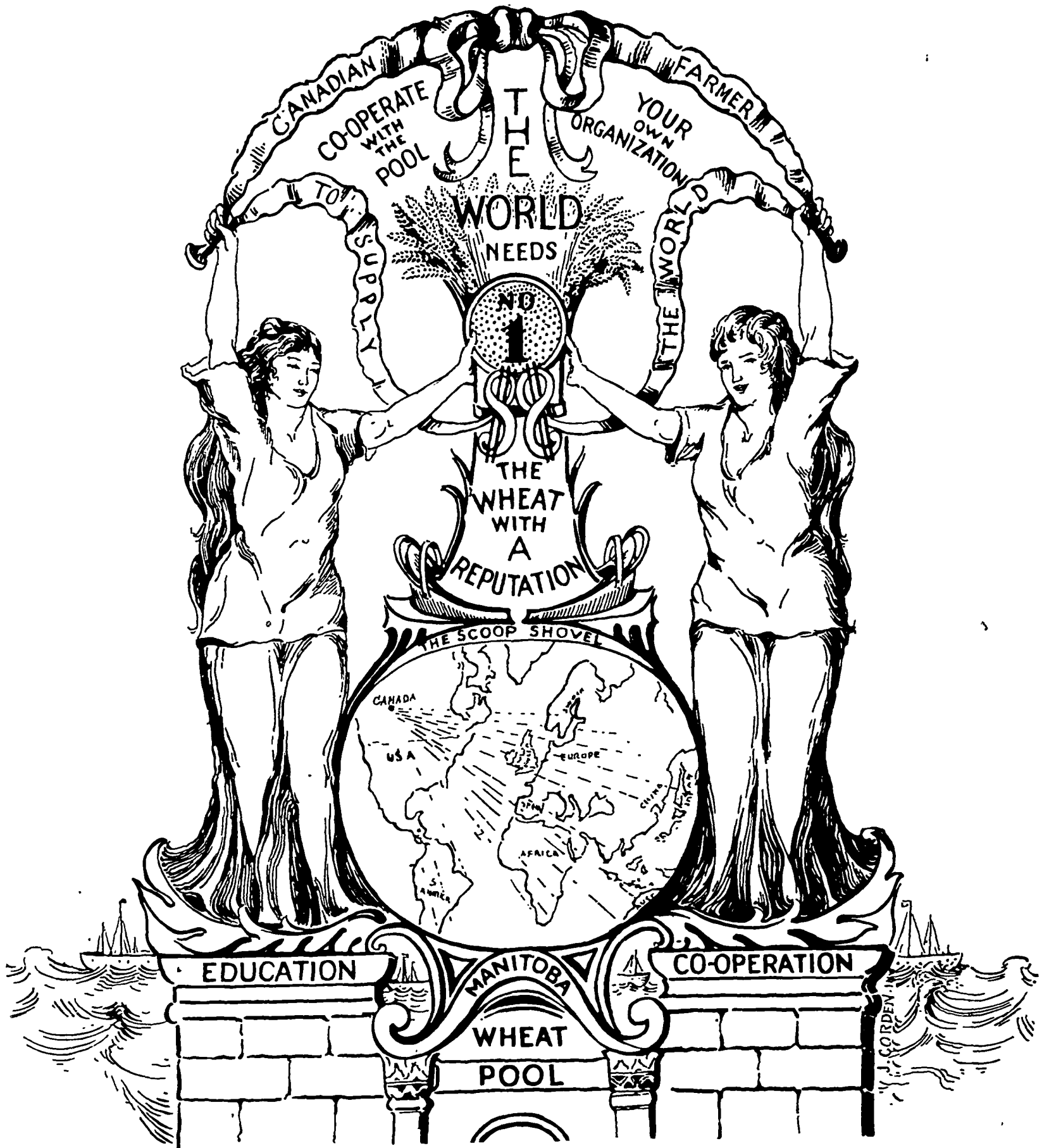


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Drawn by J. Corden, Moose Bay, Man.

Third International Pool Conference

Representatives of Producers and Consumers' Co-operatives meet at Regina, from Canada, United States, Great Britain, Australia, and Russia. Conference a great step toward uniting the two branches of the co-operative movement throughout the world.

The third International Pool Conference, held in Regina, June 5, 6, 7, was attended by 142 registered delegates and 256 registered visitors. Many who visited the conference did not register. The countries represented were: Canada, United States, Great Britain, Australia, Russia. A feature of the conference was the attendance of representatives from the consumers' co-operatives in England and Scotland, and the secretary of the International Co-operative Alliance. For the first time in its history the Alliance was officially represented at a co-operative conference outside of Europe. The Horace Plunkett Foundation, founded by the man who brought agricultural co-operation to Ireland, was represented by its assistant secretary, R. Metcalfe, who brought greetings from Sir Horace Plunkett. As though to emphasize the significance of the conference as marking the beginning of an adjustment of agriculture to general economic life—a new day for the farmer—one of the visitors came in his aeroplane from Froid, Montana.

As explained by Chairman Burnell, the conference this year differed from previous conferences in that it was broadened out to take in other pooling co-operatives. Special sessions were held by cattle, egg and poultry, dairy, and seed co-operatives, while the main conference was going on. In this way the conference provided contact and discussion for all kinds of agricultural marketing co-operatives. A special meeting was also held by the representatives of consumers co-operation at which the old country visitors attended. All the sessions of the conference were well attended, but the crowded programme did not admit of much discussion.

CHAIRMAN'S ADDRESS

The Third International Co-operative Conference, said Chairman Burnell in his official address opening the conference, had included in its programme some of the large co-operatives handling products other than grain, for the reason that all co-operatives have problems common to



each other as well as their own special ones, and it seems that the general good of humanity can be better served by a closer co-ordination of co-operative concerns. The many co-operatives which are becoming an increasingly important part of every national society in the civilized world, he said, are too often separated and apart, lending or receiving little mutual aid in the strengthening of the co-operative movement. Recently, for instance, a report on co-operation in Manitoba entirely omitted to mention the two mutual insurance companies which are respectively 32 and 44 years old, with a combined volume of written insurance amounting to about \$200,000,000.

All co-operators, Mr. Burnell continued, should march forward together. Agricultural co-operation had before it the task of civilizing agriculture. This industry could not claim to be civilized while it is too disorganized to provide for farm women and farm children the comforts and facilities that are a matter of course in the city. Invention and production have been achieved but the rural producer, has failed to organize as well as his industrial brother, and it was the place of agricultural co-operatives to give leadership to agriculture. When successful they have the confi-

dence of the membership and can give an impetus to better farm practice. It will probably be found that they have done this in addition to improving the farm morale.

He hoped that the conference would appoint a strong national co-operative committee to co-ordinate all co-operative endeavor in this country. Five years' experience of Wheat Pooling had demonstrated that farmers can be organized as well as anybody else.

There had been, he said, considerable talk of a World Wheat Pool, but that was not, and had never been their objective, but they had done their best to help co-operative selling organizations in other countries. It seemed that the United States could progress best by district pools for the areas growing different kinds of wheat. It was their hope, he said, that the attempts to form Pools in Australia and the Argentine, will ultimately be successful. In view of the propaganda circulated against the Pools in consumer countries, it was gratifying to have at the conference representatives of the largest co-operative buying organizations in the world, and it was not too much to expect that out of the conference would come a better understanding and a greater desire to work together for mutual benefit.

SECRETARY'S REPORT

Submitting his report as secretary of the International Committee, G. W. Robertson (secretary Saskatchewan Pool), said in part:



"Since the last conference the international committee has held three meetings, one in Minneapolis

and two in Winnipeg, Manitoba. At the first meeting the suggestion advanced in the closing day of the Kansas City conference, with reference to closer international co-ordination, was considered, and a plan was discussed which would provide for this between the various co-operative bodies, particularly those interested in the marketing of wheat. A plan was drawn up and submitted to all the organizations in attendance at the Kansas City conference.

This question will be dealt with at a later date in this present conference. Thursday afternoon this question will come up for discussion. It is sufficient to say now that on account of certain conditions which developed during the last twelve months in two of the chief wheat exporting countries, the United States and Australia, it was deemed advisable not to push the general idea of closer co-operative co-ordination until certain measures before the producers of these two countries had been disposed of."

These measures, Mr. Robertson explained, were the McNary-Haugen bill in the United States, and the measures for compulsory forms of pooling in some Australian states.

Continuing, Mr. Robertson said:

"In Victoria a plebiscite has been held, and the majority ruled against the establishment of a compulsory pool. We have Mr. Judd, of the Victoria organization, with us, and he will tell us what we may expect from Australia. The reports are very encouraging. The South Australia Pool has adopted the contract basis for their co-operative marketing organization. The pools in Victoria and New South Wales are still operating on a voluntary basis, although the principle of a contract pool has been introduced in all of these Australian wheat growing states.

"We have with us representatives of the two great agricultural co-operative organizations of Russia. It had been hoped to have had representatives of the Centrosojus with us, an organization which operates in the same way as our Central Selling Agency. Unfortunately that representative has been stricken with illness and cannot be here.

"In the last two conferences the representatives of the Russian organization have been able to bring to us authentic information of the development of Russia. It has been the first authentic information we have received in North America, and I think it is one of the outstanding features of this conference that we can secure at least reliable information, as far as it is possible, regarding a country, with which, through the ordinary channels of information it is difficult to establish contact.

"There is close co-operation between the great wheat exporting countries of Australia and the North American continent and Russia, and it behoves us to maintain the closest possible contact between a country like Russia, with its tremendous potential wheat producing area and our own exporting countries. By no means the least important part of the conference will be the receiving of a report from the Russian representatives on conditions as they exist in their country.

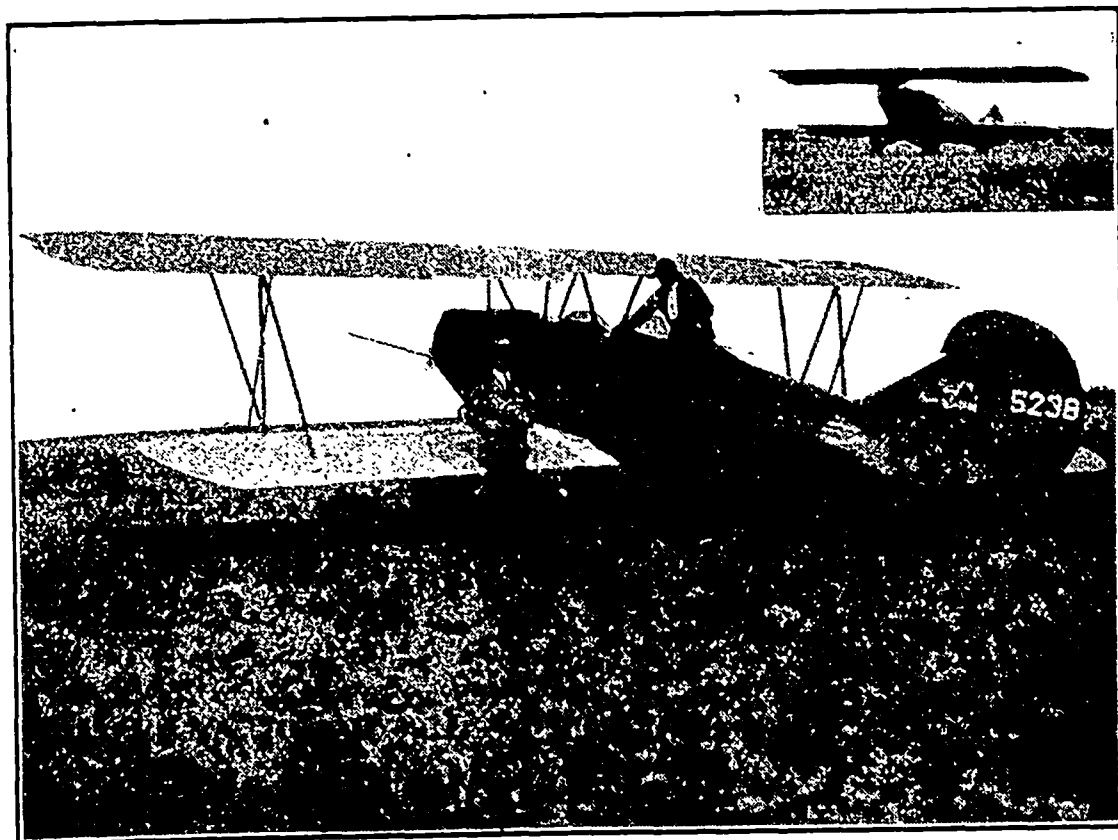
"The programme before you is in the nature of an experiment covering all lines of agricultural co-operative effort as we understand it. Certain features may have been omitted, but the effort was made by the committee to endeavor to cover in one conference the whole round of co-operative effort in all the chief agricultural countries of the world."

Tuesday Afternoon

POOL ELEVATORS

The vivid story of the development of the elevator systems of the Canadian Wheat Pools, was told at the second session. Speakers from the Alberta, Saskatchewan and Manitoba Pools briefly described the systems in their respective provinces. It developed that by the time of the next harvest the Pools will operate close to thirteen hundred line elevators and eleven great terminals, the latter being strategically located at the head of the Great Lakes, on the Pacific Coast and one house at Buffalo. The Pools started their elevator systems four years ago and now have \$20,000,000 invested. "Control of the grain from the farmers' wagons to the markets of the world" is the Pool slogan with regard to elevators.

The Saskatchewan government and the city of Regina extended official welcomes to the visiting delegates. Hon. C. M. Hamilton, provincial minister of agriculture, declared that the Saskatchewan government had adopted the principle of supporting co-operative marketing as a policy and would continue to extend every assistance to co-operatives. He mentioned that he was particularly



Senator J. W. Schnitzler, of Froid, Montana, and his aeroplane, in which he flew to the International Pool Conference. Inset: Landing at Regina.

glad to see the big British Consumer Co-ops. represented, and felt that confidence and goodwill should prevail between producer and consumer co-operatives.

Acting-Mayor Gardner, of Regina, extended a warm welcome to the delegates, and presented them with the key to the city.

Ben S. Plumer, director of the Alberta Wheat Pool, spoke on "Pool Elevators." He outlined the need for modern, fast-handling line and terminals, and said that this coming fall Alberta Pool would provide 85 per cent.



of its membership with line elevator facilities. The speaker said that Pool elevators provided safety to the growers from abuses prevalent under the old system, and he gave the overage of

the Alberta system last year, which was three-fifths of one per cent. of the handlings, to illustrate the safety provided. He suggested private elevator companies might produce comparative figures. Mr. Plumer outlined the advantages Pool elevators offer to growers, who are protected in every possible way, and any excess earnings are returned to them, so that no profits are made on Pool wheat going through Pool elevators.

Harry Marsh explained the Saskatchewan Pool elevator policy, and suggested that the Pools will have to provide more facilities to keep up with the speeding up of farm operations by the use of tractors, combines and auto trucks. He stated that the Saskatchewan Pool planned the continuation of an active building policy until every possible Pool member would be provided with facilities.

Paul Bredt, director of the Manitoba Pool, explained the elevator system operated by the Pool in that province. While Alberta and Saskatchewan operate their Pool elevators on the line system, Manitoba uses a local unit plan, with head office supervision. The local unit gets the profits or stands for the losses in its own elevator. This fall

Manitoba will have 150 elevators under the Pool banner, and a further 100 elevators are being planned for succeeding years. Under the Manitoba system a member signs to deliver all his grain to his Pool elevator. This policy has not been adopted in Alberta and Saskatchewan.

C. H. Burnell, president of the Manitoba Pool, announced that an increase of 20 per cent. in the sign-up had been secured where Pool elevators were located this year.

Story of "Land o'Lakes"

A. J. McGuire, general manager of the Land o'Lakes Creameries, held the interest of the con-

veloped new markets in the large centres of population in the United States, developed a grading system, and altogether has proven itself immensely serviceable to its membership. The speaker told of the growth in membership and in volume of business, and said that "Land o'Lakes" is now established on a firm and stable basis.

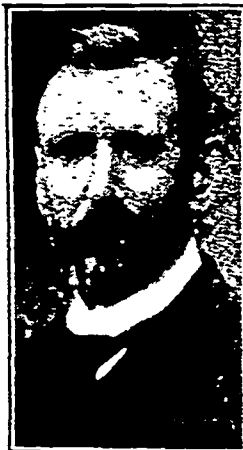
Wednesday Morning

GRAIN MARKETING

The session opened with an address by John Vesecky, President

GREETINGS FROM SIR HORACE PLUNKETT TO THE INTERNATIONAL POOL CONFERENCE

In my forty years of co-operative endeavor, I have seen no finer economic and social service rendered to the workers upon the land than that of the Wheat Pools. Now that their existence is justified and their success assured, thought may be given to the higher aspects of the movement in which they are clearly destined to play a leading part. There is just one message, suggested by my long experience in trying to help rural communities. I should like to send to the conference if there is time to read it.



Let us never forget that, while our movement must stand or fall by the soundness of its economic foundation, it will also depend for its enduring benefits, upon the observance of its basic principles. It is too often forgotten that it is not merely as a business device that co-operation claims our devotion, although we have no longer to argue that that system is essential to the fulfilment of even our purely business ends. It is the spirit of co-operation that matters most—that alone will ensure the loyalty that makes effective whatever laws and contracts are required to overcome the difficulties of organization.

With the earnest hope that the conference may have the success it deserves,

I am, very cordially yours,

(Sgd.) HORACE PLUNKETT.

vention, while he related the history of that organization which sells fifty million dollars worth of butter a year. Its capital is



organization stepped out and de-

only \$30,000. Land o'Lakes was organized for the purpose of improving the quality of the butter originally, but has developed into a service and sales organization for 440 creameries. The

of the Southwest Co-operative Wheat Growers' Association, Kansas, in which he outlined the handling and marketing practices of his association. The association, he said had no elevators, and so had to contract with elevator companies for the handling of Pool wheat. Samples of the wheat were taken by the elevator and the grower, and the sample taken by the elevator was sent to a laboratory to be tested for protein. The sample taken by the grower was retained for checking purposes if necessary. The Pool paid on the basis of grade and protein content, and

the premium for protein content was sometimes very high. Mr. Vesecky explained in some detail the handling of the wheat and the method of paying the member from the initial payment to the final, the method following the lines of the Canadian Pools. His association, he said, had now a new contract in which provision was made for deductions for an elevator fund.

George McIvor, general sales manager of the Canadian Pools, dealt with the sales policy of the Pool. This policy, he said was determined by the Board of the Central Selling Agency, which met once a month to discuss the business of the past month and to formulate a policy for the succeeding month. The handling facilities of the Pool, he said, made



it possible to handle a very large volume and yet cater with economy to local demand. Last year Pool shipments east were 107,802,000 bushels, and 16,333,000 bushels over the western route, out of a total Pool handling of 209,135,000 bushels. Pool grain last year was shipped direct through 60 ports to 24 different countries. The business was all done through Winnipeg office, but offices in New York

and Eastern Canada attended to local demand, and the Pool also had agents in European countries. Although the Pool had no control over the production of grain, it lost no opportunity of impressing upon the grower the value of quality. So far, Mr. McIvor said, only a beginning had been made in getting producer and consumer together, but he believed the better price secured by the Pool had not been at the expense of the consumer.

Mr. Vesecky answered a number of questions regarding price on the basis of protein content, and he pointed out that sometimes a low protein wheat brought a better price than a high protein wheat, due to relative demand and local conditions. That was the case in 1926. On the whole, however, high protein wheat commanded a premium in the market, and his association paid the grower the premium his wheat obtained.

GRAIN BUYERS

A. W. Golightly, director of the English Co-operative Wholesale Society, brought greetings from that organization. The capital and wealth of the British co-operatives, he said, represented the accumulated savings of the industrial workers, and now they had reached the stage when some of the savings could be used to promote agricultural co-operation in England. He had been doubtful about the Pools at first, but now he did not believe they would

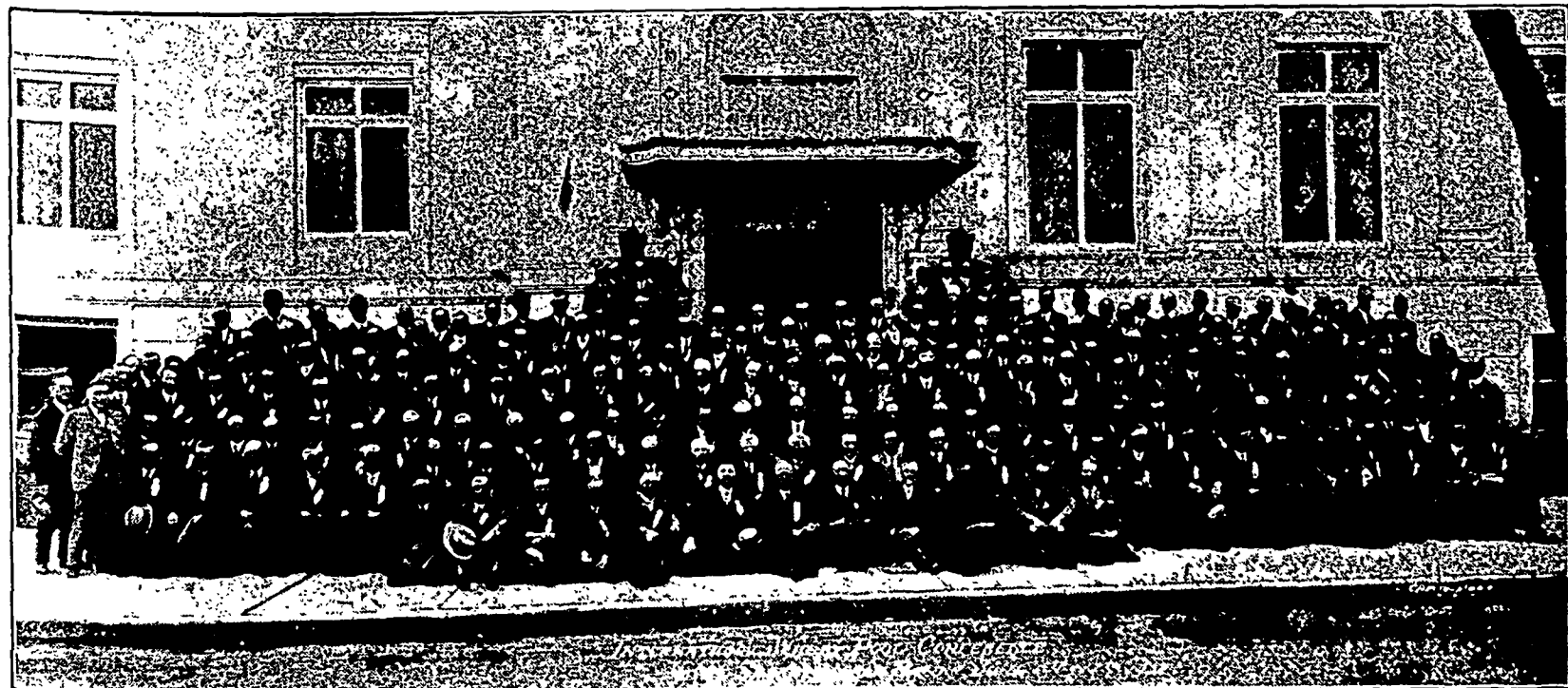


operate to the hurt of the English workers. The Canadian farmers were entitled to a fair reward for their labor in the price of their wheat, and he thought the question of how to get a fair price and also a fair deal for the consumer should be frankly faced by the producers' co-operatives and the consumers' co-operatives. They were agreed on principles and given mutual confidence, they should agree on business requirements. There was a field for reciprocal co-operative trading, and he felt sure there would be a development of such trading.

J. Oliver, also a director of the English C. W. S., supported Mr. Golightly. There should be in Canada, he said, a co-operative wholesale society which could be



a customer of the English wholesale just as it was customer of the Pool. Surely, he said, it was not unreasonable to expect that if the English wholesale did business with the Canadian



DELEGATES TO THIRD INTERNATIONAL CONFERENCE, REGINA, JUNE, 5, 6, 7, 1928.

producing co-operatives, a Canadian wholesale would do business with the English producing co-operatives.

John Cairns, director of the Scottish C. W. S., expressed pleasure at the development of co-operation in Canada even though it had taken a form different to that in Scotland. Anything that could be done to improve the quality of Canadian wheat or the method of marketing it would receive the blessing of



Scottish co-operators. Co-operation might not mean as much to Canadian farmers as to Scottish industrial workers, but the Canadian movement did at least mean that the producers were organizing to conduct their own business and to get a better living out of their labor by economy, in distribution, and in effect that was practically what co-operation was doing for the consumers in Scotland. He realized that it was difficult to reconcile the diverse interests of buyer and seller, but goodwill, a sense of justice and wise judgment on both sides should enable both the farmers of Canada and the industrial workers of the old country to reap all the advantages of co-operation.

Peter Malcolm, also a director of the Scottish Co-operative Wholesale, wished the Pool every success. It was young; in Scotland they had had 60 years of experience, and they knew that in co-operation lay economic safety. He knew there was quite a problem to solve in the relationship between producers and consumers co-operation, but that



problem would be solved. The Scottish co-operators want to deal with the Canadian Pools, and he hoped a closer connection would be made so that they could be helpful, one to the other.

Answering a question as to the business experience of the British wholesales with the Pool, Mr. Golightly said, that so far they had nothing to complain about. Closing the session, Chairman Burnell said that the Pool was quite prepared to meet the British co-operators in full discussion of their mutual problems.

Wednesday Afternoon

Marketing problems was the subject set for discussion at this session, and the papers read covered grain marketing in Russia and the United States, livestock marketing in the United States and fruit marketing in British Columbia.

MARKETING IN RUSSIA

The area sown to grain in the U.S.S.R. in 1927, said M. S. Lulinsky, vice-president of Selskosojus-American, Inc., while larger than the preceding year, has yielded slightly less, owing to poor conditions. The crop is, however, larger than that of 1925. Wheat acreage increased from 70,881,800 acres in 1926 to 75,950,200 in 1927, but the production of 748,680,000 bushels is about 70,000,000 lower than in 1926. Production of all crops was 74,190,000 tons in 1927; 76,280,000 in 1926, and 72,470,000 in 1925.

The grain export trade, and the supply of urban markets, is carried on by state and co-operative marketing agencies. Purchases for the nine months ending March 31, 1928, were 9,223,000 metric

tons as compared with 9,544,000 tons during the corresponding period of 1927, exclusive of oil seeds, which bring the totals to over 10,000,000. The decline in procurements during the first half of the year was chiefly responsible for the curtailment of the Soviet grain exports.

The Soviet Union exported across European frontiers in this same period only a fraction of their previous year's figure, this being largely due to the increased domestic consumption of grain, especially of wheat, and also to the desire of the peasants to ensure against periodic famines by holding considerable grain stocks.

Every year the state and the co-operatives supply the peasants with selected seed. This is made possible by the maintenance of hundreds of state experimental farms.

In order to market more effectively it has been decided to reorganize the Soviet state procuring machinery, the several organizations being merged into one company known as the Soyuzkhléb. It is thus hoped to avoid duplication of effort and utilize more efficiently the existing elevator, storage and milling facilities.

The co-operatives, which play an increasingly important part in the Soviet grain market, have expanded considerably during the past year. The agricultural producer co-ops. did a business of 2,850,000,000 rubles in the fiscal year 1926-27 as compared with 2,125,800,000 rubles the year before. The membership increased nearly a million. Consumers co-operatives increased their turnover about 30 per cent.



A RUSSIAN CO-OP. SCHOOL FOR INSTRUCTORS.

Collective and state farms are becoming increasingly operated, and are expected to become a highly important factor shortly.

NORTH DAKOTA

"The real question which stands before the farmers in North Dakota is the development of a satisfactory marketing system and a satisfactory method of using the marketing facilities which are available," stated Prof. Alva H. Benton, head of the Department of Marketing, North Dakota Agricultural College, who spoke on "Grain Handling Facilities in the Hard Spring Wheat Area of the United States."



"The area is adequately supplied with grain handling facilities," was Prof. Benton's conclusion, "in fact there are many stations that are overbuilt to the extent that volume is lacking to keep them going."

Tracing the history of grain handling in the hard spring wheat area, which included North and South Dakota, Montana and Minnesota, Prof. Benton pointed out that their characteristic was the large number of country elevators for handling in bulk as compared with the sacking and warehousing methods of the Pacific coast.

Approximately 29 per cent. of North Dakota's 1,800 elevators are farmer-owned and, being larger, they account for 35 per cent. of the total space in the state. One-fourth of Minnesota's elevators are in this class while Montana has only 10 per cent. At many points the competition is disastrous, not only between farmer-owned and line elevators but between farmer elevators themselves, the latter class getting more than their average share of the grain.

Grain passing through these country elevators falls into four groups; grain purchased outright by the elevator on delivery; grain stored for farmers in anticipation of a rise in price; grain shipped for farmers in carload lots, a method which is on the increase

owing to values being no longer dependent upon grade alone but on premiums paid for protein. The charges average 2 cents a bushel, which appears to be too low now that the practice is increasing. The fourth group is grain shipped by associations, known as "Pooled grain."

There are three methods of selling in vogue in the hard spring wheat area. Grain sold "on consignment" is shipped to be sold on commission or a brokerage basis. A second method is when it is shipped "to arrive," when a price is agreed on between buyer and seller, provided that the grade is that specified by the seller, and that it reaches the buyer within a certain number of days. The third method is to sell "on track," which is a cash transaction at the elevator.

Two developments which threaten to complicate the existing handling system are payment on a protein basis, and the combine harvester now coming so generally into use. Payment on a protein basis promises to demand more binning space to store wheat of different protein contents. In Montana, farmers are being advised to hold back their high-protein wheats until the market rush is over. The use of the combine may rush the crop to elevators even faster than at present, and it may also result in the shipping of more damp grain. It is causing elevator managers considerable concern at present.

LIVESTOCK MARKETING

"The first step in co-operative livestock marketing in our state," said J. S. Montgomery, of the Central Co-operative Association, South St. Paul, who spoke on livestock marketing, "was made at Litchfield, Minn., about 20 years ago. At that time there were some eight or ten buyers who were handling the business and taking such tolls that farmers decided to take their stock direct to consumers through their own organization. The movement has spread rapidly. The Farmers' Union entered the field at Omaha, back in 1927, on a non-profit basis. This organization has many such groups now at the principal centres. The American Farm Bureau Federation, in 1921, gave impetus to the co-op-

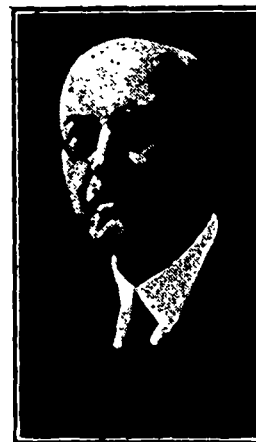
erative selling of livestock by drawing up a marketing plan which was put into effect at all the principal markets quite successfully.

"It is now estimated by the federal government that in 1927 the co-operative selling agencies at 24 livestock markets handled a total of 10,700,812 head of animals, having a gross value of \$265,137,212. While this does not represent a large percentage of the total livestock production of our country, when we remember that it has been a development of the last five years, we feel that it is a creditable showing and may be accepted as evidence that the plan will continue to grow and prosper.

In enumerating the advantages which co-operative marketing has brought to the producer of livestock, Mr. Montgomery mentioned the strengthening of local associations; a stronger sentiment for the plan throughout the territory; greatly reduced marketing costs that range from \$8 to \$10 in commission charges alone; greatly improving market services and practices, and levelling out the peaks and valleys caused by market fluctuations.

MARKETING B.C. FRUIT

"The majority of fruit growers in British Columbia are of the opinion, so far as their experience has taken them to date, that the reign of law is preferable to the chaos from which they have recently emerged," said F. M. Black, Kelowna, B.C., chairman of the Interior Tree Fruit



and Vegetable Committee of Direction of British Columbia, in discussing fruit marketing. By the "reign of law" he referred to the recent statute in British Columbia which requires

dealers and co-operatives to work together in marketing their fruit and vegetables.

"Present day conditions may be summed up by saying, that, in spite of efforts on the part of those who believed in co-operative action as a solution of the marketing problem, there still re-

mained such a minority, opposed thereto, that orderly marketing could not be achieved, resulting in heavy losses in all branches of the industry. Legislation has been enacted which, if it can be wisely interpreted and administered, seems to promise better things. Under it no one need suffer but the incorrigible individualist, and he not in pocket, but in personal opinions only."

Faced with conditions like those faced by the wheat growers in 1920, producers in B.C. attempted to found a co-operative organization which aimed at 100 per cent. co-operation, Mr. Black said, but since some 20 per cent. of growers still remained beyond the pale, the tendency, instead of being toward 100 per cent. co-operation, was toward a serious slump in the other direction. The picture, he said, resolved itself into two main marketing divisions carrying on ruinous competition in Canadian markets, and out of the stress of such conditions grew the determination on the part of growers to bring together the opposing factions for the common good of all.

The Interior Committee of Direction came into active being at the end of May, 1927. It consists of two members appointed by the growers and a chairman, who is a government nominee, with powers to do various things, among which are the following:

To determine the time, quantity, place, price and terms for marketing the product; to estimate the quantity available for marketing; to fix the quantity of such product which may from time to time be marketed at any place; to fix the place or places to or from which any product may be delivered; to set the minimum and maximum prices at which any product shall be marketed; to require shippers to make returns to it; to inspect the books, accounts, records and documents of a shipper; to promote uniformity in the methods and terms employed in marketing any products; to prescribe terms of sale for any such products, and to consider, approve, settle or reject claims for rebates; to promote the fruit and vegetable industry by compiling, publishing, distributing and furnishing in-

formation with respect thereto; to defray expenses of operation and to impose levies on any product marketed.

"It will thus be seen," Mr. Black said, "that the legislature of British Columbia has gone a long way in seeking to control individual action in the interests of the community as a whole. That it is within its rights in so doing is beyond reasonable doubt. The state is supreme in the matter of property and civil rights. When a condition exists which is highly prejudicial to the interests of a section of its people, and if such a situation can be cured by legislation, it is entirely within its jurisdiction to apply such legislative remedy."

The act particularly enjoins the committee, Mr. Black stated, that in fixing prices at which products shall be marketed it shall "have regard to the interests of the persons growing, purchasing or using the product so that the price fixed shall be fair and reasonable."

The arrangement, he says, has eliminated price swings of 1,000 per cent.; has prevented gluts and consequent price depression, and has brought the stability so essential to any industry.

On Wednesday, sub-conferences were held by delegates from livestock, wool, dairy, seed and fruit co-operatives, in each of which matters affecting the respective co-op were discussed.

Thursday Morning

Field service, country organization, contracts, co-operative education and publicity were on the agenda for this session. It was found too much to get into one session, and the paper on publicity was carried over to the afternoon session.

FIELD SERVICE

Discussing the question of field service, E. R. Downie, manager of the Kansas Wheat Pool, said in part: After considering the question of the purpose of field service and the things that we may accomplish, it seems that it might be well to consider a ques-



tion which arises very often in this connection; that is, can a co-operative marketing association afford a field service department? The early experience of most of

the pooling organizations in the United States indicates that no organization of this character can hope to operate successfully without a field service department. There is always the question, of course, as to how far a small pool can go in the field service work; that is, how much money is it advisable for them to expend in this work? Small organizations always need more field service work than they can afford to pay for.

An important item in connection with field service work is the selection of capable men. In our experience the successful man in field service work must have a very intimate knowledge of farming, and must know how to meet our farm people; and necessarily he should have some knowledge of organization methods and of business methods in general. The problems with which he must deal are varied and complex, and really require a considerable amount of ability. We have found that members of our association who have been farmers make the best field service men. Generally they are somewhat lacking in business experience and sometimes are lacking in education, but they are very familiar with the farm situation and also with co-operative marketing. Our experience with men who are better qualified from the standpoint of education and business experience, is that, while they are better fitted to handle a part of the work that they are required to do, they are unable to get along with our farm people. For that reason they are unable to accomplish very much.

The reason that some of our members do not see the need of field service work, and perhaps consider it too expensive, is the same reason that some of them do not see the need of physical facilities, financial reserves and

so forth in the conduct of business of this nature. Very often our farmers fail to realize that under the old order of things they have had to pay for all of the facilities, all the expense of operation, including field service, and everything else that is necessary to build up the business of the dealers.

After all we have only to look at other business organizations to determine whether field service is necessary, whether we can afford it, and how we should run it, because the same fundamental principles of business conduct apply in the case of the co-operative as in other lines of business.

COUNTRY ORGANIZATION

There are three principles which apply to both selling and purchasing co-operatives, declared F. W. Ransom, secretary of the Manitoba Wheat Pool, who dealt



with the question of country organization. These principles were fundamental and they were: Mutual aid, service at cost, membership control. Mutual aid, he said, was undertaken not merely to

make money but to promote human welfare. In competitive business the incentive was the making of profit; in co-operation there was no profit-making, the incentive being service for mutual benefit. In co-operative enterprises surpluses left after paying costs were returned to members on the basis of business done. A co-operative association is controlled by its members. They determine its policy and must consequently assume the responsibilities of control. The organization of a co-operative, therefore, must proceed along lines in which these three fundamental principles are recognized.

After relating how the Manitoba Pool was brought into existence, Mr. Ransom stated that the function of his department was to build up the membership, keep them informed on Pool matters and develop in them a sense of responsibility. To assist in this

work a field force had been established, and through it about 75 per cent. of the work of his department was carried on. Local officers also assisted, and in certain circumstances special canvassers were employed. With field men, local officers and special canvassers, the province had been covered in three drives, 1924, 1925 and 1927, but while high pressure methods may be required on special occasions, it was better in normal circumstances to maintain a steady and natural pace. Mr. Ransom then dealt with methods for keeping the members informed on Pool matters, referring to meetings in the country, posters, advertisements in country weeklies, radio, and the Scoop Shovel, the latter he explained being used by all the agricultural co-operatives in Manitoba.

For the purpose of maintaining local control Mr. Ransom explained the organization of the Pool local, the members of which met at intervals during the year and toward the end of the Pool financial year in an annual meeting at which officers for the ensuing year were elected, and also delegates to the annual general meeting. The province, he said, is divided into seven districts, each of which elects a director to the Pool board. The locals thus are in direct contact with the membership and the directors represent the locals; there was a permanent contact between the administration and the membership.

Mr. Ransom then explained the elevator policy of the Manitoba Pool—the signing up of acreage to a Pool elevator, the formation of the local elevator association and the contract between the association and the members. The local elevator associations, he said, are federated under the administration of the Pool. The latter determines the policy of the associations in the main, but the local board has the final say in matters of a local character.

In concluding, Mr. Ransom stated that there was greater interest in the Pool, and in fact, in agricultural co-operation in general, in Manitoba, than ever before. Practically every farmer, whether a member of the Pool or not, admitted that the Pool had been of great benefit to the

farmers. The marketing and the consumers' organizations, he said, are working in close harmony, realizing that they are members in one family, all striving for a common end. Through their co-operatives the farmers are providing themselves with service at cost, are securing better prices and are raising their standard of living.

CONTRACTS

"The exigencies of modern commerce have made the use of contracts so universal, that we subscribe to them daily while hardly knowing it," said R. O. German, secretary of the Alberta Wheat Pool. "All the delegates present have entered into contracts to be brought here by trans-



portation companies. The pressmen contract with telegraph companies to send news of your deliberations. Can anyone imagine large railways or other commercial companies

doing business without contracts? Even our well-known paper money is neither more or less.

"It seems fanciful that we should hesitate to apply the same principle to marketing wheat. It is true that solemn and serious obligations are entered into, but so they are in any worth-while endeavor, and privilege cannot be divorced from responsibility.

"A specified time is also necessary. A long term contract ensures stability and enables plans to be laid, programmes to be worked out and valuable men to be attracted who would not bother with an organization whose existence was not assured for some time at least. The only reason why contracts should not be longer than five years, is that conditions might produce unsuspected weaknesses in a particular contract form which can be remedied in the next.

"The liquidated damages clause is sometimes considered too severe. I submit that is a very vital part of a marketing contract. A defaulting member should certainly make a monetary compen-

sation for the deficiency in volume and morale which he has caused. The 25 cents a bushel is a small enough protection to the loyal Pool member, but it must be understood that the board has discretionary powers in imposing the penalty.

"The advantages of a five-year contract are these: 1. It defines definitely the obligations as between member and association. 2. The responsibilities of membership are uniform on each member. 3. It is a bulwark against sudden attacks from outside. 4. It ensures continuous volume during its life, making for best economy. 5. It justifies a five-year programme of development. 6. It gives the association time to establish itself. 7. It protects loyal members against defaulters. 8. It is a reminder to casual members. 9. To the weak member it is source of strength.

"Only a few are really aware of co-operative principles, and we are as yet but infant co-operators. We must think our way to a clear understanding of the law and learn to conform to it. Some day, after further years of the struggle that has progressed in Western Canada for the past quarter century, a perfect generation of co-operators will need no contract, but in the meantime we require it for mutual support and protection."

EDUCATION

Co-operative education was dealt with by J. T. Hull, director of education and publicity, Manitoba Wheat Pool.

What, Mr. Hull asked, do co-operators mean when they talk of co-operative education? The phrase itself implied that they did not mean education in general but education which had some specific reference to the principles and practice of co-operation. It was necessary, therefore, to define both education and co-operation. The former might be defined as the equipping of the individual to live the fullest possible life. Co-operation in its simplest form meant working together, but that definition was altogether too narrow for the co-operative movement. Men could combine for good and bad purposes; they could work together to defeat the very purposes of the co-operative movement. It was

necessary to go beyond the dictionary, and look at the co-operative movement historically.

It began, Mr. Hull said, in the early part of the nineteenth century in small voluntary associations for encouraging thrift among the poor. About the same time the great democratic movement began and the same period saw the beginning of the labor school of economics. The period, therefore, saw, (1) voluntary associations for mutual benefit of the members; (2) a movement for political equality; (3) a searching examination of economic doctrine and organization.

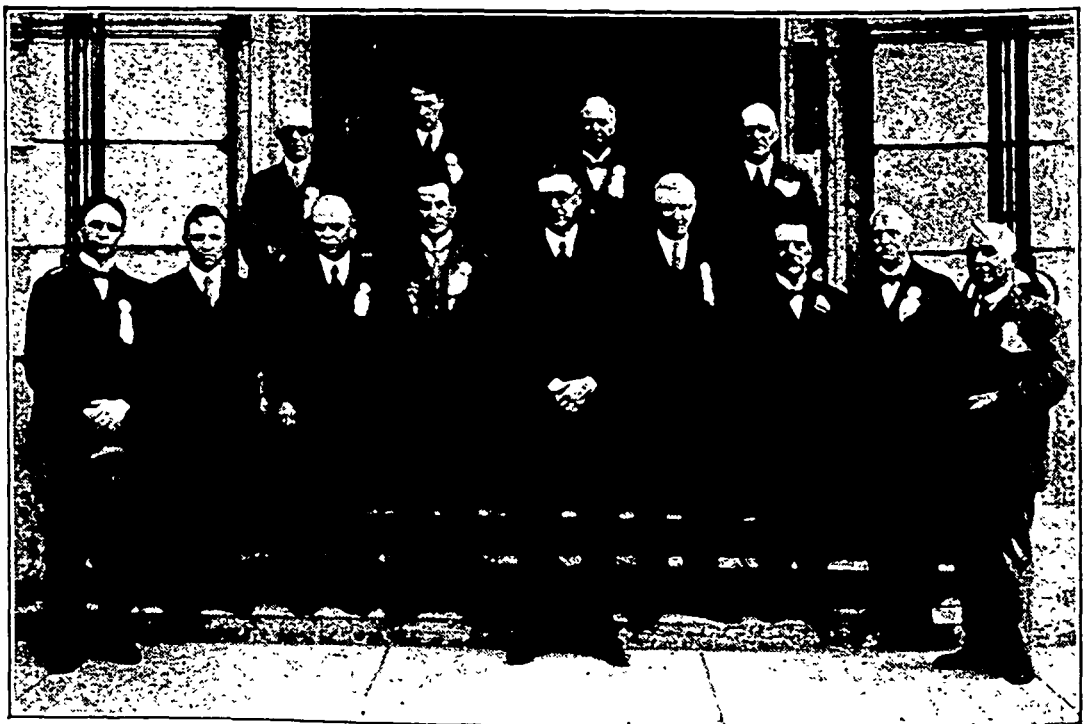
In the middle of the second decade of the nineteenth century, Robert Owen put forward, as a means of relieving unemployment, the plan of villages of co-operation, communities cultivating a certain area of land and operating factories on a communal basis. Owen had in mind the creation of a new order of society, in which economic equality would be achieved, and he proposed direct training of the people for this new order. He made education for it a part of the scheme.

Dr. William King, a Brighton physician, urged the saving of capital by the organizing of the purchasing power of the people through co-operative stores, the capital so raised to be used to found co-operative villages such

as Owen recommended. The Rochdale pioneers set the co-operative store on a firm and enduring basis, but they also wanted to use the store as a means of raising capital for the purpose of founding co-operative communities. Thus, co-operation began not merely as a business proposition, but as a specific method for realizing a social philosophy in a new social order.

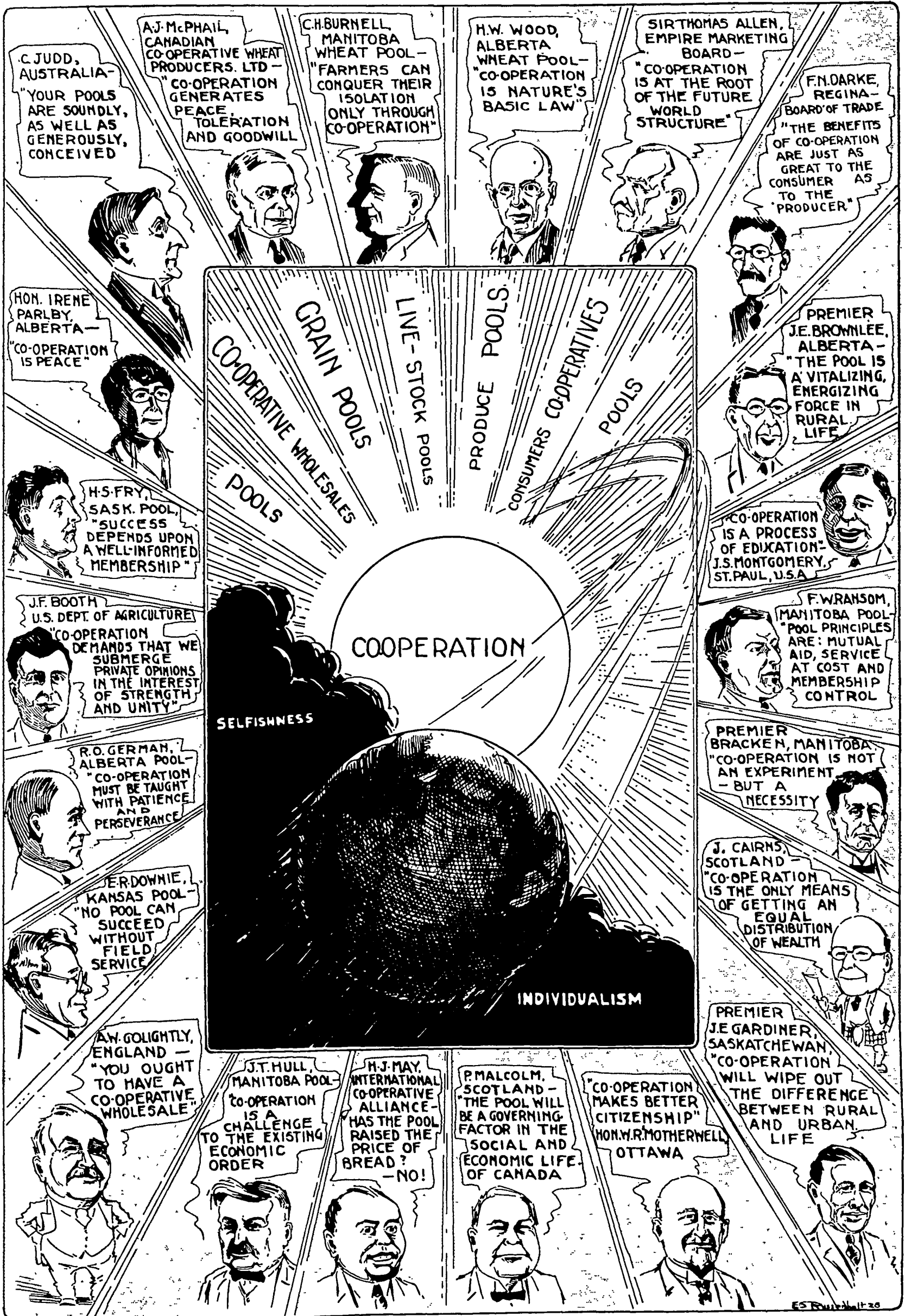
Co-operation then, implied a new social order; an order in which the democratic ideal of equality was extended to the economic sphere. Men who had tasted of political equality wanted to taste economic equality, and they proposed to achieve it by the method of co-operation. The co-operative movement was a challenge to the existing order. It was a solution of the problem which the existing order had failed to solve, the problem of how, in a world producing more utilities and creating greater comforts than ever before, to secure that equality in enjoyment and increase in general happiness which will satisfy the prevailing sense of right and justice. To self-interest, the basis of the capitalist system, co-operation opposed the common good; to the motive of profit-making, the motive of service; to the method of competition, the method of work-

(Turn to Page 40.)



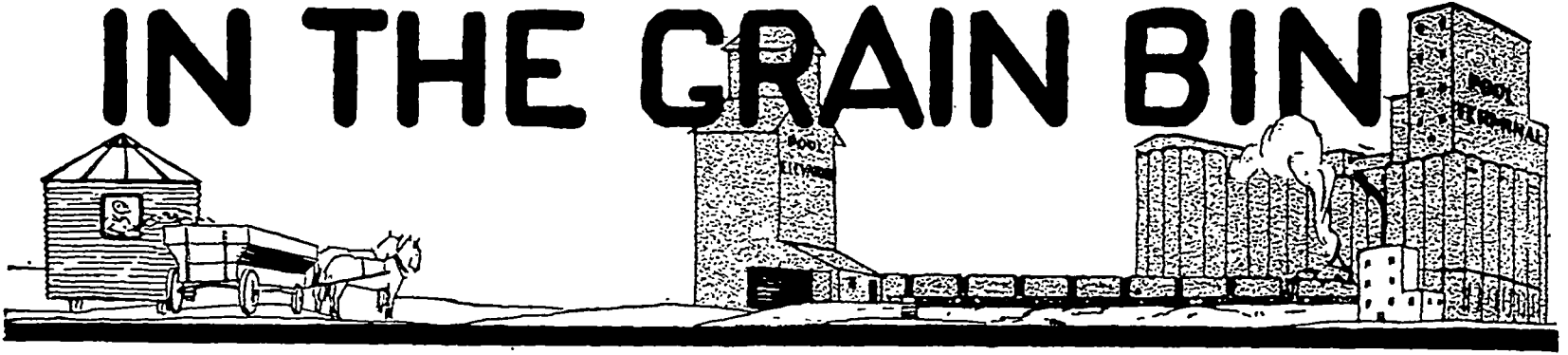
OUTSTANDING FIGURES AT THE CONFERENCE.

Front—Reading left to right: Hon John Bracken, Premier of Manitoba; Hon. J. G. Gardiner, Premier of Saskatchewan; H. J. May, Sec International Co-operative Alliance; C. Judd, Manager Victorian Wheat Growers' Corporation, Australia; Hon. J. E. Brownlee, Premier of Alberta; C. H. Burnell, Pres. Manitoba Wheat Pool; J. Oliver, C.W.S.; Sir Thomas Allen, Empire Marketing Board and C.W.S.; A. W. Gollightly, C.W.S. Director.
Back—H. W. Wood, Pres Alberta Wheat Pool; R. Metcalfe, Asst. Secretary Horace Plunkett Foundation; Peter Malcolm, Director S.C.W.S.; John Cairns, Director S.C.W.S.



The Scoop Shovel Artist at the International Pool Conference sees the world entering a new era.

IN THE GRAIN BIN



By R. M. MAHONEY, Manager.

POOL ELEVATOR AGENTS MEET

It is quite impossible, as I see it, for any one individual to analyze the benefits that may be derived from a so-called meeting or convention.

Arrangements were made about a month ago to bring all of our elevator operators, as well as many of our newly employed operators as possible, into Winnipeg for a three-day conference. A three-day conference is rather a long one, and we felt that if it were to be made a success there would need be a considerable diversity of subjects.

The conference was called for 10 o'clock, May 29th. All of our present elevator operators but one were in attendance, the local elevator boards and members having agreed that their elevator might be closed for that week.

The meeting was opened by President C. H. Bur-

or less accustomed to speaking on the Pool and Pool elevators, it was a new experience to me to address this many employees. Ten o'clock in the morning is not the easiest time in the world to try and deliver a so-called address. One has hardly swept the cobwebs off one's brain by this time. Added to this, the first bad news of the morning was that our new 50,000 bushel elevator at Alexander, Manitoba, was burning. I tried to cover as fully as I could the points that I thought were vital, and I presume, due to my position, the operators felt that they had to appear enthused; in any event they gave me a good hand when I was finished, but maybe it was because I was finished—you never can tell.

At twelve o'clock we got into cars and drove to the Manitoba Agricultural College, where we had lunch, and afterward inspected the college

CUT-OFF FOR DELIVERIES---JULY 16, 1928

The grower is hereby notified that July 16th, 1928, is the cut-off date for deliveries of grain to be included in the 1927 Pool year: All grain delivered after that date will be accounted for in the 1928 Pool year.

nell, who gave an address on the Pool: the reasons for it, its ideas, its ideals, its objects and its accomplishments. Mr. F. W. Ransom then handled Pool Organization and the Elevator Policy. During the afternoon there were discussions on contracts, canvassing, contract breaking, anti-Pool propaganda, distributing Pool literature, radio in district, Pool library, Scoop Shovel, local meetings and Junior Seed Co-operatives. We also had talks from Mr. Roy McIntyre, eastern sales agent for the Central Selling Agency, Mr. Cairns, who is in charge of statistics and crop reporting for the Central Selling Agency; Mr. Hull, of Scoop Shovel fame, and Mr. Bradbrooke, of broadcasting fame.

At 6.30, the first night, there was a dinner at the Hudson's Bay Store, which was attended by all the operators present, (there were approximately one hundred), also the wives of elevator operators who had accompanied their husbands to the city, and a few members of the Wheat Pool staff. After the dinner there were short talks, given by Mr. Landreth, of the Co-operative Egg and Poultry Pool; M. Tovell, of the Co-operative Dairies; Mr. McPhail, of the Cattle Pool; Mr. Thompson, of the Wool Pool, and Mr. Magwood, of the Co-operative Wholesale.

The Second Day

The meeting was opened the second morning at 10 o'clock by myself, and while I have grown more

grounds, returning at 4 o'clock for an inspection of the office.

The Third Day

The third morning we had a discussion on cleaners, engines, testing for dockage, testing for moisture, and general all-round grain handling. In the afternoon we had a talk from Mr. T. J. Murray, our solicitor.

During the conference, Mr. Donovan, general superintendent, handled part of the discussion on the technical handling of grain.

A unique feature of the first day's programme was Mr. Burnell's talk on the beautifying of the elevator grounds. This was also dealt with the second day at the Agricultural College luncheon. Beautifying the elevator grounds perhaps sounds a little exaggerated, and yet I wonder if it is. Cleaning up, levelling up, and eliminating weeds and old scrap around an elevator is beautifying. We hope to go further than this and make the elevator grounds not only clean, but attractive, or at least as attractive as is possible under existing conditions. This was dealt with in detail in a separate pamphlet which was handed out to all those who attended the conference.

Let me repeat what I said at the very start: It is impossible for any one individual to successfully determine the effect of a conference of this kind.

My own impression, however, was frankly that it was of great benefit to every person who attended. I do not include in this only the elevator operators; I include in it as well those of the staff and executive who attended. We all get peculiar ideas of the other fellow until we get to know him. One of the younger members of the office staff, after looking over the operators, expressed his keen surprise, and, I think, disappointment when he said that his impression of elevator operators was that they have to be at least six feet tall and weigh at least 200 lbs. In trying to analyze where he would get this impression from, I could only assume that he got it from reading circular letters that go out from this office, and letters that come in from members in the country, and seeing how much was expected of elevator operators, he naturally assumed that they must be supermen, and I guess after all we might as well admit that a good and successful elevator operator must needs be almost a superman.

An Annual Event

It is our intention to hold this meeting each year, and it is our hope that as each year passes they will become a greater success. Gathering together one hundred employees from various parts of the province and throwing them together in one meeting place, most of them strangers to each other, does not immediately create a feeling of ease. You know, we all feel a little bit more at home on our own little bit of property than we do anywhere else. An elevator operator shows at his best in his own elevator, just like all the rest of us show at our best when we are at the particular work that we are acquainted with. The dinner the first night, however, the visit to the Agricultural College, and the mixing up during the conference, tended to break down barriers, and many men who thought they were carrying all the burdens on their own shoulders, discovered other men present who thought they were carrying all the burdens of the world on their shoulders. The men from the north

discovered that the men from the south had their problems, and vice versa.

Confidence and Security

It seems to me that the greatest benefit that will come from this conference will be a sense of confidence and a sense of security that must have come to any thinking person who attended the meeting. Less than four years ago the Manitoba Wheat Pool started. It was small, new, and untried, and it took courage for anyone to throw his lot in with the new organization. It has been impossible for the average employee to realize the growth of the organization and to realize its present size and strength, but after attending this conference it would seem to me that anyone who attended would feel a sense of security, a sense of bigness, and a sense of worthwhileness that they could not possibly have felt before, and after all, confidence in the people you are working for and confidence by the people who own and control a company, in the people who are working for them, is bound to tend towards more successful operation.

I know of no grain handling organization in the province of Manitoba who could have gathered together as large and as formidable an organization as was gathered together at our conference. Taking into account the number of elevators which we are building this year, the Manitoba Pool and Manitoba Pool Elevators will handle a larger volume of grain than any other one organization has ever handled in the province of Manitoba before. It is with a sense of pride that we who work for this organization realize this, and, at the same time, realize the security that rests behind such an organization.

Let me repeat once more, I cannot estimate the value of this conference, but I can say this, that if every individual who attended got from this so-called convention as much as I did, it was more than worth while.



THOSE ATTENDING CONFERENCE OF MANITOBA POOL ELEVATOR OPERATORS. PHOTO TAKEN AT M.A.C.

THE SCOOP SHOVEL

Official Organ of MANITOBA CO-OPERATIVE WHEAT PRODUCERS LIMITED
MANITOBA WHEAT POOL

OFFICES: ELECTRIC RAILWAY CHAMBERS, WINNIPEG, MAN. TELEPHONE 89 601

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Managing Editor—J. T. Hull

Subscription Rate—50 cents per year

CO-OPERATION—SERVICE AT COST

WINNIPEG, MANITOBA

JUNE, 1928.

THE INTERNATIONAL CONFERENCE

Although a full report of the proceedings of the International Pool Conference will shortly be printed and will be available to Pool members who ask for it, we have made this issue of The Scoop Shovel a Conference number, our purpose being to give such an account of the proceedings as will enable our busy members to get an idea of what was said and done at this great gathering of co-operators from various countries.

We believe the results of the conference may be stated in three words: information, understanding, inspiration. Agricultural co-operation now covers a large field, and the conference brought out a mass of information relating to its development. The delegates, representing various forms of co-operative endeavor, discovered themselves to be members of a great family, bound together by similar principles and striving toward the same goal, and out of that discovery came a better understanding of the relationship between one form of co-operative effort and another, and a clearer vision of the movement as a whole. There was not only a confirmation of the faith that inspires the true co-operator, but a strengthening of his hope in the enduring success of the movement.

One thing the conference made manifest; co-operation as a means of raising agriculture to a place of equality with industry is a dominant feature in the economic life of almost every country, certainly in every country in which agriculture has responded to the economic realities of today. The farmer has developed an inferiority complex, that is, he has discovered that he has been crowded to the bottom in the struggle for economic equality, that he has not even held his own with other producing classes, and he is now out to secure "a place in the sun." The war played havoc with organized agriculture in Europe, but it is coming back, and the discussions which have taken place in the last three congresses of the International Co-operative Alliance show that agricultural co-operation in Europe is taking its place alongside the great consumers' movement. In the first congress of the International after the war, (Basle, 1921), Mr. Albert Thomas, a delegate from France, said:

"We consider that the problem of the relations between consumers and agricultural producers is one of the most important with which we have to deal at the present time. It can safely be said that the development of co-operation in the near future and its organization throughout the world depend to a great extent on the solution of this problem,

. . . The development in international co-operative relations will depend above all on the connection between the wholesale establishments of industrial countries and the co-operatives engaged in sale and exportation in agricultural countries."

Mr. Thomas filled the role of prophet probably better than he knew. The Canadian Wheat Pools were not then in existence nor had the Canadian farmer turned as he has turned today to co-operative marketing as the means of improving his economic position. It means something to co-operation in its international aspect that today 150,000 farmers in Western Canada are busy working out a co-operative movement of their own, embracing practically the whole of their economic life. It would seem, therefore, the most natural thing in the world that the conference at Regina should hear an echo of the opinion expressed by Mr. Thomas, which, in fact, represents the position of the Alliance, as Mr. May made clear, and especially when the conference reveals that through the rapid development of agricultural co-operation the movement has become more international than the Alliance itself. The problem stated by Mr. Thomas in 1921 has been given increased significance and importance.

It is to the credit of the Canadian Wheat Pool that it was the instrument for bringing together the co-operators of the world. True the Pool was interested mainly in agricultural co-operation, but it has recognized that the consumers side of the movement ought not to be neglected, and especially that the consumer co-operatives in Europe should understand the genuinely co-operative character of the Pools. The gain in having it understood by British and European co-operators is beyond estimate in both an economic and spiritual sense. That thorough understanding is the prime feature of the Regina Conference, and it may have far-reaching effects upon the development of international co-operation.

CONTRACT BREAKING

(By T. J. Murray, Pool Counsel.)

The most serious case of contract breaking which has come to the attention of the board of directors, occurred at Strathclair. Tempted by seemingly attractive prices prevailing as a result of a peculiar local situation, a grower, having first gone through the form of leasing his farm to his wife in mid-summer, sold on the open market, during the past two years, over 10,000 bushels of oats. Having been unsuccessful in efforts, extending over a period of

several months, to bring this grower to a reasonable and proper understanding of his responsibilities towards his fellow members of the Pool, the board, on the 8th of May, caused a statement of claim to be issued in the Court of King's Bench, claiming \$1,093.80, liquidated damages for breach of contract. As a consequence, the grower acknowledged the wrong done to his fellow members, and requested the directors to accept half of the amount of damages provided for in the contract. Reasonable leniency to erring members has characterized the policy of the directors throughout and, in conformity with this practice, they decided to waive payment of half of the damages owing, and to accept the sum of \$546.90 damages, together with \$35.00 costs of suit in settlement of the claim. These monies were paid on May 31st. This is the first case the Pool has entered in the high court.

At Lenore, another grower, forgetful of his responsibilities, sold 391 bushels of wheat outside the Pool. Adopting a defiant attitude, he was sued in the county court of Hamiota. A dispute having been entered, and it having been reported to the board that the defendant was boasting that he had beaten the Pool, the case was brought to trial at the first sittings of the court. It came before His Honor Judge Maulson, on May 30th. The only defence seriously advanced was that defendant had not been supplied with a copy of his contract, and that he was not aware of his responsibilities thereunder. Having heard the evidence and considered the provisions of the contract, the court gave judgment in favor of the Pool for the full amount claimed, with costs. Judgment was accordingly entered for \$173.25, representing \$97.75 claim and \$75.50 costs. In delivering judgment, his honor, Judge Maulson, impressed upon the defendant the importance of living up to the contract which he had entered into, and pointed out the serious results which might accrue to the Pool if the defendant and other growers failed to carry out their undertakings. This is the second case in which the Pool has had to go into court against one of its misguided members, and the second occasion upon which the court has upheld, in its entirety, the stand taken by the Pool.

A BIT OF HISTORY

Mr. H. J. May, secretary of the International Co-operative Alliance, told the Regina conference, that for the first time in its history, the Alliance had sent a representative to a conference of co-operators outside the continent of Europe. Officially, that is

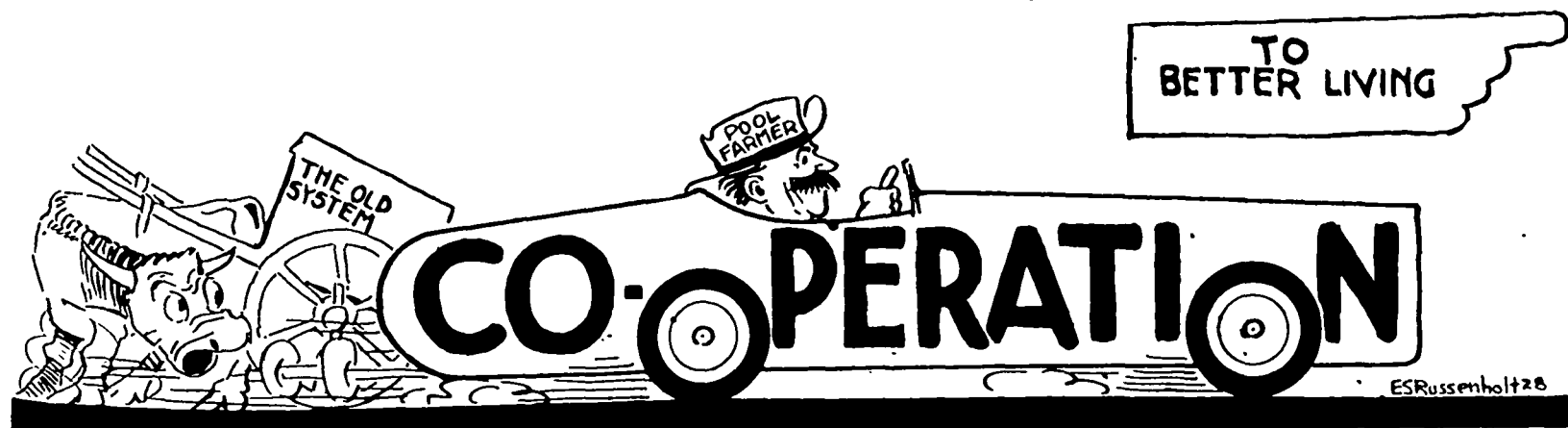
doubtless correct, but there was a little affair some twenty years ago at Ottawa in which the Alliance figured, and figured well. A special committee had been appointed by the government to take evidence in connection with a bill respecting the establishment of co-operative societies, and Earl Grey, then governor-general, appeared before the committee, not, as he was careful to explain, as governor-general, but as president of the International Co-operative Alliance. He gave an excellent account of the co-operative movement and spoke warmly in support of it, and he was ably seconded by the deputy minister of labor, W. L. Mackenzie King, now prime minister. The pity of it is that their efforts to secure legislative status for co-operation in a Dominion statute was unsuccessful; the bill was rejected by the Senate, and two subsequent attempts died in the House of Commons. It is worth remembering, however, that a governor-general of Canada did his little bit for co-operation in this country, and that he did it as president of the International Co-operative Alliance.

LOADING ASSOCIATIONS

The board of directors, at their last meeting, adopted a policy for the organization of loading associations at points where there is no Pool elevator. The objects of this policy are: To increase the membership; to secure renewal of 1924-27 contracts; to increase the volume of grain for Pool terminals; to accustom Pool members to joint action for mutual benefit; to form the nucleus of a Pool elevator association; to distribute Pool terminal earnings.

It requires ten Pool members to form a loading association, and they must be signers of both wheat and coarse grain contracts. The loading association will function almost the same as an elevator association with regard to organization, administration and management.

The member of a loading association will have the privilege of loading either over the platform or through his own facilities, or of using the facilities of the association. Those using the loader of the association must pay for it in proportion to the quantity of grain they ship in the first year. Those who do not use will not be called upon to pay for it. Terminal earnings will only be returned on grain shipped through the association. The whole purpose of this plan is to give Pool service to Pool members and to extend, as far as ever possible, the advantages of co-operation. Ask the officers of your local about this plan.





By F. W. RANSOM, Secretary.

Read these notices carefully. The Scoop Shovel is the Pool's medium of contact with the members. These notices are legal and proper and no other formal notification of these matters will be sent to members.

CUT-OFF FOR DELIVERIES, JULY 16th, 1928

The grower is hereby notified that July 16th, 1928, is the cut-off date for deliveries of grain to be included in the 1927 Pool year; all grain delivered after that date will be accounted for in the 1928 Pool year.

END OF POOL FINANCIAL YEAR, JULY 31st, 1928

It has been determined and agreed that the Pool fiscal year, 1927-28, shall terminate July 31st, 1928.

DELIVERY OF 1927 CROP

All those members who signed the original 1924-27 wheat contract are hereby notified that their agreement remains in force until after the wheat of the 1927 crop has been delivered. That is to say; there is no termination date set for the 1924-27 contract; the responsibilities of those growers in respect to that contract will not end until they have delivered their wheat of the crop of the last mentioned year.

ORGANIZATION FEE ON RENEWALS

The following resolution was adopted by the board of directors at a recent meeting:—

"Whereas the original wheat contract covering the period 1924-27 is binding on the grower until after the delivery of his 1927 crop; nevertheless it is agreed that any grower who has not signified his intention of continuing his membership in the Pool by re-signing a contract for the further period, 1928-1932 inclusive, shall, after October 1st, 1928, be charged the full organization fee of two dollars (\$2.00) on renewing his contract."

DELEGATE REPRESENTATION

In accordance with clause 20, of by-law No. 10, the Pool directors decided on a cut-off date for the purpose of determining the number of delegates to represent the local membership at the next annual general meeting. The date agreed upon was June 1st. Those members who have not renewed their 1924-27 contract have the right to attend the annual

meeting of the local to hear the report of the preceding year's business, but will not have the privilege of voting on any Pool matters affecting future business. That is to say: They cannot vote on the election of officers for the ensuing year, the election of delegates to represent the local, or on any resolutions affecting future policy.

RESOLUTIONS

The following resolution has been approved by the board of directors:—

"That all local secretaries be required to send in the resolutions passed at each of the local annual meetings, to the provincial secretary as soon after said meetings as possible, and to be in this office not later than August 15th."

This must be given strict attention. Immediately after your annual meeting, send in the resolutions that were passed. Put each resolution on a separate sheet of paper.

At the annual meeting last year, the opinion was expressed that there should be sufficient time given prior to the meeting for the consideration of resolutions to be brought to the attention of the delegates. Some time later, the local of Daly passed a resolution which was considered by your provincial board, and after being discussed at some length, resulted in the conclusion already given.

Upon receipt of resolutions passed at the local annual meetings, they will be put together and mailed out to the secretary of each local so that he can call a meeting of his board and members, to consider the matters discussed by all other locals, and that the delegates may be well informed and in a position to intelligently vote on them at the annual general meeting.

ANNUAL GENERAL MEETINGS

Since at the last annual general meeting of the Pool, a resolution was passed to the effect that future annual general meetings of the Manitoba Wheat Pool shall be held after the final payments have been made, in order to present to the delegates a complete financial statement, it was necessary to amend by-laws No. 4 and No. 10, to make pro-

vision for carrying out the wishes of the delegates.

By-law No. 4 required that the date, time and place of local annual meetings, and the date, time and place of the annual general meeting be included in the same notice sent to the shareholders. Since the local annual meetings are to be held as heretofore, in the month of July, and the annual general meeting will have to be held about freeze-up, a change from our former method of notification had to be made. Under Bylaw No. 4, as amended, ten days' notice must be given of any general meeting of the company; under bylaw number 10, seven days notice must be given of local annual meetings. Both amended bylaws provide that notices of these meetings shall be given in The Scoop Shovel.

The Scoop Shovel goes to every member of the Pool; therefore, notices of all these meetings will go to the members through that paper only, and not as heretofore through a circular letter. This will eliminate expense.

LOCAL ANNUAL MEETINGS

The local annual meetings are this year, as before to be held in the month of July. The date, time and place of such appears in this paper. It is a legal and proper notification, and the only formal one which the grower will receive. It is important, therefore, that you keep this issue on hand for reference, and that you make proper note of the

date of the meeting of your particular local, and make full provision for your attendance at that meeting. Mark the calendar on your wall, so that you will not forget the date.

We want to emphasize very strongly that the Pool is owned and controlled by the members; their business is probably the largest in the Dominion of Canada. It is up to you to mind your own business and show in what way you wish your Pool to be run.

The business of the meeting is to elect officers, choose delegates for the annual general meeting, to hear the directors' report and to give the opportunity to the members to express their opinions in the form of resolutions.

The meetings are arranged to make them convenient for the attendance of your directors, so that they may have the opportunity of appearing before you to give all information on the operations of the Pool.

They are strictly private business meetings, and only Pool members may attend.

CONTRACT BREAKING

Up to the present time, June 1st, there have been 59 cases reported as requiring investigation. In 26 of these, action was taken. On the remaining 33 there was not sufficient evidence to show that there was any breach of agreement.

LOCAL ANNUAL MEETINGS

DISTRICT No. 1—R. F. CHAPMAN.				
Municipality	Date	Time	Place	Hall
Morton	Sat. July 7	2 p.m.	Boissevain	Masonic Hall
Turtle Mtain.	Mon. July 9	2 p.m.	Killarney	Council Chbrs.
Riverside	Tues. July 10	2 p.m.	Dunrea	Hall
Whitewater	Wed. July 11	2 p.m.	Minto	Town Hall
Cameron	Fri. July 13	2 p.m.	Hartney	Hall
Albert	Sat. July 14	2 p.m.	Broomhill	Kilkenney Hall
Pipestone	Tues. July 17	2 p.m.	Cromer	Hall
Glenwood	Thur. July 19	2 p.m.	Souris	Council Chbrs
Oakland	Fri. July 20	2 p.m.	Nesbitt	Hall
Strathcona	Sat. July 21	2 p.m.	Belmont	Brisco's Hall
Sifton	Mon. July 23	2 p.m.	Lansdowne	School
Edward	Wed. July 25	2 p.m.	Pierson	Municipal Hall
Arthur	Fri. July 27	2 p.m.	Melita	Municipal Hall
Brenda	Sat. July 28	2 p.m.	Waskada	Hall
Winchester	Mon. July 30	2 p.m.	Deloraine	Flynn's Hall

DISTRICT No. 2—W. G. WEIR.				
Municipality	Date	Time	Place	Hall
Argyle	Wed. July 4	2 p.m.	Baldur	I.O.O.F. Hall
Roblin	Thur. July 5	2 p.m.	Cartwright	Orange Hall
Louise	Fri. July 6	2 p.m.	Crystal City	Municipal Hall
Pembina	Sat. July 7	2 p.m.	Manitou	Orange Hall
Stanley	Mon. July 9	2 p.m.	Thornhill	Community Hall
Roland	Tues. July 10	2 p.m.	Roland	Meth. Ch. Base.
Morris	Wed. July 11	2 p.m.	Morris	Cty. Ct. Hall
Montcalm	Wed. July 11	8 p.m.	Letellier	Council Chbrs.
Franklin	Thur. July 12	2 p.m.	Dominion City	Municipal Hall
Rhineland	Thur. July 12	8 p.m.	Altona	School House
De Salaberry	Fri. July 13	2 p.m.	St. Pierre	Council Chbrs.
McDonald	Sat. July 14	2 p.m.	Sanford	School Base.
Tache & Richot	Sat. July 14	8 p.m.	Lorette	Municipal Hall
Dufferin	Tues. July 17	2 p.m.	Carman	Land Title Of.
Grey	Wed. July 18	2 p.m.	Elm Creek	School Base.
South Norfolk	Thur. July 19	2 p.m.	Treherne	U.F.M. Rooms
Thompson	Fri. July 20	2 p.m.	Miami	Municipal Hall
Lorne	Sat. July 21	2 p.m.	Swan Lake	Hall

DISTRICT No. 3—C. H. BURNELL.				
Municipality	Date	Time	Place	Hall
Springfield	Wed. July 4	2 p.m.	Oak Bank	Hall
St Andrews	Thur. July 5	2 p.m.	Candeboye	C'munity Hall
Rockwood	Thur. July 5	8 p.m.	Stonewall	Municipal Hall
Bifrost	Fri. July 6	8 p.m.	Arborg	Municipal Hall
Rosser	Sat. July 7	2 p.m.	Rosser	School
Woodlands	Mon. July 9	2 p.m.	Marquette	School
Cartier	Tues. July 10	2 p.m.	Elle	School
Assiniboia	Tues. July 10	8 p.m.	Headngly	Agricultural Hall
Fisher Branch	Wed. July 11	8 p.m.	Fisher Branch	Hall
Siglunes	Tues. July 17	8 p.m.	Moosehorn	Hall
North Norfolk	Tues. July 17	2 p.m.	McGregor	Allies Hall
Eriksdale	Wed. July 18	2 p.m.	Eriksdale	Hall
Westbourne	Wed. July 18	2 p.m.	Gladstone	Com'nity Hall
North Cypress	Thur. July 19	2 p.m.	Carberry	Municipal Hall
South Cypress	Fri. July 20	2 p.m.	Glenboro	I.O.O.F. Hall
Victoria	Sat. July 21	2 p.m.	Holland	Methodist Ch.

Municipality	Date	Time	Place	Hall
St. Clements	Mon. July 23	1.30 p.m.	Lillydale	School
Brokenhead	Mon. July 23	8 p.m.	Beausejour	Municipal Hall
Portage la Prairie	Tues. July 24	2 p.m.	Portage	Memoria' Hall
Lakeview	Wed. July 25	2 p.m.	Langruth	School House

DISTRICT No. 4—W. G. A. GOURLAY.				
Municipality	Date	Time	Place	Hall
Swan River	Thur. July 5	10 a.m.	Kenville	Rink
Minitonas	Fri. July 6	2 p.m.	Minitonas	Municipal Hall
Ethelbert	Sat. July 7	2 p.m.	Ethelbert	Hall
Mossy River	Mon. July 9	2 p.m.	Fork River	Orange Hall
Ochre River	Tues. July 10	2 p.m.	Ochre River	Hall
Glenella	Wed. July 18	2 p.m.	Glenella	Orange Hall
McCreary	Thur. July 19	10 a.m.	McCreary	Municipal Hall
Dauphin	Fri. July 20	2 p.m.	Dauphin	G.W.V.A. Hall
Ste. Rose	Mon. July 23	2 p.m.	Ste. Rose	Municipal Hall
Lawrence	Tues. July 24	2 p.m.	Magnet	Hall

DISTRICT No. 5—JOHN QUICK.				
Municipality	Date	Time	Place	Hall
Rosburn	Mon. July 9	8 p.m.	Rosburn	Orange Hall
Silver Creek	Tues. July 10	2 p.m.	Angusville	Hall
Russell	Wed. July 11	2 p.m.	Binscarth	Hall
Shoal Lake	Fri. July 13	2 p.m.	Shoal Lake	Town Hall
Strathclair	Fri. July 13	8 p.m.	Strathclair	Agric. Hall
Hillsburg	Mon. July 16	2 p.m.	Bield	Hall
Shell River	Tues. July 17	10 a.m.	Deepdale	Hall
Shellmouth	Wed. July 18	2 p.m.	Rochedale	School
Boulton	Thur. July 19	2 p.m.	Boulton	School
Gilbert Plains	Fri. July 20	2 p.m.	Gilbert Plains	Agric. Hall
Grandview	Sat. July 21	2 p.m.	Grandview	School

DISTRICT No. 6—P. F. BREDT.				
Municipality	Date	Time	Place	Hall
Lansdowne	Mon. July 9	2 p.m.	Arden	I.O.O.F. Hall
Langford	Tues. July 10	2 p.m.	Neepawa	Neepawa Ct. H.
Odanah	Wed. July 11	2 p.m.	Rookhurst	School
Rosedale	Tues. July 17	2 p.m.	Birnle	Orange Hall
Minto	Wed. July 18	2 p.m.	Clanwilliam	Forrester's Hall
Clanwilliam	Thur. July 19	2 p.m.	Erickson	Scandia Hall
Jarrison	Fri. July 20	2 p.m.	Newdale	Lavry's Hall
Saskatchewan	Sat. July 21	2 p.m.	Rapid City	Masonic Hall
Cornwallis	Mon. July 23	2 p.m.	Brandon	35 J.W. Smith Bld.
Elton	Tues. July 24	2 p.m.	2 miles S. of Justice	Orange Hall
Whitehead	Wed. July 25	2 p.m.	Alexander	McIlquham Hall

DISTRICT No. 7—S. GELLIE.				
Municipality	Date	Time	Place	Hall
Archie	Fri. July 20	2 p.m.	McAuley	I.O.O.F. Hall
Ellice	Sat. July 21	2 p.m.	St. Lazare	Hall
Daly	Mon. July 23	2 p.m.	Rivers	I.O.O.F. Hall
Birtle	Tues. July 24	2 p.m.	Birtle	Hall
Hamiota	Wed. July 25	2 p.m.	Hamiota	Orange Hall
Blanshard	Thur. July 26	2 p.m.	Cardale	Hall
Mtiniota	Fri. July 27	2 p.m.	Beulah	Hall
Wallace	Sat. July 28	2 p.m.	Hargrave	School
Woodworth	Mon. July 30	2 p.m.	Kenton	Municipal Hall

International Pool Conference

Addresses of H. W. Wood, Dr. J. F. Booth and Hon. W. R. Motherwell at Dinner Given to Delegates to Pool Conference by Regina Board of Trade

The delegates to the Conference were entertained at a dinner by the Regina Board of Trade, on Tuesday evening. F. N. Darke, acting for the Board of Trade, was in the chair, and in giving a welcome to the delegates, he expressed the opinion that while the Wheat Pool had been of great value to the producer, it had not done harm to the consumer. Mr. Darke gave his audience some facts regarding the city of Regina, and stated that the really big enterprise in the city was the Saskatchewan Wheat Pool. He paid a compliment to the officials of the Pool for the efficiency of the management.

W. J. Rutherford, dean of the College of Agriculture of the University of Saskatchewan, told of the work of the University and, he said, "It may be that our university is unique in the fact that it is an active member of a Pool." He told of the early days in Saskatchewan and the difficulties encountered by the pioneers. "They brought out genius in many forms," he said. "They had a genius for discovering trouble, for organization and latterly, for co-operation." A great debt was owing by the present generation to the early pioneers. One of the purposes of the Wheat Pool, he said, was to improve the quality of the product. In this work the university was assisting, in fact, a large number of scientists throughout the Dominion were engaged in this work, and many more would have to be engaged if the excellence they sought was to be achieved.

H. W. WOOD.

That co-operation is a fundamental law of nature, and, therefore, a necessary condition of social progress was emphasized by H. W. Wood, president of the Alberta Wheat Pool. Co-operation, he said, "is nature's basic law. Its development is vital to human social progress and well-being. This law reaches down

and back among even the lower animals, making true the words of Kipling: "The strength of the wolf is the pack, and the strength of the pack is the wolf."



Nature, it is true, made the other law of competition, but it is competitive and temporary law beside the saving and abiding one of co-operation. We find that animals, among whom the survival of the fittest by competition played a pre-eminent part, are eventually forced to develop the counter-balancing law of co-operation in order to continue.

Conflict is so immemorial that it is hard to say what part it has played in human development. Probably primitive man could only be aroused to action by fear. The ways of nature are obscure, but it needs no very keen perception to see that competition is becoming more hopeless and oppressive in the solution of social ills. It has been the prevailing law up to now, and is becoming progressively more destructive. The recent war was by far the most destructive ever waged because mankind was more efficient than ever before. This efficiency is still developing, and many are appalled by its possibilities, but can only apply palliatives. To seek out primary causes seems not to appeal, but these causes are to be found in industry. Competition in industry leads to the logical outcome of competition in war. All competition is warfare, and under it the spirit of strife is developed. The hopelessness of producing harmony under a competitive system should be obvious, also that the hope of the future lies in co-operation instead.

The masses can only hope to survive industrially through co-operation. Progress must be

made upwards from small units, and as these units are developed larger units will learn to co-operate with each other. Already much has been done, but it has been found very difficult to get practicable co-operative enterprises run in a practical way. The keenest sponsors of the movement take least kindly to the inevitable slowness of the development process. Slow—almost imperceptible—improvement, is really all that can reasonably be expected, but many find the waiting hard.

In our Canadian Wheat Pools success has been good, but not what it might have been with more of the spirit and practice of co-operation. Some have criticized unduly, and a few have sold their wheat in violation of their word. Just to the extent to which they have withheld their loyal support, have they lessened the results.

There are others who have withheld their support entirely. Their vision, generally, is confined within a very narrow circle. It is probably that voluntary co-operation represents the supreme test of the ability of human kind to evolve a true social system. Only now are some beginning to respond. No wonder they failed at first—or that the cry is heard: "It cannot be done. They will never stick together."

They will stick. Because they have to. Probably no more striking example can be offered than the Canadian Wheat Pool. The world is beginning to believe that they can "stick together." The masses are beginning to have confidence in themselves and to see more clearly the "necessity for co-operation."

DR. J. F. BOOTH.

Discussing agricultural co-operation in the United States, and what appears to be the significant trend of such organizations, J. F. Booth, of the U. S. Department of Agriculture, pictured a

definite tendency towards larger associations, a move towards stronger financing, the adoption of more suitable forms of organization for various peoples and commodities, modified contracts, better business principles and appreciation of the peculiar



problems of co-operative management.

Co-operation, while not a new thing, had come more to the fore in the past decade than in any previous period of history, Mr. Booth said. In 1915 there were 5,424 co-operatives buying and selling farm supplies in the United States, handling less than three-quarters of a billion dollars worth of business a year. Now there were 10,800 associations with an annual turnover of \$2,400,000. There were 58,000 other associations engaged in business other than buying or selling such as education, credit, telephone services and insurance.

In certain fields, particularly in grain marketing, Canada had made greater progress, and the whole co-operative movement was the outgrowth of experiences in older lands, modelled to suit the needs of the new continent.

Trend Towards Large Scale Co-ops.

Although the average size of farms in the United States shows a slight increase of late, the producing unit will always be small. Competition between farmers was, and is, so intolerable that an early turn was made towards co-operative merchandising. In the United States, especially, these took the form of local associations which had very little to do with the selling of their product, being content to assemble, grade, process and store their product before forwarding it to the primary market. Now the movement towards larger units is on the way.

The trend of large-scale grain marketing has been slower in the United States than in Canada, because organizations there have always been local. At present there are 4,000 local farmers' elevators handling 500,000,000 bush-

els of grain, and large quantities of goods and livestock. Eight Wheat Pools handle only 20,000,000 bushels, and co-operative commission firms another 35,000,000. The farmers' elevator is still the important factor, which is disconcerting to those who feel that larger associations could offer better returns.

In Canada farmers have invested their capital in large provincial associations rather than in local units. They have thought in terms of the west rather than of the community, so that the Canadian Wheat Pools inherited 20 years of co-operative effort along large-scale lines. Their success was naturally greater than that of the American pools, which were forced to build on a mass of community units. The Canada Wheat Board also encouraged pooling sentiment and other factors contributing to Pool success were: 1. The one-crop nature of Canadian farming. 2. Uniformity of grain marketing facilities. 3. The great export bulk moving through the same channels. 4. The Canadian branch banking system. 5. Assistance from governments. 6. Simple marketing owing to absence of sample markets. Many American co-operators believe that the success of the Canadian Wheat Pools will soon induce the farmers south of the line to swing into large-scale methods.

Business Efficiency

No co-operative can run on appeals to loyalty alone, Mr. Booth said. Sound business management is a prime necessity, and it is encouraging to note that this fact is being generally accepted, being, in fact, the basis of all the co-operatives which have made outstanding successes. The definite and peculiar problem of the co-operative manager is getting wider sympathy than it used to. He is not only responsible to his members as owners, but also as patrons. This conflict of interests is a real difficulty, but members are learning to allow for it.

"In conclusion," Mr. Booth said, "it is well to realize that your opposition has hitherto been comparatively disorganized. Now, by way of a high compliment to the business success of co-operatives, there is a powerful national organization in the

United States to fight co-operation. They cannot be blamed for protecting their own interests, and co-operators are entitled to the same consideration, so our welfare demands that we submerge unimportant details in the interests of unity and strength."

HON. W. R. MOTHERWELL.

From the earliest days in this country, Mr. Motherwell said, there had been efforts to establish co-operative enterprises. These were almost entirely buying enterprises, and nothing was done in the way of developing co-operative selling. The co-op-



erative buying enterprises met with very little success, and when later on, co-operative selling was attempted, the method adopted was merely an addition to the competitive system. The

first big effort in the west was in the elevator business. Local farmers' elevators were established, but, mainly because they lacked capital, did not meet with much success.

The next step was the forming of joint stock companies. This, Mr. Motherwell said, was exemplified in the Grain Growers' Grain Company, which later became United Grain Growers. The second attempt was in Saskatchewan, and it was largely financed by the provincial government. It was a complete success. The third effort was in Alberta, and along similar lines to Saskatchewan. There also the system was a success.

Mr. Motherwell also referred to the organization of the Saskatchewan Co-operative Creameries. This system had passed through various trials and troubles, and had been recently reorganized and had become in reality a joint stock company, although it had retained some of its co-operative features. Another effort, he said, was in the co-operative marketing of wool. This system had been a complete success, and he paid a tribute to the work of W. W. Thomson, of Regina, for the pro-

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International Pool Conference

Addresses of Hon. J. G. Gardiner, Hon. J. E. Brownlee, Hon. John Bracken and Sir Thomas Allen at Dinner Given Delegates to Pool Conference by the Government of Saskatchewan

HON. J. G. GARDINER.

"The whole development of the human race has been from a state of intense individualism to one of organized civilization," declared Premier Gardiner. "The family, the tribe, the nation, are evidences of this development and closer relationship is visible on all sides. Not least of them is



this spectacle of men from our own country, from Australia, from the United States, from England, and from Russia, all meeting in the last organized capital of the English-speaking world

discussing the marketing of common food products for civilization."

In speaking of a "Co-operative Province," Premier Gardiner said that he would naturally speak of Saskatchewan, but it was not to be thought that this province was the mother of the spirit of co-operation. That spirit has been evident in the new world ever since the first colonists who combined against the red man. Right up to the present logging, barn raising and other "bees" are evidences of it, and no age favors its growth like the pioneering period of a country's growth.

When Saskatchewan became a province there was a strong wave of sentiment in favor of government ownership and control of public utilities, but this later gave place to a co-operative leaning, and as a result there were established the co-operative telephone system, the co-operative elevators, the co-operative hail commission and the co-operative creameries. In almost all there were elements of private ownership, of government control and of co-operative management. The hail commission was the most

purely co-operative of them all, and, like the telephone system, has been a marked success. The elevators were an outstanding financial success, but are now being incorporated into a more purely co-operative system with the elimination of private and government ownership and control. The creameries have been less successful financially, but they have made their contribution and promise better success in the near future with the incorporation of a greater element of co-operative management and patronage profit-sharing than hitherto. In all cases it is recognized that private ownership must be eliminated by proper, just and legal means.

"We have, in Saskatchewan," said Mr. Gardiner, "dealt somewhat drastically with a number of problems surrounding production and marketing of our produce, and we are confronted today with possibilities of a new development which will touch the comfort of every rural home in Saskatchewan."

"The question facing our people today is this: 'Are you prepared, in the matter of power, to carry the burden of the present to enjoy the blessings of the future?' Co-operation of city, town and rural district now may make the Saskatchewan of the future a much more pleasant place of abode."

Saskatchewan should be a co-operative province in the building of happy homes, the premier said; in joining with seven other English-speaking nations of which six enjoy the freedom of the Union Jack, the seventh that of the Stars and Stripes, to co-operate in great commercial and international plans to the end that peace may reign.

HON. J. E. BROWNLEE.

Premier Brownlee, of Alberta, said he desired first to congratulate the Province of Saskatche-

wan, and particularly the Wheat Pools and the other Co-operative organizations of Western Canada, for being able to arrange to have this international gathering in Western Canada this year. The



inspirational value of such a gathering and of the messages brought to the farmers of the prairie of the growth and development of co-operative marketing in other lands would prove invaluable in

stimulating interest and enthusiasm in our own various forms of co-operative enterprise.

In bringing greetings from the government and people of Alberta to the delegates, he was glad to be able to say that all was well with co-operative organization in that province. For twenty years that province had been engaged in a spirit of friendly rivalry with the other western provinces. Starting with the formation of local groups for the purpose of studying the problems involved in the warehousing and transportation of their grain. They had built up large co-operative elevator companies which had been a great factor in improving the conditions surrounding the handling of other grain products. Then following the principle in which he personally had great faith that a great co-operative organization could not do its great work unless it undertook the distribution of the product as well as the warehousing. The present pools had been established in 1923, making no little contribution to the establishment of the present inter-provincial pooling organization. After five years of operation he felt he could bring the testimony of not only the farmers of the province but also the business and professional men, that

it had been a great factor in improving the conditions of rural life, and had made no little contribution to the large measure of prosperity the province is now enjoying. Other products, notably livestock and dairy products, had since been organized, and he believed were on a sound progressive basis and would make their contribution to the provincial life. In spirit Alberta was now a co-operative province.

In reply to the question why governments were interested in co-operative marketing organizations, the first answer must be because they deal with rural life and governments must always be interested in that which affects rural life. The wheat Pools were a vitalizing, energizing factor in the development of farm life. It was a truth accepted without question throughout Canada that prosperity in Canada depended upon the prosperity of the farmer. In many ways rural life was becoming more and more attractive, but rural conditions would never become truly stabilized until economic conditions were such as to ensure to the farmer, from year to year, with reasonable certainty his cost of production and a fair profit, com-

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HON. JOHN BRACKEN.

"Coming into Regina this morning, almost exactly 21 years since I first entered it as a boy, I could not but be struck at the immense changes wrought in western farming since then," said Premier Bracken. "Visualizing these changes I am proud to have known the men who helped bring them about: Maharg, Hopkins, Fred Green, McQuaig, McKenzie, Wood and others. The mantle has today fallen on younger shoulders, and my best hope for them is that they will as worthily bear their responsibility as those who went before them."

Greeting the delegates according to their nations, Premier

Bracken thanked the United States representatives for the never-ending fund of valuable information which the United States Department of Agriculture was always ready to supply. "We, in Canada, too, he said, have watched co-operative progress in Australia with understanding and sympathy. It is to be hoped this meeting will be mutually helpful."

To the Russian delegates the Premier offered congratulations for the advances they had been able to make in their much-troubled land, and hoped that the competition which would occur between their products and those of Canada, would not prevent the fullest possible co-operation in solving mutual problems.

The speaker also paid tribute to the British delegates as representative of those who had carried the torch of co-operation down the years.

Dealing with the objectives at which co-operative organizations must aim if they were to fulfill the promise of the next ten years, Mr. Bracken first named "efficient service." Loyalty, the mere name of co-operation, cannot carry us far unless our associations serve better than those with which we compete. The foundations must be well and truly laid and the conduct of the business above reproach. At the same time, if the present organizations have any vision they will also build on the moral and spiritual values of co-operation.

The next objective is to widen the field of usefulness. The chief interest today is improved marketing, but who better than the co-operative can tackle the pressing problems of rural isolation, farm drudgery and shortage of household conveniences.

Thirdly, agriculture must be made more profitable. After all, agriculture is really, and not only rhetorically, the basic industry of Canada, and the lessons learned in the lean years show us that our national prosperity is bound up in a successful agriculture.

Fourthly, the quality of our agricultural products must be improved. This phase of the co-operative marketing movement made a strong appeal to him, said the speaker, and he congratulated

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SIR THOMAS ALLEN.

Co-operation is one of the greatest instruments of modern collective civilization, not only for economic but for ideal and moral reasons. It is the first of those factors which are shaping the world to a new order.

In its relation to world markets we may, first, examine what governments have done and are doing, and, secondly, survey some of the many national co-operative achievements.



We notice a distinctly growing tendency among nations to foster the co-

operative idea as one worthy of special consideration. In all countries legislation has followed the original British lines, but the Dominions and India have carried it much further. Hence co-operative credit, and functions of advice and help in a score of directions. There are 76 countries with special acts governing co-operative societies.

This is as it should be, and legislation should safeguard while also admitting the fullest possible freedom.

In promoting social and widely scattered wealth co-operation affords the state a greater amount of all-round prosperity than spasmodic or individualistic enterprise.

Now as to national efforts. Hardly any branch of trade except ship-building and the heavy metal industries are unaffected by co-operative enterprise. In Europe the population has increased 33 per cent. in 20 years while co-operation has multiplied tenfold. At least 150,000,000 people in Europe are being partially or wholly clothed and fed through the quarter of million shops of 80,000 registered societies.

Britain's consumer societies are a vital part of her economy, with a sales item of £200,000,000 sterling per annum. Hundreds of societies are springing up in India and Ceylon, while in Russia voluntary co-operation is gradually replacing absolute state control. In Scandinavia, Germany,

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International Pool Conference

Addresses of A. J. McPhail, C. Judd and Hon. Irene Parlby at Dinner Given Delegates to the Pool Conference by the Saskatchewan Wheat Pool

A. J. McPHAIL.

"I believe the Pool is doing for the farming community, in larger measure, what no organization has done in the past; and herein I feel this organization is making its real contribution to our national life," said A. J. McPhail, president of the Saskatchewan Wheat Pool and the Central Selling Agency. "I believe it has been the greatest



factor during the past three years in helping to give greater financial stability to agriculture. Few in this country would deny that statement. But what is immeasurably more important from the standpoint of permanently raising the status of the farming industry, is that the farmers through their own organization are gradually emancipating themselves from the yoke of drudgery, hardship and long hours of hard work without adequate recompense. These things are deadening in their effects on the things that make for strength of character in a class or people."

Characterizing the Wheat Pools as the most widely known Canadian institutions outside of the government itself and possibly the two railway systems, Mr. McPhail stated that this successful institution has probably done more to advertise Canada throughout the world than anything else during the last four years.

"The part it is playing in the development of Canada," he said, "especially Western Canada, is important. Aside from its most important function gathering and orderly merchandising of wheat and grain, it now owns and controls, in both country and terminal elevators, much the largest system of grain handling facilities ever brought under one own-

ership and management. It is one of the large customers of the Canadian banks. Last year its interest and bank charges amounted to nearly \$1,900,000. It is safe to say that it furnishes more business to the Canadian Railways than any other business concern in the country. (It is one of the largest traffic customers of the great lake carriers). Last year the Pool paid over twelve and one-half million dollars to move its wheat by lake and rail from Fort William to the seaboard. It paid over \$10,000,000 in ocean freight and seaboard charges. Its insurance charges—lake, marine, country and terminal elevators and grain, amounted to over \$1,000,000. During the four years of its operations it has distributed to its members over eight hundred million dollars. In addition to all this the Pool gives employment to a large number of people, paying out in wages alone \$4,000,000 annually.

"I know," he continued, "that the financial structure of the organization is essential as a groundwork or foundation for the other very important work—training in citizenship. The Pool organization is becoming more and more democratic, and it is continually seeking means of giving greater effect to the principles on which it was founded. Everything possible is being done to give the local committees and individual members a real feeling of responsibility, based on the fact that they must assume and exercise their full rights and duties of ownership if the institution is to continue to function successfully."

Farming was referred to by the speaker as the oldest occupation on earth. For an individual to trace his ancestry back through several generations of association with the land, was usually a matter of pride, and there was, therefore, every reason why the farmer should regard his own calling as first among all callings.

This was owing to the fact that from the standpoint of prime necessity it was first, and it was first, also, from the standpoint of keeping fresh the life blood of the nation. This much is true of agriculture generally, and it is particularly the case in Canada. The speaker deplored the tendency of many farmers to encourage their brightest sons and daughters to leave the farm, and he thought that "we must, as farmers, come in reality to regard our calling as the greatest in the world; as contributing more to the fundamental needs of human life and to the national life of the country than any other, and as offering opportunities for a life of usefulness and service, to say the least, second to no other—a field of endeavor in which the best of our boys and girls will find ample scope for the exercise of all their ability."

C. JUDD.

Speaking on the subject "Grain Marketing in Australia," C. Judd, manager, Victoria Wheat Growers' Corporation, Melbourne, Victoria, Australia, prefaced his



paper with the reading of a cable from the South Australian Wheat Pool, announcing that the 40 per cent. quota required by the South Australian Contract Wheat Pool had been attained

three months ahead of stipulated time. The cable also stated that it was hoped to have about 60 per cent. of the acreage in South Australia signed before the next harvest. Over 70 per cent. of the growers interviewed when signing contracts, consider the success of the campaign in South Australia due largely to the influence of the

Canadian delegates' visit in the fall of 1926. The announcement was greeted with hearty applause.

The speaker stated that four of the five Australian states, namely, New South Wales, Victoria, South Australia and Western Australia, normally produce an excess surplus of wheat. Queensland grows a small quantity of wheat but not sufficient for its own local requirements. Of a total production of 160,000,000 bushels for the 1926-27 season, New South Wales and Victoria each produced 47,000,000 bushels, South Australia 36,000,000 bushels, and West Australia 30,000,000 bushels. The year 1927-28 was a lean one, and the total production in the four states mentioned was only 105,500,000 bushels. Approximately 40,000,000 bushels are required for domestic uses, and of the exportable surplus a portion is shipped to the United Kingdom in the form of flour.

Last year the Australian Voluntary Pools handled a shade over one-third of the total marketable quantity, West Australia (which is a comparatively new wheat country, the wheat production of which has increased in twenty years from 5,000,000 bushels to 36,000,000 bushels), contributing more than the other three states combined. The farmers of West Australia have loyally supported the voluntary Pool during the last few years, and the Pool management is quite satisfied that this organization will continue to handle the bulk of the marketable wheat.

In New South Wales, according to Mr. Judd, steps are being made to amend the Wheat Marketing Act with a view to having a ballot of wheat growers taken on the question of a compulsory pool controlled by the growers themselves. The growers of New South Wales will not tolerate a compulsory pool with government control, said the speaker, hence the failure of previous ballots. He would not, however, make any forecast of the possible results of a ballot.

The voluntary Pool in Victoria last year, was severely handicapped by reason of the droughty conditions existing, as a result of which practically the whole of the wheat was required by flour millers for their local and export

trade. Consequently the Victorian Wheat Growers' Corporation received only one-quarter of the marketable wheat of the state. At about the same time a strong agitation was commenced for a compulsory Wheat Pool, and after considering the matter at a joint meeting of several interested farmers' organizations, it was decided to strive for a compulsory pool, provided such was controlled by the growers themselves and provided the government were given no overriding powers with regard to price fixing. The government agreed to the proposal, and a vote was recently taken, which resulted in the defeat of the compulsory Pool proposal by a margin of 493 votes. "We have now to get busy immediately and continue our campaign for voluntary co-operation,"

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HON. IRENE PARLBY.

Expressing appreciation of being invited to speak on behalf of the women of Canada, and on a subject embracing so much that was vital in human hope and welfare, Hon. Irene Parlby, of Alix, Alberta, also voiced her pleasure that women should be included in the programme. The feeling



might not be expressed, she said, but it certainly existed, to the effect that while men were ready to accept the help of women to establish the co-operative movement they had little conception of the part that women played in its final success. Professor Fay had realized this when he said that the uneasy feeling he sometimes had that co-operation is a mere veneer, vanished when women were in the room. They realize that co-operation works back from better business to better living for the family in the home.

"One point I wish to drive home," said Mrs. Parlby, "is that a co-operative civilization can no more be achieved without the sympathy and the work of women than Lindbergh could fly the Atlantic with one wing of his plane

missing. Men are apt to focus on the dollars-and-cents side of the co-operative movement, and few have sensed its deeper significance. The diversion of profits back into their rightful channels is a wonderful thing to have accomplished, and has untold possibilities for rural life, but it alone cannot knit a huge membership together through real stress."

The one thing above all others that led to the rapid rise of the Wheat Pools, was the 25 years of striving after a new philosophy of life on the prairies; mutual aid as a law of life, and self-sacrifice for the common good. It is really a philosophy as old as Christianity, but somehow submerged in the rough and tumble of modern life.

Some reformers are impatient at the slow upward movement of society. They do not see that co-operation, as radical as anything they could desire, is peacefully at work transforming economic thought and the structure of society. Co-operative civilization is even now building. Because it depends upon more than economics; because its roots are in things of the spirit, and because those qualities are born and nourished in the home, the women in the homes are the strongest allies it can have. Dr. Warbasse tells us that co-operation begins in that existing institution in which men and women are nearest equality and the interest of the children is supreme; the home. It was George Russell who said that "civilizations are but the externalization of the soul and character of races," and these are developed chiefly by the women in the homes."

The part of women in building the co-operative civilization, a vastly more important part than that of eloquence in sign-up campaigns, is that of training the rising generation to a wider vision than most co-operators have now.

Meanwhile the men and women of Western Canada have definitely set their feet on the road of adventure and feel the enthusiasm of constructive effort. That alone has untold value. As they travel they are learning, and they are coming into conflict with the preconceived ideas of people and parliaments. In Canada they are

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The POOL WOMAN



AREN'T WOMEN INTERESTED?

"Whereas, we regret the small attendance of farm women at this conference, and whereas, all true co-operation must start in the home, we would urge upon all producer co-operative organizations represented here, that at any similar conference held in the future there should be a larger representation of women delegates."

The foregoing resolution was passed unanimously at the International Pool Conference, held in Regina, on the 5th, 6th and 7th of this month. The fact that this resolution was passed unanimously is not surprising, for co-operators from the earliest times and in all countries, have realized the importance of drawing women into the movement, and in every country women play an important part in the co-operative movement. In England at the present time there are 58,000 members of the Women's

Co-operative Guild, and there is a woman's section of the International Co-operative Alliance. Although the Women's Co-operative Guild was formed primarily for the support of the co-operative institutions, it also performs the greater function of stirring women to take an interest in public questions, especially questions affecting the home. The Women's Co-operative Guild, in fact is



MRS. BERTHA HOLMES,
President Saskatchewan Egg Pool.

very like our own U.F.W.M., and the questions discussed at its conferences are very similar to those discussed at meetings of the U.F.W.M.

Although women have played a large part in the educational work of the movement, the business side of co-operation is almost entirely in the hands of men. That there is room for women in the administrative work is shown by the fact that the president of the Saskatchewan Egg and Poultry Pool is a woman, Mrs. Bertha Holmes, who was a delegate from her organization at the international conference. If women feel that they should be given greater representation on the administrative bodies of co-operative organizations, they should

make this feeling known by taking a greater interest in the actual work of these organizations.

The organized farm women of Manitoba have taken an interest in the co-operative marketing of eggs and poultry for many years, and are largely responsible for the formation of the Egg and Poultry Pool, but with the other co-operative organizations—the Wheat and Coarse Grain Pools, the Cattle Pool, Dairy Pool—they seem inclined to take the stand that these organizations are entirely men's affairs. It is natural that women should take an interest in the marketing of eggs and poultry since eggs and poultry are usually considered a woman's department on the farm, but it is a mistake on her part to think that because she is not actually engaged in grain growing and livestock producing, she ought not to take an interest in the marketing of them. What the farm produces and whether the financial returns received for what it produces is sufficient to maintain a decent standard of living on the farm, is as much the concern of farm women as men. Co-operative marketing of farm products means better prices, and better prices means better homes, better living—freedom from the constant anxiety caused by economic insecurity, labor-saving devices in the home, music, books, radio—everything that means a happier and fuller life.

No one will help the farmer to get these things; he must get them himself through his own organized effort, and surely the farm woman has some contribution to make to this effort. The magnificent address of Mrs. Parlby, at the conference, showed quite clearly the place that women must occupy in the co-operative movement if it is going to attain its real purpose, namely, a better order of society, and the achieving of a better order of society is no more a man's job than a woman's job; it is a job for all of us. That is the splendid thing about co-operation, that it transcends all differences of sex, creed, or race, and holds out to all the opportunity to help in making the world a better place to live in. That was the significant thing about the acceptance of the resolution by the International Conference, and I believe that there would be a greater attendance of women at such a conference if the women themselves showed that they would really like to attend.

At the conference there was one woman from Nebraska, who motored up with her husband, who is a member of the Nebraska Pool. If one farmer's wife could accompany her husband a thousand miles to attend this conference, there was surely no reason why some of the farm women within a few miles of Regina, could not have attended. Is lack of interest or lack of opportunity the explanation of the scarcity of women at the conference?

INTERNATIONAL POOL CONFERENCE

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gress of the organization in the west.

In recent years, Mr. Motherwell said, agricultural co-operative enterprises had sprung up all over the Dominion, and he referred to a Potato Pool in Prince Edward Island, the livestock pooling organization of the maritime provinces, and other co-operative enterprises. He also referred to the system which has been adopted in British Columbia for the handling of fruit.

Referring to the operations of the Wheat Board and the lesson it taught in the value of centralized marketing, Mr. Motherwell said there was no safer way of marketing the wheat of the country than under the pooling system. No harm could come to the system provided the members saw that they had good men on the boards of directors and that the management was economical and efficient. He had told enquirers in the United States that the reason for the success of the Canadian Pools was that the men in charge had taken off their coats and set right to work to organize the Pool.

In concluding, Mr. Motherwell stated that the co-operative spirit and the co-operative system together, made for good citizenship. "You are in big business," he said, "and being so there comes the satisfaction of big business. You are succeeding in getting people together. Nothing alienates the people of the world more than lack of understanding. Anything that brings people together, nationally and internationally, such as this conference, is one of the big factors which will make for world peace."



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INTERNATIONAL POOL CONFERENCE

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the Pools on what they had done so far in recognizing this necessity and preparing to meet it. One of the greatest advantages of the producers' co-operative was that the profits all go back to the member in exact ratio to the quality of the product, thus impressing him with the necessity of giving the public what it wants.

A fifth objective might be an effort to regulate the world acreage of different crops. There is no controllable machinery in the world today that will prevent a drop in price following the production of a large crop. This is a problem that may some day be worthy of consideration by a large international organization.


"Co-operation between town and country must also come through co-operative mediums if this land is to realize its possibilities. As we have shown, the prosperity of one is intimately bound up in that of the other, and I wish to compliment the towns of Regina, Saskatoon, Prince Albert and Moose Jaw on the way they have stood by the farmers' organizations."

The seventh objective, the speaker suggested, might be a larger measure of tolerance as between races, creeds and nations. Whether for good or evil this continent is a melting pot, and only a healthy environment of good-will and understanding will

offset the 'difficulties which are bound to occur in the process. Similarly, the success of our industries is dependent on the goodwill and patronage of foreign countries as well as the mother land.

Fortunately, in spite of cynics and pessimists, we are thinking more internationally than ever before. Surely it is not too much to hope that we may yet learn from history, and realize that: "Human hands were given us to clasp, and not to raise in fratricidal strife."

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UNITY ON THE FRONTIER

There is a growing feeling among those entrusted with the task of shaping the policies for co-operative associations that a greater degree of unity between the different societies and groups of societies is essential to the success of the cause for which each is separately striving.

This idea was materially advanced at the International Pool Conference, held in Regina, during the first week of this month, when all co-operative bodies, both producers' and consumers', were invited to attend. All who took part in the sub-conferences arranged for the second day, expressed keen appreciation of the opportunity afforded to get together for round table discussion on the problems common to their different lines of business. Both sub-groups passed resolutions favoring the extension of the scheme, and proposed that it be made an annual event, either national or international in scope.

Another unifying influence was the message of good-will delivered by Henry J. May, general secretary of the International Co-operative Alliance. Mr. May, in the course of his address, set at rest any doubts that may have existed in regard to the co-operative character of our pooling organizations here in the west, and officially welcomed the producers' associations into the world-wide family of co-operators, which, conservatively estimated, consists of one hundred and fifty to two hundred million people. He made an appeal, too, for the development of consumers' Co-operatives, showing the part to be played by both branches of the organized movement in the betterment of conditions for the rank and file of the people, both at home and abroad.

This pronouncement comes at a time when we are just beginning to see the necessity of branching out in the field of wholesale distribution; at a time when we have gone almost as far as we can with marketing, and should, at this stage, be able to give some attention to the struggling efforts of the weaker and less fortunate enterprises; for to use the words of an old proverb: "To whom much is given, much must be received." But if we are to cultivate a sympathetic understanding of the difficulties facing other co-operatives, facilities must be provided for bringing us into closer relationship with each other. The Alliance, represented by Mr. May, functions in the field of world affairs, while The Co-operative Union of Canada, supported by its member societies in all the provinces, is generally regarded as the official spokesman for the

co-operative movement in the Dominion. Many are now coming to believe that to make the machinery complete there should be some form of provincial organization to work in close harmony with the Union, and through which each and every department of organized service might find a common basis of contact. There is a suggestion too, that it should be a general educational agency, capable of serving the joint interests of all. Whether it would be necessary, in doing this, to create new facilities or use those already in existence under some plan of amalgamation is something, of course, that would have to be determined.

What we have to bear in mind, however, is, that if co-ordinated effort is to be successfully accomplished it should start where the locals are being formed. The problem that is gradually arising here in Manitoba is to prevent the subordination of the educational group after the purely business associations are established. Formerly the U.F.M. provided the motive energy for a multitude of business activities, but as properties were acquired it became necessary to seek separate incorporation. In some cases local societies are incorporated around the parent body, but usually as separate entities. Since the two are separated in either case by natural divisions of responsibility, the latter is probably the best policy. A mistake too often made is that of asking the same officials to act for both or even several organizations. This invariably results in confusion and often the disorganization of one or the other. Farmers cannot do without the educational body, consequently it ought to be kept separate and distinct, and should be made to act as a bond of union between all the other commercial units. Membership in the U. F. M. can be made a condition of membership in all local business societies, or, if desired, provision can be made for the fees to be taken out of the earnings, and, if there are no earnings, to be regarded as the first claim on the assets.

The annual congress of The Co-operative Union of Canada is to be held at Lloydminster, Saskatchewan, on the 26th and 27th of June. Many distinguished visitors will be present, including Henry J. May, of the International Co-operative Alliance, Mr. Golightly and Mr. Oliver, of the English Co-operative Wholesale Society, and Mr. Cedric Long, of the American Co-operative League. The secretary of the union, Mr. George Keen, has extended a cordial invitation to all persons interested in co-operation to attend. On Mr. Keen's return to the east, about the third week in July, he hopes to be able to spend a few days in Manitoba.

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mesurate with the time, energy and labor employed in his production. In many consuming countries there was the fear that the development of the Pool idea to its conclusion would result in a monopoly that would increase unduly the price of food stuffs. This had been the attitude of some of the great consumers' co-operative organizations in England and Europe. The real test of co-operative organizations would come in the ability of the producers' and consumers' co-operatives to unite in an effort to understand one another. But these consumers' organizations could not deny the general principle of the right of the producer to a fair return. Ability to buy was corollary to the idea of a fair return. A higher social and educational life could only be built on a sound economic basis. In working towards the financial emancipation of the farmer the co-operative organizations become great national factors.

Stressing also the added dignity given to farming as an occupation through the enlarged conception of his interest in the marketing of his products, he thought these organizations were performing a real service in developing constructive citizenship.

While he agreed with the general principle that governments should not be closely identified with such movements, there were certain ways in which governments could join hands with the effort of co-operative organizations.

First, in seeing that the laws of the land made ample provision to enable such organizations to function as freely as joint stock companies could under the original conception of corporate existence.

Secondly, in furthering the idea of standardization of products. Governments had always paid much attention to the production of farm products. The co-operative organizations were paying great attention to the marketing end. The two should go together, and in their efforts to extend markets they should not overlook the im-

portance of high standardization. He illustrated this point by showing how Denmark, with its 80 per cent. standardization, had captured the British bacon market, and how Denmark, New Zealand and Australia, by high standardization, had captured the British butter market. After making all possible allowance for differences in farming conditions, governments and co-operatives could well join hands in endeavoring to improve our seed, selecting the best types and improving our standard of products.

Thirdly, governments could assist in education work in building up the spirit and ideals of co-operation. The strength of the Wheat Pools rested mainly in the co-operative spirit built up in

Western Canada over a period of twenty years. Speakers had laid great stress on the value of service with which he agreed, but he believed the failure of many co-operative movements resulted from the fact that they had no foundation of co-operative spirit among the producers involved. Again, referring to Denmark he showed how, over a period of three generations the co-operative idea had become part of the educational training of the people, and was now accepted as a matter of course. By making instructions along the lines of the principles of co-operation part of the school curriculum and by holding co-operative institutes in various centres, he thought some real contribution might be made.

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Co-Operative Dairies



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SEND IN A QUALITY PRODUCT

We have in previous articles told of the great benefits to be derived from co-operative marketing. Let us extend this a little further and see if the producer of the raw material is doing his best to meet the demands of an exacting market. You, as a producer, have more to do in determining the quality of the finished product than any other person in the whole chain from producer to consumer, as the raw material is delivered to you in perfect condition, and any deterioration which takes place is after the milk is drawn from the cow. How then is it to be preserved?

The accompanying cut shows one of the best ways of taking care of the cream after separation takes place; and this equipment can be obtained in Winnipeg. The only practical way to cool cream quickly is to place the pail, or shot-gun can, containing it in cold water at once, and keep the water cold either by placing ice in it or by pumping cold water into the tank at intervals when necessary.

Why is this necessary? Because there are small living organisms present everywhere. They can be seen only under a powerful microscope, but they are present in the air where dust prevails and are liable to get into the milk in many ways. To prevent these bacteria developing the milk should be run through the separator as soon as possible after milking, and the cream cooled as quickly as possible in order to retard the growth of the bacteria and keep it in the best condition for butter-making purposes.

We are at present handling a large quantity of cream, but always have room for your extra can. We are operating night and day during the summer season, so that you do not need to hesitate to ship your cream at any hour of the day. Our truck meets every train coming into Winnipeg, the cream is brought to the plant at once, where it is weighed, sampled and churned at once. We have a well equipped plant with skilled workmen, and are at your service twenty-four hours of the day.

The quality of the cream has been splendid up to the present, with the exception of a few cans which have been held too long, and, as a result, have developed undesirable flavors. The butter which has been turned out in the province of Manitoba this year up-to-date, will do credit to the producers, and if it is at all possible, they should endeavor to maintain this standard of quality for

the balance of the season. If this can be done the dairying industry will eventually come into its own, and take the place among Manitoba enterprises which it ought to occupy. A quality product can be turned out neither by the producer nor the butter-maker working all alone.

Can we get together on this, and fall into line with the one object of making dairying a better paying business? You own the business from start to finish, and the more profitable it is the larger returns you will get from it; and the only way to ensure its being profitable is to supply the most discriminating consumer the article he wants. You ship really good cream and we undertake to manufacture really good butter.

A little ingenuity may be worth more than hours of labor, and the strong back is not, and never was, the only qualification needed for a successful farmer. Take a look at the illustration, and if you have no cream cooling equipment imitate it as nearly as your arrangements allow. The main necessities are:

1. A water container that will not warm up too quickly, that is, adequately insulated.
2. A source of cold water.
3. A suitable overflow.



INTERNATIONAL POOL CONFERENCE

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and Hungary societies are divided between urban and rural forms, while Denmark has risen within living memory from economic bankruptcy to a prosperous co-operative state.

Ireland has been forced by hardship to organize 80 per cent. of her dairy industry co-operatively; New Zealand has built her great butter trade in this way. American fruit growers have saved themselves by uniting, South Africa is pushing it successfully, and Australia uses co-operation to dispose of 75 per cent. of her products. European wholesales dispose of 300,000,000 pounds sterling's worth of goods annually.

All this shows that we have the seeds of world marketing within ourselves. Antagonism is inconceivable when all co-operatives have in common the protection of the economically weak. The consumer's co-operative movement in Europe can be of great assistance to overseas producers by the provision of an assured market, and also with capital and credit. The case between the co-operative consumer and the co-operative producer is one of adjustment, not conflict.

We see plainly the possibility of a great co-operative commonwealth of purchase, production and marketing for universal service. The great consumers' co-operatives cannot buy of each other very much, nor can the great producers co-operatives sell to each other, so neither can play a lone hand in shaping this great co-operative system.

Co-operative consumers must learn that co-operative agriculture is at the root of the world's economic and business structure of the future, and co-operative producers must learn that they can best lay a world marketing foundation through the co-operative consumers.

The Linlithgow Commission reported: "Distributive costs are a far heavier burden than society will consent permanently to bear. So long as the middleman is left with a job which the producer makes no attempt to carry out, no one can blame him if he makes a profit out of it." Roundabout systems will only survive so long as they provide a service not

undertaken by the two most vital interests in a commodity: "the man who produces and the man who consumes."

INTERNATIONAL POOL CONFERENCE

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said Mr. Judd, "it being quite apparent that we must do more educational work among our growers in order to control the bulk of the harvest." The speaker intimated that much ridiculous propaganda about the Canadian Pools had been circulated in Australia by the Australian Wheat Merchants' Association, and, said the speaker, "it is evident that opponents of the Pools in Canada keep their Australian friends well supplied with dope."

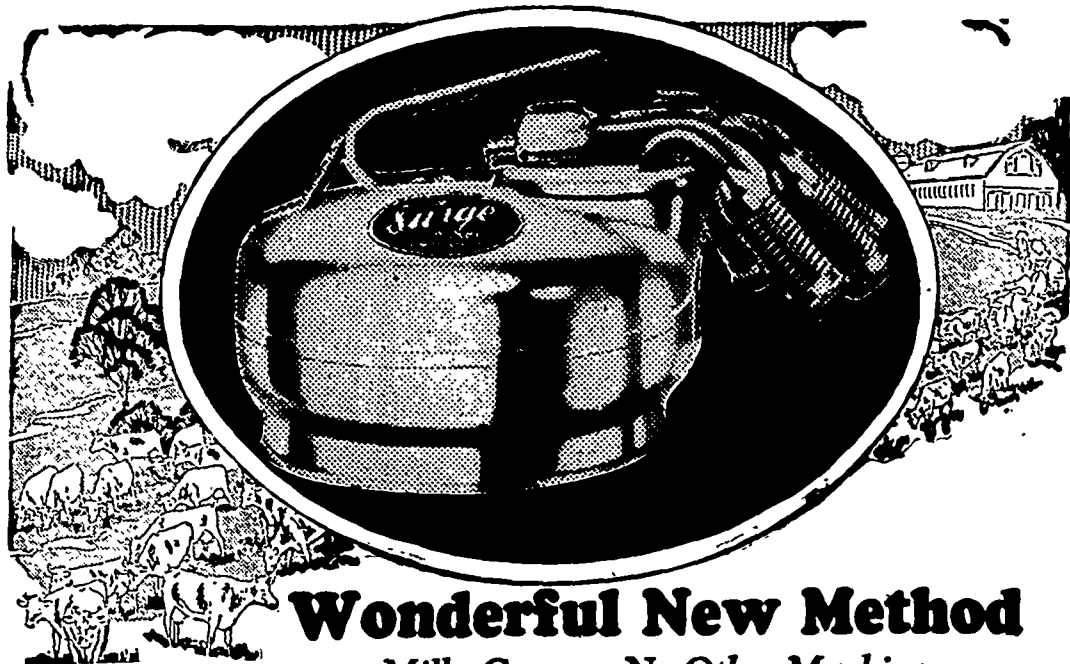
Mr. Judd explained in some detail the methods of handling wheat in Australia, and compared Pool and open market prices over a number of years, to the great advantage of the former.

Concluding his address, Mr. Judd said, "We, in Australia, are

very much impressed with the co-operative marketing achievement of the farmers of Western Canada. Such gigantic selling organizations as are to be found in this country controlled entirely by farmers, are not to be found elsewhere; and I am glad to find, so far as I have been able to ascertain in the short time I have been in Canada, that your Pools are soundly as well as generously conceived. I can assure you that it is a matter of intense gratification to me that Australia also is making progress toward true co-operation, and I know that I can take back with me assurance that Canadian farmers are still going forward with even greater determination toward the goal of their co-operative ambitions."

REPORT OF CONFERENCE.

The full proceedings of the conference will shortly be issued in booklet form. Pool members who would like a copy of the proceedings should write and order a copy now.



Wonderful New Method
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The NEW Surge Milker, with its marvelous NEW Surging—Tugging—Action gives the cow's teat the real TUG of the calf—and milks cows faster, cleaner and better! W. J. Dougan, of Beloit, Wis., writes us: "The Surge is giving better satisfaction than any other machine I have ever used and even better results than hand milking." Mail coupon for free Surge catalog.

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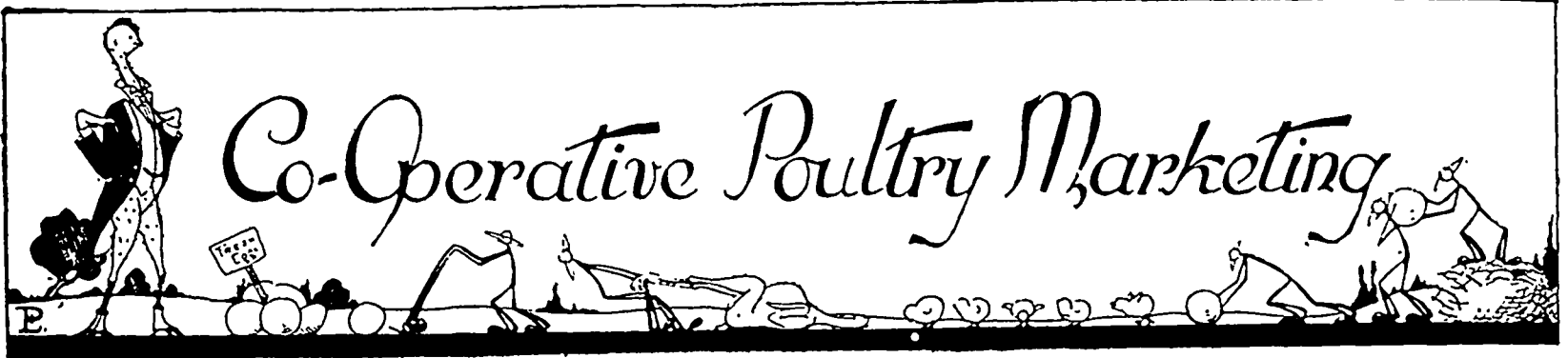
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MANITOBA POULTRY NEWS

The Manitoba Co-operative Poultry Marketing Association, Limited, takes this opportunity of thanking its members, who enabled it to declare the largest handling of eggs in any Pool period since the organization of the Egg Pool, and by the time this appears in the Scoop Shovel you will be receiving your final payment cheques.



All good things grow up a little bit at a time, like us.

The volume for this Pool exceeds the same period in 1927 by ten carloads, it makes one car for every day of the period. It is very gratifying to say that for this period our merchant and producer egg shippers will receive payment for 99 2/3% of all eggs shipped to our egg stations, the shrinkage from leakers and rots being only 1/3 of 1%.

The objective of the association is to market 90% of our receipts (eggs) as extras and firsts, and we are getting closer to that objective, as 72% for this period graded extras and firsts. The following net prices are to be paid for this period: Extras, 26c; firsts, 24c; seconds, 20c, and cracks, 19c. This is an average of 23.41c for every dozen eggs shipped to our candling stations. This should be satisfactory to the egg producers of Manitoba, who are supporters of the Pool. Previous to the operation of the Egg Pool and the Canadian Egg Regulations, farmers in Manitoba were often forced to sell their eggs as low as 12c per dozen during the summer months. One of the main reasons for the price secured is the improvement in quality of the product marketed, causing an increase in demand for the higher grades, and this association can surely take the credit through its educational work of bringing about this improvement in quality.

On June 4th the advance prices were raised to 22c per dozen.

"Swat the Rooster"

Your association is making a determined effort to improve still further the quality of eggs marketed in Manitoba this season, by requesting every egg producer to eliminate the roosters from their flocks, and also by putting on an extensive programme of culling of the flocks. Of course your association cannot do all this work without the active co-operation of the poultry producers, and

we take this opportunity of asking all producers to join with your local committees and make the culling drive and swat the rooster campaign a big success. Surely the past success of your association will be an incentive to spur on the most indifferent: so come all together for a bigger and better Poultry and Egg Pool.

We have received 224 new egg contracts already this season.

Instructions have been sent to secretaries of all locals regarding the culling work. Please send information to your secretaries at once, telling them if you intend to have your flock culled, or if you will cull them yourself, also give size of flock or any information that will be useful. We must have all information at head office by June 18th. The culling will commence early in July.

New Locals

We expect to organize about fifteen new locals this season. Districts wishing to organize will please notify head office as early as possible.

Tagging Egg Cases

We are still having some confusion and extra work in the office caused by shippers putting wrong initials on shipping tags, remember we are receiving eggs from thousands of producers, and it is important to have your proper name and initials (same as share certificate bears) on your shipping tags. Where the wife is shareholder do not put the husband's name on the tag, or vice versa.

CANADIAN CO-OP. MARKET REVIEW

In reviewing the egg situation for the first Pool period, ending May 26th, 1928, it has indeed been a great pleasure to note the steadiness of the market. At the beginning of the first Pool period the prices realized were practically identical with the prices during the same period last year, with the exception of 1-1 1/2c more differential between firsts and seconds.

Anyone who has followed the egg market and general results of storage sales last winter will, no doubt, realize that storage seconds became very hard to move and as a result storage dealers were obliged to take heavy losses. As a matter of fact storage seconds sold as low as 15c-16c per dozen, which must have cost at least 28c-30c after taking all carrying charges into consideration. This has reflected to such an extent that we are experiencing

a wider margin in our sales between firsts and seconds.

We have experienced our lowest selling prices to date during a period around the middle of April. Since that time until the middle of May prices gradually became firmer, principally due to the fact that large quantities of eggs were going into storage and the stocks offered being light. After the middle of May offerings increased and prices again eased down to 1c. Since the beginning of June, however, we are pleased to say that prices have again become firmer, and the future outlook is much more favorable.

As usual, after the bulk of storing is done, the percentage of seconds increases and the demand decreases, which makes seconds rather difficult to move. The egg breaking plants have been very active this season in breaking seconds and crax, the frozen egg melange has become a product used very extensively by all baking organizations today. Due to recent action on the part of the Dominion government, valuation of frozen eggs for duty purposes has been raised considerably according to an appraiser's bulletin issued by the Department of National Revenue, which became effective June 5th. The duty on frozen eggs amounts to 17½% ad valorem, and this applied to the present valuation increases to some extent the value of the frozen egg product in Canada. No dumping duty, however, is to apply. As a result of this, the price of seconds has been a little firmer, and it would look as though we will have a nice outlet for all seconds and crax through the breaking plants for the balance of the season.

American prices this season have been about 3c higher than last year, due partially to the splendid clean-up of storage stocks from last year, accountable, no doubt, to some extent to the lower prices to consumers, coupled with the fact that production has been less in the States this year compared with last. It is estimated that the 26 cities in the States hold approximately 67% of the entire country's stocks of storage, and these, up to June 1st this year, show a decrease of practically 1,000,000 cases compared with last year.

It might be interesting for producers in Manitoba to know that the prices they are receiving as compared with those received by producers in the United States are from 3-5c per dozen more, which should be gratifying to all producers in this province.

FLORIDA CITRUS GROWERS ORGANIZE NEW ASSOCIATION.

Florida citrus growers have recently formed a growers' organization known as the Florida Citrus Growers' Clearing House Association.

The growers, through this organization, propose to provide for the grading and inspection of all

fruit of its members, for the advertising thereof, and for assembling and analyzing market and crop information which will serve as a basis for planning a more intelligent and systematic programme for covering the shipment and distribution of Florida citrus fruit. It is proposed that in regard to the packing and selling of the fruit the association will contract with co-operative marketing agencies and private distributors for the performance of these services.

The association is now engaged in a membership drive, and unless 60 per cent. of the Florida citrus fruit is signed up by July 1, the plan does not become operative.

Save the Valuable "Poker Hands"



OGDEN'S CUT PLUG

Soothing—
yet a man's smoke

COOL AND FRAGRANT



This page conducted by **MANITOBA CO-OPERATIVE LIVESTOCK PRODUCERS. LTD., AND CENTRAL LIVESTOCK CO-OPERATIVE**, is: to manufacture anything there must be capital

A RECORD MONTH

The Central Livestock Co-operative, Limited, during the month of May handled 99 cars of livestock, coming in from various parts of the provinces of Manitoba, Saskatchewan and Alberta. This, according to our records, is more than any other firm on the St. Boniface market handled during that month.



Seeding's done. Read the first paragraph and guess the next move.

The 31st of May brought us to the end of our fiscal year. Looking over the business transacted by your organization during the five months commencing on the 1st of January, 1928, we have handled 444 cars. The provinces contributing were as follows: 230 cars originating in the province of Manitoba, 211 cars originating in the province of Saskatchewan, and three cars from the province of Alberta. This volume of business handled, to our mind, is merely an indication that the producers in Manitoba as well as in Saskatchewan and Alberta have made up their mind to support their truly co-operative livestock marketing organization, which is owned and controlled by the producers of the provinces referred to above.

Your staff is continuing with "Service" as their watchword, and we are preparing to build up your staff to take care of your livestock as the volume grows.

News from the Manitoba Organization

During the month of May your field staff has been active in various parts of the province. A strong district association has been built up on the Oak Point line from St. Laurent to Mulvihill. The board of directors after their general meeting, appointed Mr. Skuli Sigfusson, of Lundar, as their shipping manager for the southern part of that district, and John Forsyth, of Eriksdale, for the northern part. A similar organization has been put under way on the same line, from Camper to Gypsumville, with Mr. Fred Baker, of Moosehorn, as shipping manager for the south portion of that district, and Mr. Harry Starr, of St. Martin, for the north portion.

Your president, Mr. Roy McPhail, during the month, has been most of the time working with district associations that were organized some time ago.

There is also considerable field work going on in the Clanwilliam-Erikson district, which, according to reports, is going to link up strong with your organization.

News from the Saskatchewan Organization

June the 1st began the second year for the Saskatchewan Livestock Co-operative Marketing Association. There was more stock on the markets May 31st, to be marketed by the association, than there was for the entire first week it was operating in 1927. This indicates in a measure the growth of the association. The membership is three times greater than a year ago. The number of Local Shipping Associations has more than doubled.

The first Local Shipping Association to place stock on the Moose Jaw market a year ago, was No. 2, centering on Govan. It then had a membership of 193 members. Today it has 362 members. The first local to ship to Prince Albert was No. 47. Its membership then was 144, and it now stands at 217.

Following seeding there has been a marked increase in contracts coming in, and this increase is reflected in increased handlings on the market.

The latest Local Shipping Association to get under way is No. 88, including shipping points of Glen Ewan, Carnduff, Carievale and Gainsborough. Jack Davidson and R. T. Fisher are handling the shipments. This shipping association starts out with a membership of over 130.

The cattle market during June, according to our ideas, would be steady on stall-fed cattle, but the tendency will be lower on grass cattle, stockers and feeders, showing a lower tendency at this time. We feel that it would be advisable to allow cattle now on pasture to remain there for a little while longer, as any reduction in price will be offset by gain in flesh and weight.

The hog market at this time is steady at \$10.25 for thick smooths, with selects 50c above. We look for a fairly steady hog market, but do not anticipate much of a rise.

U.F.O. CO-OPERATIVE CO. PURCHASES MORE CREAMERIES

By the purchase of three additional creameries at Renfrew, Arnprior and Cobden, the United Farmers of Ontario Co-operative Co., now have seven of the best producing creameries in Ontario and look for an output this year of at least seven million pounds. Patronage dividends are paid in the creameries in March and September. The recently acquired plants at Guelph, Galt and Wingham have become popular places under the fair cash payment system. The U.F.O. creamery in Toronto has an output of 3,500,000 pounds a year. The four creameries last year produced about one-tenth of Ontario's total butter supply, and this year that will be greatly increased. An effort is to be made by the United Farmers to control the butter and cream situation in Ontario.

The presence on the Ontario markets of New Zealand and Australian butter delivered on consignment, has had a tendency to keep the price of Ontario butter down, the wholesale prices range

around 40 to 43 cents, and the retail prices from 42 to 47 cents.

POOLING EGGS IN ONTARIO

It's a long call back to the days of 10 and 12 cents a dozen for eggs—but not so far to the time when less than 20 cents a dozen was considered a fair price for many months of the year. Credit must be given to the pooling idea for developing a marketing proposition that ensures a price well above 20 cents to the producer, even at the time of year when eggs are most plentiful. In fact, the Pool price has stood above 30 cents a dozen for the past four years.

When Ontario's first Egg Pool was opened in 1924, it appealed to those who had eggs to sell—particularly the farmer class—as a possible remedy for the annual slump in prices that came as surely as warm spring weather brought increased egg production. Regardless of the effect the Pool has had in stabilizing prices generally, it is interesting to note that over a million dozens have gone into the Pools of 1924, 1925, 1926

and 1927, that the payment made by The United Farmers' Co-operative Company, Limited, as the eggs were graded, was 20 cents a dozen, and that in addition, final payments were sent ranging from 9 to 14 cents a dozen. The total returns to poolers were as follows: In 1924, 31½ cents on extras, and 29 cents on firsts; in 1925 and 1926, 32½ cents on extras and 30 cents on firsts; in 1927, 34 cents on extras and 31½ cents on firsts.

The 1928 Pool is now in operation and will remain open until such time as the management considers it unwise or unprofitable to producers to store for fall or early winter sale. All eggs tagged for the Pool are sorted and graded as they arrive, only sound extras and firsts being placed in cold storage for the Pool. The initial payment is 20 cents a dozen on those pooled while prevailing prices are paid for seconds and cracked eggs. The system of paying cash as the eggs are shipped, and a further cash payment in the fall, has been proven to be a boon to local merchants as well as to the farmer.—Forest Free Press.

Provincial Exhibition of Manitoba

BRANDON—JULY 2nd TO 6th

Send for Prize List and make your entries early

New Classes—Generous Prizes

MONSTER MIDWAY—NEW DOG SHOW BUILDING

New Nursery and Rest Room for Women
and Children

FIVE DAYS HORSE RACING

Hear His Majesty's "Royal Air Force Band"
Their first engagement outside the British Isles.

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WOMEN'S CONFERENCES

The first U.F.W.M. Conference of the year, held at Austin, in the Portage la Prairie constituency, proved a great success. Mrs. Poyser, who gave the address of welcome, appealed strongly to



MRS. S. E. GEE,
 Pres. U.F.W.M.

the women to rally their forces in order that conditions might be improved in the rural home. Mrs. S. E. Gee, president of the U.F.W.M., gave an excellent address on the World's Poultry Congress, in which she showed how egg-grading had raised Canada from one of the lowest to the highest egg-eating nations of the world. The handicraft guild exhibit, under the direction of Mrs. V. Williams, convener of the technical committee, proved a great attraction, and numbers who brought exhibits of local work, made entry for guild patterns. Miss Stoddard, a provincial health nurse, gave an excellent address on 'the necessity of maintaining provincial health services.

Following a sumptuous repast, served by the rural women in the hall, Mrs. J. S. Woodsworth spoke on "The Signs of the Time—Peace or War?" Her vivid picture of the various nations' preparedness for war made a strong contrast to the onward march of

numerous organizations and nations in their drive for peace, and impressed all with the necessity for action along peace lines if war were to be averted. The work of the U.F.M. was presented by Miss M. E. Finch, provincial secretary of the U.F.W.M. After showing the goal toward which the U.F.M. is striving in order to maintain contented homes on the land, she pointed out how a great many of these conveniences and necessities could be realized by co-operative action, and all standing firm on the ideals and principles that kept unity in the farmers' movement. Musical numbers were greatly enjoyed by all. To Mrs. John Pallister and Mrs. R. J. Wallace, the two enterprising district directors, is due the credit of this splendid conference.

EXECUTIVE MEETING

The executive of the U.F.M., met on Thursday, June 7th, to discuss a number of very important matters. All members were present except Mr. F. C. Borton, who was addressing a series of meetings in Northern Manitoba.

In view of the forthcoming conference with the various co-operatives, considerable time was given in selecting the most important of a number of suggested topics for the agenda. This meeting will take place on June 21st, at Portage la Prairie, the day prior to the big picnic.

A conference is also being planned to consider a number of

problems relating to harvest help. The proper distribution of harvest labor is an annual difficulty and one requiring a considerable amount of thought. Each year a committee of the U.F.M. meets with representatives of the railways, employment service and the provinces of Alberta and Saskatchewan, to discuss the details, but prior to this meeting it is the purpose of interested parties to consider the problems relating purely to Manitoba.

The hydro situation has excited a great deal of comment both private and public during the past few months. Although this matter was on the agenda, business of a more pressing nature prevented the executive from giving it full consideration. In view of this fact, it was decided to make no declaration of opinion until more time could be devoted to a study of the question.

THE EXPRESS RATES' CASE.

Readers of the Scoop Shovel will, undoubtedly, be interested in the application of the Express Traffic Association of Canada for an emergency increase in express rates on second-class commodities. Second-class rates apply almost entirely to farm products. The present request for an emergency increase is due to the fact that the board of railway commissioners has not yet handed down a decision on the previous application for a general increase in

first-class, second-class and commodity rates. The former case was heard in 1923, and, while still awaiting a finding, the express companies ask emergency relief to cover the losses which they claim to have from year to year. In so doing it is difficult to understand why they should have chosen a 15% increase on farm products as the method.

Central office has circularized all U.F.M. locals, asking information to help prepare a case in opposition to this proposed increase, which will, undoubtedly, place a heavy burden on the people of rural Manitoba at a time when they can ill afford it. Many local secretaries have given assistance in supplying the necessary evidence for our case. The Canadian Council of Agriculture will present our argument, and it is hoped that we may effectively offset that of the express companies.

The above situation should bring home to the farmers of Manitoba the need for an educational body handling a type of work lying entirely outside the scope of the commercial enterprises.

During the second and third week of July the U.F.W.M. will hold a series of women's conferences to be addressed by Miss Charlotte Whitton, secretary of the Canadian Council of Child Welfare.

July 9, Elgin; July 10, Thornhill; July 11, Morris and Emerson; July 12, Arborg; July 13, Carman; July 14, Dugald; July 16, Neepawa; July 17, Dauphin; July 18, Portage la Prairie; July 19, Minnedosa and Foxwarren; July 20, Virden, and Brandon. All these will be evening meetings except at the following points: Morris, Dugald, Minnedosa and Virden, where afternoon meetings will be held.

The U.F.M. Board is giving consideration to the decline of Canadian wheat grades on the British market. It was felt that Miss Cora Hind's recent articles in the Free Press contained much just criticism and might well form the basis for a study of this problem by our association.

The U.F.M. Board has set up the

following standing committees: Hydro Power and Natural Resources, composed of Geo. Breckon and John Davies; Grain Grading and Marketing, Lew Thomson, R. R. Blaine and Neil Wright; Banking, J. M. Allan, R. A. Wilson and J. A. Carlson; Tariff and Taxation, J. F. Russell

and B. E. Lewis; Organization, President Thos. Wood, F. C. Borton and M. Carlson. The Labor committee consists of Adam Matheson and James Barrett. R. C. Brown was appointed to represent the men's board on the U.F.W.M. committee on immigration.

TEN DAY SALE

Tires - Tubes - Radiators - Batteries

For Ten Days Only, our Entire Stock of Tires, Tubes, Batteries and Radiators, are being offered at such money-saving prices everyone should Order Now!

Guaranteed New 1928 Tires bearing Manufacturer's Guarantee and Serial Numbers.

HIGH PRESSURE TIRES AND TUBES							FULL BALLOON TIRES		
Size of Tire and Tubes	Non-Skid Cords	Grey Inner Tubes	Extra Heavy Cords	Tourist Red Tubes	Bus Heavy Duty Cords	Bus Heavy Duty Tubes	Size of Balloon Tires and Tubes	Extra Non-Skid Balloons	Extra Heavy Duty Tubes
30x3 1/2	\$ 7.95	\$1.75	\$10.45	\$2.15	\$11.50	\$ 2.45	29x4.40	\$ 9.95	\$1.95
32x3 1/2	13.95	2.45	14.95	2.75			27x4.40	10.95	2.75
31x4	12.95	2.65	15.95	3.25			28x4.40	11.25	2.85
32x4	13.95	2.75	17.45	3.30	21.00	3.60	29x4.40	11.75	2.50
33x4	14.45	2.85	18.45	3.45			31x4.40 Cl.	13.95	2.65
34x4	15.45	2.95	19.45	3.60			31x4.40 S.S.	15.95	2.65
32x4		3.30	22.85	3.85	28.50	4.20	28x4.75	13.95	3.10
33x4 1/2		3.45	23.65	3.95	29.60	4.40	29x4.75	14.95	3.30
34x4 1/2		3.55	24.45	4.10	30.70	4.50	30x4.75	15.95	3.45
35x4 1/2		3.75	25.40	4.30			29x4.95	16.95	3.50
36x4 1/2		3.90	26.40	4.45			30x4.95	17.45	3.60
30x5		3.95	27.45	4.60	34.45	5.00	31x4.95	18.95	3.75
33x5		4.30	31.00	4.95	37.95	5.45	29x5.00	17.95	3.65
34x5		4.40		5.10	40.85	5.55	30x5.00	18.45	3.80
35x5		4.60	33.30	5.35	41.80	5.85	31x5.00	19.45	3.90
37x5		4.90	35.60	5.65			32x5.00	19.95	4.00
32x6			43.95	8.45	51.95	8.95	28x5.25	18.45	3.75
36x6					55.95	9.45	30x5.77	23.95	5.25
34x7					71.95	11.95	32x5.77	25.45	4.95
38x7					77.95	12.95	32x4.95	19.95	3.85
36x8					99.95	14.95	33x4.95	21.45	3.95
40x8					108.95	15.95	34x4.95	21.95	4.25

Prices on other sizes of Tires and Tubes in proportion.

EXTRA

Special 30 x 3 1/2 Heavy Non-Skid Cord Tires only \$5.95. Tubes only 95c, delivered free.

TIRES DELIVERED FREE

Tires and Tubes only delivered Free, via Express, prepaid to any R.R. Station or P.O. in Manitoba, Saskatchewan, or Alberta. Send P.O. or Money Order and save C.O.D. charges. Mail orders shipped same day received.

JACKSON AUTO SUPPLY

Established Eighteen Years
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EXTRA

Special 29 x 4.40 Non-Skid Cord Balloon Tires \$8.95. Tubes only \$1.75, delivered free.

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Model	Price F.O.B. Saskatoon
Ford—1917-23	\$11.25
Ford—1924-27	11.75
Chevrolet—1918-22	18.00
Chevrolet—1922-27	22.00
Maxwell—1916-25	19.95
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Star—1921-27	29.95
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Prices on Chrysler, Hudson, Nash, Oakland, Gray Dort, and other makes of cars in proportion.

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Model	Price F.O.B. Saskatoon
6-Volt, 11-Plate, Standard	\$ 7.95
6-Volt, 11-Plate, Ex. Heavy	9.95
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6-Volt, 15-Plate, Ex. Heavy	15.95
12-Volt, Special Ex. Heavy	16.95
6-Volt, 11-Plate, Long Type	11.95
6-Volt, 13-Plate, Long Type	13.95

Above prices are for Standard Upright Post Type. Special sockets \$1 extra per pair. Special wires on Maxwells \$1 for 2 wire type; \$2 for 4 wire type, extra.

ATTENTION AUTOMOBILE OWNERS!

Our New 1928 Price List is now available. A Free copy will be mailed to you on request.

NAME PAPER FROM WHICH YOU ARE ORDERING AND RECEIVE FREE 50c TIRE AND TUBE REPAIR KIT.

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Cut-Off for Deliveries---July 16, 1928

The grower is hereby notified that July 16th, 1928, is the cut-off date for deliveries of grain to be included in the 1927 Pool year: All grain delivered after that date will be accounted for in the 1928 Pool year.

INTERNATIONAL POOL CONFERENCE

(From Page 23.)

fortunate in a sympathetic government. It may also be necessary to educate the Socialist, as he grows in power, to a different vision than that of a heaven on earth in the form of a vast bureaucracy. Co-operators believe that the people can own and manage the business of the people more efficiently than the type of political state that we know. They have started to show that it can be done.

Today, in 45 different countries, 50,000,000 co-operators are building a new civilization, living in co-operative homes, supplied by co-operative stores, working in their own industries, financed by their own banks, their children playing in their own playgrounds. The Canadian West has started from another angle, but there is no reason why it cannot continue into other fields as time goes on.

"Is it too much to hope," asked Mrs. Parlby, that great argosies may some day fly the flag of the co-operators of the world in carrying commodities from one friendly group to another, that some day the increasing numbers of co-operators may persuade their governments that tariff walls between nations are unsound and stupid? Can we visualize a parliament of co-operators forwarding the business of the people, as efficiently as possible in the interests of the people, having learnt that there is no educator like the co-operative movement? Is it too much to hope that the greatest League of Nations is even now being built by the people of the world through their co-operative organizations, and that the numbers are growing who treasure the old German co-operative motto: "Co-operation is Peace?"

"Let us not be afraid to let our vision soar too high," concluded Mrs. Parlby. "The task will be difficult and slow, but no great task was ever particularly easy. It is a challenge to all eager souls with the spirit of adventure, to youth with its thirst of new worlds to conquer, to all in whom the breath of life and courage are not extinct. As Carlyle said: "The future epic of the world rests not with those who are near dead—but with those who are alive and coming to life."

RESOLUTIONS PASSED BY POOL CONFERENCE

PURPOSE OF THE POOLS

"We, the representatives of the various co-operative marketing associations of the Dominion of Canada, United States and Australia, in conference assembled in Regina, Saskatchewan, June 5, 6 and 7, hereby reaffirm our belief in the soundness and practicability of the pooling method of marketing farm products. We also desire to restate the purposes and reasons for the establishment of co-operative marketing associations which are not formed to unduly raise the price to the consumer, but are organized to enable the farmer to secure a return for his product at a price level in keeping with the price of the commodities which he has to buy, or in other words, quoting from the charter of the Canadian Co-operative Wheat Producers, Limited, 'to be an agricultural organization instituted for the purpose of mutual help; to improve methods and reduce costs of marketing; to reduce speculation manipulation and waste and all unnecessary transactions in such marketing; to market directly and with regularity so as to furnish farm products economically to the users thereof, and

to preserve for the growers and the public their proper profits and economies.'"

STATISTICAL INFORMATION

"Whereas, at the International Conference, held at Kansas City, last year, the international committee was authorized to take steps toward the establishment of a permanent international bureau to act as a clearing house for statistical information. And whereas, owing to the establishment by the Canadian Co-operative Wheat Producers, Limited, of a statistical department, the committee have decided that it is unnecessary at the present time to establish a separate bureau. Be it resolved that this conference express its appreciation of the action of the Canadian Co-operative Wheat Producers in establishing this department, and trusts that it will continue to make information secured by this department, available to the Co-operative Wheat Marketing Association of other wheat marketing countries."

WOMEN REPRESENTATIVES

"Whereas, we regret the small attendance of farm women at this



**Water Systems
for every
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Electric or engine driven. Capacities from 120 gallons an hour up. We also supply wind mills, pump jacks and sumps.

*Farm help
for a few cents
a day!*

Think of the savings you can make by getting a

"Z" Engine

to do for a few cents per hour the many jobs you've been doing by expensive man-power! Think too how it saves back-breaking labour and lost time. Over 400,000 farmers have proved it simple and profitable to operate.

"Z" Engines 2 to 20 h.p.
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30 to 840 h. p.

Write for free booklet



*A new home
Electric
power plant*

Completely enclosed, self-contained. Gives steady light direct from generator or from battery.

The Canadian Fairbanks-Morse Co. Limited

The Makers of Fan banks scales and valves

conference, and whereas, all true co-operation must start in the home, we would urge upon all producer co-operative organizations represented here, that at any similar conference held in the future, there should be a larger representation of women delegates."

PRODUCERS AND CONSUMERS

"We wish to express our high appreciation for the presence at this conference of representatives of the English and Scottish Co-operative Societies and that of Sir Thomas Allen, representing the British Empire Marketing Board, and Henry J. May, O.B.E., secretary of the International Co-operative Alliance. We are confident that the contribution these representatives of consumer co-operatives have made to the deliberations of the conference, will lead to a closer and better understanding between consumers' co-operatives and producers' co-operatives, whose case in the markets of the world is not one of conflict but one of adjustment."

NEARLY 12,000 CO-OPERATIVES.

A total of 11,340 farmers' co-operative marketing and purchasing associations were listed by the United States Department of Agriculture on Jan. 1, 1928. This is a larger number than ever before listed. However, there are more active associations than this, as not all the existing associations report to the department. The total number is probably about 12,000.

Of the associations listed, 30.5 per cent. were engaged in handling grain, dry beans or rice, 22 per cent. were handling dairy products, 17 per cent. were shipping or selling livestock, 11 per cent. were receiving, grading, packing or shipping fruits and vegetables, and smaller percentages were handling cotton, wool, poultry, eggs, nuts and other products. 7 per cent. of all, were operating co-operative stores or warehouses for the distribution of household and farm requisites to farmers and others.

Minnesota continues as the leading state in regard to the num-

ber of live associations, the 1,547 organizations located in that state being nearly 14 per cent. of the total number listed by the Department of Agriculture on January 1st. Some of the other states credited with large numbers of co-

operatives are: Wisconsin, 1,310; Iowa, 1,161; Illinois, 900; Missouri 624; and North Dakota, 534. More than one-half of the functioning co-operatives today are within the boundaries of these six states.

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

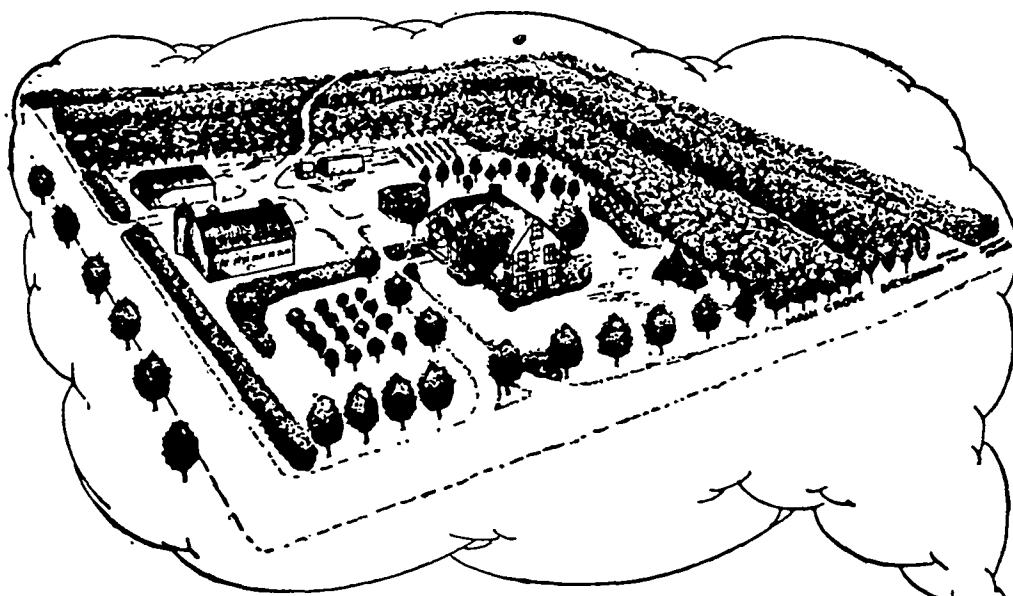
Murray, Maybank, Dick & Cass
Barristers

ELECTRIC CHAMBERS
WINNIPEG

MILLAR, MACDONALD & CO.
CHARTERED ACCOUNTANTS

470 MAIN STREET
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AUDITORS TO THE
MANITOBA WHEAT POOL



Make Your Home Like This!

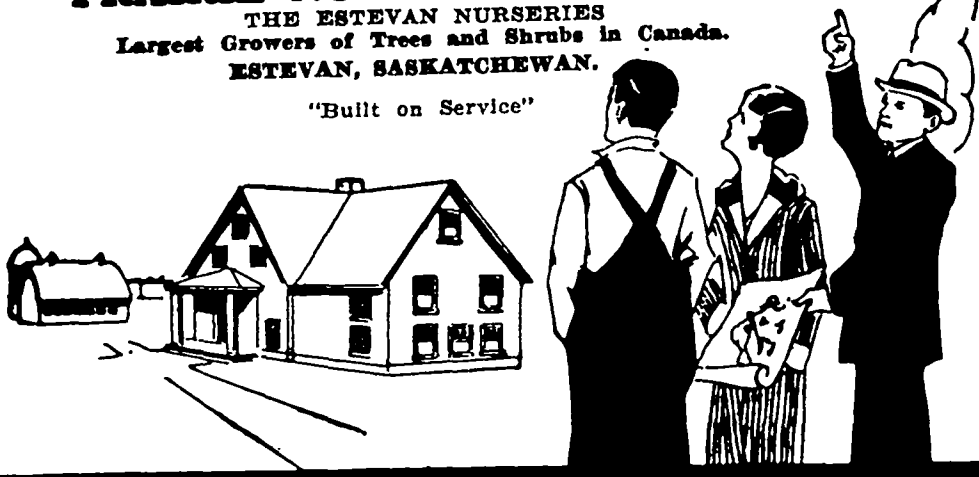
You can make your home the beauty spot of your neighborhood, with our assistance. We maintain in your district a representative, who knows the varieties of nursery stocks best suited to your planting. He will draw up a proper plan for you. He will instruct you in the planting and care of the stock, and check up with you every year. All this costs you nothing. You pay only for the nursery stock we supply . . . stock that is "guaranteed to grow," because it has been proven in our 700 acre nursery at Estevan, and in the plantings of thousands of our customers in Western Canada.

Drop us a line and our representative will call on you and talk it over.

PRAIRIE NURSERIES LIMITED

THE ESTEVAN NURSERIES
Largest Growers of Trees and Shrubs in Canada.
ESTEVAN, SASKATCHEWAN.

"Built on Service"





The
LIFESAVER
for
GASOLENE
ENGINES

When moments mean money Rely on *Autolene Oil*

When the soil is "just right" for seeding or when the weather is ideal for harvesting, how important it is that your tractor be on the job every moment—sometimes night and day—because the weather may change.

No matter what size or make it may be, Autolene Oil used always in the crank case of your tractor will save you many a costly delay.

Autolene is the super-lubricant which for 22 years has been keeping gasolene engines quiet, smooth and efficient.

One of the five grades of Autolene is exactly what you need to keep your tractor or truck—or pleasure car—on the job.

There are service stations and supply depots everywhere. Courteous treatment—and there is no price penalty.

Look for the red-white-and-blue Autolene sign.

The **BRITISH-AMERICAN OIL CO. LIMITED**

Refiners and distributors of the celebrated Peerless and British Motor Gasolenes.

15

Autolene ENGINE **Oil**

A Grade for every size and make of Engine

LIGHT, MEDIUM, HEAVY, SPECIAL HEAVY, EXTRA HEAVY

CUT-OFF FOR DELIVERIES---JULY 16, 1928

The grower is hereby notified that July 16th, 1928, is the cut-off date for deliveries of grain to be included in the 1927 Pool year: All grain delivered after that date will be accounted for in the 1928 Pool year.

OFFERS NEW SELLING SERVICE

Stress is being placed on its selling service by the Pacific Co-operative Wool Growers' Association, Portland, Oregon. A member has the privilege of naming the price at which his wool shall be sold, the date he wants it put up for sale, and stating whether he wants it graded, scoured, and processed, or sold in the original bag.

The association proposes to send each member, within ten days after his wool is received, a confidential statement showing approximate grades, estimated shrinkage, and market values, based on current quotations. It will also make recommendations as to value, grading and marketing, but will be governed by written instructions from the owner of the wool. The owner may do any one of three things. He may (1) authorize the association to sell, grade, process and pool if he thinks this will bring the most money; (2) he may set a reserve price below which the wool will not be sold; (3) he may instruct the association to sell in the original bag.

Whichever plan is chosen, all wool will be sold on the basis of quality. Weighing and grading will be done by licensed weighers and graders. The association will

advance freight charges, will receive, unload, weigh, handle in and out, insure at market value, and furnish storage for five months. Reasonable advances and prompt payment are promised.

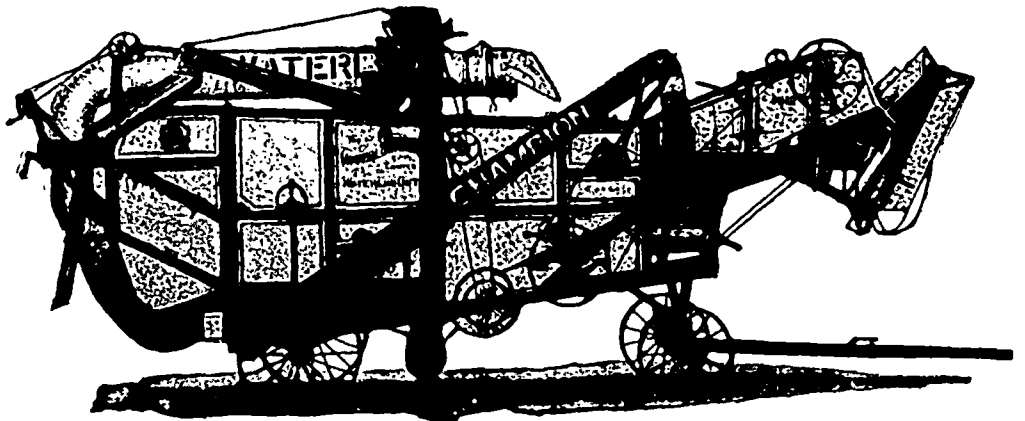
IRISH CREAMERIES TO ESTABLISH C.S.A.

A plan for selling Irish creamery butter through a central agency has been developing for some months, according to a recent report from Dublin. Now an organization known as the Irish Associated Creameries, Ltd., has been formed and more than 80 per

cent. of the co-operative creameries have agreed to sell their product through this agency, beginning April 2, 1928. Arrangements have been made for chilling all butter before it is shipped to purchasers, in order that it may arrive in good condition.

All consignments for export will be examined by the Department of Agriculture, and creameries which produce butter of high quality will eventually be allowed to use the national brand, while butter which fails to measure up to certain standards will not be allowed to be shipped out of the Free State.

70 Years of Waterloo Service



THE WATERLOO STEEL "CHAMPION"

The BETTER
BUILT THRESHER

SEVEN
SIZES

With ALEMITE-
ZERK LUBRICATION

Sizes 22-36, 24-36, 24-42, 28-48, 33-52, 36-56, 40-62.

Farmers everywhere speak in glowing terms of the complete satisfaction they have with the Waterloo Separator. It has been rightly called the "CHAMPION." It is a mighty good investment. The Waterloo Mfg. Co., has served the farmer's for over 70 years and know what they want in Tractors and Separators.

See our Exhibition displays
at Regina, Saskatoon, Bran-
don, Calgary and Edmonton.

The New Rock Island Trac-
tors—2 sizes—of "Nebraska
Test Fame"—Powerful and
Substantial.

Write for Information

The Waterloo Manufacturing Co. Ltd.

Oldest Thresher Manufacturer in Canada.

Portage la Prairie Regina Saskatoon Calgary Edmonton

Do You Know

How much it will cost you to say 20 words to more than half the farmers in Manitoba?

Just 60 Cents!

And if you have anything that is of no use to you, but may be valuable to some other farmer, those 20 words may bring you

Hundreds of Dollars

SEND YOUR CLASSIFIED AD TO

THE SCOOP SHOVEL
Your Own Paper

IT GOES INTO 27,500 FARM HOMES

THIRD INTERNATIONAL POOL CONFERENCE

(From Page 10.)

ing together, "each for all, and all for each," and to wealth for the few and poverty for the many, the ideal of the co-operative commonwealth with neither extreme of wealth nor extreme of poverty.

Co-operation education, then, Mr. Hull said, is the application of a body of associated ideas to the intelligent direction of social evolution toward an order of social justice. Co-operators had to stimulate an interest in the ideals they professed, and a desire to realize them. This needed both a cultural and a technical training.

Mr. Hull advocated a course of study which would include the history of the co-operative movement and voluntary associations for mutual aid, the place of the

movement in the larger democratic movement, its place in modern economic organization, and the principles upon which it is founded and which place it in opposition to the capitalistic system. The science of economics, he said, should be studied by co-operators because it was the science of human efforts applied to natural resources for the satisfaction of human needs, although co-operators, being opposed to the existing economic order, would find much in economics with which they would disagree.

Citizenship was an important study. Co-operators should understand the relation of co-operative associations to other associations in the state and to the state itself, which was but another form of association. Co-operative associations were coming to play

a larger part in modern life, and it would probably be through co-operative associations that a solution would be provided for those problems of social ownership and operation of services which are not monopolies. The technicians of co-operative enterprise, Mr. Hull said, should be trained within the movement, and this means regular courses in management and administration. Co-operative education, then, included such general education as was necessary to give a cultural basis to the co-operative outlook on life; a knowledge of the place of co-operation in social evolution; an understanding of how the co-operative methods can be made to fit into the economic organization and transform it, and a training in the particular technique of co-operative enterprise.

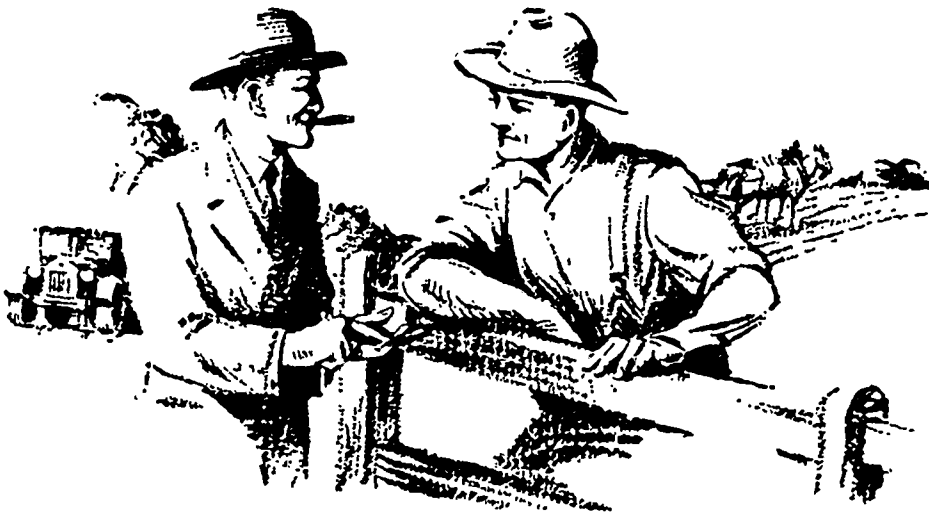
To carry out a plan of co-operative education Mr. Hull recommended a co-operative press, co-operative schools where practicable, the use of the radio and the establishment of libraries by co-operative concerns to be made easily accessible to their members. With regard to the teaching of co-operation in the schools, Mr. Hull expressed the opinion that co-operation should not be taught directly, but should come under the head of morals and civics, with examples drawn from the actual surroundings of the children and from history and biography.

Thursday Afternoon

Publicity for co-operatives, international co-operation and resolutions, occupied the conference in its concluding session.

PUBLICITY

"Publicity determines the relation of an individual, an organization, an idea, or an object to the public," said H. S. Fry, director of publicity of the Saskatchewan Wheat Pool. "Publicity is news. Good publicity is news that is interesting; and the best publicity is news that is interesting to a particular group of people. There are people unfortunately who have little use for publicity, just as there are persons who refuse to become identified with co-operative organizations. In



CAUTION

HAVE nothing to do with "get-rich-quick" salesmen—they will try to hurry you into a decision you will regret. A sound investment is never in a hurry.

Meanwhile, the Savings Department of this Bank is a safe and profitable place for your money.

**The Royal Bank
of Canada**

Serving Canada Since 1869

some respects, at least, both classes of people are equally guilty of shortsightedness, because the attitude of each indicates a restricted viewpoint of the whole problem. I feel safe in saying that without co-operative marketing of farm products, progress in agriculture would be indefinitely retarded, and I am equally certain that without publicity no co-operative organization could live. To any one of experience it is difficult to avoid the conclusion that next to membership itself, and management, publicity is the most indispensable factor making for the success of co-operation."

The speaker spoke particularly of the relation of publicity to producers' co-operative organizations, and in this connection pointed out that a co-operative organization was interested in its relationship to the general public on the one hand, and to its individual members on the other. Because co-operation is comparatively new and little understood, its significance is not generally appreciated, so that the co-operative plan and its aims must be presented in a clear and unmistakable manner to as large a portion of the general public as may be reached by any legitimate means. Consumers generally, because of their vital interest in food products and the prices for these, and business and commercial classes, because these are extremely sensitive to anything of an important nature which affects the farm, should be reasonably well-informed about co-operative producers' organizations.


"The first duty of publicity as it concerns our organization," Mr. Fry said, "is to keep our membership as fully and as completely informed of all matters relating to the organization as possible, without endangering our sister organizations or the Central Selling organization, which has been established for the actual marketing of Pool wheat; and the duty of the Saskatchewan Wheat Pool Publicity Department is to recognize that the claim to democracy which we make on each and every occasion, is by no means an idle one. To the extent that the interests of the individual are compatible in the interests of the organization as a

whole, it is recognized that the interests of the individual members are paramount and that they must be served."

The speaker then dealt more or less in detail with the various means utilized by the Wheat

Pools of Western Canada for the dissemination of Pool information to their members. These included the use of a house organ, or official organ in the various provinces, advertising, the issuing of circulars, pamphlets, and

SPECTACLES ON 60 DAYS TRIAL



Will give you a younger and get more distinguished appearance

Built for Strength, Comfort and Beauty. Light as a feather with smooth hand-polished nose bridge and gracefully curved temple bows that cannot cut the most tender nose or ears. A work of beauty and a delight to the wearer.

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Send No Money — Perfect Satisfaction Guaranteed

Let me send on 60 Days' Trial my famous "Clear Vision Spectacles. Will enable you to read the smallest print, thread the finest needle, see far or near. If you are not amazed and delighted, if you do not think my spectacles at only \$3.98 equal to those sold elsewhere at \$15.00, send them back. You won't lose a cent. You are to be the sole judge. Hundreds of thousands now in use everywhere. Beautiful case included FREE. Just send your name, address and age on the coupon below. I will also tell you how to get a pair for yourself without cost.

----- CUT AND MAIL COUPON TODAY -----

Consumers Spectacle Co., Dept. FM 131 Melinda St., Toronto, Ont.
 I want to try your spectacles for 60 days. This places me under no obligation. Also please tell me how to get a pair for myself FREE.

Name Age

Street and No. Box No. R.R. No.

Town or P.O. Province

WHY NOT PLACE YOUR

HAIL INSURANCE

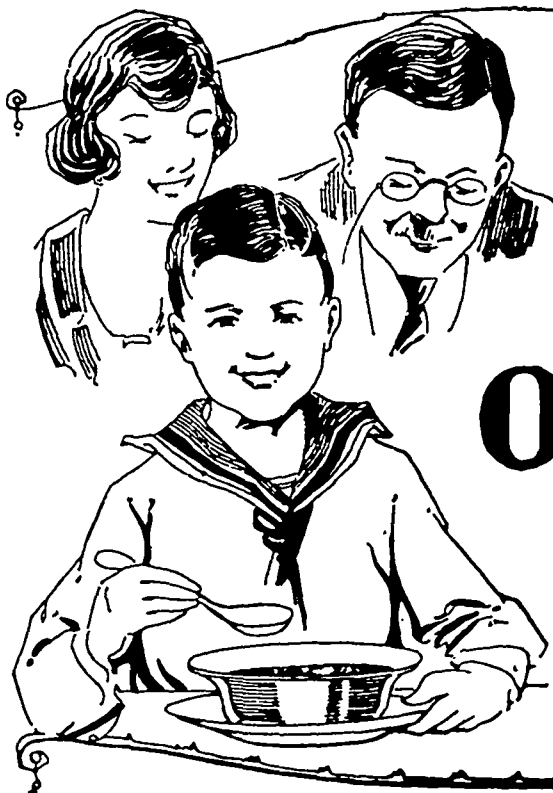
EARLY WITH THE

MIDWEST AGENCIES LIMITED

Hail Department of

BRITISH TRADERS INSURANCE CO.

Applications for Hail Agencies Invited Where Not Already Represented.
SEE OUR AGENT IN YOUR TOWN



Wise Parents Know

Boys and girls, quite as much as grown-ups, need a warming food, a food that fortifies against cold. This need is realized in delicious, warmth-giving

OGILVIE OATS

*Order from your dealer—
Serve every morning*

THE OGILVIE FLOUR MILLS CO., LTD.
 Mills at:
 WINNIPEG, MEDICINE HAT, EDMONTON

other printed material, radio broadcasting, and motion pictures, together with exhibits of an educational nature at the larger fairs and exhibitions.

INTERNATIONAL CO-OPERATION

Henry J. May, secretary of the International Co-operative Alliance, in introducing the subject of international co-operation, spoke with feeling of his delight at finding in Canada, in this, his first visit to the country, a co-operative movement in all fundamental respects, the counterpart of the movement in Europe. The Pools, he said, met every requirement of genuine co-operation, and the conference had been to him a real inspiration. Answering a question at the close of his address, Mr. May said, that in his opinion the Pools had not operated to the harm of the British consuming public.

In commencing, Mr. May pointed out that this was the first time that the International Co-operative Alliance had been represented, either at a conference outside of Europe or at one of co-operative producers in the main. The growth of the principle, and the impending necessity of mutual arrangements, has led the I.C.A. to adopt this course.



At the International Economic Conference at Geneva last year, resolutions were passed urging the closer association of producer and consumer co-operatives, and a more recent meeting proposed that the League of Nations should institute studies with that end in view.

Meanwhile the Alliance has been working along those lines in Czecho-Slovakia and Argentine, to mention only two of many. It is in direct pursuance of this policy that a representative has been in attendance at the Regina conference of producer co-operatives.

Explaining the nature and purpose of the International Co-operative Alliance, Mr. May told the conference that it was a union of over 100 national federations,

36 of them being consumer unions, 30 wholesale societies, 10 agricultural, and the rest, co-operative banks, assurance and credit societies, etc., and embracing approximately 50,000,000 people.

To be eligible, a co-operative must conform to the principles of the Rochdale society of pioneers, these being; one man, one vote, and the distribution of all surplus amongst members in proportion to patronage. Their object must be the betterment of members by mutual self-help on the above principles. The purposes of the Alliance are: the promotion of co-operation in all countries; the safeguarding of co-operative interests, and the promotion of trading relations between co-operatives.

The Wheat Pools have always

interested the Alliance, Mr. May said, on account of their success and their apparently genuine co-operative principle. Scrutiny had convinced them that both these features were on sound lines, and, in spite of some suspicion among consumers, they earnestly wished a closer relation than now existed.

The suspicion has been due to the alleged effect of the Wheat Pools to increase the price of foodstuffs to the consumer, but Mr. May pointed out that no less could be expected of such an organization, and so much could not be grudged by those who were also united to help themselves.

"We think," Mr. May continued, "that your aims could be best achieved by your association

Cuts and Threshes
At the Same Time!

Saves 2 to 3 Bushels More Grain an Acre

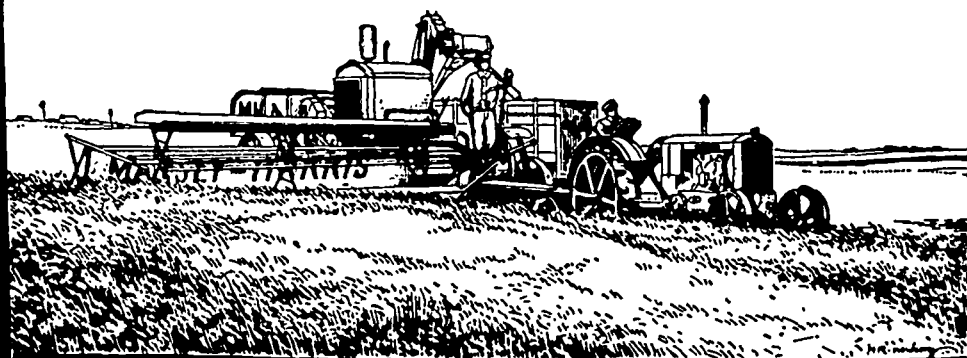
Reaper-Thresher Harvesting Widens Your Margin of Profit

A Combine Reaper-Thresher simplifies harvesting work. It cuts out two or more handlings of the crop and saves two to three bushels lost by the old method of harvesting and threshing. Also, it has been shown time and time again that a Reaper-Thresher harvests grain from 10 to 15c. a bushel cheaper than can be done the old way. Farmers too, appreciate the convenience of a Reaper-Thresher—the crop is harvested with the minimum of help and the housewife is relieved of the expense and work involved in boarding large crews of harvesting and threshing help.

Weed infested crops or crops in which a lot of straw must be handled in order to get the grain are harvested with outstanding success by the Massey-Harris Reaper-Thresher. This is due to the great capacity of the Massey-Harris barred cylinder and concave. It harvests and threshes successfully Wheat, Oats, Flax, Barley, and other similar grains and grain harvested with a Reaper-Thresher grades as high or higher than grain threshed the other way.

Combine harvesting has proved its worth in the West. A few years ago the first machine was tried out; last season there were hundreds in use. To lower your cost of production handle your 1928 crop with a Reaper-Thresher.

The Local Massey-Harris Agent will be glad to give
you full particulars



MASSEY-HARRIS CO. LIMITED

ESTABLISHED 1847 81 YEARS

TORONTO MONTREAL MONCTON WINNIPEG BRANDON REGINA SASKATOON
SWIFT CURRENT YORKTON CALGARY EDMONTON VANCOUVER
AGENCIES EVERYWHERE

reach European ports, you can best serve the general interest by associating with the organized consumers of the world.

"You would, firstly, be in relation with the national co-operative consumers movement in 35 countries, thus providing an immediate and assured co-operative outlet for your commodities. Secondly, you would be in association with the International Co-operative Wholesale Society, which organizes commercial relations; and a third effect might be the establishment of a special agricultural department which could render you the services in a specially prepared international field which your Central Selling Agency and publicity departments now render to you nationally. At present no reliable statistics exist to tell you what are the ultimate destinations of products exported from Canada.

"In view of the character of my mission here, these can only be regarded as tentative suggestions; but with your approval I think they will find speedy endorsement at the hands of the world organization of consumers which I represent."

The resolutions adopted by the conference appear on another page of the Scoop Shovel. The conference was closed by vote of thanks to the individuals and the public bodies who had taken part in the proceedings or contributed to the success of the conference.

ONTARIO POOL TO ACQUIRE ELEVATORS

The Ontario Grain Pool has announced a new elevator policy designed to meet the needs of prospective contract signers in Oxford county. A lack of local elevator accommodation in the southern half of that county led farmers to suggest that The United Farmers' Co-operative Company, Ltd., should build and equip an elevator to which grain marketed by Pool members could be hauled by team or truck, the haulage charge to be pooled.

Furthermore, leading growers of the district stated they would be prepared to guarantee the purchase of bonds up to \$12,000.00 to cover the cost of construction and necessary equipment.

The company, therefore, pre-

WESTEEL "RED BOTTOM" HOUSE TANKS



**CLEAN
STRONG
DURABLE**
12 Standard Sizes
Price Lists Free

WESTERN STEEL PRODUCTS LIMITED

WINNIPEG
Calgary Regina Vancouver
Edmonton Saskatoon



Cotton BAGS Jute
Grain Bags Twine
BEMIS BRO. BAG CO.,
WINNIPEG

**Write
phone or wire
at our expense**

When the grain is ripening you need threshing machinery in a hurry. We are ready—there is a dealer near you—see him today—or write our branch house if you are in the market for complete information on "The Finest, Fastest, Cleanest Thresher—the Red River Special Line."

Or phone us—asking the operator to reverse the charges.
Or wire us—all telegraph companies will send the wire collect.
The time is short and the weather waits for no one.
Please give us information on the size desired and size of your tractor.

NICHOLS & SHEPARD

In Continuous Business Since 1848
307 Marshall St., Battle Creek, Mich.
Branch Houses with stocks of repairs.
Winnipeg, Man., Regina, Sask., Calgary, Alta.

The RED RIVER SPECIAL Line

Insurance at Cost

IN YOUR OWN FARMERS INSURANCE POOL

Assets over\$ 2,500,000
Insurance in force, over\$134,000,000
On deposit with Provincial Governments\$ 500,000

We have more surplus assets in Canada per million of insurance in force than any of the other leading insurance writers in Canada, Board or Mutual.

More than double the volume of insurance in force of any other Mutual in Western Canada, and nearly three times the cash assets.

Get a broader Policy for less money than with any other insurance organization in Western Canada.

Reduction for lightning rod and chimneys built from the foundation, and for brick veneer, stucco, metal or metal-clad buildings; and a further reduction for first and second-class buildings. Horses and harness covered while in stable, temporarily, anywhere. All farm equipment covered anywhere on the farm.

Prompt and equitable settlement of all loss claims.

The Wawanesa Mutual Insurance Company

FIRE—LIGHTNING—WIND
SEE OUR LOCAL AGENT.

pared a supplementary agreement to be attached to the regular grower's contract, and providing that a grain elevator shall be built at a point to be decided upon by the growers interested and as shown by the preference indicated on the grower's contracts. The cost of the elevator is to be paid off year by year by a special charge of two cents a bushel, and out of the profits accruing from operation on the same basis as prevails with other elevators contracting to handle Pool grain. After payment in full with interest has been made the company holds the elevator and acts as trustee for the beneficial owners, allowing them five per cent. on what they contributed to the cost of construction and equipment. Surplus profits are to be distributed at the close of each Pool year pro rata according to the grain delivered by members.

If the company should cease to operate the Ontario Grain Pool, it is authorized to sell the said elevator for a just price and distribute the proceeds pro rata to those who contributed to the cost of construction and equipment.

This Year's Campaign

With this new proposition in definite form, captains and canvassers in Oxford took prompt action. Captains and canvassers, generally speaking, in other counties included in the 1928 campaign, met with unfavorable road conditions during the winter and spring weeks. In spite of the handicap a number of nice bundles of contracts have reached head office, one from Haldimand county totalling 61.

Meetings were held last month in Peterboro and Victoria counties, while special mass meetings were staged also for central points in the counties organized in 1927, with John H. Wesson, of the Saskatchewan Wheat Pool Board, as the chief speaker. These meetings were well attended. Several workers of a year ago express the opinion that the results achieved by the Pool thus far will enable them to get quite a few more members this year.

The chief difference between a farm and a "country place," is that some folks are still trying to make farms pay.

LOCAL CREAMERIES IN IOWA

The summarized report for 1927, issued by the Iowa Creamery Secretaries' and Managers' Association, Waterloo, Iowa, covers the activities of 153 local creameries. These creameries received during the year, 47,612,755 pounds of butter fat, which was converted into 57,496,061 pounds of butter and sold for about \$28,000,000.

Forty-eight of the 153 creameries made from 200,000 to 300,000 pounds of butter each, and 46 creameries from 100,000 to 200,000 pounds each. Ten creameries reported an annual output of less than 100,000 pounds, and 21 creameries more than 500,000 pounds each.

Most political speeches are a good deal like alphabet soup; they go down easy but they don't spell much.

The farmer who holds his crop in order to hit the peak price may be right—but he's more liable to be left.

CANADIAN NATIONAL EXCURSIONS

EASTERN CANADA

ALL RAIL OR LAKE AND RAIL

PACIFIC COAST

THE TRIANGLE TOUR - ALASKA

JASPER NATIONAL PARK

MT. ROBSON PARK

TICKETS ON SALE
MAY 15th
to
SEPT. 30th.

GOOD TO RETURN
UP TO
OCTOBER 31st
1928

DURING JULY
PERSONALLY CONDUCTED TOURS
TO
GREAT BRITAIN AND THE CONTINENT
ALSO TO
THE PACIFIC COAST

**CANADIAN
NATIONAL
RAILWAYS**

Please call and get full details from
Local Agent

CANADIAN NATIONAL RAILWAYS

Or Write
W. J. QUINLON,
District Passenger Agent
Winnipeg, Man.

The Pool Farmer does his own Driving

WHAT IS
THE TROUBLE
NEIGHBOR?

THOSE
BACK-SEAT
DRIVERS RAN
ME INTO THE
DITCH

THE OLD SYSTEM

THE POOL IS HERE TO STAY

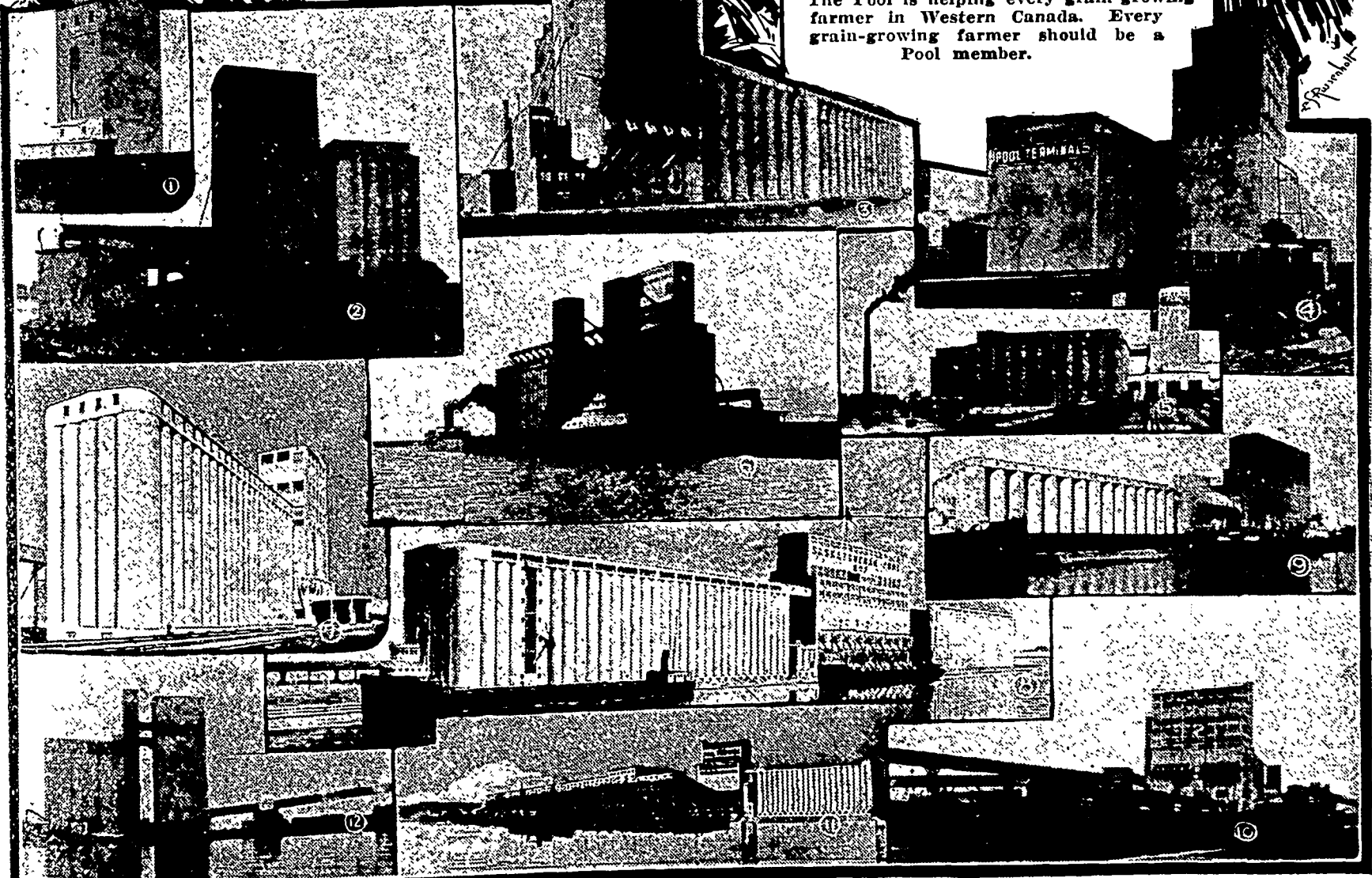
The Saskatchewan Wheat Pool has officially notified its members that more than 50 per cent. of the wheat acreage in the province has been signed to the pool, hence all new term contracts in Saskatchewan are now effective.

Alberta and Manitoba have received sufficient contracts to ensure a strong pool in both provinces for the next five years, although no official announcement of the actual acreage signed to the pool has yet been made.

What appeared to many a hazardous experiment in self-help a few years ago is now recognized all over the globe as a tremendous co-operative achievement.

On this page are shown the pool terminals. In addition over one thousand country elevators are owned by the three pools and hundreds more are being built, going up at the rate of two a day.

The Pool is helping every grain-growing farmer in Western Canada. Every grain-growing farmer should be a Pool member.



	Capacity bushels
1. Manitoba Wheat Pool Terminal, Winnipeg	130,000
2. Canadian Wheat Pool Terminal No. 3, Fort William	225,000
3. Canadian Wheat Pool Terminal No. 1, Fort William	1,300,000
4. Saskatchewan Wheat Pool Term. No 5 Port Arthur.....	2,150,000
5. Saskatchewan Wheat Pool Term. No. 6. Port Arthur	7,500,000
6. Saskatchewan Wheat Pool Transfer House, Buffalo	2,000,000

	Capacity bushels
7. Alberta Wheat Pool Terminal, Prince Rupert	1,260,000
8. Saskatchewan Wheat Pool Term. No. 7, Port Arthur.....	6,900,000
9. Saskatchewan Wheat Pool Term. No. 4, Port Arthur	6,425,000
10. Alberta Wheat Pool Terminal No. 2, Vancouver	1,650,000
11. Alberta Wheat Pool Terminal No. 3, Vancouver	2,400,000
12. Canadian Wheat Pool Terminal No. 2, Fort William	575,000

FARMERS' ADVERTISEMENTS

Buy, Sell or Exchange through this page

The cost is 3 cents per word one insertion. Each initial and group of four figures counts as a word. Be sure and count name and address. Farmer's advertisements on livestock, seed grain, poultry and farm produce, displayed with big type are charged at the rate of \$1.52 per inch deep by one column wide.

Cash must accompany each order.

All advertisements and changes should reach us not later than the tenth of each month.

Circulation
28,000
all in Manitoba

Miscellaneous

BRITISH GIRLS DESIRE CANADIAN correspondents. Proposition, 10c. Scolare, 16 Cambridge Street, London, S.W., England. 1-12 JGX

REGISTERED BLUE AND SILVER FOXES—Buy now, save 20% for fall delivery. Booklet free; breeder-agents wanted. Six bank references, Seattle Chamber of Commerce. We help you. Cash or terms. Write today. Cleary Bros., Fox Farms, Empire Building, Seattle, Wash. 4-6x

KNOW YOUR FUTURE—SEND 25c AND birthdate. Let me try and locate your future mate, will send name and address. Adel, Box 1600, Sta. C., Los Angeles, Calif 6-1

SELLING REGISTERED YORKSHIRE Weanlings, either sex. 15 years constructive breeding. Special attention in filling each order \$10 each, pedigree \$1 extra. W. H. Hicks, Souris, Man. 8-1

Seed and Plants

BIRTLÉ FOR SEED BARLEY—O.A.C. NO. 21, government tested and inspected, third generation, No. 1 and No. 2 seed. All orders will receive prompt attention. For particulars, prices, etc., write F. C. Barber, sec.-manager, Birtlé Co-operative Seed Barley Growers' Association, Limited, Birtlé, Man. 4-4x

Fresh Fruit

RHUBARB, \$1; STRAWBERRIES, RASPBERRIES, \$3. Loganberries, \$2.75; Blackberries, \$2.25. Complete price list. Highland Farm, Mission, B.C. 6-1

Poultry

HATCHING EGGS FROM HIGHEST QUALITY Baron strain, single comb White Leghorns, 5c each, or \$4 per 100. Also Shetland pony colts for fall delivery, at \$50 for horse colts and \$60 for mare colts. Delivered free at your station. R. B. Ramage, Greenway, Man. 4-3

Machinery

FOR SALE—ONE CASE OUTFIT COMPLETE, 32x56, 20 h.p. engine. High pressure boiler, belts and tanks. Apply Wm. Graham, Hilton, Man. 6-1

SELLING—INTERNATIONAL 25 H.P. GAS tractor, and 23-42 Goodison separator, good belts and new teeth last fall. Price complete, \$500, or will sell separate. T. H. Matchett, Treherne, Man. 6-1

LARGE RUNLEY SEPARATOR AND 45 International engine, as we unhitched threshing, ready to go. Cost \$4,500. Band cutter and complete, all for \$650. Write B. F. McFarland, West Bend, Iowa. Outfit at St. Agathe, Man. 6-1-x

Used and New Auto Parts FOR EVERY MAKE OF CAR

Engines, Magnets, Gears and Generators. All kinds of Machinery and Belting

CITY AUTO WRECKING CO.
783 MAIN ST., WINNIPEG

THE KOVAR

QUACK GRASS KILLER

Is specially designed to kill quack grass and sow thistle, by pulling out and scattering the roots to dry and die. The sharp points of the long teeth point ahead, not down, giving lighter draft and great lifting power. Tooth spacing is changeable. Sections quickly added or removed and easily lifted separately. Frames have wide clearance and are flexible, doing away with frequent clogging. Hundreds of satisfied owners in Western Canada. Write for descriptive folder No. 4, prices, money-back guarantee with trial offer, and names of Kovar owners near you. Do it now.

S. S. STRACHAN & SONS
724-10TH ST., BRANDON, MAN.
(Formerly Swan River, Manitoba.)

CYLINDER GRINDING

A true crank shaft, reground cylinders filled with new pistons and rings make an old engine new. Modern equipment, long experience, low price.

THORNTON MACHINE CO.
62 PRINCESS ST., WINNIPEG.

It's a small world alright—judging from the number of middlemen who are trying to get it all in their pocket.

Zeb Sawyer says farm conditions seem to be picking right up. Last week he got two checks, and one was from the fellow who ran over his rooster, and the other was from the mail-order house, 'cause they was out of the straw hats he ordered.

HAMBLEY ELECTRIC CHICKS

Big, strong, healthy, bred-for-laying chicks, 56 of Manitoba's best government approved, ROP, and selected flocks supply our 51,000 egg electric incubators. 8,000 chicks per week for immediate delivery 100% live arrival guaranteed. White or Brown Leghorns, Mottled Anconas.

25	50	100
\$4.00	\$8.00	\$15.00

Barred Rocks, Single or Rose Comb, RI Reds, White Wyandottes, Black Minorcas Buff Orphingtons.

25	50	100
\$4.50	\$9.00	\$17.00

Also government approved flock Barred Rock chicks, at 22c each

Order direct from this ad. or send for free catalogue.

Hambley (Electric) Hatchery
601 LOGAN AVE :: WINNIPEG, MAN.

GENERATORS

WE ARE OFFERING NEW 600 WATT 32-VOLT GENERATORS, which can be operated by a 1½ h.p. (or larger) engine, for \$42 F.O.B. Winnipeg. They can be used for electric lighting, or charging car and radio batteries. Write for printed circular.

THE CANADIAN FAIRBANKS MORSE CO. LIMITED
WINNIPEG REGINA CALGARY



I DIDN'T see a bit of sense in letting Annabelle commence to read the co-op news. You see she's just the wife to me; I don't expect her to agree—and I do as I choose.

I thot she'd talk my arm clear off, the way she'd sneer and laugh and scoff, the day I joined the pool. She said I ought to have a nurse; and what was still a whole lot worse—she said I was a fool! So I sat still and let her rave; I told her she had better save her breath and argument; because I'd told them I was in, and that I'd sign up to begin—and that was what I'd meant.

Well Annabelle she talked and talked; she stewed around and fussed and balked, for just about three days. Until one noon when I came in, a sight that kinda made me grin loomed up before my gaze. It seems a co-op paper'd come, the wife had suddenly gone dumb; she didn't say a word. She stood there reading every sheet, and when I asked her when we'd eat, she never even heard.

It surely was a great surprise to find she'd taken my advice—to hold her peace awhile. And so I told her that I'd try to get her quite a good supply, of papers of that style. I told her if she'd read the news, she wouldn't have the least excuse for finding any fault, with those who join the co-op. pool—because the others, as a rule, are hardly worth their salt.

And since that day no storm or strife has ever crossed our wedded life, for Annabelle knows now—no matter what is you do, it means a good deal more to you that pooling pays—and how!

Pool Ripples



"Glad to see you getting in on time these mornings, Mr. Slowe," said the manager.

"Yes, sir; I've got a parrot now."

"A parrot. What for? I advised you to get an alarm clock."

"I did sir, but after a few mornings I get used to it, and it fail to wake me. So I got a parrot, and now when I retire I hang the alarm clock over his cage. It wakes the parrot, and what the bird says would wake anybody."

"Does your new typist use the touch system?"

"Well, she certainly didn't buy that fur coat out of her wages."

"Is your kitchen small?"

"Is it? Why, it's so small we have to use condensed milk."

Wife (putting on fancy dress) — "Oh, bother! They haven't put enough hooks on this costume."

Husband — "Never mind — there'll be plenty of eyes on it!"

"Here, young man, you shouldn't hit that boy when he's down."

"Gwan! What d'yer think I got 'im down fer?"—Blue Gator.

"So you want a divorce, Rastus?"

"Yes, suh, jedge, yo' honah— Ah sho'ly does."

"What's the trouble?"

"'Count ob ma wife makin' an ironical remark."

"An ironical remark?"

"Yes, suh—she says if you don't go to work, I'll hit you in the face wid dis flat-iron."

He—"Do you indulge greatly in terpsichorean art?"

She—"Oh, why bother about such things. Let's dance!"

Granddaughter (being lectured) — "I seem to have heard that the girls of your period 'set their caps' at men."

Disapproving Grandmother — "But not their knee-caps."

The Vulcan Iron Works

LIMITED

WINNIPEG

MANITOBA

Established 1874

ELECTRIC STEEL CASTINGS OF ALL KINDS
MINE CAR WHEELS
GRAY IRON AND BRASS CASTINGS
BOLTS, NUTS, RIVETS, WASHERS, ETC.
BOILERS AND STEEL PLATE WORK
STEEL TANKS OF EVERY DESCRIPTION
IRON AND STEEL FORGINGS
FIRE HYDRANTS
STRUCTURAL STEEL
FROGS AND SWITCHES
ELEVATOR MACHINERY
VULCAN GLOBE DUMPS
ORNAMENTAL IRON WORK
MACHINING OF ALL KINDS

Prompt and Efficient Service



Scraps of paper!

MOST wealth is represented by paper. Bonds, deeds, etc. are prepared on this material, one of the most liable to destruction.

You should carefully guard these precious "scraps of paper."

This Bank offers you, at small cost, Safety Deposit Boxes in vaults which were built for its own protection.

THE CANADIAN BANK OF COMMERCE

168 R



Activities of the Manitoba Department of Agriculture

The success of any legitimate business depends, in part at least, upon how completely the services which it offers are understood and utilized by the public.

Departmental business is no exception to the rule. Manifestly a first requisite in successful administration is that the public shall understand what is being undertaken by the government. Citizens cannot take advantage of lines of departmental service of which they are not cognizant. For this reason the major activities of the Manitoba Department of Agriculture are listed below:

Agricultural Societies—Supervision of general lines of work. Financial assistance. Supplying judges and speakers.

Beekeeping—Licensing of beekeepers. Meetings of apiarists. Inspection for bee diseases. Advice to enquirers.

Brands for Cattle and Horses—Alloting and recording of brands for cattle and horses.

Cow Testing—Co-operation with farmers to determine, on the basis of performance, which are the profitable and which the unprofitable cows in the herd.

Cream Grading—Grading of all cream received at Manitoba creameries, so as to secure payment for cream on the basis of its real value.

Crow and Gopher Competitions—Competitions in the destruction of gophers and crows.

Dehorning—Promoting the dehorning of commercial cattle by pointing out the losses from bruising and goring, and by giving dehorning instructions.

Demonstration Poultry Flocks—Directing the upbuilding of high producing flocks.

Demonstration and Experimentation—Demonstration and experiments on farms at Killarney and Birdie of the best agricultural practices for these districts.

Displays of Manitoba Products at Exhibition—During recent years the department has encouraged Manitoba livestock owners, butter makers, grain growers and gardeners to exhibit at the leading exhibitions of Canada. Their success has been remarkably satisfactory, and much desirable publicity has resulted therefrom.

Educative Displays at Fairs—Taking advantage of our public exhibitions to place before the public, in demonstration booths, the most advanced agricultural ideas.

Employment—Supplying workers for farmers and other types of employers. Efforts made to find the best worker for each job, and the most suitable job for each worker. A service which considers the interests of both employer and employee. This is carried on through the Employment Service of Canada, maintained co-operatively by the Dominion and Provincial Governments. Offices are situated in the following Manitoba cities and towns, Winnipeg, Brandon, Portage la Prairie, Dauphin. Service free.

Training Groups in Stock Judging—Organizing and training groups of boys in the art of judging livestock. Supervising the Farm Boy's camp at the Provincial Exhibition.

Field Crop Improvement—Introduction of registered seed, field crop competitions, summer plow competitions and plowing matches.

Game Conservation—Enforcement of the Act against the destruction of song and insectivorous birds, licensing of hunters and trappers, collection of royalties upon furs fur farms.

Horticulture—Meetings addressed. Experimental work of special sorts. Inspection of nurseries for diseases, and licensing of nurseries.

Implement Dealers' Act—Filing price lists of all sorts of farm machines and repairs therefor.

Inspection of Creameries and Cheese Factories—Checking up all the butter and cheese factories and milk receiving and skimming stations to see that the provisions of the Manitoba Dairy Act are enforced.

Live Stock Improvement—Improvement of herds through better methods of breeding and feeding. Clubs among boys and girls. Field days.

Miscellaneous—Rendering service on many miscellaneous matters relating to agriculture. Frequently of an emergency or special nature.

Publications—Publishing and distributing literature on many phases of Manitoba agriculture and home making. Lists of literature sent free to Manitoba residents on request.

Purchase and Sales Act—Sale of pure-bred bulls, rams and boars and approved type sows on a half cash and half credit plan to approved applicants.

Poultry Culling—Culling of farmers' flocks to eliminate the non-layers.

Renting Bulls and Boars—Renting bulls and boars, upon a well defined plan to clubs and associations.

Scrub Sires—Campaigns for the elimination of scrub bulls, boars, rams and stallions, which have proved so great a deterrent to livestock improvement.

Short Courses and Meetings—Organizing and supplying speakers on various subjects.

Special Cars—Fitting up and operating special lecture and display cars on such matters as livestock improvement, forage crops, better seed, and other agricultural matters.

Stallion Enrollment—Inspection and enrollment of all stallions standing for public service.

Statistics—Compiling and publishing statistics in regard to every phase of agricultural production. Also issuing of progress reports during the growing season.

Swine Clubs—Organization and supervision of swine clubs among the boys and girls of Manitoba.

Tuberculosis Free Area—Encouraging the establishment of tuberculosis free areas in the province. Already 1,080 square miles so organized.

Weed Control—Supervision of municipalities in their administration of the Noxious Weeds Act. Weed Inspectors' conferences and other meetings and educational work on weed control.

Women's Institutes—General supervision. Speakers. Financial assistance.

Correspondence in relation to any of the above matters may be addressed to the Manitoba Department of Agriculture, Winnipeg, Manitoba.

HON. ALBERT PREFONTAINE

Minister of Agriculture and Immigration