

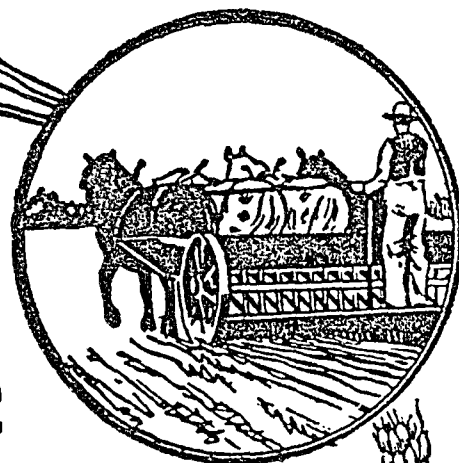
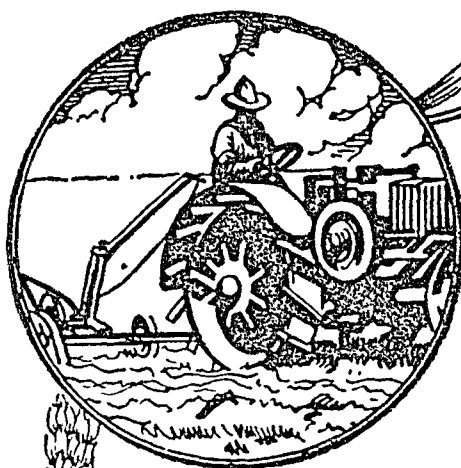


A Magazine of Agricultural Co-operation

Vol. VII.

WINNIPEG, MAN., FEBRUARY, 1931.

No. 2

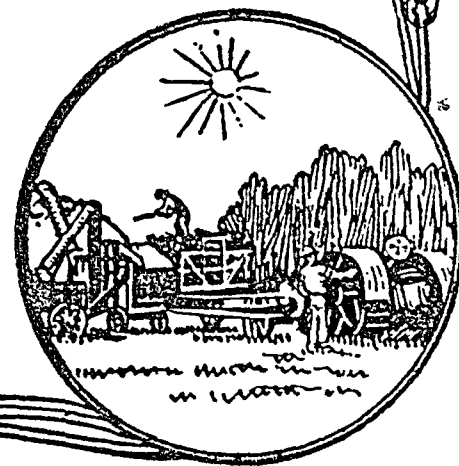
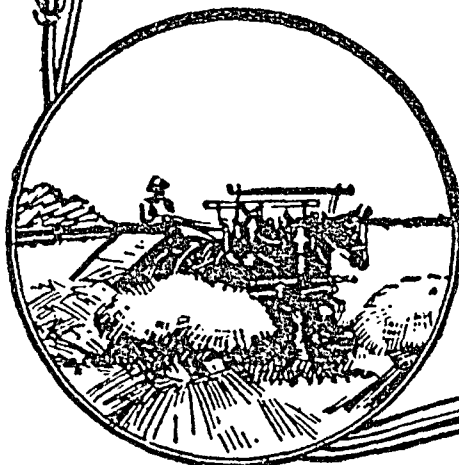


SPECIAL FEATURE

One Hundred per cent. Pool by Legislation.

The world can be fashioned a fair world by the humans who inhabit it, by the very simple and yet most difficult process of coming to an understanding. Not one ignoble thought or act is demanded of any one of all men and women in the world to make fair the world. The call is for nobility of thinking, nobility of doing. The call is for service, and such is the wholesomeness of it, he who serves all, best serves himself.

—Jack London.

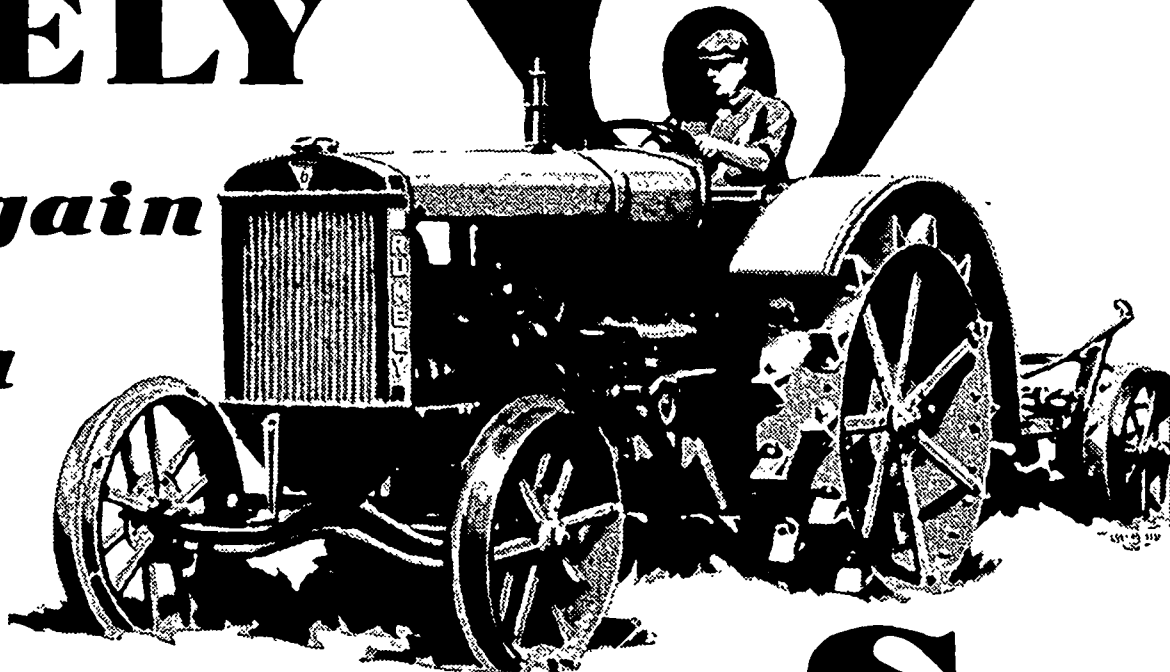




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Published by
THE MANITOBA WHEAT POOL

Official organ of Manitoba Co-operative Dairies, Manitoba Egg and Poultry Pool,
Manitoba Co-operative Livestock Producers, Manitoba Co-operative Wholesale.

Subscription Price
50 cents a year

Gross Circulation, 32,790

Issued on the Twentieth of
Each Month

Office: Wheat Pool Building,
Winnipeg.

Telephone: 845 150

Advertising Rates:
Display—21c per agate line flat.
(\$2.94 per col. inch)
Classified—3c per word.
All advertising copy subject to
publishers approval.

One Hundred Per Cent Pool by Legislation An Imperative Necessity For Western Canada

By J. T. HULL, Director of Education and Publicity, Manitoba Wheat Pool

"The grain which I grow is mine and I have the right to dispose of it in any way that I think fit. I may seek a buyer for it in the manner which I deem the most advantageous to myself. I object to a one hundred per cent. pool by legislation because it is against the principles of British liberty."

In substance and in one form or another, that is the main argument advanced in the discussion during the last three years against the proposal to create a producers' wheat marketing monopoly when a substantial majority of the producers demand it, in other words a one hundred per cent. pool by legislation. It is an argument that has done duty for individualism for a respectable length of time. Listen to Archbishop Whately, writing in the 1830's for the multitude, and with the avowed intention of rescuing the science of political economy from "disrepute":

"Every man should be left free to dispose of his own property, his own time, strength and skill in whatever way he himself may think fit provided he does no wrong to his neighbors."

That was at one time an accepted doctrine by social philosophers, theologians and scientists, and a glance at it in historical perspective will give us a background against which to put the one hundred per cent. pool proposal.

A Backward Glance

If one could look upon the actual social life of the Middle Ages one would see something entirely

different to the life of today. It was a life so simple that governments had no hesitation in attempting to regulate it by laws: so simple that the authority of both church and state could interfere in the most intimate of human relations; so simple that the community itself tolerated no departure from established customs and conventions.

This simple life was broken up by a number of causes, chief among them being the development of industry, trade and commerce. With the coming of the factory there came also that particular development of economic self-seeking which we distinguish by the name of the capitalist system. This system was hampered and hindered by the customs, rules, restraints and restrictions—legal and customary—which had come down from earlier times, which were the product of different circumstances, different conceptions of life and human relations, and different ideas of the connection between economics, politics, ethics and religion.

The Apotheosis of the Individual

These social survivals came to be regarded as positive obstacles to progress. They impeded individual initiative and enterprise and chained men's energies. Progress demanded their abolition, and the philosophers of the day came to the aid of the profit seekers with a social theory in which the emphasis was laid on the individual. He had to be freed from all restraints and given liberty to seek his own good in his own way, to promote his interest in the manner which seemed to

him the most advantageous. But even at that time there were some who were not so sure that individual self-seeking would result in general good. The reply to them was that the nature of man and society was such that it was impossible for the individual to gain without society also gaining. In seeking to gain wealth, Adam Smith said, men "were led by an invisible hand" to confer benefits on society when actually they were thinking only of gratifying their own "vain and insatiable desires." According to Frederic Bastiat, who is still regarded as an economist by some hardshell optimists, if every man were free to follow his own interest and to seek advantage without hindrance or restraint, the most perfect of social harmonies would result and all social life would be a reproduction of paradise on earth. All would be well when nothing was regulated.

The Iron Law

This ethical justification of selfishness was supported on material grounds by the political economists. All economic activity, they said, was governed by immutable and inexorable laws. The reward of labor was circumscribed by the cost of the subsistence of the workers; it could never be higher or lower than the simple physical cost of maintaining a supply of labor. Profits depended on the rate of wages: high wages meant low profits; low wages meant high profits. Dear food meant high wages and low profits; cheap food meant low wages and high profits. Therefore it was to

the interest of the profit seekers that labourers should be plentiful and cheap food abundant. "Wherever the deductions of political economy lead I am prepared to follow," declared Richard Cobden, the manufacturer, and he set out to secure repeal of the Corn Laws and cheap food. The owners of land objected because cheap food meant low rents. Thus the deductions of political economy showed an eternal conflict between landowners, manufacturers and workers, and this conflict was imminent in the very nature of things. Nothing could be done about it; it was the system of nature and all one could do was to accept it and make the best of it. Interference on the part of the state could only create greater evils and any attempt on the part of the "under dog" to escape from it either by organization or plans of self-help would only recoil on himself and make his position worse. Social and economic reformers, co-operators and trade unionists, ethicists and philanthropists were all alike impractical visionaries. If workers were so unfortunate as to find themselves out of jobs it was just too bad, for declared Malthus, "by the laws of nature which are the laws of God (they) have no claim to support." Evidently all they could do was to lie down and die without making any fuss about it.

The Reign of Profit

Buttressed by these social and economic philosophies the capitalist system developed a ruthless exploitation of men, women and children. There is no more painful reading in all history than the economic record of the early part of the nineteenth century. As J. L. Hammond says: "Everything turned to profit. The towns had their profitable dirt, their profitable smoke, their profitable slums, their profitable disorders, their profitable ignorance, their profitable despair." Children of tender years worked long hours under the lash of the factory overseer; boys of equally tender years worked underground in the mines; women, almost naked, were harnessed to trucks in the mines in conditions that cannot be described in decent language. The worker on the land was forced into the slums of the towns and those who were

left were degraded to a condition never before known in rural England. The right of every man to seek his own advantage in his own way and to do as he liked with his own resulted in an inconceivable mass of human suffering and misery.

The Beneficent Private War

Just as the conscience of humanity was being aroused to the positive injustice of these conditions a new scientific thought came to their support. By natural selection and by the law of the survival of the fittest, the new scientific doctrine said, life had progressed from the amoeba to man—free and unlimited and unchecked competition in nature had culminated in the crown and glory of creation—man himself. Nature's supreme law was, as Sir Henry Maine said, "the strenuous and never ending struggle for existence, the beneficent private war which makes one man strive to climb on the shoulders of another and remain there through the law of the survival of the fittest."

Thus philosophy and science agreed on a social gospel which was satirically paraphrased by Charles Dickens: "Every one for himself and God for us all as the elephant said when he danced among the chickens."

THE REACTION

Nothing could be done about it, the proponents of natural liberty said, albeit somewhat regretfully. They were convinced they were right and they could only fall back on private philanthropy to alleviate a natural and inevitable misery.

"We do not believe it," was the passionate declaration of those who kept their heads and their hearts working together. "Our intelligence, our moral sense and our religious convictions alike, revolt against such a conception of life. There is something fundamentally wrong with ideas which consecrate the predatory instincts in man, condemn all humanity to a life of miserable strife, and the masses to the inescapable lot of degrading and poorly rewarded toil."

Something could be done and they set about doing it. Philanthropists like Lord Shaftesbury succeeded in convincing Parliament that only by state action

could the indecency and the inhumanity in industrial life be mitigated or abolished. Reformers like Lovett and Owen pressed for the right (a right long denied) to form trade unions and co-operative associations through which the people might do something for themselves. In the ranks of the workers themselves, able thinkers tore to pieces the imposing edifice of natural liberty. Even while it was being denounced as mischievous and even unpious, authority stepped in between the profit-seekers and their helpless victims. Gradually the very pressure of events led to changes in thought; social and economic thinkers began to question the whole system of natural liberty, freedom of competition, the right of the individual to pursue his own interests in his own way.

The Duty of the State

With the provision of state education, these changes in thought and public policy were accelerated. If it was the duty of the state, men asked, to provide education and inspire men to seek a better life, was it not also the duty of the state to see that the opportunity existed for the creation of the better life and for the individual to realize the full moral responsibility of citizenship? And how was this to be accomplished except by smoothing out political and economic inequalities, and providing compensation for those disadvantages which were the accident of social and industrial organization? Under the influence of the new thought and the awakening of a new social conscience, the salient feature in the legislation of all progressive countries from the latter part of the nineteenth century onwards, is interference in the so-called natural order of things. Up to 1870 it may be said that the state was in the service of the owners of economic power; from that date it has been steadily pressed into the service of humanity. But because prior to that date the wealth of human intelligence, the policies of statesmen and the uncritical beliefs of the majority, gave support to the doctrine that state interference with the right of the individual to pursue without hindrance his own self-interest was economically wrong, ethically unnecessary and scien-

tifically inexpedient and that all state enterprise or state supported enterprise was a mischievous impediment to individual initiative, and in the nature of things bound to fail—because mankind for a century or more was bullied or cajoled into acceptance of that doctrine,—the first objection that is raised to the proposal for a one hundred per cent pool by legislation is that it interferes with the right of the farmer to do as he likes with his own, the same objection that the factory and mine owner raised when the state first stepped in and preventing him from running his business as he liked. A century of tradition makes an impression that is not easily rubbed out.

The Needs of Social Justice

The tradition, however, always stronger in theory than in actual practice, has definitely passed from social science. The principles which govern the legislatures of all civilized countries today constitute a complete break with the ideas embodied in the doctrines of natural liberty and the cruder individualism. There is no doubt that in the sense that they contributed to the liberation of human thought and energies, and facilitated the development of industry, trade and commerce those doctrines had value for their time. For our time we need the newer principles in order to achieve greater social justice.

Ameliorative legislation naturally came first, legislation to free thought and action and to prevent oppression in the new economic circumstances, and to allow men to associate for their common welfare. This was the basis of most of the legislation up to the latter decades of the nineteenth century. From then onwards, the sphere of state activity has been greatly extended, and is represented in such legislation as that affecting public health and morals, old age pensions, mothers' allowances, minimum wages, sickness and unemployment insurance, and so on. The development of associative effort in business and in social life has also necessitated new kinds of state activity and today our economic and social life is moulded in a multitude of ways by legislation, the extent of which is not realized by the individual until he makes a critical survey

of the conditions under which he actually works and lives.

Regulating the Farmer

Let us take for example the legislative regulations under which farming is carried on in Manitoba. The drainage and fencing of land; the grading of farm products; the quality and the sale of seed grains; the breeding of registered stock; the marketing of grain and other products; the running of animals at large; the branding of stock; the shooting of game; the protection of insectivorous birds; control of insect pests; the prevention of contagious diseases among animals; all these are covered by legislation and involve an interference with the right of the farmer to conduct his farming operations as he likes. If he engages help he automatically enters into a contractual relation governed by legislation. There are on the statute books of Manitoba, over 40 laws affecting agriculture, and over 20 on the statute books of the Dominion, and in addition to these the farmer is regulated in innumerable ways as a citizen. These laws undoubtedly constitute an interference with individual liberty; they do prevent the individual "disposing of his own property, his own time, his own strength and skill in whatever way he may think fit." Experience has demonstrated that individual liberty may in a thousand ways involve collective injury, and that it is easily possible for a minority in any community to pursue a course of action that actually restricts the liberty of the majority by frustrating their efforts to promote the collective good.

THE COLLECTIVE GOOD

Fundamentally, then, the determining factor in the question of state interference is not any assumed right of the individual, but the good and welfare of the majority. This good may be promoted in three ways:

1. By direct state action.
2. By group action through voluntary association.
3. By group action supported by the state.

In connection with the question we are discussing, these three forms may be illustrated by, (1)

The Canada Wheat Board; (2) the Wheat Pools; (3) the proposed one hundred per cent. Pool by legislation. The first we may omit for reasons that will appear later on. In connection with the second it may be laid down as following from the principle of the good of the majority that where a minority can frustrate the efforts of the majority to promote an end desirable in the interests of the whole, the group action may justifiably be supported and enforced by the state. That principle is embodied in much legislation today.

The experience of the last few years in Western Canada, the experience along similar lines in other countries, has demonstrated conclusively that the object of such a voluntary association as the Wheat Pool can be defeated by a minority holding aloof. The action of this minority may in fact impose positive sacrifices upon the members of the co-operative. The voluntary method, therefore, to be efficient and just, requires the support of authority when and where the majority has definitely expressed a desire for it.

The Trend Toward Group Control

The third plan, which brings in the coercive power of the state, requires consideration in the light of modern business trends. The integration of production and distribution—group control and group operation—is the dominant feature of modern economic tendencies. The consolidation of capital in industrial enterprises for mass production, and the cartels of Europe for the regulation of marketing, testify to this tendency toward group control in the capitalist system; the group is steadily taking the place of the individual in world competition. The European cartel, for example, is not a business enterprise; it is a kind of contractual discipline among individual businesses of the same kind in the interest of the whole. It may exist to control prices, to restrict production to effective demand, to allot territory for exclusive marketing, to establish quotas for home or foreign markets, or to pool profits. In whatever form it operates it imposes a discipline upon the individual members of the cartel; the indi-

vidual must submit to measures of control in the management and operation of his business. It interferes with his individual liberty, but the interference is for the purpose of promoting the business, to stabilize production and distribution, to eliminate cut-throat competition and prevent the friction which is a perennial source of industrial strife and even international trouble. It is generally conceded that the cartel which operates by division of marketing territory has had a marked influence in the prevention of dumping. What the cartel attempts to do in times of peace, governments during the war either directly or indirectly tried to do in the interests of their respective nations or in promotion of the common cause.

Organization is Imperative

The concentration of capital in the form of combines and trusts and consolidation of capital in the form of cartels began about 50 years ago. The first trusts and cartels were definitely predatory in purpose, but since the war at least it can be said that the primary purpose of both of these forms of business organization is orderly production and orderly marketing. Every form of business today is occupied with the problem of reducing industrial and commercial chaos to order, and this simply cannot be done without organization. In all countries, therefore, the process of business integration, where it is demonstrably in the form of associated self-help to overcome disruptive economic forces and not to exploit the public, is permitted and in some cases encouraged. There is, moreover, a steadily growing opinion in Europe that the thorough organization of production and distribution is a necessary prelude to the removal of tariff barriers and the establishment of economic freedom. Economic disarmament, in a word, must be preceded by economic security and the latter can only be achieved by the way in which the cartels have led—the organization of production and international trading.

And not only the cartels are showing the way. The international co-operative movement is also a force in the systematising of international trading, and in the elimination of profit-seeking

competition in such trade it stands alone. But, unfortunately, it also furnishes evidence that voluntarism is not enough, and civilization cannot afford to wait until all men have learned to cooperate. We are in a race between system and disorder, organization and drift, co-operation and competition, and system, organization and co-operation must win or western civilization will perish.

RATIONALIZATION

These facts have been fully recognized by the world's thinkers and acknowledged by the world's statesmen. In consequence of the drive for peace they are receiving more attention today than ever before, and the present world-wide economic crisis has compelled practically every nation to give consideration to the whole question of what has been called the rationalization of international commerce which, in brief, means some form of the organization of national exporting and importing. Every nation today is seeking to safeguard its own industrial and agricultural life, and as the development of social legislation has moulded the national forms of production and interfered with the free play of individual competition, so it is sought to bring international competition under some form of regulation with the same end in view, viz., the promotion of human welfare.

Restrictions on Grain Imports

In the case of cereal grain, every importing country has restrictions either on import or on the use of imported grain, or has under consideration policies of restriction. Sumarized, the position in Europe in this respect is as follows, with the proviso that changes are continually being made, tightening, but not relaxing the restrictions:

Portugal—Imports of wheat strictly regulated in volume by the government.

Spain—Imports prohibited until price of domestic wheat reaches \$1.76 per bushel.

France—Import duty of 84c per bushel, with milling regulations. Government requires that

mills shall use 90% domestic wheat in their grind.

Italy—Import duty of 86c per bushel. It is reported that Italy has entered into a contract with Russia for wheat supplies.

Germany—Import duty of \$1.62 per bushel. The government requires millers to use 80% domestic wheat in their grind. A decree signed on December 1 contains the following emergency provisions:

1. The compulsory mixing of 30% of rye flour with wheat flour in all those over 200 gramms.
2. Allows the mixing of 10% of potato flour in pastries made predominantly of wheat flour.
3. Bakeries are compelled to display rye bread in their shops.

Belgium—Since October 27th, 1930, Belgian imports of Russian grain and flour are subject to import license. A milling quota system is proposed for the near future.

Holland—A law passed in December provides that for three years a certain percentage of home-made flour, to be determined by the government but with a maximum of 25 per cent., must be mixed with imported flour.

Sweden—Duty, 27c per bushel. Milling quota system at present, requiring millers to use 75% domestic wheat and 85% domestic rye in their grind as compared to 60% and 70% respectively in September and October. State assistance to be given farmers' co-operatives to build storage facilities and provide against dumping.

Norway—Government monopoly of wheat imports.

Esthonia—Import duties on wheat and flour. Duties were increased on November 1 by 50% on wheat.

Poland — Import duty on wheat, 53c per bushel. The Polish government also maintains a system of export premiums on rye and wheat and has an agreement in effect with Germany governing the export of rye.

Austria—Duty, 11c per bushel. Plans for a grain import monopoly.

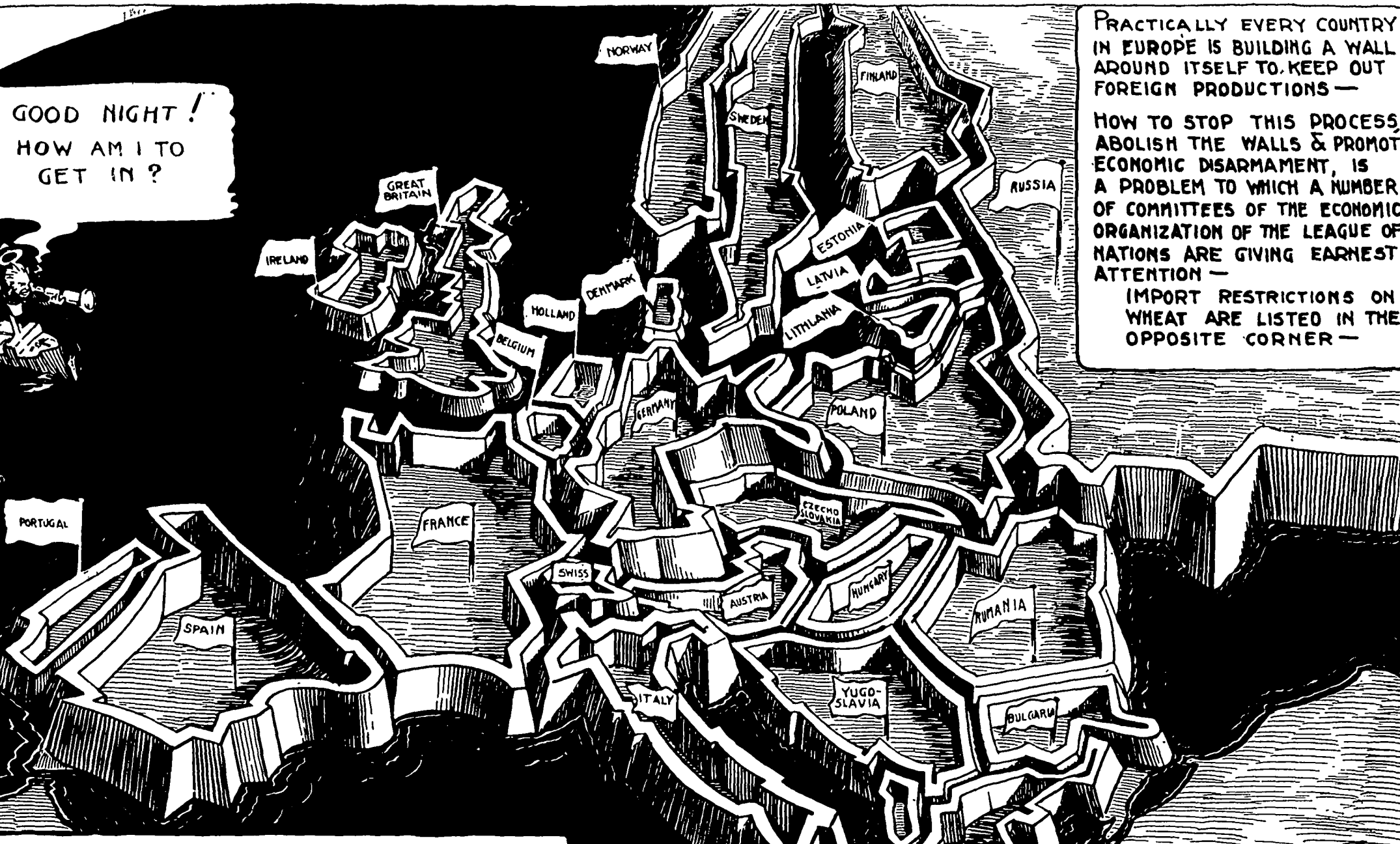
GOOD NIGHT!
HOW AM I TO
GET IN?



PRACTICALLY EVERY COUNTRY
IN EUROPE IS BUILDING A WALL
AROUND ITSELF TO KEEP OUT
FOREIGN PRODUCTIONS —

HOW TO STOP THIS PROCESS,
ABOLISH THE WALLS & PROMOTE
ECONOMIC DISARMAMENT, IS
A PROBLEM TO WHICH A NUMBER
OF COMMITTEES OF THE ECONOMIC
ORGANIZATION OF THE LEAGUE OF
NATIONS ARE GIVING EARNEST
ATTENTION —

IMPORT RESTRICTIONS ON
WHEAT ARE LISTED IN THE
OPPOSITE CORNER —



RESTRICTIONS ON WHEAT IMPORTS

- | | |
|--|--|
| PORTUGAL - STRICT GOVERNMENT REGULATION | SWEDEN - DUTY: 27¢ PER BUSHEL |
| SPAIN - STRICT GOVERNMENT REGULATION | NORWAY - GOVERNMENT GRAIN MONOPOLY |
| FRANCE - DUTY 84¢ PER BUSHEL | ESTHONIA - DUTY INCREASED 50% NOV 1ST |
| ITALY - DUTY 86¢ PER BUSHEL | POLAND - DUTY: 53¢ PER BUSHEL |
| GERMANY - DUTY \$1.62 PER BUSHEL | AUSTRIA - DUTY: 11¢ PER BUSHEL |
| BELGIUM - REGULATIONS PROPOSED | CZECHO-SLOVAKIA - GOVERNMENT MILLING REGULATIONS |
| HOLLAND - GOVERNMENT MILLING REGULATIONS | RUSSIA - GOVERNMENT GRAIN MONOPOLY |
| LATVIA - GOVERNMENT PURCHASING AGENCY | GREECE - DUTY 55¢ PER BUSHEL |
| LITHUANIA - GOVERNMENT REGULATION | FINLAND - DUTY: 68½¢ PER BUSHEL |
| BULGARIA, HUNGARY, POLAND, RUMANIA AND YUGO-SLAVIA ARE
CO-OPERATING TO "RATIONALIZE" SALES THROUGH A CARTEL | |
| GREAT BRITAIN - THREE GROUPS CONTROL 60% OF ALL MILLING
IMPORT BOARD OR QUOTAS PROPOSED | |

SK-31.

TARIFF WALLS—Europe's Economic Armament which is as formidable an obstacle to Peace as her military and naval armaments.

ly in Austria have been temporarily delayed, but it is expected that the 1931-32 crop season will see a government board controlling imports.

Czecho-Slovakia—Milling regulations requiring the use of 75% domestic wheat and 95% domestic rye in grinds. Imported flour must also be mixed with 75% domestic ground flour.

Great Britain—Sixty per cent. of all imports controlled by three companies. Plans for regulated imports proposed by all political parties.

Greece—Import duty of 55c per bushel. It is compulsory to use 10% native wheat.

Finland—Import duty of 68½c per bushel.

Latvia—Import and milling regulations.

Lithuania—Import regulations and fixed price for home grown wheat and rye.

The map on page 7 will enable one to see at a glance the position with regard to wheat importing countries.

The Exporting Countries

These restrictions, of course, have reacted on exporting countries and it is vitally important that the farmers of Western Canada should know what steps are being taken in grain exporting countries, also tending toward the organization of international marketing. The following summary will show the situation in this respect:

Argentina—The farmers' co-operatives have formed a Wheat Pool and have under construction ten country elevators and one terminal of two million bushels capacity. The private trade has publicly announced that it will boycott the Pool.

A press despatch of February 9 says that the Argentine government is going into the grain business itself.

Australia—Has three state voluntary Pools operating without a central selling agency. Continued agitation for further control by compulsory pooling measures. Queensland has compulsory marketing agencies.

South Africa—Has compulsory co-operative marketing legislation

when 75% of the growers are in favor. A wheat pool has recently been organized.

United States of America—Federal Farm Board established with five hundred million dollars to assist co-operative marketing organizations, and has been largely responsible for keeping the price of wheat in that country so much above Canadian markets.

Poland, Jugo Slavia, Hungary, Roumania and Bulgaria—Have under consideration a joint plan for the organization of wheat exports under a system of preferential trading.

Russia—Complete government control of wheat exports.

ORGANIZED EXPORTING

The policies that are being worked out in exporting countries, however, demand more than a summarized treatment; the proposals under consideration by the exporting countries of Eastern Europe especially, are of the utmost significance to the farmers of Western Canada. We will deal with these first.

European Grain Conferences

In February, 1930, the Conference for Concerted Economic Action (between European States) called by the League of Nations, sent a questionnaire to the governments on economic subjects, which included questions regarding agriculture and the disposal of agricultural surplus products. A number of grain producing countries in Eastern Europe called a special conference for the purpose of studying the questionnaire together, particularly the part relating to agriculture. Out of this conference there came a demand for the abolition of all restrictions on the free circulation of European agricultural produce in European markets and the establishment of preferential treatment by European importing countries for European agricultural products. This, of course, meant discrimination in favor of European agricultural products as against non-European agricultural products. Other conferences followed, the most important being held at Warsaw, last August, attended by representatives from

eight countries. This conference stressed the demand for European preferences, replied to some objections to that policy and asked that their proposals be brought before the Assembly of the League of Nations. This conference also agreed that national marketing boards should be set up. The proposals involved the question of the position of nations which had treaties with the importing countries containing the most favored nation clause, under which these importing nations would have to extend any preference they gave to the European nations. This problem stopped the League Assembly from taking action; but the Eastern countries brought their proposals to the meeting of the Committee for Concerted Economic Action last November. That body passed a resolution emphasizing the importance of the organization of the trade in cereal grains, and the establishment of exporting and importing central agencies, while a sub-committee drew up a number of conditional propositions regarding the proposals. Further conferences of the producing countries resulted in agreement to establish central marketing agencies which will determine selling policy and prices at which exports are to be sold. The National Marketing Agencies are to be established by March, 1931, and the Central Selling Agencies by the end of July, 1931.

In the meantime, the agitation for reciprocal preferences between the importing and exporting countries continues. Canada, along with other non-European exporting countries, may be able to block this by insisting upon treaty rights, but that policy may recoil upon us to the detriment of the western farmer. It would be much better for us to get in on the whole question of organized exports and imports.

Australia

There are three operating voluntary wheat pools in Australia in the states of Victoria, South Australia, and Western Australia—the later handling over 50% of the marketed wheat of the state. The three pools handle approximately 40% of the marketable crop of the three states.

Legislation providing for compulsory co-operation exists in

New South Wales, Queensland and in Western Australia. This legislation is described below. Under the Act of New South Wales, a vote was taken a few months ago on a compulsory wheat pool, the result being 10,353 for and 6,122 against. As it required a two-thirds majority, the vote was unfavorable to a compulsory pool, but is significant that the vote in favor constituted a majority of the total number of farmers in the state.

Throughout Australia there has been a persistent agitation for a state guaranteed price for wheat of approximately 70 cents a bushel, so far without success, but as this is being written a press despatch says that the Commonwealth Bank has agreed to make an advance to the wheat pools of 56 cents a bushel. It is possible that this sum may be increased through the joint action of the Commonwealth and the state governments. The Australian farmers, it will be noted, are definitely on the highway of organized wheat marketing.

Argentina

The main competitor of Canadian wheat in the world's market is Argentina, and any movement towards the organization and orderly marketing of Argentine wheat is of vast significance to the Canadian West. There is a fairly well developed agricultural co-operative movement in Argentina, and the following news article sent out by the International Co-operative Alliance tells what the co-operatives are planning to do with regard to the marketing of wheat.

"The Association of Argentine Agricultural Co-operative Societies recently sent a special delegation to the Minister of Agriculture in the Provisional Government to submit a scheme for raising the efficiency of the country's agriculture to an equality with that in more advanced countries with which Argentina has to compete. Among other projects the Association recommended a thorough investigation into the whole mechanism of finance, production and distribution throughout the country, the revision of the import tariff and of the characters of various banking institutions, in order to enable them to answer to modern requirements, and negotiations with

foreign powers with a view to encouraging the settling of suitable immigrants on the land. The Association also called the attention of the Minister to its own program of agricultural organization; already partly in operation, the main points of which are:—

1. The construction of local and terminal elevators required for the handling of storage of cereals, providing for 50 elevators to be erected within the next year.

2. The organization of the co-operative sale of cereals direct to foreign consumers' organizations.

3. Propaganda amongst the inhabitants in fertile but sparsely populated regions to enable them to liberate themselves from exploitation.

4. The formation of a bank within the Association which will provide the necessary finance for co-operative activities.

5. The establishment of experimental schools and the organization of the teaching of agriculture with the encouragement of any activity which may contribute to the cultural and technical improvement of the agrarian population.

"The constitution of the Argentine Grain Pool, formed in August last, was ratified by the General Assembly of the Association of Argentine Co-operative Societies, held at Rosario on October 19th. The pool will be established as a special section of the Association and membership will be open to all Co-operative societies affiliated to the Association engaged in the marketing of grain and oil products, as well as to individual members of the Association who sign a special form of contract. The pool will work on similar lines to the Canadian Wheat Pool, of which Argentine Co-operators have made a close study for some years. Its establishment forms part of a systematic campaign for the co-operative organization of the Argentine grain trade launched this year by the Association of the Co-operative Societies. Thanks to the continued pressure of the economic situation the Argentine farmer is at the moment more willing to listen to co-operative propaganda and to unite for co-operative action than he has been before."

A despatch from Buenos Aires

to the New York Times, February 8, says that the Argentine government will try to sell wheat direct to European buyers so as to relieve the Argentine farmer of the exactions of the private monopoly which at present markets the Argentine crop and which has forced prices to the present low levels and is trying to force them still lower.

Russia

Russian agriculture is being steadily socialized either by way of huge state farms, highly mechanized, or the merging of individual properties in collective farms under state aid and supervision. The systematic development of agriculture forms an important part of the much discussed Five Year Plan, the Soviet program for the rebuilding of the Russian economic structure, and not only its rebuilding but its organization in the interests of and under the control of the nation as a whole.

Russia is coming back as a wheat exporting nation. She was the largest exporter before the war; she may recover that position. All export, all foreign trading, is under the direct control of the state. The state may order the export of wheat and the quantity to be exported; it may withhold exports altogether. The Russian grain trade is thus completely organized by the state, and with Russia coming back as a heavy grain producing and exporting country this organization of her agriculture and the marketing of agricultural products is a matter which can only be ignored by other grain exporting countries at their economic peril.

In a recent address in New York, Valery I. Meshlaur, Chairman of the Russian Supreme Economic Council, said: "We want to increase the well-being of our people and not to compete with the world. . . It is my belief that matters of ruinous international competition in wheat and other products could be solved by means of international agreements in which the Soviet Union would willingly join."

Orderly Marketing

In all the principal grain exporting countries, therefore, there is an articulate movement toward concentration of producer control in the organization and orderly

marketing of agricultural produce. The complement to orderly selling is orderly buying, and, in fact, it may be said that the restrictions that have been placed on grain imports in almost all the importing countries, to a very large extent, represent protests against disorderly selling, which is popularly referred to as dumping. It is against wheat selling at prices below the cost of production in the importing countries that the tariffs and milling regulations are aimed. It is evident from the conferences, and negotiations that are going on in Europe that there is no hope whatsoever for relaxation of the restrictions on imports, no possibility of tariff reductions except under conditions which protect the agriculture of each state from injurious competition. Hence the plan of export and import quotas, or the plan of the British Labor government for an import board which shall have a complete monopoly of all wheat importation, and which will fix the selling price to the millers.

COMPULSORY CO-OPERATION

Tariff protection is, of course, the oldest of the devices, but tariffs do not prevent dumping, they do not aid the actual producers, and they do create international friction. The cartels have pointed the way to organization for both national and international purposes, but even the cartels find it difficult enough to maintain cohesion within the organization, and where it is difficult with the comparatively few and easily reached manufacturers it is infinitely more difficult with the much larger number of farmers scattered over a large area. The number to be brought into organized effort is so large that it is impossible to accomplish it effectively by voluntary action. The coercive powers of the state are necessary.

The British Agricultural Marketing Bill

The British Government has fully realized this, and while it is prepared to protect British farmers against excessive or unequal competition from the outside, it also proposes to prevent excessive competition on the inside.

Dumping can be carried on by individuals as well as corporations, and the unrestricted selling of individual farmers can easily lead to prices for farm produce that mean no fair standard of living on the farm. Undeterred, therefore, by any fear of violating the sacred "principles of British liberty" the government proposes to give the majority of the farmers in any district the power to eliminate competition by one hundred per cent. co-operative marketing organizations.

The British Agricultural Marketing Bill proposes the formation of marketing agencies by the producers themselves within given areas, the marketing organization to be under the control of boards elected by the producers themselves, and the marketing to be done according to plans prepared by the organized producers for these areas. The area will, of course, depend upon the product, and in some cases at least will take in the whole of Great Britain, and when such marketing organizations are formed they will be binding upon all producers of the product within the area. In other words, the marketing agencies so formed will have control of the marketing of the whole of their particular produce within the area covered by the association. They will be compulsory co-operative marketing associations.

The Irish Dairying Legislation

Compulsion has also been found necessary in Ireland to obviate the evils of excessive competition in dairying.

The butter making industry in the Irish Free State is now completely controlled by farmers' co-operative creameries. Under special legislation and government financing, the private creameries have been bought out and transferred to the co-operatives which have been given a complete monopoly of the creamery business. Every dairy farmer is compelled to become a shareholder in the co-operative creamery to which he ships his cream. He is under contract with that particular creamery and no other creamery may accept his cream. The amount expended by the government in this scheme is over \$2,500,000, which will be repaid over a long term of years by the co-operatives. The result

has been to put dairying on an orderly, efficient and remunerative basis throughout the entire state.

South Africa

The principal agricultural exports of South Africa are eggs, dairy produce, fruit and tobacco, and there are co-operative organizations handling all of these products. In 1925 the following compulsory clauses were added to the general co-operative Act of the Union:

(1) "Whenever the Minister is satisfied that in any district, area, or province at least seventy-five per cent of the producers of any kind of agricultural produce are the producers of at least seventy-five per cent. of such produce produced in that district, area, or province and are members of a co-operative agricultural society or company registered under the principal Act, or any amendment thereof, and which has as one of its objects the disposal of that kind of agricultural produce, the Minister may, at the request of such society or company, by notice in the Gazette declare that from a date to be stated in the notice, each producer of that kind of produce, in such district, area, or province as shall be named in the notice, shall sell such produce produced by him through the said society or company whether he be a member thereof or not.

(2) Every such producer who is not a member of the society or company shall, in respect of the delivery of such produce to, and the sale thereof by the society or company, be subject to all such conditions and obligations as he would have been subject to had he been a member of the said society or company: Provided in case the Minister considers it necessary, the receipt, inspection and grading of any such produce delivered by a producer who is not a member of the society or company shall be supervised by an officer specially appointed thereto by the Minister, and any expenditure incurred in connection with such supervision shall be paid by the society or company."

Australia

In New South Wales an Act passed in 1927, provides for the setting up of marketing boards

with compulsory powers on a two-thirds majority vote of the producers. Under this Act compulsory pools have been established for eggs, rice and some other agricultural commodities.

Provision for the compulsory pooling of agricultural products has obtained in Queensland since 1923. Practically all farm produce is marketed through commodity marketing boards established under the Primary Producers' Organization and Marketing Act. When and if the Government announces that a marketing board will be appointed for any commodity, a petition of fifty of the producers of the commodity compels the Government to take a vote of the producers and two-thirds of the vote cast must be in favor of the board or it is not established. If the vote is favorable the board is elected by the producers and the Government appoints one representative to the board. The board has a complete monopoly of the marketing of the particular commodity. The financing of these marketing agencies is done by the Commonwealth Bank under the guarantee of the state government. The penalty for buying or selling agricultural produce, (outside of seed or feed or special exemptions), for the marketing of which a board has been set up, is \$2,500.

In Western Australia an Act was passed in 1927 setting up a compulsory marketing board for dried fruit. This is the only commodity so far brought under compulsory marketing legislation.

THE ONE HUNDRED PER CENT. POOL

In the face of all this action in these countries to protect agriculture and promote efficient marketing organization it is imperative that action be taken in Canada toward the effective organization of wheat marketing. Competition will not open to us the markets of Europe. Excessive competition, price-cutting, and the dumping of low-priced wheat are the very things the European nations are afraid of and are aiming—in an economic sense—against. In every proposal that is being made in Europe today

by private and public bodies to bring the nations together, the rationalization of international trading is emphatically insisted upon. But rationalization, whether in production or marketing, requires effective organization, group control and reciprocal arrangements. A voluntary contract pool can function in those respects only to the extent of its membership and its control of the product, and it must be repeated and emphasized that to the extent that the voluntary contract pool functions effectively it places responsibilities and obligations upon its membership, which should justly be carried by the whole body of producers. The pool cannot function for the exclusive benefit of its members; to the extent that it is effective it benefits the whole body of producers and non-members may gain at the expense of the pool membership. We are thus thrown back upon the plan of the group of organized producers operating under state authority—the one hundred per cent. pool by legislation.

A Producer Organization

This plan should be carefully distinguished from the Wheat Board of 1919. It is not a government created organization, but a producer created organization, controlled and operated by the producer with certain monopolistic privileges conferred by the state. It is a body of producers conducting their own business under the rule of the majority, that rule being supported and enforced by legislative authority.

There is an important and vital difference between the two systems. A state marketing board is responsible to a government department, not to the producers. It is established by the government for the producers and not by the producers for themselves. The one hundred per cent. pool is a producer-created organization democratically controlled by the producers for the producers. The state simply gives the producers power to combine and organize the marketing of their produce according to the will of the majority of the producers. The difference requires special emphasis: A one hundred per cent. pool is the complete organization of the whole body of

producers in an enterprise for the common good, created by the will and operating under the rule of the majority of the producers, by special legislative sanction.

The Alternative

We have to choose today between this completely organized form of marketing under producer control, and the anarchic competition of the open market with an inevitable concentration of the export trade in the hands of a few international firms.

The latter already threatens Western Canada. The rigid control of grain exchanges in the United States with its reduction of the opportunities for market manipulation, is driving the speculator to transfer his operations to the Winnipeg Grain Exchange. Legislation in the United States has gone far and is going further towards keeping the exchanges to their proper function, so that the gambler is being shut out. Mr. Duvel, head of the Grain Future Administration of the United States, reports that only about 5% of the trading in grain represents legitimate insurance for the actual dealers in grain; 95% is pure gambling. The trading in wheat futures in the United States for the year ending June 30, 1930 totalled 20,000,000,000 bushels and of this 19,000,000,000 bushels represented operations of market manipulators. Those 19,000,000,000 bushels represented the marketable crop 28 times over.

That is the kind of thing we are heading for in Western Canada unless our governments quickly follow in the lead of Washington and make it prevention instead of cure. There is much that is unpleasant in modern business organization but that the marketing of the world's bread should be conducted on a system which requires the deliberate and necessary encouragement of the impulse to gamble is surely a condition to be condemned and remedied in any community with a conscience.

THE CASE SUMMARIZED

And now let us sum up:

The one hundred per cent. pool is desirable for the individual and the collective good of the western farmers. It will assure the

individual of the full benefits of collective bargaining, the economic value of which is indisputable and is conceded by all economists, and it will ensure the orderly marketing which the economic experts of the League of Nations declare to be imperatively necessary for the peace of the world.

It is not contrary to the democratic principles of right and liberty; it rests upon an assertion of the fundamental democratic doctrine of the supremacy of the public welfare, secured through the effective will of the majority. The whole tendency of modern legislation is to demonstrate that liberty and right are assured and extended by the organization of restraints approved by the public conscience. Social welfare and economic justice are being promoted by state action either directly or in support of definitely organized groups whose objects are publicly recognized as good. By legislation, trades unions, and numerous professional associations—medical, legal, accounting, etc.—are given special authority with regard to the objects for which they are organized, and this legislation in every country is being gradually extended in the direction of enlarging the control and the disciplin-

ary authority of the organized groups.

The economic groups, at first viewed with suspicion and distrust, and unfortunately in many cases, justly so, are now meriting and receiving attention as commendable efforts to organize, stabilize and co-ordinate production and distribution, to replace the anarchy of unplanned production and unrestricted competition, with a planned, ordered and rationalized economic life.

Economic Realities

We must face realities: the nations of the world are not disposed to tolerate freedom of trade based on uncontrolled production with its sequence of unrestricted competition and ruinous dumping. They will not—they have unequivocally said so—reduce their tariff walls, higher today than ever before, in the absence of guarantees for the welfare of their own national economic systems. They are demanding economic security as a condition precedent to economic disarmament. And so every economic conference held under the auspices of the League of Nations to consider these matters has laid heavy emphasis on the primary need for organized and controlled production and distribu-

tion, and special committees are studying the cartels and co-operative associations as organizations through which international trading may be made a process of the orderly marketing of surpluses.

The Way to Peace

Let us suppose that a vote of the western farmers were taken on the following question: Are you prepared to back to the limit the efforts of the League of Nations to bring the nations together to ensure lasting peace? Would not the answer be, practically unanimous—YES? The organization of the marketing of western wheat in a one hundred per cent. pool would be in accordance with the principles recommended by the economic experts whose opinion and advice the League has sought. It would mean the rationalization of the marketing of Canadian wheat. And one is justified by history and present conditions in saying that if our western farmers do not at this time heed the advice and do their bit toward ending economic war by thorough co-operative association, their children will most assuredly be conscripted in a not distant future to do their bit in another and more devastating world war.

Organising World Selling

Hon. Parker J. Maloney, Australian Minister of Market and Transport, when in Canada recently, expressed the personal belief that the wheat growers of the world would have to organize international marketing of wheat. He was reported as saying:

"Ultimate salvation of the wheat growers of the world lies in complete national and international control by the growers themselves.

"Until sellers of wheat become as highly organized as buyers of wheat, we are always liable to reach periods of chaos.

"To bring about this organized state amongst sellers, it is necessary in my opinion that each wheat producing country should adopt a thoroughly organized marketing system, and to do this it would be necessary to have a

one hundred per cent. pooling system controlled by a board comprised of representatives of the growers.

"The growers would then be able to speak with one voice in regard to chartering of carriers, insurance and all other matters relating to effective handling of their product.

"When each wheat producing country has so organized they could effectively join hands and come to agreements on all questions affecting the world position.

"I do not infer for a moment that this should be done for the purpose of securing fancy prices for wheat, but merely for the purpose of effective stabilization, thus obviating a position such as was found last season and the present one, whereby growers are compelled to produce wheat

at much less than the cost of production."

It sounds ambitious, perhaps Utopian, but let us look at it.

The accompanying table shows that in the case of the three large exporting countries—Australia, Argentina and Canada, the carry-over of wheat each year very seldom amounts to the domestic need in each case, and of course, in the case of the United States where they are more nearly on an export basis, the domestic needs are several times the carryover.

If these four big wheat exporting countries were to get together, the same as the big manufacturers are doing and create an organization to export their grain at a price which would be fair to the producer and to the consumer—a price which would be kept in proper relation to the real supply and real demand—it would

seem that we would have a scientific distribution of the wheat.

If the exporting countries were to set up a joint Export Board, and agree that all wheat was to move out at the order of this Export Board, at a price level to be agreed upon, there might only be need to adjust prices, say, four to six times in a year. As the available supply in each country became known, each country would have a quota of export allotted to

it in proper relation to its acreage.

At the present time, the Western Canadian farmer might cut his production in half, and he might not be able to cut prices at all because some of the other exporting countries might see fit to increase their production, and unless we could get some international organization to set up a proper system of distribution, we are always going to have the tendency on the part of the far-

mer to rush from the growing of one product to another—much the same as in Great Britain where the farmer turned from wheat to potatoes, from potatoes to milk, and each time he gave his attention to another product he brought about over-production, and failed to obtain any profit from his operation. As we say it may all sound somewhat ambitious but undoubtedly the world is moving in that direction.

CANADA

CROP YEAR	Acreage	Production (Million Bus.)	July 31 Carry-over (Million Bus.)	Total Supplies (Million Bus.)	Distribution of Total Supplies		
					Domestic Utilization (Million Bus.)	Exports (Million Bus.)	Carry-over (Million Bus.)
1925-26	20,789,790	430.0	26.0	456	97	324.0	35.0
1926-27	22,895,649	415.0	35.0	450	109	293.0	48.0
1927-28	22,460,154	480.0	48.0	528	117	333.0	78.0
1928-29	24,119,140	552.0	78.0	630	119	407.0	104.0
1929-30	25,255,002	302.0	104.0	406	108	186.0	112.0
Average	23,103,947	435.8	58.2	494	110	308.6	75.4

AUSTRALIA

1925-26	10,201,276	115.0	36.0	151.0	44.0	77.0	30.0
1926-27	11,687,919	154.0	30.0	184.0	47.0	103.0	34.0
1927-28	12,279,088	128.0	34.0	162.0	48.0	71.0	43.0
1928-29	14,840,113	160.0	43.0	203.0	49.0	109.0	45.0
1929-30	14,500,000	117.0	45.0	162.0	46.0	64.0	52.0
Average	12,701,679	134.8	37.6	172.4	46.8	84.8	40.8

ARGENTINA

1925-26	19,197,900	188.0	56.0	244.0	89.0	94.0	61
1926-27	19,275,000	231.0	61.0	292.0	84.0	143.0	65
1927-28	19,714,000	290.0	65.0	355.0	87.0	178.0	90
1928-29	20,900,000	342.0	90.0	432.0	88.0	244.0	120
1929-30	19,430,000	175.0	120.0	295.0	89.0	152.0	54
Average	19,703,380	245.2	78.4	323.6	87.4	162.2	78

UNITED STATES

1925-26	52,255,000	700	135.0	835.0	629.0	95.0	111.0
1926-27	56,337,000	870	111.0	981.0	634.0	209.0	138.0
1927-28	58,784,000	878	138.0	1,016.0	680.0	194.0	142.0
1928-29	58,272,000	930	142.0	1,072.0	663.0	147.0	262.0
1929-30	61,141,000	807	262.0	1,069.0	641.0	153.0	275.0
Average	57,357,800	837	157.6	994.6	649.4	159.6	185.6

U.F.A. FAVORS ONE HUNDRED PER CENT. POOL

At the Annual Convention of the United Farmers of Alberta, held in Calgary, January 20—23, the following resolution on one hundred per cent. Pool was adopted:

"Whereas the present depression of wheat prices is working an undue hardship on wheat producers insofar as unnecessary handling charges and speculation in grain is concerned;

"Therefore be it resolved that

the U. F. A. go on record as favoring 100 per cent. Pool on the Saskatchewan plan."

A number of the directors of the U.F.A. spoke in favor of the resolution, a most effective speech in its support being given by H. Young, director for Wetaskiwin. William Irvine, M.P., also spoke strongly in support of the resolution and declared that it was not intelligent to stand for a system which allowed the weakest mem-

bers to destroy what the strongest have built up.

In reply to a question, J. J. Strang, a director of the Alberta Pool, stated that there were now about 43,000 Pool contracts in force representing 46% of the wheat produced in Alberta, 60% of the wheat acreage and more than 50% of the farmers of the province. The opposition to the resolution from the delegates was slight and it was passed by a large majority.

THE SCOOP SHOVEL

Official Organ of THE MANITOBA WHEAT POOL.

OFFICES: WHEAT POOL BUILDING, WINNIPEG, MAN.

TELEPHONE: 345 150

COLIN H. BURNELL, President.

T. J. MURRAY, K.C., Solicitor

F. F. BRÉDT, Vice-Pres.

R. M. MAHONEY, General Manager.

F. W. RANSOM, Secretary.

Directors: S. Gelle, W. G. A. Gourley, W. J. Parker, J. Quick, R. F. Chapman.

Managing Editor—J. T. Hull.

Assistant Editor—K. J. Vanstone.

CO-OPERATION--SERVICE AT COST

WINNIPEG, MAN.

FEBRUARY, 1931

ONE HUNDRED PER CENT. POOL

In accordance with the resolution passed at the last annual meeting of the Pool, this issue of The Scoop Shovel contains material on the subject of a one hundred per cent. grain marketing organization. Only the principles involved are dealt with; questions of method and organization will be dealt with later. We have endeavoured to bring together the facts and realities of the present situation as they affect the marketing of wheat, and to give our readers the reasons why an effort should be made to centralize the marketing of Canadian wheat under producer control and operation.

It is difficult to get men to realize the tremendous changes that have taken place in the economic order during the last fifty years. An elaborate technology, mass production and business integration have transformed the world in which our fathers made their living, and yet we cling to ideas of the social order which are incompatible with our age. In these days of intensely organized industry and finance, an age of mergers, trusts, combinations, cartels, and a co-operative movement which boasts a membership of 60,000,000, we still try to apply the political and economic ideas in which our fathers believed and which had, no doubt, some relevance to the conditions of their time. But we are living in the Twentieth Century and it is sheer foolishness to look to the Nineteenth for guidance in the problems we face. Our fathers created for themselves the institutions they needed for the conditions of their day; it is our duty to create the institutions that are demanded by the conditions of our time. The institutions which filled a need in the Nineteenth Century may be an obstacle to progress in the Twentieth. The major business of the world today is to adjust our social system, our economic, political and ethical thinking and our social controls, to the amazingly complex economic structure that has been built by a scientific equipment such as the world never saw before.

The men engaged in agriculture must do their share in the endeavor to bring about this adjustment. They must keep step with the trend of the times or sink into a position of hopeless economic inferiority—the hewers of wood and drawers of water for an industrial civilization. The early settlers in Manitoba lived a life which was more or less commensurate with the ox-cart, the walking plow and the scythe; the life of their descendants ought to be commensurate with the motor-car, the multiple plow and tractor, the binder and the combine. We need a new technique in the business of marketing, corresponding to the developed technique of production, and both demand new social attitudes. The old individualistic attitude must go and its place be taken by a co-operative attitude.

The old method of distributing the produce of the farm made every farmer a competitor, an antagonist of his neighbor; the common need divided them when it should have united them. The new method brings about that needed adjustment; the produce of the socially necessary labor of the farmer will reach the consumer through co-operative and not competitive channels.

The world is sick, very sick, of competition and strife and the leaders of modern industry are earnestly seeking a way to avoid both. They are trying to plan industrial operations so as to bring them into line with actual social needs; they are voluntarily regulating distribution so as to eliminate the evils of excessive competition. Agriculture must take part in this orderly managing of production and distribution and there is only one way by which it can take part, and that is by one hundred per cent. organization. It cannot be done by every man trying to live unto himself or by a marketing system which pushes competition to the utmost limit. One centralized marketing system, producer controlled and operated will violate no social or economic liberty of the individual and it will enable Canada to fit into any international co-operative plan for the orderly marketing of the world's wheat supplies. With all other wheat exporting nations trying to organize the marketing of their crops the time is ripe for the farmers of Western Canada to take a lead and announce in a practical way their readiness to co-operate.

REGULATING THE GRAIN EXCHANGE

Press despatches indicate that most of the big wheat speculators, who have been operating on the Chicago Board of Trade, have decided to transfer the scene of their activities to Winnipeg, as a consequence of the stabilization of the United States wheat market by the Farm Board. The news is that already seats on the Grain Exchange have been purchased and that the trek to Winnipeg is actually under way.

How is this going to affect our Western wheat producers? We don't know for sure because in Canada it is impossible for anyone outside the Grain Exchange to find out just what goes on there. The whole business is shrouded in secrecy and the Exchange takes good care that no information leaks out. We can only assume, however, that these big operators will have the same detrimental effect on our market as they have had on the Chicago market. The fact that they are coming to Canada in such numbers would indicate that they find here conditions to their liking.

In the United States, thanks to the Grain Futures Act, the public is informed on the subject. The Grain Futures Administration knows all about the

operations of these big fellows and there is no uncertainty as to just what happens when they commence to manipulate the market.

During two days not so long ago, the total of the tradings in wheat futures on the Chicago market was around 300,000,000 bushels, the equivalent of almost half of all the grain marketed in the United States that year.

By buying or selling several million bushels in a day one or more of the big traders can influence the market almost as he wills; during one period under investigation, these big traders moved the market the way they wanted it in 80% of the cases.

Last year the total tradings in wheat futures in the United States amounted to 20,000,000,000 bushels; 1,000,000,000 of these represent hedges and the remaining 19,000,000,000 represent purely speculative tradings.

It is now clear beyond question of doubt, as a consequence of the investigations made by the Grain Futures Administration of the United States, that it is the big fellows who do the real damage, the fellows who trade in 2,000,000 bushel lots or more. It is now recognized that transactions involving more than 2,000,000 bushels are a real menace and accordingly legislation is now before the United States Congress prohibiting any person from trading in grain to the extent of more than 2,000,000 bushels in any one day and to prevent the carrying of open trades in any market to the amount of more than 2,000,000 bushels.

Last September the sale of over 7,000,000 bushels

within two days sent the market down about 6c.

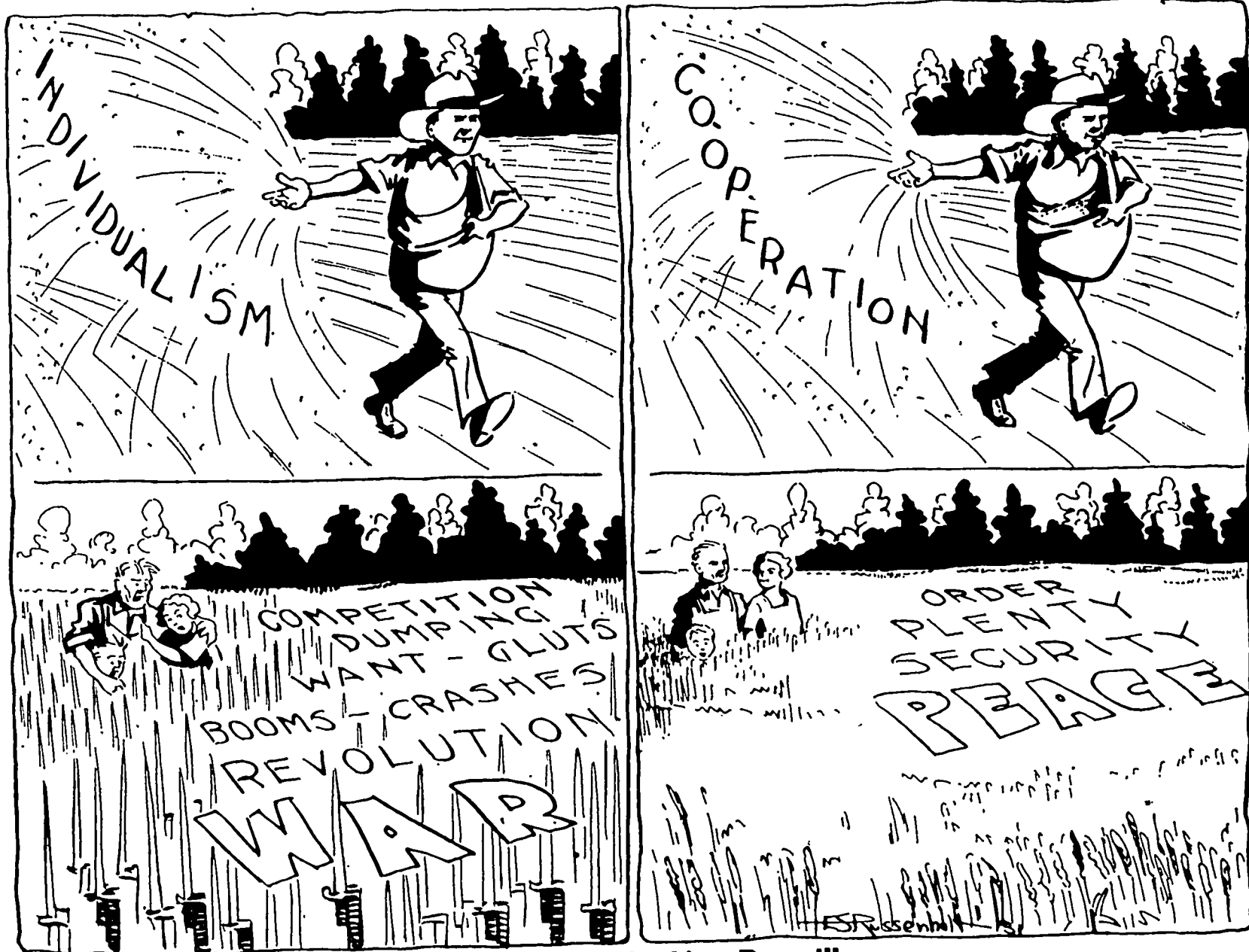
Now that the Winnipeg market is expected to absorb all the trading of the big speculators from Chicago as well as that of our own big traders it is recognized that legislation in Canada on this subject is not only necessary but is long overdue. Accordingly, representations are being made to the Dominion Government with a view to having introduced this coming session legislation along the line of The Grain Futures Act of the United States. That will at least keep us informed as to what is going on and, as the need for further legislation becomes apparent, reliable data will be available to lay before the public and Parliament so that an intelligent public opinion may be formed on the subject. As it is now, we are all labouring in the dark as to what actually occurs on the Winnipeg grain futures market.

THE FINANCIAL POST BECOMES HECTIC

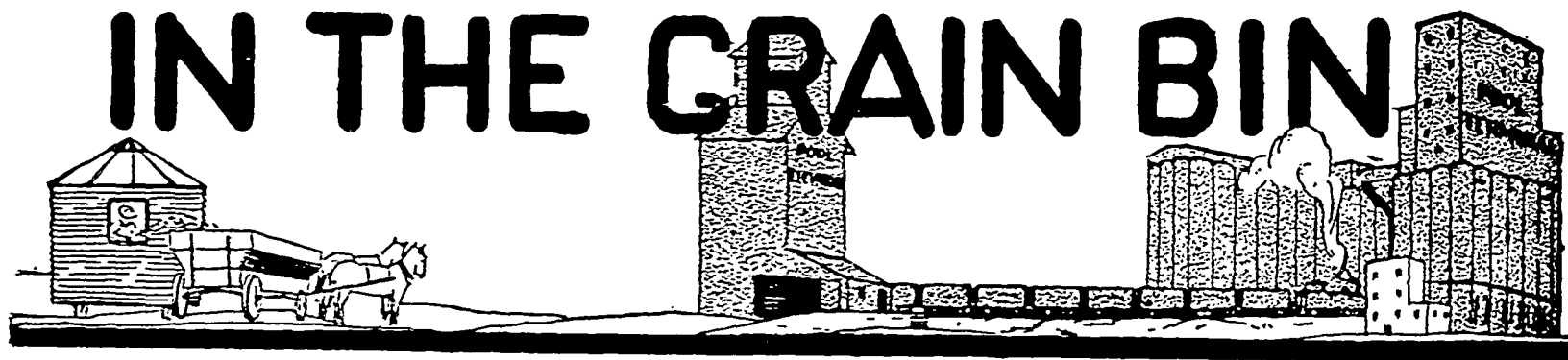
The Financial Post of Toronto is greatly agitated because a Pool member in a letter to The Scoop Shovel expressed dissatisfaction with "periodicals owned and controlled by interests which are diametrically opposed to the farmers' welfare" and suggested that the farmers should establish an independent weekly newspaper with special sections for each of the three prairie provinces. In this mild suggestion of Mr. McKellar, of Dauphin, The Fin-

(Turn to page 19)

"Whatsoever a Man Soweth—"



"That Shall He Also Reap!"



By R. M. MAHONEY, General Manager

WHAT POOL ELEVATORS HAVE SAVED THEIR MEMBERS

A few days ago one of our Pool members who was interested in a debate asked me for some figures in connection with the operation of Manitoba Pool Elevators since their beginning five years ago last August. In order to secure for him the figures that he wanted, I had to do some adding up from year to year and, after gathering these figures together, it seemed to me that they were sufficiently interesting to warrant putting them in "The Scoop Shovel." Thus they are published on the next page.

There is possibly more information in this statement than some people are interested in and possibly less than some other people are interested in. We have, of course, been advised that it is necessary that each local co-operative elevator association file a copy of their yearly financial returns with the registrar of co-operative associations for the Province of Manitoba, so that all these figures, with the exception of this last year, are available to anyone who wants to check them. Odd adjustments have taken place after the close of each year which might throw some of these figures out one way or the other a few dollars, but it would be very small and, after all, this is being published just for general information and is sufficiently near correct for the present purpose. Just so that there will be no misunderstanding, I would say that the discrepancy at the outside for the total figures would not amount to a total of \$5,000.00. You will understand, of course, that certain figures have to be estimated, unless we want to go to a tremendous amount of work to check up. Such figures as bushels of grain cleaned and lbs. of screenings returned are approximate.

This is rather an interesting study if you are interested in elevator operation; and it proves quite a few things. Figuring a total of five years, there were 395 elevators operated for one year with a total handle of 55,000,000 bushels or an average of approximately 140,000 bushels per elevator per year. This is a tremendous handle per elevator for a five-year period. I don't suppose any other organization with this number of elevators, or half this number, has ever come anywhere near it. The average paid on each elevator per year runs about \$2,000.00. The cash distributed to members per elevator per year amounts to over \$1,000.00. The cleaning revenue for the five years amounts to \$210,000.00. Now this is a visible revenue or in other words, the money that has actually been charged growers for cleaning. The cleaning machinery in Pool elevators cost considerable —

something over \$300,000.00—but already there has been an actual revenue of over \$200,000.00 to apply against this.

What the invisible earning has been, one can only assume. Grades have been improved but to what extent we can't tell in this office. However, I would feel absolutely safe in saying that the improvement in grades through cleaning would easily make up the difference between the cost of the cleaners and the actual cash revenue. Seventy-five million pounds of screenings have been returned to growers. At the present price of feed this would not amount to much, but up until about a year ago the price of feed was higher and the value of these screenings was considerable. This would amount to about 38,000 tons of screenings. At \$10.00 a ton, and I believe over five years screenings have been worth that, the screenings returned would have a value of about \$400,000.00. This would amount to about 1,200 small carlots of screenings. With an average freight of around \$120.00 a car, the saving on freight would be approximately \$150,000.00.

Now just one more item! Out of a handle of 55,000,000 bushels, all of which was handled at Fort William price less an average of less than 2½c handling charge, or in other words with no street spread, normally one-half of this would go through as street grain or less than carlots. If we estimate this saving at 3c a bushel on 27,000,000 bushels or half the total handle, it amounts to approximately \$800,000.00.

\$3,000,000 IN FIVE YEARS

Thus if you want to add together the amount of money paid on the elevators, the amount of cash distributed to members, the saving in freight on screenings, the value of the screenings returned to growers, and the saving in street spread, you reach a nice round total of about \$2,500,000.00. If the gain in grades to growers through cleaning and the value of seed clearing were taken into account, it is probably logical to state that Manitoba Pool Elevators, which cost approximately \$3,000,000.00, have in five years paid for themselves so far as the growers are concerned and at a handling cost per bushel of less than 2½c.

Two items are shown on this statement which may or may not be of interest to you. The first one is terminal earnings amounting to \$747,000.00. These are earnings from Pool Terminals which have been reflected back to elevator associations. The next is carrying charges which is Grain Insurance, interest and storage allowed Pool Elevators the same as line elevators for carrying Pool grain in country elevators. Carrying charge on

non-Pool grain is, of course, on a different basis and is taken care of in the future's market through hedging. Sometimes it is more and sometimes less than this set Pool charge, but on the average I would say it was approximately the same.

You might look at this statement and at the comments that I have made and immediately jump to the conclusion that operating a line of elevators is simply a matter of gathering together some elevators and making a lot of money. Far be it from me to try to leave you this impression. The success of Pool Elevators has been due to more than one factor, of course, but the one big item, (if I may lay aside my modesty long enough to say leaving out the management), is the particularly large volume per elevator. Given the best

volume in the world poor management can make a mess of things but, given the best management in the world, you can't make a showing without volume. The loyalty of elevator members and the large volume has made it possible for us in here to make this showing for you.

This, figured out on a per bushel basis, isn't a tremendous sum of money and in itself isn't apt to be the difference between making a success and a failure of farming, but it is a big help and, in these times of stress, it just seemed to me that you might be glad to look over the sum total results of five years of Manitoba Pool Elevator operation and form your own conclusions as to whether or not they have been worth while.

MANITOBA POOL ELEVATORS LIMITED

Handle by years with payments on construction advance to Manitoba Wheat Pool and surplus to members as well as terminal earnings, carrying charges and cleaning revenues.

	1925-26	1926-27	1927-28	1928-29	1929-30	Total for Five Yrs.
No. of Elevators	8	30	59	143	155	
Average Handle Per Elevator, bushels	179,125	192,766	117,220	182,153	99,445	
Gross Receipts, bushels	1,433,000	5,783,000	6,916,000	26,048,000	15,414,000	55,594,000
Paid on Elevators	\$9,707.	\$42,814.	\$102,104.	\$282,385.	\$211,445.	\$648,455
Cents per bus. Average .....	.677	.740	1.477	1.084	1.371	1.166.
Cash Distributed to Members	\$29,344.	\$111,279.	\$6,784.	\$257,086.	\$50,905.W	\$455,398
Cents per bus. Average	2.047	1.924	.098	.987	.330	.819
Terminal Earnings	\$27,374	\$107,973	\$117,687	\$329,642	\$165,094	\$747,770
Cents per bus. on Gross Receipts	1.910	1.867	1.701	1.265	1.071	1.345
Cents per bus. on Net Unloads	2.00	1.9862	1.88	1.379	1.215	
Carrying Charges	\$12,706	\$39,609	\$94,412	\$271,908	\$453,880	\$872,515
Cents per bus. Average .....	.887	.685	1.365	1.044	2.944	1.569
Cleaning Revenue	\$2,034 V	\$12,635	\$22,401 Y	\$100,359 Y	\$72,804 Y	\$210,233
Cents per bus. Average .....	.141	.218	.324	.385	.472	.378
Bus. of Grain Cleaned	250,000 X	1,500,000 X	1,839,086	9,326,570	5,845,808	18,761,464
Pounds of Screenings Returned	1,000,000 X	6,200,000 X	5,501,872	42,300,374	20,463,597	75,465,843
Per Cent. Z	7.27	7.52	5.44	8.25	6.36	7.31 Z

NOTE:—Cent per bushel averages are based on gross receipts, except when otherwise mentioned. V—Four elevators only. W—Not as yet distributed.

X—Estimated. Y—Includes sale of screenings. Z—Figured on basis of 55 lbs. to the bushel for pounds of screenings returned.

PLAIN SPEAKING ON THE ECONOMIC DEPRESSION

"The underlying causes of the depression of 1930 are sensed by only a few, perhaps not five per cent of the people. The overshadowing fact, of course, is that industry and the system of finance have been out of hand for years, running amuck. Harry Elmer Barnes, the famed educator, calls this post-war spree "economic anarchy." It is individualism gone mad and indecently corrupt. In the pursuit of quick, unearned wealth, the

national ideal, very few of the old American pillars have been allowed to stand. The Big Boys, sometimes referred to as Big Shots, have had their sweet will in almost everything for some 15 years. Government, acting for the common welfare, has had little to say. Control, regulation, rational economics fitted to human service, whenever proposed have been spat upon and ground into the dust. If a man were audacious enough to raise his voice against any of the prevailing evils, such as crazy inflation,

headlong speculation, cockeyed overproduction, bank control of industry, tickertape management of railroads, private power propaganda in public schools and press, exaggerated tariff ideas, excess of organized labor and industrial monopoly, over-capitalization, or dozens of other evidences of an age of ruthless grabbing and hogging, he would immediately be seized upon as a disturber of the peace, an eccentric freak, and run out of the community, showered with epithets, if not bricks."

—Editor and Publisher.

THE SECRETARY'S PAGE



By F. W. RANSOM, Secretary

COURT DECISIONS IN POOL CASES

His Honour, Judge Clement, of the County Court of Brandon, has recently ruled that, although the lease of the land occupied by the grower is held in the name of the wife, it does not thereby follow that the grain is not Pool grain.

For many years past, the lease of the land farmed by one of our Pool members has been held in his wife's name. In March, of 1926, the member personally arranged for a lease to himself of portions of the land and subsequently requested that the lease be made out in the name of his wife, as lessee. Some evidence was submitted going to show that this was because there was a judgment or a claim of some kind against the member.

The latter joined the Pool in 1928 with his wife's knowledge and approval and all of the crop for that year was marketed on a Pool basis. All of the crop for 1929 was marketed non-Pool and an action was instituted against the member for breach of contract. His defence was that the grain was not his because his wife held the lease of the land. The evidence shows that practically all of the assets belonged to the husband and that he alone directed the farming operations and paid the bills.

After reserving judgment for some considerable time to permit of very careful consideration, Judge Clement has now delivered a written judgment in which he finds that all rights acquired under the lease by the wife were so acquired by her as the agent of the husband and the grain raised on the land was the property of the husband.

In another case, the grower, who was farming on a substantial scale, went through the form of selling his farm to his niece, quite a young woman, who resides with him and acts as his housekeeper. This transaction occurred in August, of 1929; it was not clear whether this deal was put through just before or during harvesting operations. Part of the consideration alleged to have been given represented wages which it was claimed were owing to the niece as housekeeper for five years. While it was contended on behalf of the defence that the niece became the real owner of the farm and that farming operations were thereafter carried on by her and on her behalf, the evidence showed that she had been off the farm only once during the year following the alleged sale and then merely for a drive, that she had had no conversation with the banker, the elevator man, any merchant, blacksmith or thresher and that the only part she took was to endorse the grain tickets which had been made out in her name.

Judge Clement finds in his written judgment that the alleged sale was made fraudulently for the purpose of enabling the defendant to escape from his obligations to the Pool.

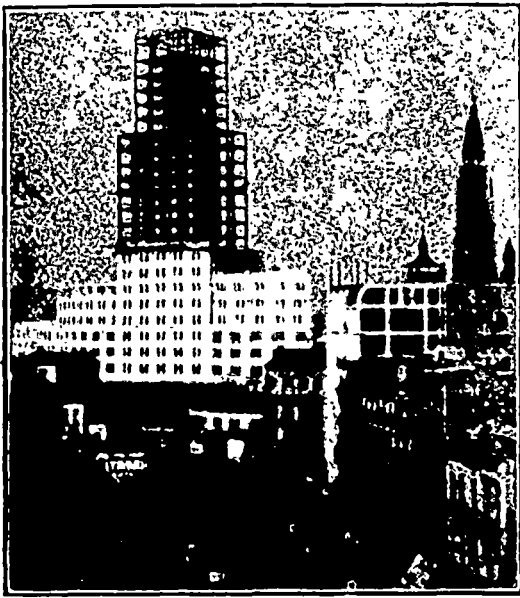
ONE HUNDRED PER CENT. MARKETING

Without any doubt, the feeling for a one hundred per cent. organization is rapidly developing. Perhaps the chief objection against the idea is that of compulsion, and I will confess that a few months ago it was repugnant to me, but the changing conditions, the depression and the hard times have made us look deeper. There is nothing like an empty stomach to make people think. Opponents make use of or stress the word "Compulsory" and talk loudly of British justice and that we live in a free country. Yes, legislation for 100% grower control does mean compulsion, and so does every law that is on the Statute books of the Province or Dominion. Just what do we mean when we talk about being a free people? That we may act as we like? Well, follow the desires of your heart, when the collector comes around or the next time you get a dun from your creditor and see how much freedom you have. If every citizen did just as he pleased then we would be living in a state of anarchy. The Canadians who had the greatest degree of freedom were the Indians. They would not accept control or any form of domination. The only order that they recognized was that of the customs of the tribe. They lived pretty much as did the animals and followed their own sweet will. They were independent and free, but alas! The Indian is no more. Yes, we have a free country and it is a good country, but we cannot by any means do as we like; not even in marketing our grain. If the farmer does not sell his grain through the Pool, then he must sell it to the trade. He has no other way and whether through the Pool or trade, he is governed by laws with respect to grading and inspection, and which regulate his marketing.

The Convention of the British Columbia Fruit Growers' Association at the final session held at Kelowna on Thursday last rejected the Sanford Evans report on the marketing of the province's fruit crop. The report recommended scrapping of the Produce Marketing Act, under which the crop has been sold for several years. The convention had previously voted in favor of the central selling plan advanced by F. M. Black, chairman of the committee of direction, under the Produce Marketing Act, which the Evans report frowned upon.

142 meetings have been held since January 1st, with a total attendance of 12,979, or an average of 97. Sixty-three other meetings have been arranged for the near future. Thousands are wanting to hear about the one hundred per cent. Pool and the idea is growing in favor.

A SKYSCRAPER IN EUROPE



Europe's first skyscraper is a Farmers' Co-operative building in Antwerp. This twenty-story commercial building is the first of its kind on the continent and is of course by far the tallest.

Now that Belgium has initiated Europe to skyscraper structures we may expect to see many more erected in the immediate future, and it seems quite unique to think that Belgian farmers organized and worked together to make this building possible.

FINANCIAL POST BECOMES HECTIC

(From page 15)

Financial Post finds all kinds of evidence of communist propaganda and it visualises, fearfully, the publicity departments of the Pools as disseminators of subversive ideas and seditious doctrines.

There is no law to prevent the editor of a paper making a display of asininity and so far as we are concerned The Financial Post may go on to its heart's content making an ass of itself. The co-operative movement is much older than The Financial Post and it will be here, flourishing, when the Post and all it stands for have passed into a merciful oblivion.

After all what can the co-operative movement expect from The Financial Post? When its proprietor advises the directors of the Pools to go into the

milling business it maintains a discreet silence; when a resolution to that effect is moved in a Pool meeting it is stirred to remonstrance. Of course there's a reason. Some years ago the editor of The Scoop Shovel had a conversation with, well, in order to violate no confidences we will say an employee of The Financial Post, and in reply to a question as to why the Post took an unfriendly attitude toward the Pool, he said in effect:

"Great Scott, what do you expect? We stand for the capitalist system, hook, line and sinker. We represent capital, money, investment, dividends and profits (the bigger the better) rents, interest, speculation, private enterprise and individual initiative. We represent the whole process of making money make money. We speak for business with a capital B. Your co-operative stuff is opposed to everything we stand for and by which we are enabled to keep in business. You have some nerve to expect The Financial Post to hold out the glad hand to your co-operatives."

We sadly admitted he was right even though without a vast amount of co-operation even The Financial Post and the system it supports could not exist. It is foolish for the co-operative movement to look for friendliness in a paper so narrow in its economic and social outlook as The Financial Post, and in view of its attacks on the Pools it is also foolish to look for fairness from it.

We might let it go at that but we feel impelled to add that when The Financial Post gets warm thinking about the bad judgment of the Pool with regard to the wheat market it might add to sanity of criticism if it thought about the losses sustained by those who took its advice as to the soundness of certain securities which it recommended and which subsequently slumped as badly as wheat. It isn't good for those who live in glass houses to throw stones.

Compulsory Pooling No Remedy

By A. E. DARBY

Secretary Canadian Council of Agriculture

One hundred per cent. pool proposition is not co-operative.

Co-operation consists in voluntary association for the satisfaction of the common needs. The only practicable method of co-operative buying or selling is to trade at going market prices, returning surplus savings to members of the association in the form of patronage dividends.

Formation of a producers' pool in any commodity for the purpose of obtaining higher prices institutes formation of a "trust", since higher than normal prices (i.e. prices determined by the free play of available supply and effective demand) can be obtained only by arbitrarily limiting supply. U.S. Steel Corporation and Standard Oil are not co-opera-

tive associations in any proper sense of that term. They are trusts directed towards obtaining the largest possible profits for stockholders.

Any producers' organization which controlled the whole wheat crop of Canada would properly and inevitably be regarded in importing countries as endeavouring to raise prices and increase profits at the expense of the consumers. The effect would be (as it has been in the last three or four years) to drive the present consuming countries into producing more of their food at home. Consumption of Canadian wheat would thus be reduced. This effect would be accompanied by increased production in Canada resulting from the be-

lief that the organization would guarantee good prices. These two influences combined would produce exactly what we are suffering from today—a low price for grain instead of the expected high one.

The advocates of a compulsory pool admittedly look to the adoption of similar methods in other exporting countries and the linking of all these national pools in a central selling agency. This, if it could ever be attained, would accentuate the tendencies of importing countries, under the threat of high prices set by the international agency, to provide their own food supplies and would end in each country growing only such supplies as could be consumed within itself. Since Canadian settlement and agricultural development have been built up on the basis of exporting surplus produce, the effects here would be to compel two-

(Turn to page 40)



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WHOLESALE PROSPERS

Congratulations are due to our Manitoba Co-operative Wholesale on the splendid progress made during the year 1930, and reported to the annual meeting of delegates from affiliated associations last month. The financial statement showed that a very satisfactory year's business had been done, the volume of turnover having been substantially increased and a satisfactory surplus earned. The reports of the president and of the organization department were also most interesting and informative, showing that many problems vital to the success of the movement had been met and satisfactorily dealt with.

The co-operative spirit which pervaded the meeting was indeed refreshing. It was a gathering of men—managers, presidents and secretaries of local consumers' associations — met to discuss the affairs of their own joint buying agency. Those who had criticisms to make or suggestions to offer as to how the Wholesale could give them better service, were frank in stating their views, but the criticism was all of a constructive nature and made with a view to promoting the success of the enterprise. On the other hand there were many expressions of appreciation for the able and untiring service rendered by the management and it was evident that a fine spirit of loyalty to the Wholesale has been built up in the local consumers' associations, by which it is owned and controlled.

Co-operative history shows that an efficient wholesale agency is absolutely necessary to the success of the local associations. It also shows that when a wholesale is formed its business at first is usually much smaller than might be expected from the volume of business done by the locals. There are also some locals that wait for the wholesale to demonstrate its ability to give better or cheaper service than the established, privately owned concerns before giving it their support.

Manitoba Co-operative Wholesale, with three year's experience behind it, with men thoroughly worthy of confidence in charge of its affairs, has now demonstrated its capacity to serve local associations quite as well as, and in some respects far better than, any non-co-operative agency, and it is to be expected that some of the locals which have hitherto hesitated to give it their support will in the near future join hands with their fellow co-operators.

The Ultimate Goal

At the recent annual meeting of the Manitoba Co-operative Wholesale, it was unanimously resolved:

"That the time is now opportune for all our co-operatives in their educational policy to point out that our ultimate goal is a co-operative common-

wealth, and what advantages might be expected in comparison with our present economic system."

This resolution was not brought forward by a mere theoretical dreamer, but by a keen business man, who manages the biggest farmers' oil station in Manitoba. It came forward near the close of the two days' discussion of practical business details, and the speeches in support of it and its hearty endorsement were proof of the fact that to those responsible for the carrying on of the consumers' movement in Manitoba, co-operation means something more than the saving of a few cents here and a few dollars there.

An Indian View

In India, as in some other Asiatic countries, the co-operative movement finds its expression largely, though not wholly, in banking and credit institutions. This is perhaps due to the necessity of relieving the poorer classes from the extortions of moneylenders before they can be in a position to attempt anything else.

There are, however, in India, co-operative associations for marketing, purchasing, production and other purposes, and a large number of government officials and non-officials of the educated classes are engaged in organization, supervision, and educational work with the object of helping the poorer classes to improve their economic and social condition. One of these gentlemen, Mr. P. Chenchiah, B.A., M.L., lecturing at the International Co-operators' Day celebration at Pudukkottah, last summer, said:

"Now, why are we so enthusiastic about co-operation in the year of our Lord, 1930. That must strike you as something extremely interesting. Ever since the drunkard said to the lamp-post "United we stand, divided we fall", we have the effects of co-operation. In the copy-book rules from which most of us derive our initial morality and in the fables of Aesop, and in the folk-lore, there have been praises of co-operation. How broad and infinite are the sources and how immeasurable are its possibilities and how limitless are its achievements!

"The reasons why the modern world is trying to know the value of co-operation are two. One is because the modern and industrial and political systems which are built entirely on competitive systems are coming down with a crash on our heads. All through the world, you will realize that the competitive system works, but is bringing its own retribution. And so people are looking forward for another method of life, another method of fighting life, another procedure of facing the issues of life. It is from the phase of what we may call the tyranny of competition that the world is looking for an escape!"



Chapter 14

Together-ness

The Spirit of Co-operation Through the Ages

By F. J. GOULD

Author of "The Children's Book of Moral Lessons," "Conduct Stories," etc.

other towns, they lodged in fine houses with wide gates, and many windows, and high-pointed towers, and well furnished rooms where harps and organs made music, and roasted meat, smoked, and spiced cakes were piled in heaps for feasters. Ah! but once upon a time, the Easterlings had had less easy days; for, as their ships crossed the Baltic, they might be suddenly attacked by pirates, and curses shook the misty air, and blood smeared the decks, and corpses floated on the grey waters. On land, also, the Easterlings met troubles as they rode their pack-horses by forests, and in valleys, armed men would perhaps sally out from stone-walled castles, led by loud-voiced barons, and the men of the fortress would rob the men of the merchant gild.

Gild! This word is an echo

from our last chapter, which told of the masters, journeymen and apprentices of the gilds of arts and crafts. The Easterlings did not make things. They traded. They had banded themselves into a "Hanse" or Co-operation, or Company, or Gild, or League, often called the Hansa, a Hanseatic League. They cleared the northern seas of pirates, and stuck the pirates' heads on poles (alas! such were the coarse ways of that age!) and they put down robbers; and they kept order in cities with their councils; and they built houses for widows, and cottages for the poor; and they came down with a heavy hand on traders who sold bad wares, such as bad cloth, etc. The League was ruled by a Council that met at Liibeck, or some other big city, and the Council would

(Turn to page 43)

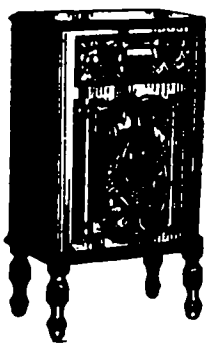
"This way for pepper!" — "Who'll buy wine of Spain?" — "Gentlemen, if you want quick-silver, this way!" — "Fine French wax candles for fine mansions!" — "Ladies, look at my lovely silks!" — "Behold my yellow amber for necklaces!" — "On my stall are the finest furs in the world!" — "See my beautiful Flemish linen!" — "Glass, glass, German glass!" — "High-class sticky black tar!" — "All ye who love fish, come hither for salted Baltic Sea herrings!"

These bawlings arose from men who kept stalls at a great fair, or open-air market, near Cambridge in Old England, six hundred and more years ago. In broken English, the cries were uttered by Italian merchants, French, Flemish, Dutch, German; and the buyers walked eagerly in Goldsmith's Row, Furrier's Row, Fish Row, etc., and the rich gentlemen had clean shoes, and the poor folk had dusty feet after their tramp from far-away villages to the big September fair. Such fairs were held in many towns of England, and on the continent of Europe.

Did you notice the big-boned, bearded German merchants? They were the leading traders. In small ships,—each ship with one large sail bellying in the wind—they came from ports of the Baltic Sea and North Sea. These business men from the East were often called Easterlings and their gold money was good metal; and an Easterling, or Sterling Pound, was a glittering coin that villagers and common townfolk never handled. Look at a map of Europe. Let your eye sweep from Boulogne in France, London in England, to Denmark, Sweden, Norway, the isles in the Baltic, and so to Russia. All over this region went the busy, money-making comrades of the Pound Sterling, and when they come home to Liibeck, Hamburg, Danzig, Hamelin, and

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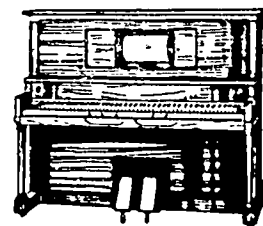
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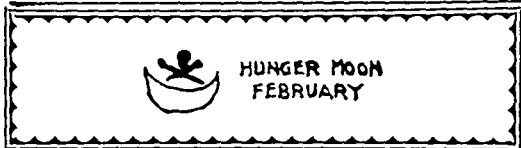
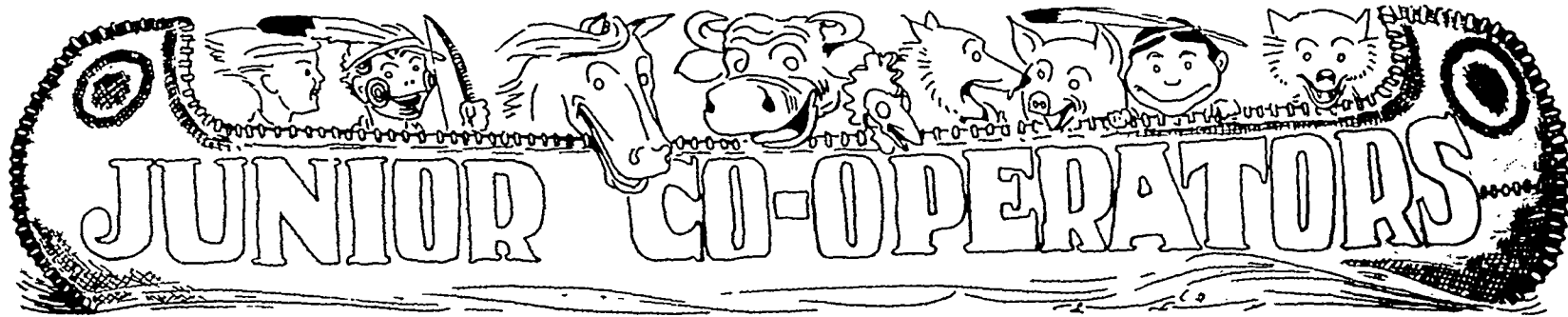
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THE WORLD'S DOLLS
Austrian Dolls

Aren't these beautifully dressed dolls that you see in the picture? These are the kind of dolls that little Austrian girls take to bed with them at night and that they play with so much in the day.

The little girl is very fair and her name is Maria. Let's see what her clothes are like! She



MARIA AND NIC

wears a very pretty hand-woven white cotton cap which is stitched and embroidered all over in green, red and scarlet. On the top is a very bright bow which covers up nearly all the white part of the cap. Her blouse and skirt are white and the blouse has big full sleeves with fancy cuffs; the skirt is long and full, and over it is a lovely fine lawn apron. The blouse is stitched all over with a pretty pattern in red and black. This little girl wears a dark bodice like Greta the little Norwegian girl that we looked at last month did. Around her waist she wears a brightly colored sash of woven wool.

Now what about the little finely dressed gentleman that is standing beside Maria! This is Nicolas or, as his little mother calls him, "Nic." See his nice white woven trousers and the cape that he wears to match

them. The cape is held on by a fancy leather strap across his chest. His jacket or coat is a brightly colored knit one and has very fancy cuffs and collar. A white collar and shirt with a bright tie are worn under the coat and a heavy felt hat with a feather in the back of it completes his outfit.

Next month we will look at what kind of dolls the little girls in Manchu play with.

SIGN LANGUAGE

Last month we asked you to make a list of all the signs that you could make with your hands, —for instance come, go, hurry, stop, etc.

Here is a list to add to yours—about questions.

Question Sign:

When you wish to ask another person a question hold up your right hand toward the person, palm forward, and fingers open.

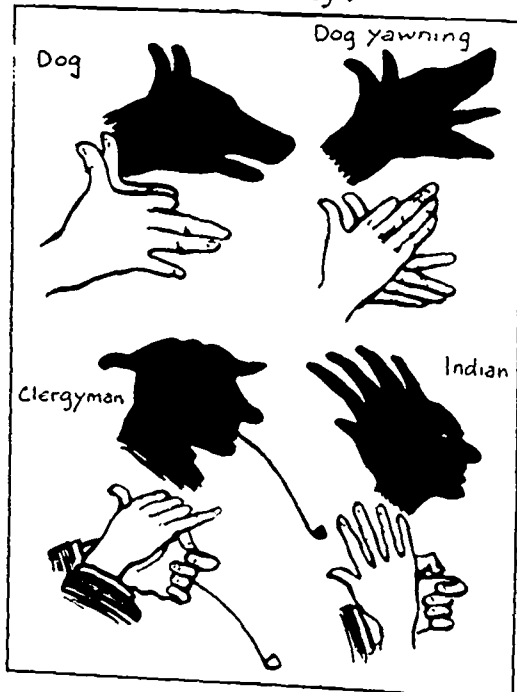
Move the hand gently from wrist action from side to side.

How many?

First use your question sign, then hold the left hand open curved, palm upward, fingers spread, then with the right digit quickly tap each finger of left hand in succession, closing it back toward the left palm, beginning with the little finger.

How Much?

Same as how many?



B When you want to say "B"—how do you put your lips?

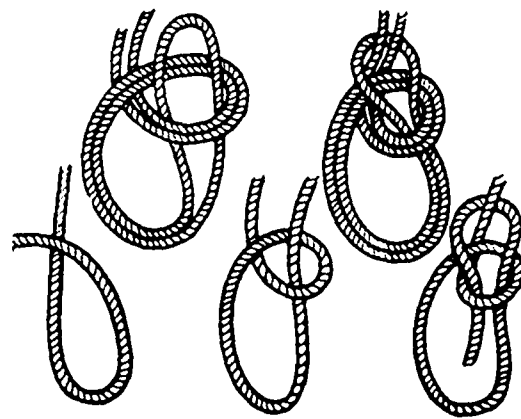
Watch someone else and you will see that when you begin to make the "B" sound the lips are shut tight. Long ago, when folks began to make the alphabet they drew a picture of lips shut tight for the "B" sound.

From that it is probable that the form of the letter "B" as we see it in the drawing has come.

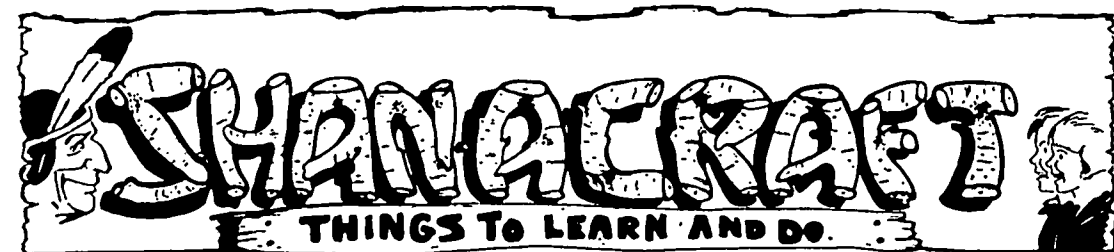


How many of the boys and girls have learned the knots that we showed on this page last month? This time our figures show you how Bowline knots are made. These "bowline" knots as sailors have named them, are the most common and the most convenient of all running nooses or slip knots.

The three lower figures show you how the bowline knot is made. The loose end of the



rope is laid over the other part and then formed into a loop — then the end is slipped through the loop, taken behind the tied portion and then back through the loop again. The figures at the top show the bowline knot tied with double rope. See how long it takes you to make a good bowline slip knot!



Outdoors:

See how many different kinds of knots you can find on trees in your neighborhood. Study these and try and find out what has caused these scars on the trees. Maybe your teacher will help you study these.

Have some good snowshoe tramps and see how many living things you can see when you are out. Follow up your work of last month and try each other out to see how many tracks you really learned. See if you can find out where the rabbits live this time of the year. What do they eat? Do they sleep?

Be on the watch out for new birds—from February on—new birds are passing through your district all the time. Add any new ones that you see to your bird list and see if by spring you can have a complete bird census for your community.

Look carefully in the crevices and at the roots of trees and see if you can find any sign of sleeping life.

Indoors:

Learn the knots and ties that are on this page.

If you haven't yet made your Shan-a-mac target and belt start at it as there are going to be a lot of Shan-a-mac tribes organized this summer and you should have these things ready. Instructions are on pages 26 and 42 of "Follow the Trail."

Are you able to wrestle well? Have you good control of your muscles and limbs? Work for a while each day on hand wrestling and so develop the muscles of your body.

Learn the sign language as portrayed on page 60 of the booklet.

Start studying signalling. Read the message which Meri-ka-chak has printed for you this month.

across the lakes and up the rivers—into the farthest corners of the vast valley where the Shan-a-macs live—taking supplies to the hunters and trappers who are gathering the winter crop of fur—and now bringing the harvest home to the Shan-a-mac villages. And when the hunters finish their work and come home in the spring they will find the furs cured, the skins tanned, the meat made into pemican for all to use. That is the way the Shan-a-macs work and live together.



Silence — except the crackle of the fire and the roaring of Ka-bib-on-o'ka. Then Meri-ka-chak smiles at us and speaks:

"A story for

my little Pale-face friends? Yea, hear the words of Meri-ka-chak. The tale is of the Shasha, the days long departed. In those days lived Nas-ku-paw! In the book of my words, telling my little Paleface friends how to "Follow the Trail" it is told that Nas-ku-paw was a mighty hunter. That is true. All day long could he range the Great Woods, overtaking the swiftest deer, outwitting the wily wolf, trailing the cunning fox, trapping the wolverine, whom other hunters called War-sa-ka-chak, the Mischief-maker. So strong he was that when evening was come he would put on his back all the game he had taken in the day—and carry it home to his kinsmen.

"Now when Nas-ku-paw' was grown to full manhood he found, in his hunting, a beautiful maiden — O-was'-sa, the



(Turn to page 36)

The Thong of Buckskin

Message From Meri-ka-chak

IMAGINE you and I camped over-night in the Great Woods with Meri-ka-chak! (Meri-ka-chak friend of all men) Big Chief of the Shan-a-macs!

Our camp is in the shelter of balsam trees, whose limbs have grown so thick, so low, that no snow has drifted underneath. We sit round the fire on a cushion of needles that the balsams have been piling there year after year ready for us. Just down the slope See-bo-wisha, the Brook, is running. How he giggles and gurgles! He has been running so fast and laughing so hard that he has not frozen over—although all winter long Ka-bib-on-o'ka, the North Wind, has been trying to clutch him. Ka-bib-on-o'ka seems "heap" angry that See-bo-wisha laughs at him. And tonight he

is howling fiercely through the Great Woods, wrestling with the tall spruce and tamaracks—and driving the snow like arrows. But though we hear his roar, we are sheltered from the sting of the North Wind. And below us, in the dark, the brook just laughs—laughs so hard that he seems all out of breath.

Meri-ka-chak sits on the farther side of the fire. The blaze sends the shadows dancing over his kindly face that smiles so easily. On either side of him sit the old men. We, with the young hunters, complete the ring around the crackling fire. Beyond, the lights and shadows chase each other over the snowshoes standing in the deep snow, the pile of firewood that we have worked with the young braves to cut, the dogs eating their fish and the sleighs with their loads of fur and meat.

We have been mushing for days through the Great Woods,

Co-operative Poultry Marketing

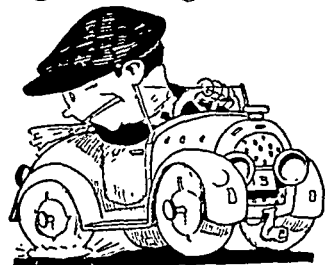
This page conducted by
MANITOBA CO-OPERATIVE POULTRY MARKETING ASSOCIATION, LIMITED
 Head Office: 85 Lombard Ave., Winnipeg

MARKETING SYSTEM, 1923 TO 1930

A statement by W. A. Landreth, President,
 Canadian Poultry Pool

In 1923 poultry products were marketed mainly through facilities provided by wholesale groceries, packing houses, creameries and a multitude of small dealers. No apparent effort was made under the competitive system to improve the quality of the product marketed. In many instances it was purchased on a flat grade, the producers of a high-grade product securing the same return as those marketing low grades. Approximately 70 per cent. of poultry products, on delivery to market, were undergrade. The spread between the average price netted by producers and the carlot value, on the wholesale market, was 10c to 15c per pound or dozen.

The system adopted by the Manitoba Co-op. Poultry Marketing Association, Limited, from 1923 to 1930 shows an entirely different record. From its inception, in south-west Manitoba in 1922, a constructive educational policy, in co-operation with Government Departments, has been adhered to. The first principle of our co-operative marketing system is the production of high quality products. The improvement in quality and increase in volume throughout the areas where the Pool operates has been one of the outstanding accomplishments of organized agriculture. Today 70% of the poultry products marketed by the Pool are overgrade, a complete reversal of the results gained by the competitive system after they had forty years of undisputed control. The second principle of our co-operative marketing is economical operation. The



What's the Trouble?

Manitoba Pool nets its members approximately within 3c per lb. on dressed poultry and 5c per dozen on eggs, of the carlot market value, which speaks for itself, as compared to the margin of 10c to 15c incurred under the competitive system of 1923.

Education - Co-operation - Merchandising

Three fundamental principles have contributed mainly to the success of the Poultry Pool:

The **Education** of its members by helping them to improve the quality of their products by instruction in housing, sanitation, control of disease, feeding, fattening, killing and dressing, etc.

Co-operation by the organizing of producers into one united group for the purpose of collective bargaining. Co-operation with Government Departments and Agriculture Colleges in providing facilities for promoting effective education service to the producers. Co-operation with country merchants, packing houses, and licensed produce dealers in utilizing all existing facilities which could promote economies and efficient distribution of the product.

Merchandising in a reasonably intelligent manner by co-operating with distributors, by putting up a high-grade honest pack, by distributing our volume over various markets, by developing new markets when supplies are long rather than by speculation, and by catering to consumer demand.

Present and Prospective Egg Market

The present fresh egg market is in an acute state of demoralization, due mainly to the abnormal production of a mild winter and the collapse of the storage egg market. While many eggs were bought last season at a price which would have permitted export to the United Kingdom at a margin of profit, holders of storage refused to export, believing more profit could be made on the domestic market. Storage eggs are being offered today f.o.b. Montreal at 14c per dozen. Fresh eggs, although not sufficient to supply consumptive demand if storage were cleaned up, have followed storage prices, producers being offered—Extras 20c, Firsts 18c, Seconds 15c f.o.b. Winnipeg, or a net of approximately 15c per dozen for fresh winter production.

Egg Pool contracts are not operative during the winter months on the Prairies. Due to the scarcity of supply, members are given the privilege of selling on the open market, to friends, etc. We think we are having a fair demonstration of what happens under present conditions, to any farm product which enjoys the privilege of unorganized merchandising.

The prospective future egg market is the problem with which organized producers have to deal: how to prevent a re-occurrence of the present disaster—how to re-establish the value of our product on a basis which will show some margin of profit over the cost of production.

First, we must endeavor to prevent an over-supply of storage eggs in the future. This means we must be prepared to export that portion of our production which cannot be absorbed at fair prices for domestic consumption. Had we not imported from the United States last January, February and March, fresh and frozen eggs in excess of our requirements, we would have been in the happy position of producing in Canada approximately our consumptive requirements. Present tariff schedules will not allow importations during 1931.

(Continued Next Month)

EGG POOL PERIOD

Our Brandon, Carman, Dauphin, Lauder and Neepawa Branches will re-open for receiving shipments of eggs, about March 15th, or if conditions are favorable probably earlier.

Approximate Pool periods for 1931: First period March 15th to May 23rd; second period May 23rd to July 25th; third period July 25th to August 31st, and if volume warrants same, an additional pool period will be added.

All contract holders will be mailed a notice advising correct date branches will be opened.

AUSTRALIA MAKES A BID

Manchester will have its first Dominion food shop in the new year. It is being organized by the Australian government, and will remain open for one month. Sample quantities of Australian dairy produce, fruit, and other produce will be sold, while retailers throughout Manchester will offer similar goods in bulk.

I am told, says the London correspondent of the Manchester Guardian, that Manchester at present consumes much more Danish than Dominion butter, though the latter is said to be much cheaper. The Dominion authorities claim that their product is also richer in cream and vitamins. But the most important thing is the flavor, and Manchester people will have an excellent opportunity of sampling both varieties together. Tradesmen throughout the city will cooperate with the Dominion Government, and will give special window displays and carry special stocks of Australian produce. Kinema films will be exhibited to show how the Australian food-stuffs are produced.

—C.W.S. News Service.

THE RURAL BURDEN

We hear the cry of "back to the land" continually, but for one who goes back dozens go away. The miracle to be wrought is the creation of rural civilization. Civilization implies some measure of luxury and comfort. It can only be attained when the community is organized and has strength to retain some surplus of wealth beyond what is required for the bare necessities of life. The organized industries, the organized communities, are always wresting any surplus from the unorganized. The business mind of the country must be organized to counter the business mind of the town.

The fact is that farmers have allowed the control of their industry to slip out of their hands and they are squeezed because the organized industry always unloads its burden on the unorganized. If farmers are to retain a surplus of wealth beyond the bare necessities of life, if they are to permanently see in the rural districts the comforts and luxuries of the city, they must make it their steady persistent and fundamental policy to

work towards complete control over the sale of all the produce of the countryside, its livestock, its crops, its by-products, so that they can act in their own interests through their own agents in distant markets, and push their produce with the energy of self-interest.

—George W. Russell, editor "Irish Statesman."

THE QUOTA SYSTEM AND BREAD PRICES

The opinion of consumers in Czecho-Slovakia concerning the new law on grain and flour quotas is clearly stated by "Die Konsumgenossenschaft", the organ of the Union of German Consumers' Societies, Prague, in the following passage:

"For the consumer this law means a further reduction in the standard of living, which, apart

from this, is already sufficiently depressed by the crisis. The mixture of flour such as the law requires entails no little expense, which will certainly affect prices. Transport to and handling at the mixing stations, which, generally speaking, will mean flour mills, undoubtedly increase management expenses. In addition there is the cost of mixing. In automatic or semi-automatic mills the milling process must be interrupted so that the mixture of imported and inland flour can be made. Who can compel the mills to mix for a third party? What happens in the event of a refusal? The State would then have to provide alternative mixing stations, which would not be cheap. We are informed by experts that the mixed flour will be appreciably dearer."

—I.C.A. News Service.



THESE three books, of interest to farmers, have been issued by this Bank.

Each one contains practical and useful information. They may be obtained, free of charge, upon application to the Manager.

Ask for a free copy or use this advertisement as a coupon.

**The Royal Bank
of Canada**

3043

Serving Canada Since 1869

Manitoba Co-operative Dairies

Winnipeg - Brandon - Dauphin

A BIG TRUST?

Dairymen, in every province of Canada, are concerned about the mergers that are taking place in the industry. Again and again come reports of smaller creamery companies being gobbled up by bigger companies—and these bigger companies, in turn, being merged in bigger and bigger organizations. The Dairy Council says:

"We report another dairy merger in which the Dairy Corporation of Canada, Limited—operating in several provinces—has taken over Canada Dairies, Ltd., operating in Toronto. Canada Dairies, Ltd., was an amalgamation in 1929 of seven distributing plants in Toronto.

"There has also been an amalgamation of twenty-three creameries in Ontario, from Alexandria in the east, to Paisley and Palmerston in the west of the pro-

vince. This amalgamation is to operate under the name of Amalgamated Creameries of Canada, Ltd. The plans of the amalgamation include the sale of eggs and poultry as well as milk and cream and other produce, and proposes to establish a chain of retail outlets and a warehouse in Toronto."

A Warning?

This report is quoted as a plain statement of fact. Perhaps it constitutes a warning, of itself. The steady succession of mergers, amalgamations and combinations are gathering the entire industry into fewer and fewer organizations.

As producers of dairy products, we must ask ourselves—is all this leading us to a giant Dairy Trust? And when such a Dairy Trust has become a fact, where do the producers come in—and where do the consumers come in? This question must agitate the minds of all farm

families in Manitoba who aim to get a fair return for the work they put into producing cream—and it must also gravely concern families who want to buy dairy products at fair prices.

Private capital is working toward 100% control of the industry. In the entire province, only one organization is working with the single purpose of processing the producer's cream and selling the finished product so that the fullest return will go to the producer—that single organization is the producer's own organization: Manitoba Co-operative Dairies!

Champion of Canada!

Manitoba Co-operative Dairies is the tool which cream producers of Manitoba are using to get the best return for the work they put into dairying. Through their Dairy Co-op, producers are working together to improve the quality of the finished product—so that that product may win the best price from consumers. So well have they succeeded in this work that for two years in succession Manitoba Co-op Dairies

Successful Hog Raisers

USE

"RED RIBBON" Digester Tankage



In the daily ration to supply the protein so necessary for the growth of hogs, you too will save one third of the grain now fed and finish your hogs earlier.

Order a supply today from your local dealer or write direct to—



Swift Canadian Co.

Limited

WINNIPEG, MAN.

have won the championship of Canada!

In 1929 your Brandon plant and your Winnipeg plant tied for the honor. In 1930 these two plants were again close—but the Brandon plant was somewhat in the lead. Thus "Manco" butter has been adjudged, by the experts of the entire Dominion, the "Champion of Canada."

This achievement resulted from co-operation—the producers supplying high quality cream, the workmen in your plants using every care. Let us all strive to

keep up the good work. Better Products—Better Prices.

FAULT FINDERS

When you hark to the voice of the knocker,
As you list to his hammer fall,
Remember the fact that the "knocking" act
Requires no brains at all.

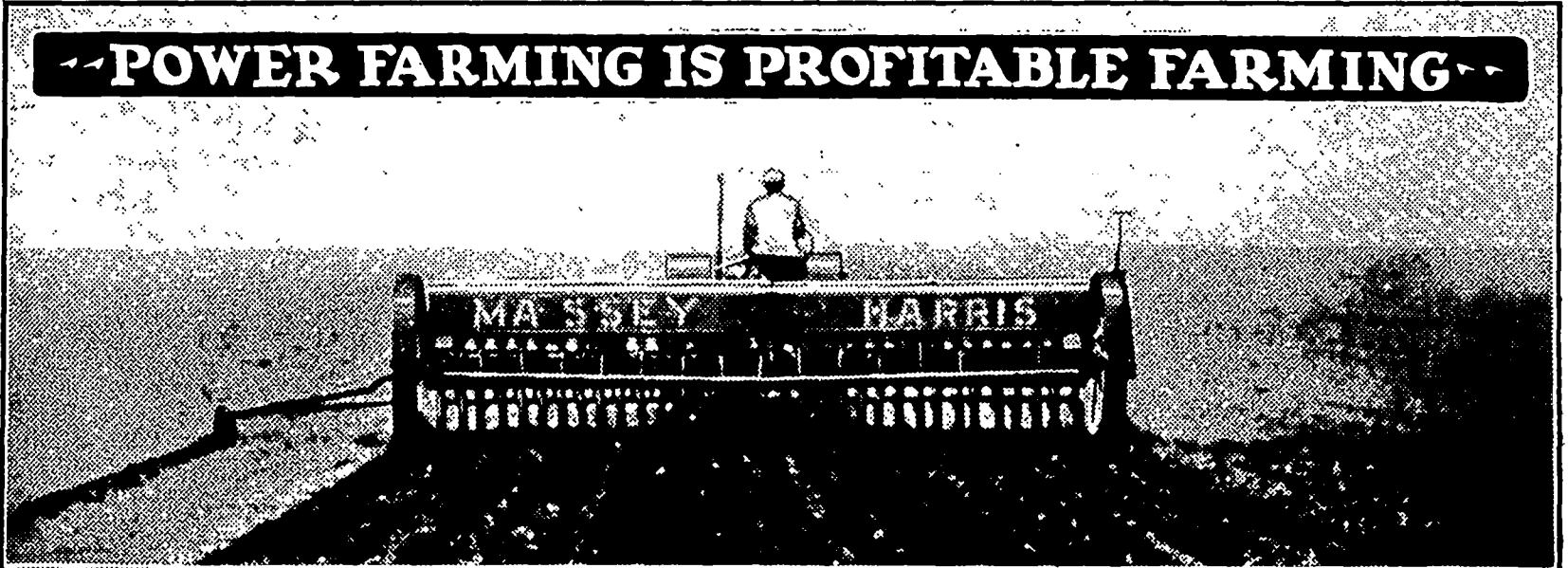
When you list to the growl of the growler,
As you hark to his ceaseless growl,
You will please recall that a dog is all

It takes for an endless howl.

As you watch for the "kick" of the kicker,
As you notice his strenuous kick,
You'll observe the rule that our friend the mule
Is great at the same old trick.

The knocker, the growler, the kicker;
Faultfinders large and small—
What do they need for each daily deed?
No brains, no faith—just gall!
—E. A. Guest.

POWER FARMING IS PROFITABLE FARMING



GOOD SEEDING EQUIPMENT HELPS TO LOWER THE COSTS OF PRODUCTION

To farm profitably when grain prices are low, it is necessary to have time and labor-saving equipment. An old inefficient drill can be a money loser in several ways. It may be too small to suit your power—wasting gas and oil and increasing operating costs. It may be too small to get all the seeding done at the most opportune time to produce the highest yield. An old drill may sow unevenly, wasting seed and hindering the crop.

A NEW MASSEY-HARRIS No. 11 DRILL

Can Help You Reduce Your Costs of Production in Several Ways

You can order a size to make the most economical use of the power available.

It will speed-up your seeding. Getting all the seed in promptly at the right time means highest possible yield, and early and uniform maturity—all important factors in keeping down the cost of production.

When you buy a Massey-Harris No. 11 Drill you get the Best Seeding Equipment that it is possible to obtain

The milled feed rolls sow accurately, uniformly and positively. They are bolted to a steel box and their continued alignment is assured.

The steel box on the Massey-Harris No. 11 Drill is exceptionally strong and rigid. It is built to prevent sagging and unlike wood boxes it will not rot, warp, or crack from exposure to the weather. This box provides a firm, rigid mounting for the feed runs.

With a New Massey-Harris No. 11 Drill you can get your crop off to a good start.

Massey-Harris No. 11 Drills are made in 14, 16, 20 and 24 Run sizes Hand Lift; 20, 24, 28 and 33 Run sizes Power Lift and 47 and 55 Run sizes Duplex style.

Ask Your Local Massey-Harris Agent For Full Particulars

MASSEY-HARRIS CO. LIMITED

THE SERVICE ARM OF THE CANADIAN FARM

ESTABLISHED 1847

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



JANUARY BUSINESS

The statement of handlings of the five high firms on the St. Boniface market show the Co-op getting an increasing percentage:

1st—Can. Livestock Co-op	214 cars—24.8%
2nd—	116 " —13.4%
3rd—	98 " —11.4%
4th—	97 " —11.2%
5th—	93 " —10.8%

The trade to date this month has been on a lower level for cattle and the indication is that we will have a slow, draggy market. Two reasons appear to be the cause; first, the meat trade in Eastern Provinces has become very slow with the result that Eastern orders are not coming forward in numbers sufficient to stimulate our markets in the West. Serious depression did not reach Eastern Cities as early as Western Provinces, and trade remained fairly firm. Buyers will purchase Western cattle as soon as stocks on hand are reduced. Second, due to a reduction in prices of live cattle in England, shipments were discontinued. Now prices are stronger and preparations are under way to move cattle early in March.

Finish Your Stock

We receive many letters from producers asking when the cattle they have on feed should be sent to market. Making estimates from week to week is difficult. Our suggestion to all feeders is: Make sure that the stock is finished before shipping. In case some are ready now, send them to market with your local Co-operative Shipping Manager and feed the balance until ready. Some will argue, that with prices working to a lower level it is better to ship now. We have had some cattle that were just ready to put on flesh come forward. Result: the owner very much disappointed in the returns. Cattle with medium flesh are selling so much under finished animals that it pays the producer to continue feeding—even though prices drop. Orderly marketing is most essential in order that no serious breaks take place, due to heavy receipts of partly finished cattle coming forward.

Much free advice is given in these days to producers. We are told to raise more stock—and we will. But, with an increased output we will shortly be in a position where a part of our cattle and hog products must be exported. Some serious thought must therefore be given to this problem before it becomes a fact. Your organization is endeavoring to work out a policy that will take care of part of the surplus—through the Co-operative Wholesale Societies.

Co-operative Exports

The British Co-ops write:—"With the Development of the livestock business of the Co-operative

Wholesale Society in England, we are compelled to provide the necessary supplies entirely free from the usual acknowledged trade channels of dealers, jobbers and commission agents.

In a manner, we have somewhat accomplished this, covering our Irish supplies, and it is with the object already stated that I feel convinced, providing your organization is in a position to co-operate with the C.W.S. on this side, that, if the farmer can provide the required article, he is eventually going to have his stocks marketed direct to the consumer (eliminating the said dealers, jobbers and commission agents), receiving a full and satisfactory return for his stock; at the same time allowing the public to obtain their meat at a reasonable and economical price and thereby creating a demand which, owing to the high prices charged by the retail trade, has diminished to an alarming proportion.

Whilst I realize that the trader (retail) is compelled to charge prices allowing him a reasonable work profit, the chief trouble arises from the fact that far too many individuals have handled the stock in between the producer and the consumer. Eliminate these middlemen and produce the required article to the retailer at a reasonable price — the farmer will be satisfied and will realize the necessity for further production as a paying proposition; then the retailer will be in a position to supply the consumers at a price satisfactory to all, but the aforesaid middlemen MUST be eliminated.

Our organization is developing in all departments on these lines and I fail to see any reason why the Co-operative Farmers Organization in Canada cannot function satisfactorily through these channels."

Note that their problems in the Old Land are somewhat similar to the problems we face in building up the co-operative marketing organizations in this country. To further work out the definite connection between your organization and the C.W.S. in handling cattle (and later on hog products) arrangements are being made for Mr. Eastwood, the writer of the above quoted letter, to visit Canada. It is hoped that definite plans will be laid for future co-operation between your organization and the C.W.S.

Manitoba Organization

Our President, Mr. McPhail, has been, and will continue holding a series of public meetings in the province in co-operation with men from other Co-ops. Reports received indicate that our producers are interested in the discussions that take place. We would strongly recommend that producers, before attending, would work out a series of questions to ask in order that matters relating to the activity of their co-operative livestock marketing organization can be thoroughly discussed.

CO-OPERATION AND HUMANITY.

The co-operative estimate of humanity means a new outlook on life—on the individual and his relations to the family, to the community, to the nation, and to the world. The co-operative movement is a struggle, not against individuals or any class or party, but against a social system based on selfishness and working through competition. Our destiny is the Co-operative Commonwealth, which shall have for foundation sure and strong the freedom of the individual to develop himself, in peace and through industry, for service in the common good. Every man has a natural right to food, to raiment and to shelter. The co-operative principle is that these common needs shall be satisfied, not by trading for individual profit, but by exchange for mutual benefit. Man shall not for ever batten on his

fellow. "Love thy neighbor as thyself" shall one day become the rule of life. Tools and machinery shall then be servants and not masters. When man no longer lusts for private gain, the barrier to right relations between men and between nations will be removed.—From the pamphlet, "Art, Life and Co-operation," by Charles E. Tomlinson.

The fellow who sells stock is a broker; the fellow who buys it usually is broker too.

Hope — the only tie which keeps the heart from breaking.
—Thomas Fuller

The teacher had been trying to inculcate the principles of the Golden Rule and turning the other cheek. "Now, Tommy," she asked "what would you do supposing a boy struck you?"

Tommy: "How big a boy are you supposing?"

The Manitoba Winter Fair

Brandon

March

16-20, 1931

PURE BRED CATTLE SALE

Thursday
March 19th

BRED SOW SALE

Friday
March 20th

Write for Catalogue of Entries

The Greatest Livestock Show in the West

W. J. McGOUGON, President
J. E. RETTIE, Secretary Mgr.

You Cannot Cut Out Bog Spavin

—or thoroughpin, but you can clean them off promptly and thoroughly with Absorbine—and work your horse during the treatment. This powerful antiseptic liniment does not blister or remove the hair. \$2.50—at your druggists or general merchant's. Booklet free. 79 W. F. Young, Inc., Lyman Bldg., Montreal

ABSORBINE
Reduces Inflammation

THE Western Empire Life ASSURANCE COMPANY

EXTRACTS FROM 1930 REPORT

Assets	\$ 2,003,662.92
Premium and Interest Income ...	\$ 387,108.66
Policy and Special Reserves ...	\$ 1,495,377.00
Insurance Issued	\$ 2,950,964.00
Insurance in Force	\$13,002,126.00

The increase in insurance written in 1930 over 1929 was 41%.

The high interest earnings of the Company—almost exactly 7% on the mean ledger assets—the very favorable mortality experience and the moderate expenses are again reflected in the satisfactory profits being paid to Policy-holders.

Write for Copy of Annual Report

HEAD OFFICE - - - - WINNIPEG, MAN.

R. W. Craig, K.C.President
Brig.-Gen. H. M. Dyer.....Vice-President
F. C. O'BrienGeneral Manager

Manitoba Co-operative Wholesale

Office: 316 McIntyre Bldg., Main St., Winnipeg.

CO-OPERATION PAYS IN MANITOBA

Last month we reported what the Consumers' Co-operatives in the Province of Manitoba had done. Results of the past year's work were highly satisfactory to locals and central organization—in spite of depressed conditions. But the possibilities of the Consumer's movement are just opening out to us. The following report indicates that these possibilities are well-nigh boundless.

And in Minnesota

"At the fourth annual meeting of the Midland Co-operative Oil Association last June, it was voted to pay the 1927 patronage dividend in the fall. On Dec. 20th, patronage dividend checks were mailed to 38 Co-operatives which had traded with their own wholesale in its first year of operation." The total amount paid was \$3,436.00.

"This is the first time in the history of co-operation in the Northwest that a consumers co-operative Wholesale has made such a record. After three years of operation the wholesale is able to return to the locals in cash one and one-half percent patronage dividends on their purchases.

"At no time has any patronage dividend been guaranteed. It has been entirely up to the locals which have voted at the annual meeting as to when and how the net earnings were to be distributed. The business has been conducted on good sound business principles of co-operation and it has been the local Co-operatives themselves who have made the dividends possible by their patronage of their own Wholesale.

Read This!

"At the close of our fourth year of operation we find some fifty-five locals buying through Midland. For the past year the profits are over five times the net earnings of the first year. In fact, since the first annual meeting, the net gain has more than doubled each year—and now totals \$31,000.00.

"When in the midst of wide economic depression a Co-operative can show such results, what greater proof can be brought as to the fundamental soundness of the movement. It is with renewed enthusiasm that we start the new year with a firm conviction that in consumers' and producers' co-operatives we will find the solution of our economic injustices."

Building Confidence

The report is packed with good advice, as summarized here. It points out that the manager of a Co-operative business or association has a diversified job. The success of any business depends on the goodwill and co-operation that business receives from the community it serves. This is especially true of co-operatives. Therefore, the first duty of the local management is to promote confidence, goodwill, and harmony among the board of directors, employees, members and patrons. The manager is wise to take his board of directors in his closest confidence. The directors are responsible to the shareholders for the conduct of the business; they must be careful and conservative. When the manager has the confidence of the board, he should, in every detail, be true to his trust. The monthly directors' meeting is the place to discuss frankly all the problems of the business. Simplified and easily read reports help the board and the manager co-operate intelligently.

The Trail to Success

In dealing with the members and patrons, the staff must strive to promote confidence by just dealing with all. Take time and use tact in straightening out the smallest problems and be straightforward in answering enquiries. Courtesy and friendliness cost nothing, but have great value to the giver, as to the one who receives them. The saying that "Business goes where it is invited and stays where it is well treated" is just as true in a co-operative association as in a

private business. Folks remember cheerful service—and don't forget hasty, unkind words.

The matter of credit requires constant vigilance. Credit has ruined many a good business. Common sense demands that the board of directors, in co-operation with the management, adopt a sane, firm credit policy. A rule permitting credit to the extent of stock owned or accumulated stock credits and patronage refunds are suggestions.

Co-operatives Buy Co-operatively

The Co-operative Wholesale is to the local association what the local is to its members. It is just as important that a friendly co-operative relation exist between the management of the Wholesale and the local managers, as between the local managers and their members and patrons. Only in that way can the Wholesale grow and serve the locals to mutual advantage. Loyalty must be developed. The locals are constantly visited by representatives of other wholesales who often have attractive propositions to offer. Confidence in the merchandise of the Co-operative Wholesale itself is necessary.

Co-operative Education Important

Co-operation must be understood before it can succeed; to that end education is necessary. When people learn that their business is conducted for the benefit of all, that each one receives his due share of the profits that no individual is amassing wealth out of the business at the expense of his fellows; then they will accept co-operation.

Co-operation is a fair, sensible way of doing business. It is fair to its employees, fair to its members, works for the good of all and eliminates unfair competition. It is, indeed, an institution of the people, by the people, and for the people.

The local manager, because of his position, can do much to promote the philosophy of co-operation.

JOG ON, WHEAT POOL
 Road gets rougher every mile:
 Jog on, Wheat Pool, an' show
 some style.
 Mule's gone lame an' the hens
 won't lay:
 Corn's way down an' wheat don't
 pay:
 Hogs no better, steers too cheap:
 Cows quit milking, meat won't
 keep:
 Oats all heated, spuds all froze:
 Fruit crop's busted, wind still
 blows:
 Sheep seem puny, an' I'll be
 durned,
 Rye field's flooded an' the hay
 stacks burned,

Looks some gloomy, I'll admit—
 Jog on, Wheat Pool, we ain't done
 yit.
 Coals is high an' crops is low:
 Rail rates doubled, got no show:
 Money's tighter, morals loose:
 Bound to get us—what's the use:
 Sun's not shinin' as it should:
 Moon ain't lightin' like it could,
 Air seems heavy, water punk:
 Tests yer mettle: shows yer
 spunk:
 No use stoppin' to debate:
 Jog on, Wheat Pool, it's getting
 late.
 Wheels all wobble: axle's bent:
 Dashboard's broken, top all rent:
 One shaft splintered, t'other sags:

Seat's all busted, end-gate drags:
 May hang t'gether—b'lieve it will:
 Careful drivin'll make it still.
 Trot—gosh ding ye—that's the
 stuff,
 Keep on pluggin' tho' the road is
 rough,
 Old trap's movin' right good
 speed—
 Jog on, Wheat Pool, you're some
 old steed.
 Road'll smooth out 'till it won't
 seem true—
 Jog on, Wheat Pool, you'll pull us
 through.
 —With apologies to W. H. Stark,
 Orange, Texas.
 From "Western Producer."



MAKE 1931 a bigger profit year. Build concrete farm improvements and put an end to waste, repair bills, vermin-loss. Concrete is rot-proof; fire-safe, permanent. It is easy and economical to build with. "What the Farmer can do with Concrete" tells how.

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United Farmers of Manitoba

ORGANIZATION

EDUCATION

CO-OPERATION

MANIFESTO OF CANADIAN COUNCIL OF AGRICULTURE

The conditions now prevailing among the agricultural population of the Dominion menace the whole social and economic fabric of the country. Exhortations to optimism and statements denying the widespread suffering and impoverishment of our rural people, even when made by prominent men, do not change the facts. Farmers are being reduced to poverty; their families are being inadequately fed, clothed and educated; they are unable to meet their obligations, to pay taxes, to redeem mortgages, to maintain payments of interest, to settle their debts for machinery, gas and oil and other necessary purchases. Many lack seed for spring sowing and will be compelled to go deeper into debt in order to provide it. Even the minority who have hitherto occupied a position of financial independence have "gone behind" and are in danger of being submerged.

For many years the Canadian Council of Agriculture, speaking for the farmers' provincial organizations, has protested against the handicaps imposed on the farming industry by tariff exactions, high transportation costs, inadequate and expensive credit facilities and inequitable taxation, to name only the more outstanding of their grievances. Such protests have been unavailing and the advent of the world-wide depression, resulting from the costs and ravages of the war, aggravated by the national jealousies and economic rivalries which have succeeded it, has found the Canadian farmers totally unable to cope with the difficulties and to make the sacrifices entailed by it. The continuance of the existing conditions throughout another crop year must inevitably involve in the most serious degree the financial and industrial institutions of the Dominion. Banks, trust companies, mortgage corporations and other lending institutions, will

find themselves in possession of lands and chattels which form the security for their loans, but lacking purchasers to take them off their hands. Their security will have depreciated to an extent necessitating the writing off of very heavy losses. . .

The Canadian Council of Agriculture now proposes therefore to set forth the policies which, in its opinion, will most quickly and effectively rectify the grave disorders now apparent.

1. International action to reduce and as far as possible, to cancel external war debts and reparations.

In the attainment of this object, Canada, as a member of the League of Nations and of the British Commonwealth of Nations, could exert considerable influence. A courageous and reasoned stand in favor of a liberal international treatment of the problems presented by war indebtedness and the payment of reparations by the conquered peoples would, in the Council's opinion, meet with instant response.

2. International action to remove the existing restrictions upon commerce between all nations. Genuine endeavors to bring about the free exchange of commodities, which would do more than any other measure to relieve the present depression, must begin at home. Proposals for the relaxation of the tariff and other supposed "safeguards" adopted by other countries should be accompanied by practical evidence of the sincerity and bona fides of the proposer.

Canada can as easily take the lead in this as any other country and the all-round reduction of the Canadian tariff must have immediately beneficial effects upon the conditions confronting the farmers, in particular, besides rendering easier the export of the surpluses of farm products at present existing and shortly to be realized. The existing surplus of wheat and the coming surpluses of dairy products and livestock must find markets abroad. By

accepting such imports as Canadians can profitably purchase, the disposal of these surpluses must be greatly facilitated.

3. Resort to the income tax in greater degree than at present prevails. The raising of national revenues by taxation in proportion to ability to pay instead of by means of taxes on consumption and other indirect taxes must relieve the burden now falling upon those who can least afford to pay taxes.

4. An immediate and appreciable reduction in the costs of transportation of all commodities. It is significant that while the net incomes of farmers have shrunk to zero and unemployment is widespread, the dividends of shareholders in the largest Canadian transportation system continue to be paid with regularity and at a rate equivalent to the repayment of the face value of the stock once in every ten years. Reduction of freight rates would increase the returns of agriculture and must ultimately benefit the transporting agencies by aiding productive development and increasing the consumption of all commodities.

5. The modernizing of the Canadian banking and credit system.

(a) By the establishment of a central bank of issue and rediscount, accompanied by suitable modifications in the liability of bank shareholders.

(b) By the passage of legislation making possible the development of co-operative credit institutions designed to finance agricultural operations.

6. The adoption by banks, trust and loan mortgage companies and other lending institutions, of a policy scaling down the principal amounts so that the debts now owing would conform, in terms of commodities, to the purchasing power actually lent in years past. Such a measure would result also in reducing the burden of interest payments while leaving the lenders just as well off, in terms of actual wealth, as before its adoption.

Letters to the Editor

Virden, Man.,
Jan. 7th, 1931.

Dear Editor:

There has been considerable discussion the last year or two over the English barley market. We even sent a delegation over to Europe at some expense and they brought back a lengthy report. But still it seems that some of us are not satisfied yet. We can't see why we cannot compete in that market. Mr. Heeney is apparently one of them. I was interested in reading his letter. Having lived for some years in California and Manitoba also I may be able to throw some light on some of his queries. I think Mr. Heeney is quite right when he says we can grow barley the equal of any. The trouble is not what we can grow, but the way it is put on the market. The British buyer prefers, among others, the barley from California. Why? In the first place the farmers of California grow one kind of barley. A six rowed barley that is good for malting or distilling; it is harvested with a combine and therefore the sample is bright and not weathered. This part is up to the growers. We can grow as good barley. Grow one kind and harvest it without too much weathering. For over thirty years California exporters have shipped their barley cleaned and graded. Their grades have always been kept up to the mark and the Old Country buyers can absolutely rely on them. California presents the British buyer with a sample that is clean, bright and graded. Manitoba ships her barley as it comes from the farm, ungraded, unclean, weathered and bright all mixed. You can't blame them for taking the best. This part is up to our exporters.

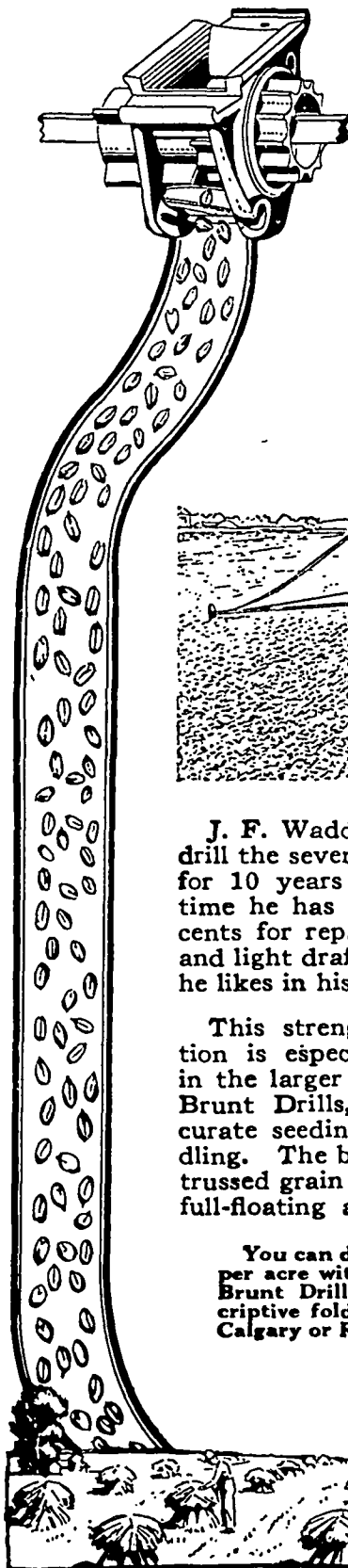
Mr. Heeney says if we had one month before harvest without rain accompanied by very hot weather, there would be very little grain. That is so, and yet that is precisely what does happen in California and yet they grow very heavy crops. The mystery is not in the soil, but in the Trade winds. They generally get their winds during the season

the grain is filling. It is a south-

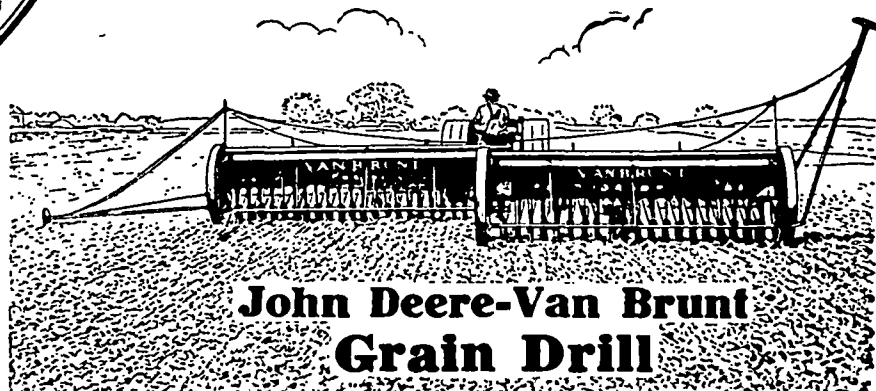
west wind off the ocean and laden with moisture. The grain seems to be able to absorb what moisture it needs and fills satisfactorily.

Yours truly,
A. F. Kendall.

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That John Deere-Van Brunt Grain Drill you buy today will be clicking off the acres—seeding the fields—just as steadily and accurately five-ten-years from now as it did the first time over the field. You will then appreciate more than ever the rugged strength and trouble-free performance of the John Deere-Van Brunt Seeding machinery.



J. F. Waddell has given his drill the severest kind of usage for 10 years and in all that time he has paid out only 75 cents for repairs. Durability and light draft are the features he likes in his drill.

This strength of construction is especially emphasized in the larger John Deere-Van Brunt Drills, along with accurate seeding and easy handling. The big-capacity, well-trussed grain box will not sag; full-floating axle insures light

draft, disk bearings are guaranteed and equipped with Zerk oilers, long hubs on chilled bearings support the frame from underneath—wheels do not lop in. Famous Van Brunt Adjustable Gate Force Feeds insure accurate seeding.

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The One Hundred Per Cent Pool in Saskatchewan

What Has Been Done in the Sister Province

At the meeting of delegates of the Saskatchewan Pool in June, 1930, the following resolutions were passed:

"That the proposed legislation should provide that the marketing organization should be entirely under the control of the growers and that such control by growers should be equally divided among all the producers of grain in the province.

"That the proposed legislation should be for a five year period and that a referendum be taken when a certain proportion of the growers, to be subsequently decided upon, sign petition.

"That the proposed legislation should provide that a legislative pool would become operative when a referendum of all grain producers in the province had indicated by a two-thirds majority of those voting that such legislation should be operative.

"That a referendum of contract signers on the question of a Grain Marketing Act be taken prior to the next annual meeting, on the plan decided upon by the resolutions passed at this meeting;

"And further, that if a majority of the contract signers voting, vote in favor of asking for the proposed legislation, such majority vote shall be considered a sufficient mandate from the contract signers to approach the Government with a view to securing the necessary legislation.

"That a ballot be sent out to the contract signers on this question by August 1st.

"That this meeting of delegates is in favor of a Grain Marketing Act which would provide that all grain grown in the province shall be marketed through a pool."

As instructed by the delegates ballots were sent to the contract signers. We quote below the ballot as sent to the contract signers:

"At the semi-annual meeting in June, Pool Delegates authorized the Board to take a referendum of the contract signers on the question of a one hundred per

cent. pool by legislation, subject to conditions in the question below.

"In order that a definite decision on this important question may be arrived at, it is essential that every Pool member should vote. It is vital to the future development of the Pool that this question should be settled decisively.

"If you are in favor of asking for the proposed legislation place an "X" opposite the words "For Legislation."

"If opposed, place an "X" opposite the words "Against Legislation."

Question—"Are you in favor of your Directors asking the Government to pass a Grain Marketing Act to provide that all grain grown in Saskatchewan must be marketed through one pool, provided

(a) That before the proposed Act should come into force it must receive a two-thirds majority vote in special referendum of all grain growers in the Province to be conducted by the Government;

(b) That the grain pool to be provided for must be entirely under the control of the growers delivering grain; And further, that all producers of grain (whether Pool or non-Pool) must have an equal voice in the control of the organization."

For legislation 32,653; against 12,991. There were, in addition, 2,901 unsigned ballots; counting these the vote was: 34,621 for and 13,845 against. Percentage in favor of proposal: 71.4%; percentage against proposal 28.6%. The Board of Directors then submitted a request to the government that they arrange to submit a Grain Marketing Act at the next session of the legislature, such act to provide:

(1) That all grain grown in the Province of Saskatchewan should be marketed through one Pool;

(2) That the Grain Pool to be provided for must be entirely

under the control of growers delivering grain;

(3) That all producers of grain must have an equal voice in the control of the organization;

(4) That before the proposed act should come into force it must receive a two-third majority of those voting in a special referendum of all grain growers in the Province, to be conducted by the Government.

At the November meeting of the delegates the following resolutions were passed:

"That the Grain Marketing Act take effect on the first crop after the referendum of the growers is taken.

"That the Grain Marketing Act supersede the present Wheat Pool contract.

"That the Grain Marketing Act include coarse grains as well as wheat.

"That Saskatchewan Pool Elevators Limited assume the same position to the legislative pool as to the present pool.

"That the same regulations in regard to delegate representation as in the present pool be included in the Grain Marketing Act.

"That the Grain Marketing Act should provide for the qualifications of voters as follows: They must be either

- (a) Actual farmers,
- (b) A landlord, provided he receives a share of the crop,
- (c) A vendor, provided he receives a share of the crop.

"That the Grain Marketing Act should provide that no person, firm or corporation shall have more than one vote.

"That the Grain Marketing Act provide for reconsideration at the end of each five-year period.

"That in any subsequent vote that might be taken a majority vote registered against the continuation of the Act will be effective.

"That this body of delegates is opposed to Government representation on the one hundred per cent. pool board.

"That in the event of the referendum not receiving a two-thirds majority vote, provision be made in the Grain Marketing Act to leave discretionary powers in the hands of the Government to put into effect one hundred per cent, control legislation for one year or more as an emergency measure, to allow growers an-

other opportunity to vote in that year to make legislation operative, and that provision for such further vote be included in the Act.

"That discretionary power be left in the hands of the Board of Directors in their negotiations with the Government in framing the marketing legislation in regard to the various proposals submitted.

"That we recommend to the Board of Directors that a policy be evolved to educate farmers of Saskatchewan to the end that the referendum on a one hundred per cent. pool by legislation may be carried by a large majority."

On January 21, the Executive of the Saskatchewan Wheat Pool laid these proposals before the Government of Saskatchewan.

AN INTERNATIONAL PROBLEM

At present it is not possible for the Central Bank of any country under the gold standard to secure stability in both its internal and external prices. The central banker is in a dilemma. He can either stabilize his internal prices and let the exchanges go hang, or he can maintain his exchanges round about parity and allow his internal prices to fluctuate in accordance with world prices. He cannot do both at the same time. That problem can only be resolved when world prices are stabilized.

The point to be emphasized is that stabilization is not a national but an international problem. It is not by individual efforts that we can hope to assume the control and management of the volume of currency and credit, and to rule out the abrupt and sudden fluctuations in prices which dislocate trade and paralyze industry. That is a task for the concerted and combined efforts of all the central banks, who will have to agree upon a common policy and engage to carry it out in loyal co-operation with the Bank for International settlements.

—Sir Charles Addis, Director of International Bank.

Enjoy every moment; pleasures do not commonly last as long as life.

—Chesterfield

INTERNATIONAL TIN AGREEMENT

An international tin export quota scheme is now being considered by the Governments of the Federated Malay States, Dutch East Indies, Bolivia and Nigeria, and, subject to their assent, will take effect as from 1st. January of this year. The scheme will continue in force for two years until the end of 1932. The quotas, but not the ratio of the quotas to production, will be varied from time to time. The ratios are based on the agreed production of 1929, and the quotas represent the maximum

tonnages which may be exported by the several countries from January 1st., 1931, and are determined in each case by applying the ratios to the aggregate amount of tin to which, under the agreement, it may be decided to limit the exports. Details of the scheme have been forwarded to members of the 'Tin Producers' Association' who will be represented, in addition to the several Governments, on an advisory committee to assist in carrying out the scheme, which embrace nearly 90 per cent. of the world's tin output.

An Evidence of Public Confidence

New Insurance Issued

1920	_____	\$52,268,849.
1925	_____	\$64,672,656.
1930	_____	\$82,057,914.

Insurance in Force

1920	_____	\$178,710,411.
1925	_____	\$318,342,930.
1930	_____	\$529,984,752.

Assets

1920	_____	\$33,220,910.
1925	_____	\$59,839,954.
1930	_____	\$109,027,467.

Total Income

1920	_____	\$8,639,229.
1925	_____	\$16,581,898.
1930	_____	\$27,366,034.

Dividends to Policyholders

1920	_____	\$408,598.
1925	_____	\$1,198,798.
1930	_____	\$3,003,170.

THE MANUFACTURERS LIFE INSURANCE COMPANY

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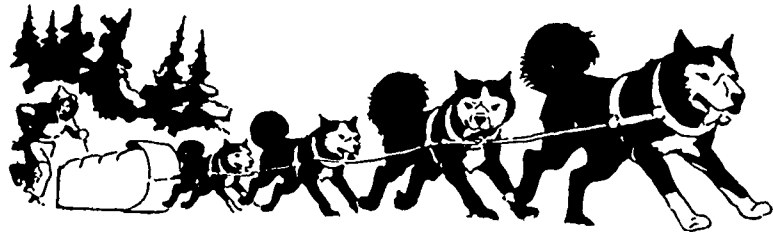
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THE THONG OF BUCKSKIN

(From page 23)

Bluebird. How they met and were wed is a tale to be told at some other time. Happy was their life together; and to them were born ten sons. Each of these ten sons was tall and strong—from the eldest, Son-je-ta'ha, the Strong-Hearted, to Ad-jid-an'no, the Squirrel, who was the youngest. And as the ten sons grew sure of their strength they began each to want his own way. And Nas-ku-paw' saw with sorrow that in the pride of their hearts each began to think that he could live by his lone self, without the others; and they began to boast and quarrel and lastly, to strive one against the other.

"Then on a day in the Hunting Moon, Nas-ku-paw' called his ten sons to him. He spoke: "My sons, soon will the winter come again. And each winter, as it passes, leaves in my hair more of the whiteness of its snow. But there is no sorrow in my heart because I older grow. For have I not left with you, my sons, all the wisdom that my fathers left me, together with all that I



have in my lifetime learned. Where among all the Shan-amacs, are ten such sons as mine? Who so brave as Son-je-ta'ha; who so swift as Noo'jee-wan; who swims like Ah-meek; who shoots an arrow true as Chib'a-win; who lays the trap-line so cunningly as Kee'wis and Peg-wa'nee; who fashions bow and arrow and snow-shoe so well as Saw'wa or Ken'na-oo; who so skilful with canoe as Mas-ken-o'sha; and who so handsome and laughing as Ad-jid-an'no? So well have you learned all that I can hand on to you that my heart should be glad. One thing only you have not learned.

"Now therefore, each of you bring me from the willow that grows by the river yonder a staff, long as a hunting arrow and thick as a bow, peeled and straight."

When each had brought a willow staff long as a hunting arrow and thick as a bow, peeled and straight, Nas-ku-paw' took

the ten staves and with a thong of buckskin bound them all together, like arrows in a quiver. And he spoke to his sons:

"Each of you is strong; each proud of his strength. Good! Which of you can take the staves in his hands and break them on his knee? Ad-jid-an'no, though the youngest, your muscles are like raw-hide—you shall be the first to try this test."

So Ad-jid-an'no took in his hands the ten staves bound together with the thong of buckskin—but he could not break them; then tried Mas-ken-o'sha, and then Ken'na-oo, and Saw'wa and Peg-wa'nee, and Kee'wis, and Chib'a-win, and Ah-Meek, and Noo'jee-wan—and at last Son-je-ta'ha. But though each bent his muscles and strained and strove to his utmost, each had to own that he could not break the ten staves bound together with the thong of buckskin.

Then said Nas-ku-paw', "Give me the staves," and Son-je-ta'ha handed them to his father. Nas-ku-paw' took the staves bound together with the thong of buckskin. From his belt he drew his knife. He ran its keen edge

across the thong of buckskin. The staves fell on the ground — scattered.

Nas - ku - paw, spoke:

"My sons, take each a stave," and each of the young men, tall and strong reached down and took one of the staves in his hands. Then said Nas-ku-paw':

"Which of you can break his stave across his knee?" And each of the ten sons broke the single stave across his knee—with ease.

"Nas-ku-paw' looked at his ten sons. His ten sons looked at him, looked at each other and looked at the ten broken staves in their hands—the ten staves they had broken so easily. Then the old hunter took from the ground the thong of buckskin. He held it up before his sons. The lesson was clear to them. Kee'wis, remembering the words that his father had told them in their days of childhood, spoke:

'Bound together, none can harm us—

Little can we do divided!'

And Son-je-ta'ha answered him: (Turn to page 37)

MEN LOOK

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'All our strength is in our union—

All our danger is in discord!

Then spoke Nas-ku-paw: "Now, indeed is my heart glad."

"I have spoken." And Meri-ka-chak's story of the thong of buckskin is ended. Suddenly we know that we are tired and have a long hike ahead of us tomorrow. We roll up in our robes, feet toward the fire. But even in our sleep we dream of the Shan-macs—and hear the low, clear voice of Meri-ka-chak, Friend of All Men:

"There were none who dared attack them
They were strong because united."

RESULTS OF JUNIOR SEED GROWERS ESSAY CONTEST

J. A. Henton	90
Orville Wilson	88
Arthur Thompson	87
Dora Walker	83
Ida Nelson	80
Brinton Wright	75
John Hyslop	74
Archie McCallum	70
Jack Morton	69

Guest—"Gosh, I wish I could afford a car like this!"
Owner—"So do I."

There was great excitement aboard the liner.

"Man overboard!" was the cry.
"Gentleman overboard, if you please," said Mrs. De Snobbe indignantly—. "That's my husband."

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1910.....	\$27,869,677.00
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1920.....	\$93,139,456.00
1925	\$123,653,706.00

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The Choice of the Majority—More Canadians carry their fire insurance in the 'Wawanesa' than in any other Canadian company.

Canada's LARGEST Fire Mutual

Taken from Toronto "Saturday Night" January 3rd, 1931.

Editor, Concerning Insurance:

I have a fire insurance policy on my farm buildings with the Wawanesa, Mutual Fire Insurance Co., Wawanesa, Manitoba, which expires in January, 1931.

Before re-insuring with this company I would like your valuable opinion as to their present standing. I am informed that their assets are largely farmers' notes, which would mean under present farm depression that they would be considered frozen. And also that they applied for a Dominion charter so they could carry on business in Ontario, which was not granted due to the fact that too large a percentage of their assets were frozen.

Kindly advise a subscriber of your valuable paper.

—J.A.W., Regina, Sask.

You need have no misgiving as to the safety of your insurance with the Wawanesa Mutual Fire Insurance Co., of Wawanesa, Man., as, on the basis of cash assets only, that is, leaving out the unassessed premium notes altogether, the company shows a surplus of assets over all liabilities of \$968,340.62, according to latest Government figures. The assets total \$1,146,873.49 on a cash basis, made up as follows: Real estate, \$10,800; loans on real estate, \$142,788.08; bonds and debentures, \$667,409.06; stocks, \$179,249.60; cash on hand or on deposit, \$36,549.43; interest and rents due and accrued, \$20,361.70; agents' balances and premiums uncollected, \$23,240.12; other assets, \$66,475.60.

There is accordingly no question that the company furnishes ample security to its policyholders apart entirely from the farmers' premium notes to which you refer. The company has been in operation since 1896, and has shown steady growth in business and financial strength.

352 Page

FREE Barn Book



To every Adult Farmer building or remodelling barn or stable in 1931

Shows How to Build or Remodel Barn or Stable Yourself

If you are planning to build a new barn or remodel your old one and put in sanitary steel equipment, you should have a copy of the Free Beatty barn book. Tells how to build or remodel any type of barn or stable; how to make foundations, lay floors, build walls. Illustrates barns in process of construction with photos which show how to make cribbing for concrete mangers, curbs, cattle-stands, and gutters. Gives detailed plans of cattle walks, feed alleys, stalls, and proper sizes of cattle stands for every well known breed of cattle. Contains 32 FREE full page building plans and 150 full page illustrations of the best barns and stables of every type. The most complete reference of its kind in Canada. Just the thing to look over during the winter months. Write for copy now while this edition lasts. Sent FREE post-paid if you fill in and mail coupon below.

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P.O.....

R.R. No.....Prov.....

Town nearest to you.....

"Pointers on Bread Making"

A Booklet containing some new and simplified ideas on bread making. Sent free on request.

Western Canada Flour Mills Co. Limited
Toronto — Winnipeg, Calgary.



PURITY FLOUR

It Pays to Advertise in The Scoop Shovel

DIAMOND JUBILEE YEAR

1871 - 1931

SIXTY YEARS OF PROGRESS

STATEMENT FOR 1930 & NOTES FROM DIRECTORS' REPORT

NEW ASSURANCES	
PAID FOR (net) -	\$705,678,000
ASSURANCES IN FORCE (net) - \$2,863,701,000	
TOTAL INCOME (net) . . . \$186,662,000	
PAYMENTS TO POLICYHOLDERS AND BENEFICIARIES IN 1930 . . . \$81,274,000	
PAYMENTS TO POLICYHOLDERS AND BENEFICIARIES SINCE ORGANIZATION \$500,949,000	
TOTAL LIABILITIES \$552,201,000 (including paid up Capital Stock)	
SURPLUS AND CONTINGENCY RESERVE . . . \$36,532,000	
ASSETS, AT DECEMBER 31st, 1930 . . . \$588,733,000	

In a year in which all classes of business have encountered many difficulties, the Company has made gratifying progress. New policies paid for show an increase of \$51,227,652.32, both the ordinary and group departments making substantial gains.

Total assurances in force show an increase of \$462,464,542.58. This gain represents a very high rate of persistency, indicating the high value placed by our policyholders on their contracts with the Company in a period of extreme financial pressure.

The number of policies and group assurance certificates outstanding passed the million mark during the year.

The total net income shows an increase of \$13,804,544.54.

The total payments to policyholders and beneficiaries since organization . . . equal the total assurances in force in the Company's fiftieth year (ten years ago).

The mortality among our policyholders has been highly favourable.

The rate of interest earned on the mean invested assets was 6.44 per cent.

Profits paid to policyholders during the year amounted to \$25,641,231.04.

In a year of almost unprecedented business depression the outstanding quality of the investments has been strikingly shown. The actual cash dividends received on the total common stocks held by the Company were \$969,103.84 in excess of the dividends payable on those identical shares in 1929. . . . Even on the basis of the low prices at the close of the year our common stock holdings show a substantial excess of market value over cost.

Profits to policyholders entitled to participate during the ensuing year will be again allotted on the scale at present in operation.

The special Maturity Dividend is also continued on the basis announced last year.

SUN LIFE ASSURANCE COMPANY OF CANADA

FARMERS MUST ORGANIZE

Commenting on the plight of agriculture in a recent article, Sir Daniel Hall, eminent British agricultural authority, states — "The broad fact emerges that for most farmers in every country the prices obtained do not cover the costs of production, but production continues, because the majority of producers in the world are peasants, or family farmers, who don't reckon their time as a cost, but meet the lower returns by living a little harder. Farmers are powerless to enforce adequate prices because they are numerous, scattered and disunited; whereas the great industries are merging into larger and larger combinations, which are succeeding in agreement to maintain prices, to restrict competition, and to reduce output when necessary to meet a reduced demand. There would seem to be little hope for a revival of farming until it can arrive at some equivalent combination, and impossible as that conception may seem to be, the events of the last ten years are driving farmers everywhere into the belief that only through combination can their continuance be assured. It is futile as yet to think of international combinations, but the union of producers of a given article in any one country is possible. It is no longer a case of the promotion of local co-operative societies; the only organisation powerful enough to control prices must embrace every producer in the country. To attain that end powers are required to bring in the minority, who otherwise would stand outside and wreck the scheme. Whatever measures Governments may be induced to make to promote agriculture, the need for internal combination remains. Even with protective duties, internal competition will still reduce prices to below the average paying level, because the crop and seasonal surpluses, which are the inevitable condition of farming, will still to some extent dictate the price. So the prime business of farmers, here and elsewhere, is to organise commercially. Their technical skill is of little avail otherwise.

ARGENTINA GOVERNMENT WILL SELL WHEAT

A special cable to the New York Times from Buenos Aires says that the Government of Argentina is going into the grain business in an effort to free Argentine farmers of the impositions of foreign grain export firms which have a monopoly of the export business from Argentina.

The government will endeavour to make direct connection with importers and millers in European importing countries and it has instructed its diplomatic representatives to approach the buyers. The government believes the exporters have forced wheat down to the present low levels and thus almost ruined the Argentine farmer.

As a Confidential friend . . .

The family lawyer, the family physician of many years' standing, are people in whose judgment you place confidence, and who treat your affairs as a matter of confidence.

Your banker, too, is a professional man—a member of a profession that works as much as any other in the public interest, protecting the depositor against loss and employing his liquid surplus for the general advancement of the country.

Each member of the staff of The Canadian Bank of Commerce is bound by professional oath to treat your affairs confidentially.

Make use of his services, placing him on the same friendly professional footing as your family lawyer or physician.

THE CANADIAN BANK OF COMMERCE

Capital Paid Up - 30 Million Dollars
Reserve Fund - 30 Million Dollars

COMPULSORY POOLING

(From page 19)

thirds of the Western farmers to cease production.

Under grain marketing by one hundred per cent. pool there would be no open market for grain in Canada and consequently no market prices with which to compare those paid by the pool. It would be impossible to exercise any check, therefore, upon the results or to know whether the pool had been conducted efficiently or otherwise. In these circumstances, it is quite safe to predict that waste and inefficiency would appear within the organization.

Co-operative institutions rely for the checking of inefficiency upon the incessant interest and loyalty of their members. In a one hundred per cent. pool, which existed by legal compulsion and had not gone through the long process of growth and education of which any such institution should be the result, these elements would be entirely lacking. The proposal is socialistic not co-operative. It looks to coercion under the cloak of the law, not to voluntary association for common purposes.

This proposal is frequently associated with the doctrine that farmers are entitled to receive for their produce the cost of production plus a reasonable profit. This is true only under conditions which guarantee efficiency in production and a cost of production which does not include the payment of exorbitant rents and taxes, and of concealed bonuses to other industries whose products are necessarily consumed by farmers, either in the course of their farming operations or as part of their sustenance.

Hitherto Canada has been able to export great quantities of farm produce because the cost of production here has been low enough to enable it to compete on world markets with the produce of other countries. The profits of farming here have, however, been totally inadequate to maintain the mass of farmers in adequate comfort and at the same time to enable proper additions to be made to fixed and floating capital. Thus farmers have been compelled to borrow very large amounts of capital which should have accrued from the earnings

of their industry. The growing burden of interest now forms so important a part of their farming costs that they have no reserve out of which to meet a period of depression and are even suffering losses on production at the prices prevailing when no depression exists.

The cure for existing conditions is to be found, not in maintaining high production costs by forcing agricultural prices up to a point where money revenues will be equal to present money costs, but by removing the artificial conditions which keep up the prices of everything farmers use and consume and allowing money costs to fall to a point where produce can be profitably sold at world prices. One hundred per cent. pool pro-

moted with the object of securing higher than world prices will be a delusion and a disappointment.

The Western farmers are suffering from the effects of restrictions upon trade, long-continued and cumulative. These restrictions are enhancing production costs, increasing taxes, narrowing markets and destroying the natural profits of the farmers. Restrictions cannot be offset by still more restrictions. What is wanted is greater freedom of exchange so that the farmers may secure all the goods and services they require at the lowest possible cost. Such freedom of exchange is essential if surplus produce is to be sold abroad. Without the ability to export Canadian agriculture must stagnate and decay.

**\$200.06 for
every \$100.00 invested!**

Amount of Policy No. 22,765 paid at age sixty	\$1,000.00
Deposited by policyholder with Mutual Life of Canada	489.63
Gain to policyholder	\$ 510.37

A CHEQUE for \$1,000 was recently paid to the insured under policy No. 22,765 and represented over \$2.00 for every dollar invested with this Company.

Had death occurred at any time after the first deposit was made at age twenty, the \$1,000 would have been paid immediately.

An endowment policy in the Mutual Life of Canada combines complete protection with a form of investment which absolutely secures the principal and yields a high interest return.

If you would learn more about Mutual Life endowments, call in a representative of this Company, or send your name and address to our Head Office, direct, for booklets.

Name _____

Address _____



THE
MUTUAL LIFE
ASSURANCE COMPANY
OF CANADA
WATER LOO, ONTARIO
Established 1869

AGRICULTURAL CO-OPERATION IN GREAT BRITAIN

Particulars of agricultural and fishery co-operative societies in Great Britain in 1929 and preceding years are given in The Ministry of Labour Gazette. Since the "peak" year, 1920, there has been a decrease of 34% in the number of trading societies and a reduction of 22% in membership. Many agricultural societies, unable to obtain further working capital or credit, have found it necessary to wind up; in addition, a number of industrial co-operative trading societies, after suffering heavy losses, have closed their auxiliary farming departments.

In the Service societies there was, up to 1923, a rapid growth of small holdings and allotments, but since that year there has been a reduction of nearly 14% in the number of societies and of 15% in the acreage under cultivation.

The sales of requirements and produce societies during 1929 in England, Wales, and Scotland totalled £17,638,406. Of a total decrease of £224,000 in sales of requirements in 1929, all but £27,000 was attributable to societies in England and Wales. Sales of produce showed a decrease of £112,000 in England and Wales, but in Scotland an increase of £565,000.

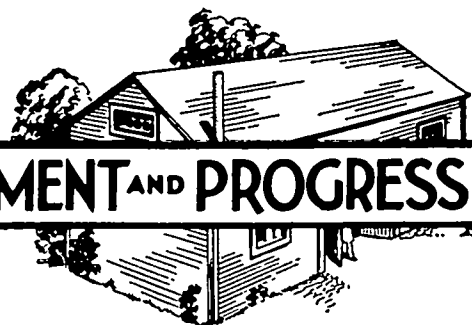
In England and Wales decreases totalling £528,000 in hops, wool, dead meat, etc., were partly counterbalanced by increases in certain classes of produce amounting to £416,000. In Scotland the sales of the Scottish Milk Agency, Limited, alone accounted for £424,000 of the increase.

The total membership of all the agricultural and fishing societies was about 291,000, or nearly 3,000 more than at the end of 1928, and their share, loan, and reserve capital increased by £72,000 to £3,680,000.

—I.C.A. News Service.

Co-operation is the only system through which all get service at cost.

Co-operation eliminates competition, strife and hate, which are the causes of war.



70 YEARS OF DEVELOPMENT AND PROGRESS



In 1861 in a tiny workshop, using hand power. Geo. H. Pedlar made his first metal roofing.

PEDLAR'S ROOFING

Has improved under modern methods of manufacture

Founded by a Canadian, who started in a small tinshop 70 years ago the Pedlar organization has remained entirely Canadian and is still controlled by the descendants of the founder. The enviable reputation for making metal roofing of better quality has been maintained to the present day. We mention these materials specially designed for farm buildings.

"GEORGE" Shingles 24x24, "OSHAWA" Shingles, Corrugated Iron for both Roofing and Siding

Send dimensions of your building and we will quote free on material for complete roofing job, including trimmings.



THE PEDLAR PEOPLE LIMITED

Established 1861

Winnipeg Office & Factory — 599 Erin Street.
Factories — Oshawa, Montreal, Winnipeg, Vancouver.
Branches — Montreal, Toronto, Ottawa, Winnipeg,
Regina, Calgary, Vancouver.

Robin Hood FLOUR

For All Home Baking

MACDONALD'S BRIER PLUG

NO STEMS—ALL TOBACCO

A CARD PICTURE WITH EVERY PLUG

A Boy's Travels in Foreign Lands

Being the Personal Experience of D. A. Kane, Superintendent of Pool Elevators.

CAWNPORE

From Lucknow, I visited Cawnpore. It was here that one of the most appalling tragedies ever recorded on the pages of history was enacted. To see it fifty years after, it was difficult to imagine the terrible slaughter committed by the arch villain of all times, Nana Sahib. This traitor, highly educated and the son of a deposed prince, living in luxury and posing as a friend of the British, organized and arranged a massacre unequalled in its brutality in the world's history.

Cawnpore had no fortress. Sir Hugh Wheeler was in charge of the garrison when the mutiny broke out, and he assembled all the Europeans in a field that contained a well, where he threw up earthworks totally inadequate to withstand a siege against a well-armed force, and exposing them to the terrors of an Indian summer's sun, which was almost as deadly as the bullets of the mutineers. He could only muster about four hundred soldiers, and more than twenty per cent. of this number were invalids.

There were with them some two hundred women and children—English ladies who had never known hardship or even discomfort. They were forced to lie, half crazed with thirst, through the heat of twenty-one terrible days, below the earthworks or in shallow holes dug in the ground, partially sheltered from the deadly sun by garments stretched on the points of bayonets. The well was exposed to the deadly fire of the rebels, and it was only at night that they dare go for the precious liquid.

Supposed Relief Offered

It was after three weeks of terrible suffering and starvation, and when the leader and the majority of the fighting force of the wretched garrison had fallen ill, that they received a proposition from the native leader, Nana. He said that, provided they would lay down their arms and surrender, he would conduct them safely to the river, that he would furnish them with comfortable boats and escort them

to the British garrison in the almost impregnable fortress at Allahabad. So earnest did he appear, even going so far as to swear by the Holy Ganges that he would stay by the bargain, that he allayed suspicion and they agreed. Far better had they died fighting and taken their unfortunate women and children with them.

A Traitor!

The next morning, having surrendered all their weapons, all the survivors, including women and children left the shelter where they had endured so much misery and started for the river. The ladies had faith in Nana and did not suspect treachery. Some of them had danced with him at his residence; some of the officers had dined and drank with him; he had always posed as a friend of the British, but beneath his suave exterior a bitter hatred lurked. This was afterwards attributed to the fact that his father who was deposed, was handsomely pensioned by the British, and after his death Nana expected this to be continued, but was disappointed. He nursed a bitter hatred in his heart, and here was his chance for revenge.

The Massacre

Leading to the river is a stone stairway now known as the "Staircase of the Massacre." From the top of the steps the boats could be seen. The men took up position on one side of the steps—Nana's men were already in position on the other—and the women and children filed past to take up position in the boats. When most of them were placed, and before any of the men had moved, at a signal from Nana, who raised his sword, a hidden battery opened fire on the defenceless men, killing Sir Hugh Wheeler instantly and all the rest with the exception of four wounded survivors who fell into the water. They feigned death and floated down the reptile infested river, making their way to Fatehgarh, a small town with a strong earthwork fortress overlooking the river,

(Turn to page 46)

EXTRA SPECIAL NOW

\$1.19 PAIR!

"ALL" WOOL" JERSEY

RECORD VALUE!

MAIL YOUR ORDER NOW!

Order today direct from this advt.—we pay all postage! Women's and Misses' Black All-Wool Jersey Overshoes at less than one-quarter usual price. Every pair first quality and guaranteed—note the high cut style. Every pair fitted with the original slide fastener—put on in a few seconds! Stout rubber foxing and corrugated rubber soles and heels. A sensation bargain at our sale price! Reg. \$5.00. To fit shoes of "C" or "D" widths. Cuban or military heels. Sizes: 2, 2½, 3, 3½, 4, 4½. AN-801 Delivered, pair.....**\$1.19**

DEPT. 2 **Army & Navy** MAIL ORDER DEPT. STORE REGINA - SASK.

GUARANTEE OF SUITABILITY

Manitoba Grown Nursery Stock for Prairie Gardens

The following Manitoba nurseries are pledged to supply quality nursery stock grown in Manitoba only:

A. P. STEVENSON & SONS
Specialty Fruit Trees
Morden, Man.

THE WALLACE NURSERIES LTD.
General Nursery Stock
Portage la Prairie, Man.

HARDY PLANT NURSERY
Decorative Material and Lillacs
Dropmore, Man.

PRAIRIE BERRY PATCH
Fruit Plants, Gladioli, Etc.
Oakville, Man.

HINE BROS. NURSERY
Garden Greenhouse Plants
Brandon, Man.

AUBIN NURSERIES
General Nursery Stock
Carman, Man.

EDWARDS' NURSERIES
Hollyhocks, Delphiniums and Perennials
109 Martin Ave., Winnipeg

PLACE YOUR ORDER EARLY
for nursery stock... beautify your home surroundings... raise your own fruits, and make for a more beautiful and home-like atmosphere.

Catalogue **FREE** on request

TOGETHER-NESS

(From page 21)

send business letters, sealed with wax, to kings and princes.

About 1370, the League fought a war with the rough and fiery King of Denmark. An old story says the King, in disguise, sneaked into Wisby town, on the Gothland isle near Sweden, and made love to a goldsmith's daughter, and she told him of the treasure stores and secrets of the place. At that time, Wisby's church had red windows which, after dark, shot out a crimson glow like a light-house and gave guidance to seamen. The King afterwards came with a Danish fleet, stormed the port, sacked Wisby, and buried the slain citizens in a big mound. But the Hansa rallied, a battle of the Baltic ruined the King's fleet, and the goldsmith's daughter was buried alive by the furious Hansa men. We praise the Hansa's co-operation, but we grieve over the cruelties committed in its good name. Oft-times, indeed, the Hansa merchants swelled with pride and vanity. That is why a tale (of course a legend) told of a Hansa city by the sea that was sunk to the ocean bed as a punishment for its greed, and, once yearly, on Good Friday, it rose up to the sunlight, and its silver walls and marble pillars shone, and its richly dressed folk, greedy and selfish, were seen in the busy streets; and then, as the stars of justice and brotherhood gleamed in the Friday evening sky, the profiteering city sank again to the "dark, unfathomed caves of ocean."

Still, in those rugged centuries, the Hansa co-operators were more orderly and steady than many barons and princes, and their trading-vessels were sometimes known as Peace Ships. And if you had seen the merchant-gildsmen marching on a holy day to Church, and kneeling in solemn Catholic prayer; or assembled in a Gild-Hall, whose wall showed a picture of the Angels and Devils at the "Last Judgment," and standing silent as a Hansa judge rose up to pass sentence on all evil-doers, you would have counted them as honest citizens, and upholders of law and order.

The Hansa men came to England in the 13th century, and, near London Bridge, were allow-

ed to build a strong office, or "factory" and, for a long time, they carried on the chief trade of London, importing iron, fur, wax, herrings, etc., and exporting the English wool, tin, etc. Right well they dined on salmon and wine; and it is said that the fat John Falstaff, of whom Shakespeare tells laughing stories, knew the way to the "Steelyard," (as the German factory was named), and passed the examinations in wine drinking. But times changed. Up rose the Protestants, who had no mind for eating herrings on fast days. Now "merchant adventurers"—English especially—scoured the seas, and did great trade. The glory of the old Baltic co-operators passed away. London and England told the Hansa to go. In 1598, the Steelyard was closed, and sad Germans walked out and sailed away for ever. The League's sun set, and the League died. But it had played a fine part. It had served the genius of co-operation in the way it thought best.

And did I not speak of the Hansa town of Hamelin in Brunswick? Was it not there that the Pied Piper dwelt? Did he not blow his pipe, and lead forth girls and boys to a Never-never land? I also blow a pipe; and in my next chapter, I will lead you forth into the wonderful Land of Money!

HEAVY WEIGHT ALL WOOL \$1.69 SUIT

SIZES 34 to 44 CHEST

\$3.00 COMBINATIONS FOR MEN—NOW \$1.69!

Another demonstration of value giving by the "Army and Navy Mail Order Dept. Store." These heavy weight union suits for men cannot be manufactured for our low sale price—one of the hundreds of bargains listed in our Mid-Winter Sale Circular mailed to every reader recently. All first grade and consist of heavy all-wool ribs, heavy Scotch knit and heavy rayon and wool. Every suit record sale value at \$1.69—delivered! As illustrated, closed crotch, long sleeve and ankle length. Sizes: 34, 36, 38, 40, 42, 44 in. chest. AN-56—Delivered, suit..... **\$1.69**

ARMY and NAVY MAIL ORDER DEPT. STORE DEPT. [7] REGINA, SASK.

MACDONALD'S Fine Cut

with **ZIG-ZAG** papers attached

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.

Farmers' advertisements for livestock, seed grain, poultry and farm produce, displayed with border and big type, cost \$2.25 for

a space 1 inch deep by 1 column wide. This is for farmers only.

All advertisements and changes must reach this office not later than the 12th of March in order to be inserted in the March issue.

Cash must be mailed with the advertisement.

Poultry

MCOPA BARRED ROCKS HAVE TWENTY years of "bred-to-lay" in them also eight years of contest work. Pen bred cockerels, \$2.00 to \$5.00 each; \$3.50, \$5.00 and \$7.00 per pair. Cockerels from contest hens with official records, \$7.00 to \$10.00 each. W. R. Barker, Deloraine, Man. 3-12

PURE BRED RHODE ISLAND RED Cockerels, \$1.25 each. W. Leslie, Baldur, Man. 12-4

BARRED ROCK COCKERELS FROM PENS headed with R.O.P. blood tested males from hens with records of 200 eggs and up. Price \$3.00 each. Two for \$5.00. Cecil Connell, Neepawa, Man. 1-2.

BOURBON REDS, LARGE, HEALTHY straight breasted birds. Toms \$5.00, hens \$4.00 J. B. Wright, Plumias, Man 1-2.

BANDED M.A.F. BARRED ROCK COCK- erels at \$3.00 and \$5.00, April hatch. Large and vigorous birds. H. A. McArter, Hartney, Man. 2-1.

MAMMOTH BRONZE TURKEYS FROM Government Banded Stock, beautifully bronzed, healthy. Toms \$5.00; Pullets \$3.50. Large Toulouse Ganders \$3.00. Ed. Cameron, Neepawa, Man 2-1.

GOVERNMENT BANDED BRONZE "B" Turkeys. Toms 24-28 lbs., \$12.00; Pullets 14-16 lbs., \$7.00 Same stock unbanded, toms 22-25 lbs., \$8.00; pullets 18-15 lbs., \$5.00 No disease or crooked breasts. Mrs. S. Dunfield, Carberry, Man. 2-1.

BARRED ROCK COCKERELS, \$1.50; Pearl Guineas 75c each. Mrs. W. V. Carroll, Treherne, Man. 2-1.

BARRED ROCK COCKERELS FROM M.A.F. and R.O.P. stock up to 267 egg strain, \$1.50 Pure bred Bronze Toms, \$5.00, sired by 3rd prize Tom, Winnipeg Turkey Show. Mrs. A. Robinson, Box 70, Russell, Man. 2-1.

M.A.F. BARRED ROCK COCKERELS, Government Banded, \$3.00 and \$5.00. Hatching eggs from special pen, mating of 50 carefully selected pullets and three outstanding R.O.P. cockerels with high egg records, \$7.00 per 100. General flock mating, \$5.00 per 100. Mrs. Wm. Harvey, Pipestone, Man. 2-1.

GOVERNMENT BANDED "B" BRONZE Turkeys from first grade "A" young tom, Winnipeg All Turkey Show 1929. Weights Nov 13: toms 18-22 lbs., \$12.00; pullets 12-14½ lbs., \$8.00 Mrs. Russell Setter, Russell, Man. 2-1.

ROSE COMB RHODE ISLAND RED Cockerels, well bred, \$2.00 each, 3 for \$5.00. E. Elsey, Pilot Mound, Man 2-1.

SINGLE COMB RHODE ISLAND RED Cockerels, \$3.00 From 1st pen 1930 Poultry Show. Clark Frantz, Starbuck, Man. 2-1.

MAMMOTH BRONZE GOBBLERS GOV- ernment Banded Grade "B", \$8.00 each. Mark Shield, Grandview, Man. 2-1.

PURE BRED WHITE LEGHORN COCK- erels, \$1.50 each. Mrs. J. Moad, Clanwilliam, Man 2-1

FOR SALE:—BANDED M.A.F. BARRED Rock Cockerels, \$3.00 and \$5.00 each, — choice birds. A few R.O.P. Cockerels left at \$8.00 each. Mrs. George Carruthers, Virden, Man 2-1.

GOVERNMENT BANDED "B" TOMS \$10.00; unbanded, equal color, good condition \$6.00 Last years "B" hens \$7.00 and \$5.00. Mrs. Wilson Miller, Carberry, Man. 2-1.

LARGE PURE BRED TOULOUSE GAN- ders, \$4.00. Rose Comb Brown Leghorn Cockerels \$2.00 Single Comb White Leghorn Cockerels \$1.50. Registered Duroe Fersey's, young stock. A. Stirling, Ninga, Man. 2-1.

BARRED ROCK COCKERELS FROM heavy laying strain hens. Mated to cockerel whose dam laid 300 eggs in Manitoba Egg Laying Contest, \$3.00. Elizabeth Arnot, Bradwardine, Man. 2-1.

MANITOBA APPROVED FLOCK, BARRED ROCK COCKERELS. April hatched, good laying strain, high class pedigreed sires from 260 egg stock. Extra good color, \$2.50, \$3.00, \$3.50. E. G. Flavell, Miami, Man. 1-2.

PURE BRED BRONZE GOBBLERS FROM banded stock. Price \$7.00. Weight 20 to 25 lbs. Pure bred Leghorn Cockerels from B. C. stock. \$2.00 each. Mrs. Peter McIntyre, R R No. 3, Carman, Man.

BRONZE TURKEY TOM, STRAIGHT breast-bone, big, healthy birds, \$5.00. Extra large Toulouse Geese \$2.50, ganders \$3.00. Purple Stock Farm, Crandall, Man 2-1.

BRONZE TURKEYS FROM BANDED Stock. Toms 22-26 lbs. \$7.00, hens 14 lbs. \$5.00 Elizabeth Arnot, Bradwardine, Man. 2-1.

BRONZE TOMS 16-22 lbs. \$4.00. PURE Bred Barred Rock Cockerels \$1.50. Mrs. Finley, Belmont, Man 2-1.

MCOPA BARRED ROCKS, EGG-BRED FOR 20 years, 8 years of contest and registration work. To make room for breeding pens. Cockerel prices reduced to \$1.50 each, \$2.50 for 2, \$3.50 for 3. W. R. Barker, Deloraine, Man. 2-1.

SELLING MANITOBA APPROVED COCK- erels mating from R.O.P. cockerels and M.A.F. hens, \$3.00 and \$5.00 each W. S. Murray, Carman, Man 2-2.

PURE BRED BARRED ROCK COCKERELS from M A F. \$2.50 each. R.R. No. 2, Box 28, Minnedosa, Man 2-1.

BARRED ROCK COCKERELS, LARGE, vigorous birds, Manitoba approved flock, inspected and banded, \$3.00 and \$4.00. Unbanded \$2.00. R.O.P. Cockerels \$7.00 to \$10.00. R. R. Green, Grandview, Man. 2-1.

Livestock

TWO REGISTERED SHORTHORN BULLS 8 and 11 months old (Red), \$50.00 and \$60.00. One Shearling Oxford Ram, \$15.00. Clifford Gordon, Oak Lake, Man. 2-1.

ONE RED SHORTHORN BULL, 10 MOS. old. T.B. tested \$60.00. Clifford Gordon, Oak Lake, Man 2-1.

CLYDESDALE STALLION 5 YEARS, MUST be sold. Reasonable price considered. Weighty, size Class A. No. 25520 "Major Mascott 2nd." Purple Stock Farm, Crandall, Man.

YORKSHIRE BOAR, \$25.00, 8-FOOT ROD Weeder for Radio or anything useful. E. Nedrick, Gladstone, Man. 2-1.

Seed Grain and Plants

2ND GENERATION O.A.C. BARLEY No. 21, 3 C W, germination 99%, 50c per bushel, sacks 25 cents or send your own. William Heaman, Carman, Man. 2-1.

PURE HONEY CLOVER AND THISTLE, mixed 60 lbs. for \$5.00. Rev. W. Bell, Portage la Prairie, Man. 2-4.

EXCEPTIONALLY GOOD 2ND GENERA- tion O.A.C. 21 Barley, registered No. 1, germination 99, 75c bushel, sacked, sealed. Commercial grade No. 1 50c bushel. Order early. Hugh Lyons, Roseisle, Man. 2-1.

CERTIFIED REWARD WHEAT, GRADE No 1, Certificate No. W-2044, germination 99%, in sealed sacks with Government certificate of purity and grade. Price 85c per bushel f.o.b. Gilbert Plains, sacks free. James L. Parker, Gilbert Plains, Man. 2-1.

WALLACE NURSERIES LIMITED, IS- land Park, Portage la Prairie, Man. We grow our own nursery stock, ornamental trees, 50,000 fruit trees, 100,000 flowering shrubs, half a million caragana, 100,000 peonies, 100,000 perennials, 50,000 gladiolas and dahlias, small fruits. The highest quality and the lowest priced nursery stock offered in Canada. Illustrated catalogue and price list free. Deal with us and save agents' commission. 2-3X.

CERES WHEAT, GOVERNMENT GRADE No 1, 90 cents per bushel, bags extra. Apply to Mrs. E. Robbins, Glenella, Man. 2-1.

FIRST CLASS GARDEN SEEDS AND Bulbs at economy prices. Grow your own vegetables, they taste better and are cheaper; grow flowers to drive away blues; sow Hiscock's seeds,—you can't get better. 12 packets home-grown flower seeds 25c; 8 packets vegetable seeds 25c. List free. John Hiscock, Baldur, Man 2-1

MINDUM DURUM WHEAT—CERTIFICATE Grade 1, 85 cents bushel. Also Victory Oats, Certificate Grade 1, grown from registered seed, 35 cents bushel, sacks extra. Fred Pratt, Reaburn, Man. 2-1.

CERES WHEAT FROM CERTIFICATE No. W-3623, No. 1, in certified sealed sacks, 10 bushels and over \$1.00 per bushel. A. L. Ivsley, Virden, Man. 2-3.

FOR SALE:—REGISTERED MINDUM Durum Wheat, second generation. Reward Wheat, field inspected, Government grade 3, \$1.00 bushel White Blossom Sweet Clover, Grade No. 1, Certificate 50-1499, 7c pound, 6½c on 1,000 lbs. Bags extra. G. Mason, Somerset, Man 2-2.

OATS, IOWA 105, VERY EARLY, HEAVY yielders, short, stiff straw, immune to rust, fill well in hot, dry winds. Nos. 1 and 2, 40c per bushel, f.o.b. Bags extra. Special discount for car lots and delivery at bin. Gopher Oats, a very popular early, heavy yielding oat. Nos. 1 and 2, 60c per bushel. Bags extra. L. R. Ryan, Foxwarren, Man. 2-1.

SELLING 60-DAY OATS. THESE OATS take the place of barley as a cleaning crop. H. J. Pomeroy, Roblin, Man. 2-2.

GRIMM No. 1 ALFALFA, 95% GERMINA- tion, Government Certificate No. 50-693, 30c pound. John Palmer, Kenville, Man. 2-1.

Miscellaneous

BRITISH GIRLS DESIRE CANADIAN COR- respondents. Proposition 10c. Scolare, 16 Cambridge St., London, S.W., England. 11-12

DR. R. E. EYOLFSON. RHEUMATISM, Sciatica, Lumbago, Stomach disorders, and Insomnia. 80 726, 837 Somerset Bldg., Winnipeg. 12

FARM WANTED: I WANT FARMS FOR cash buyers. Describe, give price. R. Mc-Nown, 355 Wilkinson, Omaha, Nebraska, U. S. A. 12-2

LIGHTNING STRANGE BATTERY COM- pound. Charges discharged batteries instantly. Eliminates old method entirely. Gives new life and pep. Particulars. Lightning Company, St. Paul, Minn. 1-3.

GUARANTEED FRESH FROZEN FISH. Jackfish 2c per lb.; Tullibee 3c; Mulletts 1½c. Dressed Jacks 3½c. Orders filled promptly. J. G. Thordarson, Langruth, Man. 2-1.

NEW PHONOGRAPH RECORDS, 15c PER selection Choose from 600 10-inch latest popular pieces. Catalogue free. Factory Surplus Sales Co., Dept. 23, Windsor Ont. 2-1.

SELLING TITAN TRACTOR 1-20, NEW block and pistons, run ten days, thoroughly overhauled, perfect condition, price \$225.00. Roy Morrill, Glenora, Man. 2-1.

87 MILES ON ONE GALLON OF GAS?— Startling Vapor Gas Saver. All autos, motorcycles, 1 free. CRITCHLOW, 4125-A, Wheaton, Ill. 2-1.

HOW TO BUILD A WINDMILL FOR charging batteries, instructions and drawings, 50c. Fred Real, Gainsboro, Sask. 2-1.

USED and NEW AUTO PARTS And TRACTOR PARTS

Engines, Magnets, Gears and Generators for charging radio batteries \$10.00 to \$12.00 complete. "Universal" Stone Choppers at half price. All kinds of Machinery and Belts.

CITY AUTO WRECKING COMPANY
783 Main St. Winnipeg, Man.

Pool Ripples



He: "It's very nice of you to dance with me."

She: "Oh, don't mention it. It's a charity ball."

A celebrated violinist was invited to play his fiddle at a millionaire's party.

"How much would you want?" the hostess asked him.

"Five hundred dollars is my price," he replied stiffly.

"Of course, you understand you will not mingle with the guests."

"Oh, in that case I'll do it for four hundred."

"Now you're advising your wife to take up motoring, and a short while ago you were against it. Why such a change of opinion?"

"Well, she's begun to write poetry."

"You're a liar, sir."

"Say that again and I'll knock you down."

"Consider it said, sir."

"Consider yourself knocked down then."



MILLER'S CHAMPION CHICKS
BRED FROM THE BEST BRED-TO-LAY STOCK.

	25	50	100
White Leghorns	\$4.50	\$8.00	\$15.00
Barred Rocks.....	4.50	8.50	16.00
Wyandottes, Reds	5 00	9.50	18.00
Orpingtons, Minorcas	5.00	9.50	18.00

10 Free Chicks with each 100 ordered at once and paid in full.

E. S. MILLER HATCHERIES
258 MAIN STREET WINNIPEG

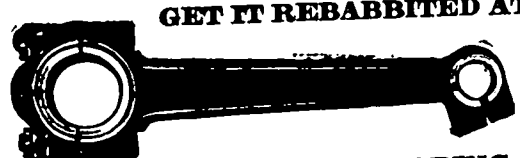
Auto and Tractor Parts
USED AND NEW

Generators for charging batteries, Engines, Springs, Gears, Axles, Radiators, Wheels, Tops, Windshields and Glass. Large stock of parts for all makes of cars. Everything guaranteed.

WINNIPEG AUTO WRECKING CO.
261 Fort St., Winnipeg

MITCHELL & MITCHELL
Registered Patent Attorneys
Canada United States
Free Literature and Advice.
Reasonable Terms.
702 McINTYRE BLOCK
Winnipeg, Manitoba.

GET IT REBABBITED AT



MANITOBA BEARING WORKS 169 Water St., Wpg.

RUBBER GOODS

of all kinds mailed in plain sealed envelope. We pay postage. Write for mail-order price-list. Saving 50%. Dept. M. Novelty Rubber Company, 11 Chatham St., Hamilton, Ontario.

MILLAR, MACDONALD & CO.
Chartered Accountants
Winnipeg

Auditors to:

- Manitoba Wheat Pool
- Manitoba Pool Elevators
- Manitoba Poultry Pool
- Canadian Poultry Pool
- Manitoba Co-operative Livestock
- Canadian Livestock Co-operative
- Manitoba Co-operative Wholesale Consumers' Oil Co-operatives.

HIDES, FURS, WOOL, HORSE HAIR

Highest market prices paid. For complete satisfaction and prompt returns, ship to

Fares-Larone Ltd.
509 Pacific Ave., BRANDON, MAN.

THOMAS J. MURRAY, K.C.
Legal Adviser

- Manitoba Wheat Pool.
- Manitoba Pool Elevators.
- Manitoba Co-operative Dairies.
- Manitoba Egg & Poultry Pool
- Manitoba Co-operative Livestock
- Manitoba Co-operative Fisheries.
- Manitoba Co-operative Wholesale.
- Winnipeg District Milk Producers.

Wheat Pool Building
Winnipeg

FARMS FOR SALE

Small Cash Payment.
Long Terms for Balance.
Write for Information.

The Manitoba Farm Loans Association
Power Building Winnipeg.

THE SEEDS ACT
SECTION 10
AS TO TRUTH in ADVERTISING

No person shall sell, offer, expose or have in possession for sale for the purpose of seeding in Canada any seeds or plants that are falsely represented in any form of advertising or otherwise as to quality, grade, character, nature, variety or description of seeds or plants of any kind or variety, nor shall cereal grains, grasses or clover seeds be advertised for sale at a stated price unless the grade name is included in the advertisement.

Under Section 5 of the Act Grade names are: Registered No. 1, Registered No. 2, Registered No. 3, No. 1, No. 2, No. 3, No. 1 Mixture, No. 2 Mixture and No. 3 Mixture.

Advertisements which do not comply with this section of the Act cannot be inserted in The Scoop Shovel.

MAGNETOS
TRACTOR OR COMBINE

Authorized official service station, Bosch, Eisemann, Splittdorf, H.W., Webster, I. H. C. We use genuine parts, modern equipment, experienced mechanics, fast service.

S. H. BROWN
BRANDON, MAN. :: PHONE: 2020

**SLEIGH ROBES
CAR ROBES
FLOOR RUGS**

Hides are of little value. Have your cow or horse hide turned into a robe and get years of comfort and service out of it. Only \$15 tanned and lined complete, payable when delivered. Will hold until next October, if desired.

Fares - Larone Ltd.
509 Pacific Ave., BRANDON, MAN.
(Successors to Wm. Bourke & Co.)

SOLSGIRTH for SEED OATS

VICTORY and BANNER VARIETIES.
Registered and Commercial Grades
Prices Right. - Write for Prices.

Sold and Handled by
The SOLSGIRTH CO-OPERATIVE SEED OAT GROWERS ASS'N. LD.
SOLSGIRTH, MAN.
E. B. R. Hall, Secretary.

Send NOW for NEW Low Prices and 1931 FREE Plan Book of

Fill in Your NAME, ADDRESS, Then Mail

Name Address.....

ALADDIN Homes Readi-Cut Co., Ltd.

230 Royal Bank Building, Winnipeg, Manitoba.

CUT COUPON HERE

A BOY'S TRAVELS

(From page 42)

about forty miles down stream. I lived in this fortress for six weeks, almost fifty years after the event of their miraculous escape.

The women and children, who were now widows and orphans,



Massacre of the men as they marched to the boat.

were brought ashore and reserved for a more dreadful fate. Filled with unutterable horror at the sight of their loved ones murdered before their eyes, they were led back and put up in two rooms, stifled in the heat of July, which is almost unbearable day or night. These English ladies were turned over to the natives by the brutal

Nana to inflict such insults as they desired, knowing no other insult would affect the British men as would this inhuman treatment of their women. And when he learned that Havelock was approaching with relief, he ordered them all brought out and shot. The women clung together in such dread that it seemed impossible to separate them. He then sent butchers in with swords and bayonets, and the horror that ensued is possibly beyond description.

Near the place of slaughter is a well into which, on the approach of the murderers, ten English women threw their children and plunged in themselves after them. Into this were subsequently thrown the mutilated remains of the other victims, some still living.

A Memorial

The sight that greeted the eyes of Havelock's men in the rooms where the butchery occurred, struck them with horror. Strong men who had been unmoved by battle and death wept and prayed, and rose from their knees steeled against the cry for mercy from the most brutal murderers of modern times. I probably appreciated the dreadful horror to a greater extent when hearing the graphic account from an old soldier who served under Havelock, and bared my head at the beautiful memorial which has been erected over the well which was the sepulchre of the sufferers. Surrounding the well is a beautiful

stone gothic screen, and over the archway leading to the enclosure is inscribed: "These are they who came out of great tribulation." Surmounting the well itself is a beautiful snow-white angel with arms crossed upon the breast, in each hand of which is the Martyr's Palm. Around the well curb you read these words:

"Sacred to the perpetual memory of the Great Company of Christian people, chiefly women and children, who near this spot were cruelly murdered by the followers of the Rebel Nana, and cast, the dying with the dead, into the well below on the 15th day of July, 1857."

It was extremely difficult to hide the tear that dimmed the eye as we turned away. No natives are allowed within the enclosure, and after listening to the story told me by the old guide I could never again be very sympathetic towards them.

THE NINETY-AND-NINE

There are ninety-and-nine who
labor and toil
In hunger and want and cold,
That one may live in luxury
And be wrapped in silken fold.
The ninety-and-nine in their
hovels bare,
And one in a palace of riches
rare.
By the sweat of their brow the
desert blooms,
The forest before them falls;
Their labor has builded humble
homes
And cities with lofty walls.
But the one owns the cities, the
houses, the lands,
And the ninety-and-nine have
empty hands.

The night may be dreary and
dark and long,
Ere long shall morning bring,
When over the world the victors'
song
Of the ninety-and-nine shall
ring,
With an echoing cry from zone
to zone
"Rejoice, for labor shall have
its own!" —Exchange.

Life is not the object of
science; we see a little, a very
little.

—Dr. Johnson

The VULCAN IRON WORKS Limited

WINNIPEG

MANITOBA

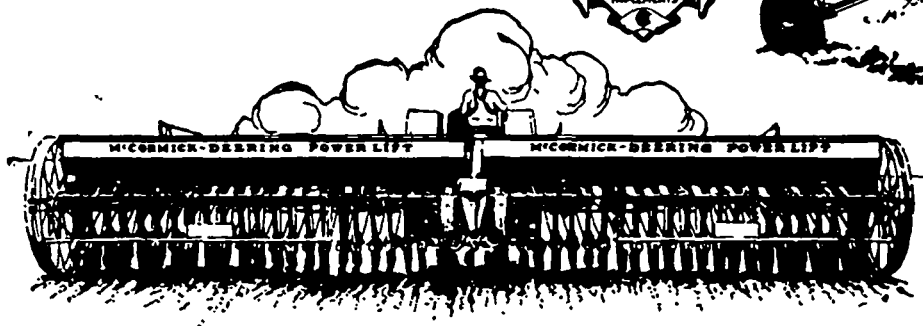
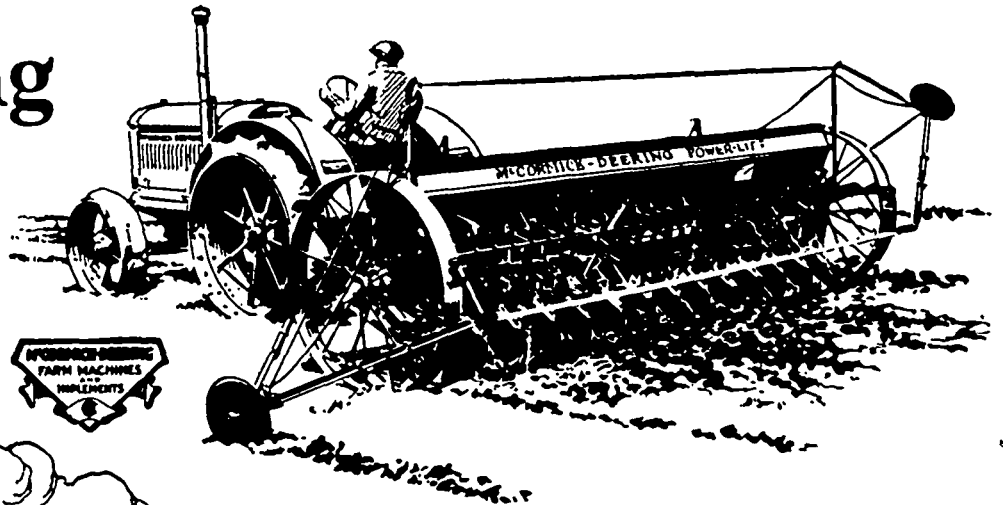
Established 1874

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

When Rainfall Is Scarce—

Extra Seeding
Care Counts
BIG!



In the McCormick-Deering line there are three sizes of Duplex Drills. These extra wide machines plant from 100 to 160 acres in a working day. This cuts your costs per acre and helps to off-set low price.

YOU have often seen crops that were "spotty." Ripe heads, green heads, tall stalks and short ones stood side by side. That doesn't just happen. It is caused by two factors: first, the use of old or obsolete drills, and second, by lack of rainfall at seeding time.

You can avoid this condition by using a McCormick-Deering Double-Disk Front Seed Delivery Grain Drill. Front seed delivery puts every seed down to moisture. All seed is covered at even depth. None is scattered in the dry upper surface, as is likely to happen with rear delivery. McCormick-Deering Drills have increased yields for many farmers.

You can safeguard your crop yield still further by drilling and packing at one operation. Statements from users and government tests prove that *packing immediately behind*

the drill increases the yield. The tractor owner can do this in one operation, almost without cost. A simple, inexpensive hitch, which can be ordered extra, utilizes the surplus power of the tractor and enables the same operator to drill and pack at one time.

Specially designed wheels on the McCormick-Deering Packer compress the soil firmly over the seed, insuring the capillary attraction which draws the hidden moisture to the seed. A packer and drill outfit will pay for itself in a dry year.

Your crop, thus given a good start through careful seeding and packing, will *sprout, grow, and mature evenly*. Every head should ripen at the same time, assuring you the most satisfactory harvest with your new McCormick-Deering Harvester-Thresher.

Talk with the McCormick-Deering dealer or write for information.

INTERNATIONAL HARVESTER COMPANY
HAMILTON of Canada, Ltd. CANADA



McCORMICK-DEERING

Grain Drills and Land Packers

Hambley Electric Chicks

Hatched from Manitoba's Best Pure Bred Flocks

100% Efficiency so far as is humanly possible is our aim in supplying highest quality and best service on Pure Bred Chicks to Western Canadian Farmers. You cannot afford to take chances on buying hit and miss chicks this season. Scrubs, weaklings and chicks from poor layers will not produce profit for you. Hambley Electric Chicks are recognized as being the highest quality chicks in Western Canada. **WHY?** Because every flock supplying us is of the best Pure Bred Quality. Every flock is carefully selected by our field men. Every hen is selected, all poor hens weeded out. Every hen **BLOOD-TESTED**.

Big, Strong, Fluffy Chicks Full of Life



The egg is no better for hatching than the shell that is on it. Seventy-five per cent. of the calcium that forms the chick's bones come from the shell of the egg during incubation. Almost one hundred per cent. of the vitality, the size, the fluff, and life of the chick comes from the vitality, the health and the food that the hen consumed while forming the egg. We could draw many comparisons, but enough to say that the quality, the egg-laying ability of the hen, and the food consumed by that hen while forming the egg is most important to you as a chick buyer. Any hatchery can hatch chicks, but before placing your order for chicks consider the following: Have the flocks been carefully selected as to pure breeding and egg production? Has each hen been blood-tested for that dread disease that is transmitted to the chick through the egg (Bacillary White Diarrhoea)? Has each hen been fed a properly balanced food containing all the necessary vitamins in the right proportion, so that you can expect strong, healthy chicks, even growth and feathering, rapid and early maturing, early laying pullets? The price you pay for chicks has very little bearing on the value you receive. It is the results that will determine the cost. These are the things you pay for when you buy chicks, and **THESE ARE THE FACTORS THAT DETERMINE YOUR SUCCESS.**



Hambley Pure Bred-to-Lay Chicks Will Make Profits for You Too!!

Mrs. M. Edouard, Cardinal, Man., made over \$800.00 in three months from 450 Hambley, April hatched pullets.

\$3,000.00 Costs

We have **EIGHT** Qualified Poultrymen, selecting, culling, blood-testing every flock, every hen that will supply Pure Bred Eggs to the four Hambley Electric Hatcheries. This expense is going to be well repaid in the extra quality of Hambley Electric Chicks. Every chick from a good hen. Every hen fed special Buttermilk Hatching Mash, Vitamized with Yeast, Kelp, Cod Liver Oil, Alfalfa Leaves, Meat Meal, Fish Meal, Bloodmeal, Oilcake, Charcoal, Oats, Corn and Whole Wheat. Hambley Electric Chicks are worth at least 5c per chick more than ordinary chicks.

10 Free Chicks With Each 100 Ordered Before March 5

- 5 FREE chicks with each 50
- 10 FREE chicks with each 100
- 20 FREE chicks with each 200
- 50 FREE chicks with each 500

We will add the above chicks free on all orders placed with cash in full before March 1. We advise you to order early this year, as we will gauge our settings of eggs by the orders received.

Custom Hatching

We will set aside one incubator in each of our four hatcheries for the use of our customers, book your space now, each tray holds 150 eggs, our charge \$6.00 per tray, cash in advance. **WHEN SHIPPING EGGS FOR CUSTOM HATCHING, INSTRUCTIONS MUST BE PLACED IN EGG CASE.**

Hambley Electric Hatcheries Limited

601 Logan Ave., Winnipeg.

HAMBLEY ELECTRIC HATCHERIES LTD., Dept. "A" 2, '31.
601 Logan Ave., Winnipeg.

Name

Post Office.....Province.....

Ship chicks to station.....

Express C.N. or C.P.....Is there an agent.....
If there is no agent enclose sufficient to cover express charges.

Give approximate date you want chicks shipped.....
Mark X opposite breed required. Place circle around amount of money enclosed.

	25	50	100	500
S. C. White Leghorns	\$4.50	\$8.00	\$15.00	\$72.50
Barred Plymouth Rocks	4.50	8.50	16.00	77.50
White Wyandottes	5.00	9.50	18.00	87.50
R.I. Reds, Buff Orpingtons	5.00	9.50	18.00	87.50
Black Minorcas	5.00	9.50	18.00	87.50
Guaranteed Pullet Chicks	8.00	15.50	30.00	147.50

Baby Turkeys each, April 70c; May 60c; June 50c.

We guarantee 100% live arrival, strong, healthy chicks from Pure Bred-to-Lay blood-tested flocks.