



FARM AND DAIRY

& RURAL HOME



We Welcome Practical Progressive Ideas

The Recognized Exponent of Dairying in Canada

Trade increases the wealth and glory of a country; but its real strength and stamina are to be looked for among the cultivators of the land.—Lord Chatham.

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Ontario Farmers' Organizations Have Begun Active Operations

Many Initial Difficulties Have Been Overcome—A Report of Progress.

THIS fall and the approaching winter season promises to be a busy period for the several hundred local farmers' clubs and associations of Ontario. As a result of several months' hard work the way has been prepared for most, if not all, of these local organizations to become united in the two strong provincial organizations that were launched last March, namely, The United Farmers of Ontario and The United Farmers' Cooperative Company, Ltd.

Last march, it will be remembered, an enthusiastic meeting was held in Toronto of about two hundred representatives of various farmers' organizations scattered throughout Ontario. After two days' discussion these delegates unanimously cooperated in forming two provincial organizations with the object of promoting the interests of the various local organizations throughout the province, and through them of farmers generally. It was then decided to organize the farmers of Ontario on the same lines as the farmers of western Canada. It was intended that The United Farmers of Ontario, with E. C. Drury of Barrie as its president, should occupy the same position among the farmers of Ontario as the Grain Growers' Associations fill in the prairie provinces, and that The United Farmers' Cooperative Company, Ltd., with Mr. W. C. Good of Paris as its president, should fill the same position as the Grain Growers' Grain Company does for the farmers of the west. A capable set of officers was appointed for both organizations.

Valuable Work Accomplished

During the seven months that have elapsed since their organization, while little has been heard of them, the officers of both organizations have been active. They have accomplished much good work. The foundations have been laid for the campaign which it is now intended to launch throughout the province with the object of linking up the various local organizations with the two central associations.

The first few weeks after the formation of the central associations last March were devoted to completing details of organization and the preparation and issuing of the official literature. Many negotiations were undertaken with business firms with the object of obtaining terms under which local associations could purchase their supplies at the best possible prices. Investigations have been made also as to the direct marketing of many kinds of farm produce. All of this has taken time. In spite of some disappointments, which were inevitable, gratifying progress has been made, and the prospects for the accomplishment of much valuable work during the next few months are bright.



He is Doing a Good Work

When the history of the cooperative movement in Ontario is written, W. C. Good, of Brant county, will be given an honorable and enviable place. As president of The United Farmers' Cooperative Co., Ltd., he has done much to get this purely farmers' movement off to a good start. In the adjoining article we tell something of the work already accomplished by Mr. Good and his enthusiastic assistants. This review of progress to date will interest every Ontario farmer.

The headquarters, for the present at least, of The United Farmers' Cooperative Company, Ltd., are located at 100 Church Street, Toronto. Recently an editor of Farm and Dairy visited the offices and had an interesting chat with Pres. W. C. Good, who had run down to the city for the day, with Sec. J. J. Morrison and with Asst. Sec. C. E. Birkett, all of whom were hard at work looking after important details of office work, which have already assumed considerable proportions.

"We are now in a position," said Mr. W. C. Good, "to furnish a great variety of farmers' supplies under the special terms of our trade contracts. In some lines, where virtual monopoly has existed in the past, our arrangements enable the farmers to save 25 or 30 per cent. on the cost of their supplies; in some other lines the margin of saving is small. But the greater economy which is now possible under this cooperative system is but a faint foreshadowing of what is possible in the future, if the farmers will

support heartily their own central organization and develop the system of which it is the expression. Not only have the local secretaries been seriously handicapped in their commercial operations through lack of accurate and up-to-date information; they have also labored under the disadvantage of dealing with firms which could afford to ignore them. But the union of all the local organizations puts things in a new light. Such a combination of farmers, loyally supported by the units out of which it is composed, cannot be ignored. Like the Cooperative Wholesale Society of England, it can obtain its supplies at cost or manufacture for itself. Moreover, it can in time market practically every kind of farm produce directly to the consumer.

"With respect to our trade contracts, I may say that everything is guaranteed. In many cases the officers have made very careful personal investigations as to quality before completing any arrangements with manufacturers. This has taken a great deal of time, but it has been time well spent."

Difficulties Encountered

"There are wheels within wheels in the business world," said Secy. Morrison, "as I soon found out when I began to call on different business firms with the object of entering into business relations with them. I have met with all kinds of receptions. Some firms have been anxious to do business with us and have quoted us prices which will save thousands of dollars to the farmers of the province who purchase these goods through us. Other firms have refused to give us any better prices than they give to the local dealers throughout the province or to local farmers' clubs. In such cases it is likely that if we send them a large enough volume of business they will yet give us better terms. Other firms have looked askance at our entrance into the business field and have intimated pretty plainly that they do not intend to assist us. These firms for the most part are those that have a virtual monopoly in the lines they handle, and who feel that they can, therefore, afford to ignore us.

"Some wholesale firms have been willing to deal with us, but they have insisted on our keeping the fact quiet. These firms have intimated that if the dealers or the other wholesale firms in their line found that they were selling to us, they might combine to put them out of business, and thus prevent them dealing with us. One firm from whom we have bought considerable goods already have been shipping their goods without putting their label on in any way, but have been putting our labels on instead so that it would not be possible for anyone to find