

where the proposition was discussed and a canvass made for shareholders.

The provisional directors met on January 16, 21 and 27 to formulate a constitution and set of rules. A meeting of shareholders was held on February 18 when a stock book was opened and receipts issued for first call on shares subscribed. The rules and regulations were adopted and permanent officers were elected. Certificates, in compliance with the Co-operative Associations Act, were drawn up, signed by the requisite number of persons, and duly witnessed. A copy of the by-laws was signed and witnessed, and on March 5, 1914, the Association was registered in the Boissevain Land Titles Office as "The Regent Co-operative Exchange Limited," authorized capital \$40,000, 4,000 shares at \$10 each, having for its objects the collection, warehousing and disposal of farm products, the purchasing, storing and distributing of supplies and a wholesale and retail trade in general merchandise.

Orders have already been forwarded (in the name of the secretary-treasurer) for one car coal, two cars wood, one car of flour and feed.

MEL. HARTLTON, Sec. Treas.
CHAS. LONGMAN, Pres.
Regent (Bidford) G.G.A.

Note.—As we go to press we learn that, owing to some technicality the registration of the above society has been delayed by the Registrar. The matter will no doubt be corrected, however, within a short time.

WINNIPEG'S CO-OPERATIVE STORE

Winnipeg has a flourishing Co-operative Society, which was established in June, 1913, and opened a retail store for the sale of groceries and provisions at 350 Cumberland avenue, on June 4. The society is incorporated under the Manitoba Co-operative Societies Act, and is conducted on the same principles that have made the co-operative stores of Great Britain such a great success. The manager, D. T. Adamson, who was manager of a large co-operative store in Scotland before coming to Winnipeg, writes as follows:

Our society has been in existence since June of last year, and now has a mem-

bership of 670, with a paid up capital of \$6,100. At the close of the first half-year in December, 1913, it was ascertained that the merchandise purchases amounted to \$18,337, and the sales for six months totalled \$22,856, showing that a gross profit of \$4,325 had been earned, equal to 19 per cent. In consequence of a heavy charge for operating expenses, part of the preliminary expenses being charged against the first half-year's trading, it was found that the gross profit had been swallowed up by operating expenses, with the result that no dividend was declared for the first half-year. We are now doing an average weekly turnover of over \$1,000, and feel confident that we have emerged from the most trying period, namely, the first half year. With our largely increased sales, coupled with an automatically decreased operating expense rate, the present half-year will, we are confident, show better results. While having no divisible balance last half-year, we have reason to believe that the society is fulfilling the function for which it was established, namely, that of supplying its members with groceries and provisions of the first quality at a reasonable margin of profit. By getting into touch with the productive works of the Co-operative Wholesale Societies in the Old Country, and thus securing to the society the profits earned by the middlemen, it has been able to sell below city prices a variety of articles which have been imported direct from that co-operative source of supply, and it is our intention to further develop direct importation from the Co-operative Wholesale Societies as the trade of our society grows. Our turnover for the month of February (four straight weeks), by the way, shows an increase of 17 per cent. over the previous month.

A Cash Business

The business of the society is conducted on a strictly cash basis, and we are in a position to pay spot cash in dealing with the local wholesalers when there is any material advantage to be derived by so doing, otherwise the usual trading terms of thirty days are adhered to.

While a fair amount of mail order business has been done during the past few months it is evident from the numerous enquiries received that there is unlimited scope for further development in this connection, and at present a special price list is in course of preparation which cannot fail to attract business by mail order.

Our trustees, being alive to the advantages to be derived by cultivating a closer bond of union between the societies already established or in course of formation in the Province, have met representatives from various societies and discussed matters affecting our movement, and there is every assurance that as the co-operative movement develops the value of concentrated effort will be demonstrated in a practical form.

Yours faithfully,

DAVID T. ADAMSON,
Manager.

INGELOW HAS GOOD YEAR

J. W. Brougham, secretary-treasurer of the Ingelow Co-operative Society, of Ingelow, Man., writes as follows:

I have the pleasure to report what we

have accomplished as a co-operative company during the past year, 1913, dealing in car lots only.

Our expenses for auditing books, salaries and other necessary expenses amounted to \$132.85, and this deducted from the assets of \$854.82 left \$721.97 to be disposed of. From this we paid 8 per cent. interest on capital, \$33.60, and 6½ per cent. on purchases by members and shareholders, \$261.15, and then repaid the \$420 of share capital and had \$7.22 cash in hand.

This \$7.22 is voted into our new company which we have organized and which, when completed, will be named the Ingelow Co-operative Company Limited and will be registered under the Manitoba Co-operative Act.

We sold to everyone, but only members and shareholders shared in profits. Co-operatively our membership fee in 1912 was 50 cents, in 1913 \$2.00, every member being entirely satisfied with their dividend. In 1912 we made 75 per cent. on capital invested, paying 8 per cent. interest and 9 per cent. on purchases. In 1913 we made 72 per cent. on capital but 6½ on purchases.

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	Lbs.	Value of Purchases, f.o.b. car Ingelow	Sale Value	Net Profit to Co-op. Co.	Sale Value by Local Stores	Net Saving
Car Edmonton coal	64,800	\$244.50	\$259.65	\$15.15	\$274.80	\$ 30.30
2 cars Tamarac fence posts	3,759	414.00	469.85	55.85	469.85	55.85
1 car Tamarac posts	1,800	184.95	225.00	40.05	225.00	40.05
1 car Tamarac posts	1,700	170.80	204.00	33.20	204.00	33.20
1 car Twine	24,000	2468.90	2520.00	51.10	3000.00	531.10
Car Edmonton coal	52,495	189.00	213.00	24.00	237.00	48.00
Car Apples and Pears, winter, bbls.	155	748.50	694.75	53.75	802.25	107.50
Car Galt coal	83,700	349.05	376.70	27.65	387.00	37.95
Car Miller Creek coal	65,800	264.10	295.50	31.40	295.50	31.40
Car Flour, Bran, Shorts and Oatmeal		788.10	841.45	53.35	841.45	53.35
Totals		\$5821.90	\$6099.90	\$385.50	\$6736.85	\$968.70
Shareholders with 42 shares of \$10 each share				\$420.00		
Eight membership fees of \$2 to share in profits equally				16.00		
Interest and overcharge refunded				23.77		
Overcharge on Drafts and Freight refunded				9.55		
Total				\$854.82		

Reducing Cost of Living

THE KEY TO SUCCESS

The Keyes Branch of the Manitoba Grain Growers' Association was organized on July 3, 1913. Since then we have purchased one car of apples from Ontario, at a cost of \$650.85 per car of 150 barrels, and saved ourselves about \$170. We also bought two cars of flour, feed and rolled oats, saving ourselves \$147.55 on the two cars, making a total saving of \$317.55.

Regarding payment, we have draft attached to bill of lading and sent to the bank or express agent. We have not had our treasurer bonded.

Co-operative buying has built up our Association and kept the members interested more than anything else we have done. We allowed non-members to buy our apples, as we only had about twelve members then, but have sold to members only since. Most of the members take The Guide, I think. We have a car of posts ordered from a firm who advertise in The Guide. This paper is doing good work and perhaps building the Association better than you think. We have not a co-operative society here yet, but hope to have a co-operative store as soon as the people will support the movement.

A. W. MCGREGOR,
Sec. Treas., Keyes Branch.

SAVED \$250 ON TWINE

Henry R. Sugden, secretary-treasurer of the Greenbrier Grain Growers' Association of Greenbrier, Sask., sends in a report showing co-operative purchases totalling \$1,298.16. Coal oil the members were able to secure at 25 cents a gallon, a saving of from 10 cents to 15 cents on local prices. One case of formaline was bought for \$12.50, compared with the

The reports given below have been received from secretaries of local branches of the Grain Growers' Associations and U.F.A. and tell of the great saving which has been effected thru buying in carload lots, made possible by co-operation. Several of these societies, it will be observed, have saved upwards of \$1,000 for their members, and a large increase in membership and quickened interest in the Association have resulted. Carload buying without a permanent organized trading concern is not the highest type of co-operation, however, and does not carry out the co-operative principle to its full extent. Each of the Western provinces now has a Co-operative Act and during the coming year many Associations will, no doubt, be incorporated and become truly co-operative.

local price of \$15. Three small shipments of flour were secured at a saving of from 35 cents to 45 cents per cwt. Twine was bought at 11¼ and 11½ cents a pound, a saving of 2 cents over local prices. The twine was the largest purchase of the Association and on this a saving of \$249 was effected; the total saving thru co-operative buying being \$340.55.

GOOD BUSINESS AT CLAPTON

I herewith have pleasure in reporting the undertakings entered into by the members of the Mountain Chase Grain Growers' Association during 1913:—

Formalin.—One barrel (400 lbs.) from Winnipeg, cost \$56.80, sold at 15 cents per lb., saving our members 5 cents per lb., as well as making a small profit for Association.

Machine Oil.—One barrel, first grade, purchased from local hardware dealer, cost 55 cents per gallon, and sold for 55 cents per gallon, a saving of 5 cents per gallon on retail price of same oil. Found it a great convenience to have same at headquarters, members being

from ten to twenty miles from town.

Coal Oil.—Five barrels from Winnipeg, cost 26 cents per gallon laid down, sold for 30 cents per gallon. No saving, but first-class oil; also great convenience.

Flour, feed and groceries bought of local merchant at special prices for cash.

Coal.—One car soft, 31 tons, cost laid down \$7.25, sold for \$7.50, saving of \$2 per ton on town prices. One car hard, 32 tons, cost \$11.85 laid down, sold for \$12 per ton, saving \$1.50 per ton. Two cars, 62 tons, cost laid down \$7.95, sold for \$7.50, saving \$2 per ton. I might add that The Guide is our guide in making co-operative purchases.

I am safe in saying that co-operative buying has been the chief factor in keeping our Association alive. Only members of the Association are allowed to participate in the benefits. We find in making purchases that cash in advance or draft attached to bill of lading is the only way we can buy, and we find it most satisfactory. Our secretary, who handles the money, is not under bond. We have not formed an incorporated co-operative society, but think

it is likely we will organize under the new Co-operative Act.

Hoping this report will help to make your Co-operative Number a huge success.

CHARLES W. DYER,
Clapton P.O., Sask. Sec. Treas.

EMPIRE BUILDERS

The following is a report of co-operative buying done by the Empire Builders' Branch of the Saskatchewan Grain Growers' Association, Assiniboia, Sask.:

During the past year our co-operative buying has not been extensive, but we have made a start and gained our first experience in this direction, and the results have been such as to present to our minds very satisfying visions of what we may do to reduce the cost of necessary supplies by purchasing co-operatively in the future.

Our first venture was the purchase of binder twine from a local dealer, who agreed to sell a 15 cent grade of twine to members of the Association and non-members presenting orders signed by the secretary, at 12½ cents per pound. Thus on a purchase of 300 pounds one of our members realized a saving of \$7.50 over his less fortunate neighbor who had not yet recognized the benefit of co-operation.

Next our attention was directed to the securing of coal on a co-operative basis, as the advent of winter gave warning that our coal bins should be filled, and the dealers' price lists gave simultaneous warning that to fill them meant no light draft upon our granaries. Consequently we determined to reduce the outlay, and did so by buying two carloads of coal thru a local agent. These cars contained 70 tons of a splendid quality of coal, and cost us \$598.80