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The Recognized Exponent of Desiring 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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College Students Who Cooperate

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Students at the Ontario Agricultural College have Three Successful Cooperative Societies in Successful Operation and do an Annual Business Running into many Thousands of Dollars. The story told by one of the Student Cooperators

THE opinion has been more or less freely expressed in different quarters that agricultural students do not always practice what they preach. During the past year the students at the Ontario Agricultural College have demonstrated that they can apply to the troubles that beset them through their college course, the same remedies that they will afterwards advocate and practice as the solution of farm problems. The O.A.C. boys may feel reasonably proud of

of 300. Until then its circulation had been confined almost entirely to the students in attendance at the college, but in that year an effort was made to extend it among the ex-students. The circulation increased rapidly, and considerable advertising was secured. In 1909 a substantial surplus was netted, and by 1913 there were on hand, funds amounting to \$1,800.

The students now felt that the time was ripe for more cooperation, so last spring the formation of a supply department was decided upon. Two hundred and twenty members subscribed two dollars each as a membership fee. There was obtained from the Review executive, the permission to use as backing, the \$1,800 surplus on hand.

But this surplus was never needed. The \$440 of fees proved to be sufficient initial capital. By the time the students returned in the fall, \$1,000 of business had been done, and there was on hand \$4,500 worth of stock. Most of this stock was to be paid for by the first week of October. Enough sales two weeks after the fall to meet all bills. Since then the turnover of business has been rapid.

The stock handled by the supply department consists of the text books and stationery required by the students. All books are sold at the regular retail price quoted by the dealers. Wholesale merchants give a 20 per cent. discount on purchases. This difference of 20 per cent. is more than sufficient to cover all the expenses, including a stenographer and salesgirl.

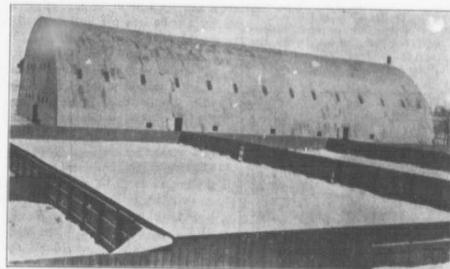


Student Cooperators and Heckey Enthusiasts

One of the features of college life at the Ontario Agricultural College is the annual play-off between the college boys and their coeds, the Macdonald girls. This year the young ladies won. To be fair to the boys it must be explained that they played with bromeliola. The unusual feature this year was that the game was played in the students' own rink, built and owned on the cooperative plan.

It is very gratifying that since last spring the total turnover of business up to the holiday season was \$7,000. The profits are divided among the members in proportion to the amount of purchases made. It is assured that when the year's business is wound up in August that the members will receive not only their investment of \$2, but also a substantial rebate. Those other than members who purchase books, pay the same price, but are entitled to no rebates. Letters were sent out to the district representatives in the province explaining the work and purpose of the book club, with the result that quite a trade has been developed outside of the college.

Early last fall it became apparent that the Review surplus of \$1,800, which had by now grown to \$2,750, would not be needed in connection with the book club, as that institution was quite able to stand upon its own legs. The surplus belonged to the students; for what purpose could it best be used?



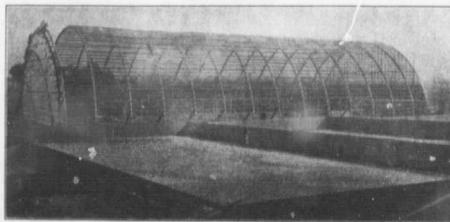
A \$10,000 Rink, Built and Owned by Agricultural College Students

Students at the Ontario Agricultural College operate three successful cooperative institutions. They have their own college magazine, their own bookstore, and paddocks seen in the foreground in the old days were flooded in the winter and used as rinks. The students expect that their rink will not only afford them much pleasure but will also be financially profitable. A student at Guelph tells of their cooperative undertakings in the article adjoining.

having lauded among themselves a cooperative venture that is, we believe, the best, if not the first of its kind, in America. This is the O.A.C. Students' Cooperative Association, formed for a three-fold purpose: The publication of a students' paper, the conducting of a supply department, and the building and operation of a skating rink.

To really begin at the beginning of cooperation as applied by the O.A.C. students, we must look backwards as far as the year 1884. In that year the students' paper, The O.A.C. Review, was first published. The boys got together and decided to have something different from the ordinary college society—instead of merely trying to make expenses on the Review each year, they would save something and improve the paper.

By the year 1903 the Review had a circulation



The Students' Rink as it Appeared When in Course of Construction