

Establishment.	Estimated Capital.	Sales.	Profit, including Interest on Capital.	Average per cent. Employed.
Durham Soap Works	7,225	16,570	760	10.50
	58,375	158,878	7,236	12.40

Individual Workshops' Results.	Capital.	Share.	Loan.	Sales.	Profit, including Interest on Share Capital.	Average per cent. Capital.
Hebden Bridge Fustian	17,401	4,012	2,133	24,993	1,235	12.25
Paisley Manufacturing	4,135	6,081	1,426	23,997	1,426	34.50
Walsall Lock & Hard-ware	593	...	...	11,086	397	61
Leek Silk Twist	414	452	...	3,589	164	39.60
Printing Society	14,886	13,074	3,224	38,224	3,224	22
Airedale Manufacturing	2,336	627	...	6,829	520	22.25
Northamptonshire Pro-ductive	851	421	...	10,096	469	55
	40,526	24,667	...	117,514	8,397	20.50

It is not my purpose to discuss the principles of unionism. It is too late in the day to argue whether trade unions promote the well-being of the workers. Experience has proved their utility, and it cannot be denied that they exert a great and important influence in our industrial life. But I am sure they cannot be regarded as the permanent form of labor organization. Working men do not desire to be in a position of hostility to capitalists; neither can they desire to perpetuate the present system of wage-service. Unionism is the outcome of wage-service. So long as men are paid "wages," so long will they be justified in combining to secure the highest reward for their labor. The evil of our present wage system is not fully appreciated, but public attention has been drawn towards the subject recently. An American newspaper, the *Age of Steel*, has been holding an inquiry on the present condition of industry in that country, and has invited representative employers and employed to answer a series of questions bearing on strikes, lock-outs, profit-sharing, co-operation, arbitration, etc. Whilst many do not think that America is ready for "co-operation," very few are opposed to the principle, and many are convinced that the labor question can only be satisfactorily settled by co-operation. But I have been most struck with the number of gentlemen who are of the opinion that most of the evils of modern industrialism arise from the wage system. Unionists must work out a higher order of existence for labor. Happily, there has always been a friendly understanding between co-operators and unionists, but it is time we got beyond the region of sentiment into that of action. Of the 580,367 members of registered and unregistered trade societies, I should think the majority are co-operators. At any rate co-operation is successful where unions are strong. The two run together. Here, then, we get a great encouraging fact that in the co-operative movement there are thousands of men closely identified with another powerful organization whose distinct object is to secure the full rights and liberties of labor. The same may be said of unions. The materials are to hand—they merely want finish. I have often heard co-operators urge that trade unionists should utilize their funds in "production." This advice comes with very bad grace, seeing how tardily co-operators apply their own funds in that direction; and the idea appears to me to arise from a misconception of the purposes for which these funds have been subscribed. There is an immense difference between the funds of a "union" and the capital of a co-operative society. In the first place, the funds of the unions represent a sum actually taken from the weekly earnings of the members for definitely stated purposes; whereas, much of the capital of co-operators represents profit on trading. Even if the rules of trade societies permitted the employment of "funds," in the direction indicated it would be highly injudicious to do so. They are frequently wanted on an emergency; they should, therefore, be so invested as to be quickly realisable. Of course, it is vexatious to know that these "funds" are being advantageously utilised by capitalist employers, but what cannot be cured must be endured.

The Labor Association has a very plain gospel to teach, but we do not claim infallibility for it. Our experience, however, warrants us in saying that it is simple and practical, and will bring about in a very effectual way the real organization of labor. One of the greatest hindrances to the development of working class movements is the jealousy and distrust of each other. We may rely upon it that if we have not faith in ourselves,

no one else will have faith in us, and rightly so. Association will cure us of this disease. We say to the co-operator, whether unionist or not, "Do you believe that the principle of association can work out a better state of things for the workers? If so, what are you doing to bring it about? Do you regard the dividend on your trading at the store as an addition to your income, or a fund to be saved and ultimately used for your own employment?" We say next, "Form yourselves into local groups or lodges, working under the advice of a central executive, elected periodically by yourselves. Meet weekly or fortnightly for mutual assistance and instruction. Get to know each other intimately so that you may trust each other thoroughly." Your meetings may be made entertaining as well as educational. We should make our work as pleasant and enjoyable as possible. Next, commence to receive contributions to a capital fund and invest it, under proper control, in the local store. The work will be slow at first, but when others see that you are determined you will not fail for support. The London Bookbinders, the London Productive Society, and to a certain extent, the Keighley Ironworks, began in this way. The first is in active work, the two latter soon will be. We only want the will, and the rest will follow in due time. In a lodge there may be a number of men following a variety of trades, and difficulties may arise as to what trade it would be best to embark in. I cannot here lay down any hard and fast line. Local circumstances will, no doubt, best determine the course to pursue. Speaking generally, however, I should think it inexpedient to enter into a local staple industry too soon. There industries have been built up by many years labor, and certain houses have the command of the markets. There are, however, hundreds of commodities which find a ready sale in our stores, and there does appear a strong and increasingly strong desire on the part of committees and managers to give a fair chance to any co-operatively made articles. We must look in this direction for guidance in our movements. Besides the staple industries of a town, there are always a number of other trades, such as building, joinery, painting, decorating, etc. Building may be too speculative, and there may be too much jobbery about it for the proper performance of honest labor; but painting and decorating are very proper departments for attempts in associated labor. Very little capital is required, and there is not much fear of ruinous errors being made in estimates. The lodge will consider with care all these details. If, for instance, it should appear that "painting and decorating" offered a very fair field for enterprise, the painters and decorators in the lodge would endeavor to enlist the active sympathy and support of their shopmates. When this group of artisans in the lodge had enough capital to warrant them in commencing operations, they should withdraw it from the general fund of the lodge, and invest it or expend it in a manner most advantageous to the society. Rules by this time will have been prepared, and everything constituted in legal and proper order.

The lodge must be continued, for it is the nursery ground of other associations. This may appear a very simple process, and be condemned to that ground. The most important point, however, is, Is it practicable? These lodges provide a common ground of action for unionist and co-operator. The unionist brings his skill, industry, and powers of organization—the co-operator, his knowledge of business and enthusiasm. Together they form a strong and united force. I might have sketched the famous establishment of Leclair, Paris, and Godin, of Guise. Such examples, however, only show us what can be done under the leadership of geniuses.

I have in this paper attempted, with meagre results, I fear, to call attention to a great subject. I may not have carried conviction to every mind, but at any rate, our plan has the merit of originality, and is the first serious attempt to bring into active union the two great branches of the industrial army.

I trust your minds will be stirred to vigorous thought on this subject, and if our scheme does not meet with your approval, that you will still labor for the cause of political justice, industrial freedom and social advancement.—*The Store.*

Ontario People's Salt Manufacturing Company.

The directors of this company decided at their late meeting to close their Uxbridge office, thereby reducing expenditure, on and after 12th July. John Tolmie, Esq., Manager, will discharge the duties of Secretary and Manager, and all correspondence should be addressed to him at Kincardine P.O. All moneys will be payable to him, as he is duly authorized to make collections.

THE CANADIAN CO-OPERATOR & PATRON

OWEN SOUND, JULY, 1886.

To Our Readers.

OUR Patrons will this month notice that we have very much improved the general appearance of the Co-OPERATOR AND PATRON by using an improved quality of paper and new clear type. We have been steadily publishing this paper now for nearly five years. The labor has been very considerable. The selection of material and preparation of notices has been a labor of love for our Grange organization, for the best interests of our brother farmers. We have never sought any remuneration further than the consciousness of doing our duty and of being, in our humble way, instrumental in assisting our brother Patrons in their united efforts to stand shoulder to shoulder in the march of advancement. All the income of the paper, and hundreds of dollars besides, have been paid the paper maker and the printer. Many of our readers have contributed their words of encouragement and their subscriptions: others have read the paper for one, two, three and some even four years, and have not even sent forward their subscriptions to aid us in our work. To such we would say, are you acting justly to us? Are you acting justly to yourselves? Are you fulfilling your obligation as Patrons? Ask yourselves, brothers, these questions and act in accordance with your convictions of right. To those who have encouraged us and honestly tried to assist us, we say, thank you kindly, and we shall always be pleased to secure a renewal of your assistance. Can you not each and all forward the names of at least one new subscriber with the needful? If you do so, our subscription list will be doubled—our paper will be on a paying basis. Our Granges should endeavor to aid in the circulation of all Grange Literature and thus more fully extend the principles of the Grange and of Grange institutions. Some Granges have surplus money in the Treasury and they cannot devote a few dollars to a better purpose than to place a copy of the Co-OPERATOR AND PATRON in the house of every Patron's Family. The young people would become more familiar with the objects and aims of the Grange and thereby be induced to seek admission to our Order.

BLACK—Hello! Bro. Brown, how are you? How's your grange getting along?

BROWN—Well, just kind o' middlin'. You know we just meet when we want to get goods, and when we want to divide the goods up, and members do not attend regularly.

BLACK—And do you not value the Grange, and use it for any other purpose than to buy goods?

BROWN—Why, No!

BLACK—Well, in our Grange, while we buy much together and sell much together, we make the Grange meetings very interesting, and have a committee to manage all sales and purchases. That kind of business is not done during the meeting of the Grange proper—and we all look forward to a good social time Grange night.

BROWN—Well, what do you do?

BLACK—Well, we have general discussions on relations of crops, on seeds, stock, fruit growing, noxious weeds, and many other subjects. Then the sisters lead off with good music, and we have some very good essays prepared and read by men who, when the Grange started, could not say ten words on their feet in presence of their neighbors, and now one-half our members at least are very fair speakers, expressing publicly their views in a manner that is creditable alike to themselves and the community in which they live.

BROWN—Is that so? Well, we have never tried that. Our members are not good at anything of that kind.

BLACK—And why not try it? You will find in every Grange a good, experienced man on some particular line of farming, say fattening cattle, another good on fruit growing, another, perhaps, has special knowledge of managing sheep, and when each brings his condensed experience and knowledge to the Grange and makes it common property, all are benefitted.

BROWN—I never thought you could do so much of that kind of work in the Grange. Some of our members would not stick to the Grange only they think if they leave they cannot renew their policies in the Grange branch of our company, and they stick to the Grange to get four years' insurance as cheap as other people get three years' insurance, and then they always get more or less profits applied as cash when they renew their insurance. They seldom come to the meetings except when they want to buy something through the Grange. Then there are others who do not pay dues at all, but send themselves, and get goods just as cheap as our Secretary can get them and from the same houses, and they won't pay dues. We will have to expel some of them so we will not be paying dues for them.

BLACK—Well, we expel every man who will take all the advantages of the Grange in that way and refuses to pay dues promptly to his Grange; one of our members tried it, but we labored a while with him and finally expelled him.

WHITE—Well, what's the subject? I just thought I would run over to Division Grange to-day to see some of my old friends. How are you getting along any way?

BLACK—Bro. White, we were just discussing the general workings of the Grange. How is your Grange prospering?

WHITE—Well, to tell the truth, I hardly know. We are all good sound grangers in heart, but some way we do not make much headway. If we want some goods we meet and send off an order, but some of the members join the Grange expecting to get goods for almost nothing and they are not saving much, and are careless about the Grange. They are good, honest fellows, but our Secretary doesn't look after the dues till they are behind, and, I may say, our Grange is half dead.

BLACK—Well, have you got any salt from our Grange well?

WHITE—Why, No! Is there a Grange salt well? I never heard of it.

BLACK—Well, I am surprised! Does your Grange not take THE Co-OPERATOR AND PATRON paper?

WHITE—Well, I have heard the Secretary speak of such a paper. He said that he got eight copies of it, but was afraid the Grange might be called on to pay 40 cents, and he wrote not to send it. We get no Grange paper.

BLACK—Did you not know that salt used to be \$1.50 per barrel before one Granger would that salt should come down. He named a board of Provisional Directors, got their consent to act, expecting their united influence would raise \$40,000 to furnish the Grange with cheap salt for all time. \$30,000 was raised by the Grange of Canada, and the finest works in America is owned by the Grange to-day. It took two years to accomplish it, and the farmers of Canada have saved \$100,000 in two years by one determined Granger, who declared he would go through with it—and did it. That man is the manager of our insurance company, one of the most reliable companies in America, the largest and only purely mutual insurance company conducted on the true mutual principle: that is, every man paying from the day he enters the Company not one cent more or one cent less than the actual cost of insurance. He has been instrumental in saving the Grange with the insurance company and the salt company during the last few years probably a quarter of a million dollars—a sum larger than any other one man in Canada has, perhaps, been instrumental in saving to farmers. He has associated with him good, honest farmers as directors, who have done much to assist him in his enterprises to help the farmers; without them he could not have succeeded, and without him these institutions never would have existed.

WHITE—Ah, yes! I have seen him many years ago. I have never seen the paper you speak of; can I get it?

BLACK—Yes; get up a club in your Grange and send for it. It will only cost you 25 cents each, the bare cost of paper and printing, if all take it.

WHITE—I have seen the *Bulletin*, but that paper never mentions anything about our insurance and salt company. Why is that?

BLACK—Well, it is mostly filled up as a catalogue of prices of the Grange Wholesale house, and only enough other matter to enable it to be called a paper and sent out as a paper—a very good paper of its kind certainly, but there is no reason why you should not have both papers circulating in your Grange.

WHITE—Well, now I will take them both, read them and get others to take them. We will see what the Grange is doing, and we may get our Grange in good working order again. I am surprised at what you tell me. If a few men can do so much for farmers' interests, what cannot we all do if we go to work in earnest?

BLACK—True, if all the Patrons in Canada were united and determined, they could in a few years revolutionise the country by striking a death blow at all the monopolies in our country, which is feeding and fattening on the tillers of the soil. There is railway monopoly, land monopoly, medical monopoly, legal monopoly, coal monopoly, cattle monopoly, steam boat monopoly in carrying our grain and stock across the ocean, educational monopoly, school book monopoly, and it is an age of rings and monopolies. Our farms are yearly becoming less profitable. Prices falling as transit monopolies increase cost of carriage; our sons in many instances becoming discouraged, leaving the farms to seek other occupations already crowded. It is our duty to work unitedly together as Patrons to make the farm more profitable, more productive and our calling more congenial to our families, and no instrumentality can do it so quickly, so easily as the Grange. All we want is a great leader to spring up in whom all will have confidence, whom all will follow, and who can lead the Grange to victory; one who can throw his whole life into the work of training the farmers to fully co-operate one with the other for the general good of the agricultural classes as a mass, each seeking the greatest good to the greatest number, forgetting self for a season.

BROWN—That is just my mind, but farmers are so jealous of one another that they will not follow. They will not vote for a farmer to represent them, but must have a merchant, a lawyer, a doctor, or manufacturer, many of whom look upon the farmers as so many geese to be plucked, though there are many noble exceptions to the above rule. If farmers would send men to represent them in Parliament who had suffered their hardships, who had experienced their hopes and their disappointments, who would honestly strive to better the farmer's condition, then there would be hope for a brighter day for the agricultural interests. The Grange has trained hundreds of men for such a work, and yet farmers allow themselves to be kept divided politically in such a way that their influence counts for nothing in the deliberations of our country.

BLACK—Now, Bro. Brown, you have struck the tune exactly.