Co-Operative Marketing.

What a Bonavista Fisherman probably look askance upon new proposals. Some have grown well-to-do, Thinks.

Local Competition Must be Wiped Out in is dawning, they have given some study Our Foreign Markets.

Yours truly, ALFRED B. MORINE. March 24, 1922. THE LETTER.

A. B. Morine, Esq. Dear Sir .- I value very highly your

this competition in our markets again when I come to St. John's. amongst local fish exporters; but the question is can we induce those exporters to come together and agree to March 6, 1922. give up present methods of selling for the Co-operative system. Do the fish exporters (that is on an average) matter? If not, and we really mean ing my argusents. to start this Co-operative system, how questions because I am thoroughly ionary class, and I know you honestly mean or wish to see this method adopted and given a fair trial; though I confess I grow tense and dissatisfied bring out of your suggestions a of almost vital importance. our fish in a more sane and satisfac-On the one hand an arrangement

the Association, but if by any chance body concerned in it. the public becomes, or is a primary need to its formation, it never can become a workable project. I say this because the public, always inclining to indifference, have through the disastrous efforts of Coaker's Regulations become callously apathetic, and will look with mistrust on any other scheme (might I say plan) for selling fishery products. Now I don't forget that part of the fishing public who can follow your deas would follow you, but then there is a part which wouldn't follow because of misunderstanding,-a part which wouldn't follow because of apathy, and I am sure you know that

there are quite a number who follow nothing not sanctioned by Coaker; in fact who would despise through Coaker anything "coming from Morine." Those thoughts are not penned, Mr. Morine, with any hope of discouraging you; far from it, but as they are facts, it is just as, well to recognize them, and recognize also; that following closely on the heels of the infamous Regulations, and face to face with Coaker and his Nationalization rcheme, it would be useless to depend upon public sanction for co-opera-

Now if I could get anyone to read your letters with only half the interest that I have found in them, or get a copy of this letter to which I am replying before every man in this country, and have it studied dispassionately, I feel sure you would soon have the moral support the project, most certainly seems to warrant, but I fear that the conflicting ideas of those unstable days through which we are rassing, backed to a degree by Coaorian arguments, would spoil a scheme just at present to try out this

As you intimate, comparatively few fishermen read your letters, and althought it seems a mad thing to say, reason does not appeal to the majority of laboring men of to-day. Fanaicism with its imaginary gilt frills is the Elysium of the "under-dog." Pipe dreams, lullabys for grown ups. and Red rule without profit as long is it brings vengeance is the panacea for muscles and sinews, thstead of ionest toil as God intended. oaker in your path! Sure and you

system you advocate.

in his! Coaker will stoop low when Dear Sir.—The enclosed corres- no other dog can be seen to prompt will "follow the gleam" when they see pendence may prove interesting. The him to a quick swoop, but with inletter to me is genuinely the product telligence as his foe he will redouble ilon of a Labrador fisherman-no or- his efforts, and emphasize every sen- control, but co-operate in a system Chary man, though, you'll admit, for tence of his arguments in deception which left the producers in charge of his letter would do credit to a philos- or otherwise. This is why I hate and exporting. fear him. You can combat logic with a better logic, but you do not know erative marketing of the Colony's fish how to handle any man who kicks and could be brought about without the flounders for the purpose of raising approval of present day exporters, and dust to cover up the real issue.

Very truly yours,

make more money now than they for your very able letter of the 6th premely successful, co-operation must is sincerely hoped. His Excellency the would then? Would they still be inst., splendidly written, and touching be complete and universal in the Col- Governor will preside at the meeting. on the job of exporting as leaders of with clarity upon points raised by my ony. the Association, or would others fill letters on Co-operative Marketing. It Co-operative Marketing could be their places? If not, could we get is very encouraging to receive such a established by the exporters without necessity for its maintenance and excontrol enough of the fish business proof of intelligent consideration. You the aid of the public, or by the public to enable us to act independently? have, I hope, received a copy of my in spite of the opposition of the ex-Have they ever been consulted on this address to the Rotary Club, amplify- porters, but neither will, in fact, be

shall we begin to work? I ask these concerning the probability of partic- sipated, there would be too much spite of them; if not, how can Co-oper- probably only as the result of its adop- Noseworthy, A. K. Lumsden, Mrs. J. ative Marketing be brought about; do tion as a party policy, and the success Scott, Miss S. MacDonald. to see that no other person capable they make more money by present of that party at a general election. I of discussing this matter intelligently methods than under a co-operative admit the force of all that you say takes a hand to encourage you and system. Answers to your questions are about the effect upon public sentiment

workable proposition. At present, as By present methods, individual mer- ery Regulations, and of Coaker's infar as I can see, a wide discussion by chants or firms probably make more fluence upon his followers, and yet I broadminded men is the primary in certain years, and less in others, would not despair of the success of a need. In discussion there would be than they would under a system of co- clear, courageous appeal to the people the hope of workable plans—the hope operative marketing, which would of the Colony by a party itself conthat in spite of present discouraging have a stabilizing effect. Now, fish ex- vinced, of the wisdom of Co-operative aspects we could in time be selling porting is gambling; then, it would be Marketing, and aflame with zeal for it. safe, sound and reasonable. Upon the I am not quite hopeless that Coaker tory way. Of course, as far as I average, exporters would benefit by himself, and his followers, might be know, you may now be formulating the change. Bad cure and bad market won to co-operation. His proposal of plans to work out your suggestions. ing victimize the fishermen and the "Nationalization" was, perhaps, a leap Colony as a whole, but probably the in the dark. The consideration of it, amongst fish exporters solely could exporters, the middle-men, escape and its almost universal condemnabe made without a hitch, providing with the least harm. A system which tion, may have left him and them in a you could get them to work and think is fundamentally unsound, as our pre- state of readiness to support a safer, on business principles, and outside of sent marketing system is, cannot but wiser way. Coaker probably espoused the public-that is, in the forming of be injurious in the long run to every- the policy of the Fish Regulations hon-

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preaching the principles of Co-opera-

It is probable that the majority of resent day exporters would at the outset be inclined to oppose co-operaive marketing. They have grown up with present day methods, and would probably look askance upon new proand some have lost their all, under existing methods, and the latter, perhaps, want to try again. But I know that some of the most enterprising exportto it, they have tried it in some in stances, and are prepared for the change, I believe that the majority are open to conviction, and are so sincerely loyal to the Colony that they it. They would shrink from "Nationalization," with its menace of political

There are methods by which co-opeven against their united opposition Your ideas will be moving to action For instance, Coaker could have conbefore I shall or can know to a great ferred it upon the Colony in 1920, correspondence of January 24, and degree what I am really talking when he imposed his fatal Regulations. have delayed answering, first because about, but in the meantime I thank But I should not like to have co-operyour request to write you "from time you sincerely for the interest you ative marketing attempted without the place on to-morrow (Sunday) after to time" simply means that, and sec- have aroused in me, first by your let- consent and cordial assistance of the the evening services in the various ond, because the change you advocate ters to the press, and more especial- body of present day exporters, for churches, and will be held in the Methinvolves so many channels of thought ly through your letter to me personal- their knowledge of marketing, and all odist College Hall. Addresses will be that I find myself entirely incapable ly. Your letter is full of interest, that concerns it, is invaluable, in spite delivered by Rev. E. C. Earp, Rector of travelling those channels intel- though I do not think I fully deserve of all the insolent or flippant abuse of St. Thomas's and Rev. C. H. John-The one outstanding feature of mar- However, knowing it is not flattery. I time to time. If I had control of a cam- Church. Special music will be providketing our fish is, as you suggest, the appreciate it very much. I shall think paign for initiating Co-operative Mar- ed by Mr. F. J. King, organist of the porters in making it absolutely uni- annual income is now considerably versal, and prohibiting exportation ex- less than it was many years ago, alcept through a Central Exchange. That though the purchasing power of many contral body should be composed of has decreased. That efforts will be Dear Sir,-I am indeed your debtor and exporters of the Colony. To be su- if the Society is to carry on its work,

done. I feel sure, for there is too much You ask very pertinent questions apathy, and if the apathy were diswould they voluntarily co-operate; can only be brought about by a camof the disastrous failure of the Fish-

estly, because he perceived the evil of undue competition in our markets. That policy having failed, and the evil still remaining, he may have taken up "Nationalization" as another attempt at cure. The evil still remains, and he may be brainy enough to perceive that Co-operative Marketing upon the California system is the way to set things right. His methods have been atrocious, and his vaulting ambition has led him to make political use of his power, but I have never been fully persuaded that Coaker has not genuinely desired to serve his country. So long as he is the God in the Car, he may be willing to drive the car in the right direction. If he deserves the benefit of the doubt, perhaps he may yet take up the California idea, and if so, he could probably "put it over," though his power has waned, and he is not today the commanding influence he was. His newspaper has for months been

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tive Marketing," though pledged to Stomach Misery, "Nationalization," and perhaps when the confusion of ideas is perceived, the right course may be taken. I am so Take "Diapepsin." convinced that the California system can be beneficially applied here, that I would help even Coaker to make it

Yours truly, ALFRED B. MORINE. St. John's, March 24, 1922.

Bible Society Meeting.

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ipation by present day exporters in a division of opinion, to make co-evera- landed at Port aux Basques from the convinced that you are not of the vis- co-operative system of marketing; tive marketing a fact accomplished. It S.S. Kyle and are on the incoming excould control of exporting be got in paign to arouse public opinion, and MacDonald, R. Kellogg, N. Davis, G.



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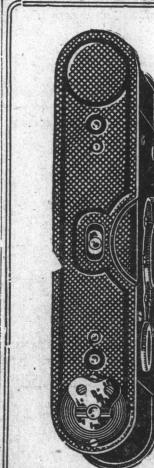
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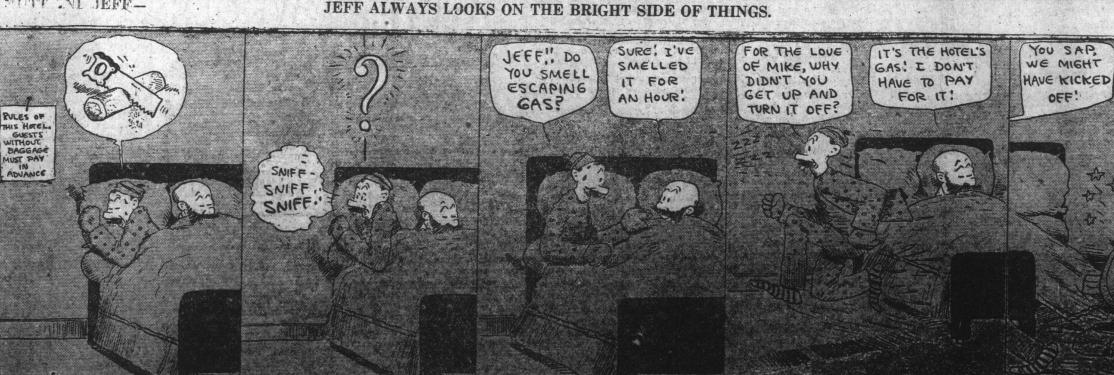
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