

who have supplied you with the honey. That is the true principle of co-operation. The men who supplied you with the honey must share equally in the profits, according to the amount they have consigned to you, so that it will be perfectly equitable and just in the distribution to each and all of you. The humblest man will share in direct ratio to the man who is selling you 10,000 pounds. Then the board of directors would have it in their power to decide that for the first year or the second year dividends would not be paid, but rather reserved in order that you would have more financial strength to undertake greater things next year. In this way your capital would grow and it would be the property of all participating and the association could thus go on and ultimately achieve greatness. Suppose 2,000 beekeepers in Ontario would subscribe \$5 each—there is \$10,000. I contend that if you only raise \$5,000 you could launch this scheme. If you launch this scheme with a capital of \$5,000 in your hands you could finance by the aid of the bank as much as \$50,000 worth of honey. There are large corporations to-day making a large turn-over who have not the capital to carry them through to the end of the year. Take for instance the binder twine industry; they may have a factory running for twelve months and yet there is but one turn-over in a year. You can see they must have an enormous amount of capital if they are going to finance themselves, but they do not. I know of one that is financed entirely by the bank. They own their own property and that is considered by the bank as sufficient security. The bank advances the money on the paper and all notes and everything that come in from their agents are assigned to the bank as collateral security and when the collections are brought in in October and November the money is paid back, the accounts are adjusted and the profits made known and dividends declared. Now, with a capital of \$5,000 you can launch this scheme successfully and put through a movement that will be for the benefit of all of you, each and everyone, and if you don't enter the scheme with that object in view, don't enter it at all. If you go into this co-operative scheme you must remember that you must raise yourself to a little higher level than that of the selfish plan you have been working on heretofore, where one will rush his honey to the market in order to

get ahead of his fellow. Eliminate the selfish idea and try to cultivate the altruistic spirit of mutual help and you have reached the core of co-operation. Unless you cultivate this you cannot make this scheme a success; but if you keep in mind you are going to help your neighbor equally with yourself, and going to organize something that is to be a benefit not only to you but to your fellow producer, you will have started along the right lines to make this thing a success.

Suppose you are organized and making consignments of honey throughout the province, you could easily get at small cost fifty or one hundred thousand circulars, and therein set forth the food value of honey. It is cheaper than butter and a better food, but the people are not educated to these facts. You could put out a lot of circulars educating the people along these lines. A certain number of these circulars could be sent to every grocery man throughout the country and he could pass these circulars out. In that way you would be educating the people. The whole thing would dovetail and you would have in short time the public educated to the food value of honey. You would create a greater demand for honey and have a firm market, a market that you could control, and I suppose you would control it justly. Ask a fair price for the honey, a price that would be profitable for the purchaser, but don't attempt to overload the price. Work along these lines and start this scheme going slowly and have mutual confidence in one another.

The Revising Committee have struck out the following, and it will not appear in the Government Bulletin, but we think it should appear:

I have been here for the last three or four years and I have seen that you are divided. It is too bad—it is sad. The spirit of self help ought to broaden and go beyond ourselves a trifle and take in our fellow bee-keepers. I am talking to you now merely as one that is trying to do some good. I am not a large honey producer. What I produce is produced as a recreation and pleasure. I can assure you that I am here to-day for the purpose of doing what I can to help your industry and to help you. That is the only motive I have. Think this matter over and don't condemn the scheme because there are some selfish persons who won't co-operate with you and are put-

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