



"IN FREEDOM'S CAUSE."

Evening Telegram

W. J. HERDER, Proprietor
C. T. JAMES, Editor

Tuesday, November 22, 1921.

Co-operative Fish Marketing.

To-day we commence the publication, by instalments, of a letter by Mr. Morine, K.C., upon co-operative marketing of fish, and incidentally commenting upon a speech by Aaron Sapiro, upon farm commodity marketing, which the Advocate has recently been publishing. Mr. Morine points out the "high lights" in Mr. Sapiro's speech, in their application to this Colony, and shows how the principles advocated run counter to Coaker's Fish Regulations. He thinks the principles of co-operative marketing, as applied in the United States and Canada, can be made the basis of co-operation here, to the very advantage of the Colony. The very essence of the plan is, however, that control shall be by voluntary co-operation, and that there shall be no political or outside interference. Mr. Morine's letter treats of a very vital subject, and is worthy of careful consideration.

Co-operating Marketing
COMMODITY CONTROL BY EXPORTERS AND PRODUCERS.

ARTICLE I.
Dear Sir—The principles and methods of co-operative marketing, and the practicability of applying them to the sale of fish, in the Colony and abroad, have engaged my attention for some time. I have made enquiries from persons in California and elsewhere financially interested in co-operative marketing of fruit, and have collected some informative literature upon the subject. The Advocate has recently been publishing a really illuminating speech, concerning it, by Aaron Sapiro, introduced to a Kentucky audience as "the guiding genius of the great farm commodity marketing association of California." Unfortunately, the limits of the space at the disposal of the Advocate day after day has so dragged out the publication as to rob the speech of much of its interest, but I shall draw upon it largely in the following remarks. The speech made by Mr. Sapiro is very logical and convincing, and one rises from perusing its lucid explanations with a feeling that if co-operative marketing could be brought about in disposing of our fish, great benefit would accrue to all the people of the Colony. Discussion upon the subject by the Advocate has treated it, as though it were a "class" matter, concerning exclusively the fishermen, whereas the truth is, that as one prosperity is based on fish, profitable marketing concerns every person in the Colony.

As Mr. Sapiro points out, producers co-operate to "sell," and consumers to "buy," and this fundamental difference results in this way, that cash capital is not essential to co-operation in selling, though it is absolutely necessary to co-operative buying. The members of a selling association turn into the association the commodities they have previously acquired, while the members of a buying association pay cash for shares. The former get paid according to kind and grade of commodity turned in, and the prices realized by the association, less expenses; while the latter share in profits, by getting dividends on shares, and bonuses, sometimes, proportionate to the purchases they have made from the association of which they are members. Merchant-exporters would form a co-operative association, to sell their fish abroad, and fishermen-producers could do so, to sell their fish in the Colony, or elsewhere. There is a clear distinction to be made, however, between hired fishermen, whether paid fixed prices or by shares, and those who purchase the fishery on their own account, either singly, or in partnership; for, the former must be classed as laborers, and the latter as producers. The former could join a trade-union, but not a co-operative marketing association, for they are not sellers of commodities. There is no co-operative commodity marketing association in this Colony. The Union Export Co., Ltd., having share capital, comes nearest to being such an association, but is not, in reality, for its shareholders need not be fishermen, nor need they deliver their own fish to the Company. It is merely a capitalistic concern for both buying and selling fish, and its profits are not divided amongst producers of fish, by way of bonus, but amongst its shareholders as dividends.

According to Mr. Sapiro all the raisin growers in the United States reside in California, and of these 75 per cent. joined the association. The only raisins competing with their product come from Spain and Greece, and against these the Customs tariff affords protection. The association, therefore, has "Commodity Control" in the home market, for Mr. Sapiro was not dealing with marketing outside the United States, which would have been a very much more difficult matter. "Commodity Control," under such circumstances amounts to monopoly, and makes the association virtually a monopoly in the situation. Such a monopoly, says Mr. Sapiro, "is fundamental, leaders of industry agree, and without it co-operation is of little or no benefit." The lack of this "fundamental" was one cause for the failure of Coaker's Regulations. Our fish shipped to market came into competition with the product of other countries, over which we had no control, and any withholding of our fish for higher prices resulted, therefore, in giving the market to our rivals, and in piling up our fish here until so much accumulated that shipment became necessary, and then the shipments glutted the markets, and the prices slumped to a lower rate than they would have reached if marketing had not been interfered with. In other words, we had no "commodity control." There was another sense, in which under the Regulations, there was no such control as Mr. Sapiro regards as essential to successful co-operation. The Codfish Regulation Board had no fish to sell; it could only say "thou shalt not sell" to would-be exporters; and the latter could not export without the consent of the Board, so that control was divided, whereas according to Mr. Sapiro, centralization of power to sell is essential to success. Members of a co-operative marketing association sign long term contracts to deliver all their produce to the association, "as tight a contract, as you have ever seen," and the association grades, ships and sells the whole amount, without interference from members as individuals, with the result that practically there is no competition amongst sellers. But under the Regulations, the old time competition, continued, with this difference, that the members of the Board were instead, able to undersell outsiders, and Chairman Coaker was the chief sinner in this respect.

Yours truly,
ALFRED B. MORINE.
Nov. 21, 1921.

Co-operative Marketing of Produce.

Editor Evening Telegram.
Dear Sir—The people of Newfoundland are realizing to-day as perhaps never before that the prosperity of the Government and people depends chiefly on the price obtained for the catch of fish. The National Revenue, so largely in the hands of the fishery, is the lifeblood of the Government. The manufacturing industries, and the individual worker's income are directly and adversely affected if the price obtained for fish is such as to greatly reduce the purchasing power of the people. After a hard winter combined with general stagnation which was world-wide, the fishing industry manfully faced the task of reaping the national harvest, and trade has since been conducted with the hope that the returns from the fishery would put the commerce of the country again on its feet.

The situation as it stands to-day is that about three-fourths of the entire catch has been rushed to an eager market, and sold or offered at prices which mean a bare existence for a majority of the population of Newfoundland, including much unemployment. It is generally considered that the balance of the catch will be disposed of within the next two months. The question which concerns us all is that if our foreign markets can purchase our entire catch at such a rapid rate, is it not possible to devise a practical method of selling the catch at a price which will enable the whole of the country to finance, the wheels of industry to revolve, and the people to live in decency and comfort. In other words should present methods of marketing fish be scrapped?

For many years I have considered that the solution of our difficulties lay in co-operative marketing of fish, which is now successfully operated in other countries. Plenty of evidence can be obtained to prove that competition among local exporters in an effort to sell does more to reduce the price than the competition of the fishery on their own account, either singly, or in partnership; for, the

whole country is "sand-bagged" and kept poor. If all fish owners would co-operate, form an association, and pool the entire catch placing same in the hands of the association, with an expert general manager and Board of Directors—meeting daily—local competition would be avoided, and the highest price that the market could stand would be obtained, and shared with the owners of the fish. Such an association to be absolutely non-political and without any Government control or interference; the Board of Directors to be chosen from amongst our most successful commercial men, and to be such as would inspire the confidence of the whole fishing industry.

If such an association were in existence to-day it is conceivable that the purchasing power of the people would be raised by millions of dollars above its present low condition, and men who sold their fish early would receive as much as those who sold their fish late, all being paid an equal price according to standardized grades. It should be possible to have this matter fairly discussed on its merits and clear of politics by the press, the Board of Trade and the debating societies, in the interest of all concerned.

Thanking you for space, I am,
Yours truly,
WM. WHITE.
Nov. 22, 1921.

Found Starving Seaman.

A half starved, poorly dressed seaman who recently deserted his vessel was found last night in Bennett's Grove by a resident of Cuckold's Cove, Mrs. Duke. She at once informed the police and the man who appeared to be ill, was taken to the Police Station. He had no boots, and Mrs. Duke had to lend him a pair of rubbers to protect his feet. The man was bound over to Judge Morris this morning in the sum of \$100 or 10 days imprisonment, and the police are, in the meantime, investigating his case.

Football Champions Dined.

The St. Bon's team which won the Intercollegiate Football Championship again this year, was tendered a dinner by the Christian Brothers at the College last night. Covers were laid for about 100. There were some thirty guests which included the team, some former football captains of the college and a number of the clergy. Speeches were made by Rev. Bro. Ryan, Captain Halley of the football team, Rev. Father Murphy of Conception, Rev. Dr. Greene and others. Several songs were sung, and the whole affair was a special occasion consisting of Messrs. Phelan, J. Skinner, B. Skinner, C. Egan and D. Meaney provided excellent music. An artistic souvenir of the occasion, the work of Mr. Dan Carroll, was presented to the team on behalf of the college. The affair was thoroughly enjoyed by all present.

Relief Work.

CUTTING PIT PROPS.
The Government is now arranging with the members for the Southern Districts about the cutting of pit props during the winter as relief work. Arrangements have already been made for the Northern Districts where pulp wood will be cut, while further arrangements for the cutting of 10,000 cords of pit props in Placentia, St. Mary's and Trepassay Bays have been practically completed.

POLOVER SEEN.—On Sunday last a flock of Plover were seen at Buckmaster's field by a well-known sportsman of the Civil Service, Buckmaster's field was, in years gone by, a favorite hunting ground for Plover and Curlew. It is a remarkable thing to see these migratory birds about at this season of the year.

Fish All Exported.

GOOD PROSPECTS FOR NEXT YEAR
There is a lesser quantity of fish held in the country at the present time than for some years past. The price of shore fish is from \$4.50 to \$7.75 according to grade. Labrador fish is pretty well all in the hands of shippers. One schooner arrived in port yesterday with practically the last of the soft cure from the north side of Bonavista Bay down. With practically all the fish gone forward there would seem to be brighter prospects for next season's catch, and it is reported that the West Coast bankers will extensively prosecute the voyage the coming winter.

Helping Fire Sufferers.

A fund has been started to help the Walsh family, who were left destitute by the fire which occurred on Pleasant Street last week and is being well supported. These people lost everything they possessed, including what little ready money they had, and it is only through the good offices of Mrs. Edwin Knight of Atlantic Avenue and Mrs. John McGrath of Pleasant Street that they have anything to subsist on. These ladies met the immediate requirements of Mrs. Walsh and her two little ones, and have made efforts to secure another house for them. The following relief subscriptions have been received up to the present—
Sir R. A. Squires \$20.00
Sir M. P. Cahill 25.00
Mrs. J. A. Robinson 5.00
Walter Ensay 10.00
J. R. Bennett 10.00
Mayor Morris 5.00
Hon. Tasker Cook 20.00
Reid Mfg. Co., Ltd. 20.00
A. Friend 10.00
A. W. Oldfield 5.00
Sir John C. Crosbie 20.00
\$145.00

Error in Transmission.

HILDA MAUD AT HARBOR DEEP.
In the message received by the Marine and Fisheries Department re the schooner Hilda Maud and published in another column, there would seem to be an error in transmission, as a message received by the Department this morning from the operator at Concho states as follows: "Schr. Hilda Maud, Kennedy, master, is at Harbor Deep, unit to go south. The crew consists of 10 men, and the vessel is owned by S. S. Sebastian and probably has a cargo of fish on board."

Skeleton Only Found.

The Deputy Minister of Justice has received a report from Magistrate Somerton of Trinity re the finding of the body of the girl Driscoll at King's Cove. According to the report of the Magistrate, who was sent especially to investigate the affair, the girl's skeleton only was found in a cave in the woods and was identified by the corsets and boots which she had worn four years ago when she disappeared.

Oporto Market.

Nov. 21	Nov. 7
British stocks 30,857	20,800
Consumption 5,845	3,657
German & French 1,372	2,285
Consumption 1,112	1,112

Entered—Ethel Bartlett, Carrie and Nellie, Iris, Arietes, Faustina, C. Bryant, Roy Eruck.
Outside—N. E. Schmidt, Clintonia, Thornyke, J. N. Rafuse, Molly Fearn, Elizabeth Rodway.

Booked by Rosalind.

S.S. Rosalind is due to sail for Halifax and New York at midnight. The following passengers have booked to go by the ship: H. E. Clarke, Max Cornick, Jack Murphy, Mrs. Thos. Murphy, Miss A. Carrigan, Miss Jessie Critch, H. Newitt, Jas Foster, Miss Lizette Connolly, J. Nicholas.

POLICE MAKE SEIZURE.

This forenoon Sergeant Simmonds and Constable Lee made a seizure of some seven caeks from a West End shop. Some of the packages were empty, and others partly full. One had a tap in it. It could not be learned whether the contents was moonshine or hop beer.

Here and There.

Stafford's Phorotone for sale at Knowling's Stores, East, West and Central.—nov14,tf

GIRL DRUNK RELEASED.—A girl who was found drunk on the street by the police last night and was brought to the station, was released this morning by courtesy of the magistrate.

Stafford's Pres. A., both sizes, for sale at Knowling's Stores, East, West & Central.—nov14,tf

The Basket Ball Games will be worth the admission fee at the Dominion Sports to-night.—nov22,11

BIG SNOW FALL.—The snow which fell last night and this morning completely covered the streets and sidewalks, and it was difficult to walk anything but pleasantly. Sweepers had to be used on the street railway and even these had difficulty in operating.

Stafford's Ginger Wine for sale at Knowling's Stores, East, West and Central.—nov14,tf

BONNE BAY REPORT.—The following message has been received by the Marine and Fisheries Department from Bonne Bay: "Wind southerly, gully; twenty-five barrels herring taken yesterday; scarce again to-day; fishermen are going to Bay of Islands."

Reserve January 19th for Piano and Violin Recital given by Miss Teresa Power, Methodist College Hall.—nov22,11

SUSU DELAYED.—S.S. Susu was prevented by weather conditions from leaving port yesterday but will get away to-day if possible. She takes the following additional passengers:—Mrs. G. C. C. Hurley, Rev. Johnston and 12 in steerage.

Don't forget the Grand Old Time Dance in the S.U.F. Hall, Wednesday, Nov. 23rd, one door west of the General Post Office. Tickets: 50 cents.—nov22,11

FIRST SHIPMENT.—The first shipment of this season's herring was by S.S. Rosalind for the New York market. About 200 barrels of this fall's herring were shipped to the States and were transhipped to the steamer by truckmen.

Be with the Big Crowd at the Big Night in the Prince's Rink at 8 o'clock this evening, to witness the finest Sports that was ever held in the city.—nov22,11

SNOW ON LINE.—A considerable amount of snow fell along the line last night. There was none, however, west of Grand Falls. All along the West Coast what snow there was is going rapidly. The train service has not been interrupted in any way.

The greater portion of our Xmas Toys will be sold at from 10c. to \$1.00. ROYAL STATIONERY CO., 182 Water Street.—nov17,31,th,stu

There are some two hundred really stunning Girls and Misses' Winter Hats selling at BISHOP'S for the next fourteen shopping days at half price. You can get good hats here now for only forty-eight cents each.

Owing to the Feildian Dance taking place to-morrow evening, the regular rehearsal for "The Quaker Girl" is postponed to Thursday evening at 8 o'clock.—nov22,11

C.L.B. MEETING.—Matters arising out of Brigade Week will be discussed at a special meeting of the Officers' Mess of the C.L.B. Cadets which will be held after parade to-night. The tea which is given the lads annually will also be arranged for. It was usually held on Anniversary Day but owing to Brigade Week had to be delayed this year.

The Full Brass Band of the C. C. will give special selections at the Dominion Sports to-night.—nov22,11

GRAND CONCERT, Wednesday, Nov. 23rd in the Aula Maxima, St. Bon's College at 8 p.m. sharp. An orchestra of twelve instruments will be one of the attractions. Be sure and be present. Popular Prices: 20 and 30 cents.—nov22,11

Phenomenal! Seems like a strong word to use, but it is not too strong for the reductions being made for the next five days on all Women's Hats at BISHOP'S. A truly remarkable collection of loveliest Paris, London and New York Hats at Half Price. With our reductions these were the cheapest and most popular Hats in St. John's.

You will find Home-made Preserves, Pickles, Jellies, Pastries and Cakes for sale at the Refreshment Stall, Wednesday afternoon, Congregational Lecture Hall.

A Concert consisting of some of our best local talent will be given at close of Sale Wednesday evening, opening at 8 p.m. Performers: Madames C. F. Garland and Campbell; Misses Maunder, Calvert, Barnes, Withers and Organ; Messrs. Steele, Stansfield, Calvert, Oke.
nov21,31

HALF PRICE SALE
IN THE SHOWROOM

The order was issued this morning to reduce all our lovely new Hats and after some discussion it was decided to cut our entire stock of

Ladies' Millinery Hats
Trimmed and Untrimmed Hats
AND
Children and Misses' Hats
of all kinds,
Infact every Hat in the Store to

HALF PRICE

We must move these to provide extra space for Christmas wares.

James Baird LIMITED

No Charging No Approval

Tomatoes.

We are clearing at a low price our entire stock. They are Armour's "HELMET" brand—very choice—and we have them in 2's and 3's.

WHOLESALE ONLY.

HARVEY & CO., Ltd.

NOTICE!

The Ladies of Nrd. Chapter of Hadassah will hold a

SALE OF WORK

at the Empire Hall (formerly Blue Puttee) on Wednesday, Nov. 23, 1921, at 2.30 p.m. Tea served in the afternoon. Card Party at night. All welcome. nov19,31

DINNA FORGIT!

Grand Dance and Supper,
ST. ANDREW'S NIGHT, WEDNESDAY,
November 30th, C. C. C. HALL.

FULL C. C. C. BAND.

Tickets may be had from members of Committee: R. G. Ross, D. McIntosh, W. R. Neal, R. E. Innes, R. McD. Lilly, L. Taylor, D. Ferguson, C. Watson, J. McKinlay, J. Pollock, J. Wallace, W. D. Gunn, A. G. Gibb, L. Calvert, W. B. Eadie.
nov21,31

The Block Signals Are Working—

In some respects, human experience is like railroading.

Every moment of the business and social day the block signals are giving right of way to keenness and alertness—while the slow and the heavy must wait on the sidetrack for their chance to move forward.

The ability to "go through" and to "get there" depends much on the poise of body, brain and nerves that comes with correct diet and proper nourishment.

That's why so many choose Grape-Nuts for breakfast and lunch. Served with cream or milk it is completely nourishing, partly pre-digested, and it supplies the vital mineral salts so necessary to full nutrition.

Grape-Nuts has a rich, delightful flavor, is ready to serve on the instant—and is distinctly the food for mental and physical alertness and speed. At all grocers.

"There's a Reason" for Grape-Nuts

Snow
An
Soft
One to
make
delight

TO-DAYS

FRANCE MUST
WASHINGTON
In an emotional
security, pronounced
and France inform
conference yesterday
deeply she might be
to lighten the burden
she dared not desert
situation in Europe
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herself desired to
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necessary for main
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PRISONER SU
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prisoners died from
being transferred to
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FOUR

ON THE CO
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BIG CROCK
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CREAM
5c., 10c., and

Glass Butter Dis
cover
Tea Plates, variou
Dinner Plates, va
Slip Bowls, Blue
Glass Sugar Bow
Table Tumbler, B

TEAPOT
All sizes in
Various
40c., 50c.

Milk Jugs, Pink
Cream Jugs, Whit
Cups and Saucers
size; 1/4 doz. for
Tea Plates, 3 red
China Tea Sets.

DINNER
G
25 piece
Flora

Best White Cup
half dozen for
White Mugs, Job
Tea Sets, 5 pie
Teapots, decorat
size 70c.

SEE OUR
G
Berry Sets, W
Table Sets

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for B
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all the
G. KNOW
nov16,31