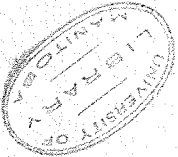


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MARCH 1927.

H.A.

ARTHUR BALLET.

by

CANADIAN WHEAT POOLS.

to the

SPECIAL REFERENCE

with

CO-OPERATION IN MARKETING

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INTRODUCTION.

Co-operation in its broad sense means working together. In its narrowest usage it means a combination of individuals to

economize by buying in common, or increase their profits by selling in common. More or less imperfectly embodying this theory we have

co-operation in the concrete, or the co-operative movement, meaning those forms of voluntary association where individuals unite for

mutual aid in the production of wealth which they will devote to the common purposes, or share among them upon principles of equity, reason

and common good, agreed upon beforehand.

In agricultural co-operation, the co-operation does not generally take place till after the production is completed. The

farmer cultivates alone or with his family or hired help; when he co-operates with his fellows, it is to market the products of his farm.

Generally agricultural and credit co-operation go together; yet the most perfect example of agricultural co-operation is not

concerned with credit co-operation in any form. The farmers of Denmark practice co-operation in almost every variety except for raising

capital. The commercial banks have provided money to start dairies and other co-operative societies; so that it would appear the need of

credit co-operation is not felt.

DENMARK AND AGRICULTURAL CO-OPERATION.

The Danish farmer is almost always a free-holder; it is

little more than a century since his ancestors were serfs. It is

little more than a generation since a few men, turning to account the

strong national feeling aroused by the defeat of 1864, started a

great educational movement which has left its mark on all strata of

Danish society. After the People's High School, technical schools

arose in various places, and to these, and to the excellent continuation

schools in the country districts, the Danes are beholden for the regeneration of their agriculture.

From 1867 co-operative distributing societies on the Rochdale plan had been spreading in Denmark; but it was not till 1882 that co-operation in agriculture began and the first co-operative dairy was formed; ten years later there were a thousand such, and this number has increased since. These dairies are production societies in which the cow-owners are the share holders, and all share holders have equal rights and equal voting power, whether they own one cow or one hundred. Almost every village has its co-operative dairy. They far exceed all the other dairies of Denmark. More than four-fifths of all the milk of Denmark is used in them. The profits are divided among those who provide the cream in proportion to the value of their supplies - a method of dividing profits characteristic of agricultural co-operation.

Much of the success of the Danish co-operative movement has been due to the improvement of their product. The market has been gained chiefly on the quality of the goods rather than superior marketing methods over those of private traders.

IRISH AGRICULTURE.

Irish co-operation is agricultural and dates from the foundation of the co-operative society in 1889. It is formed on the Danish model.

To form a dairy the small working farmers of a district register a society and take up shares of £1.0.0. each in proportion to the number of their cows. Each brings his milk to be separated, is paid for the butter making material it contains, and receives back skim milk. If any profit is divided, it belongs nine-tenths to the suppliers of the milk, and one-tenth to the dairy employees. These

check the decline. The agitation for a wheat board continued method of marketing would bring back the high prices, or at least wheat pool in 1919/1920, in the hope that the restoration of the of the wheat board, a government body which had operated a compulsory was made by the producers of western Canada for the re-establishment disappointment and alarm over this development, a powerful demand more rapidly than those of most other commodities. In the deflation in the summer of 1920, cereal prices at first fell even open market system coincided with the beginning of world price of wheat in Canada and prices had been high. The restoration of the During the later war years there had been direct government control

Events leading up to the formation of the Canadian wheat pools.

limited the extent to which co-operation is employed. especially fruit and vegetables. Natural distrust, however, has purchase of machinery, association for the sale of farm produce, of co-operative creameries and elevators, association for the of America and has made considerable progress. This takes the form Agricultural co-operation has been tried in the United States

AGRICULTURAL CO-OPERATION IN THE UNITED STATES.

Give the farmer a better profit. as associations for cultivating in common and its chief form is to is supplementary to individual cultivation; hardly ever does it appear movement in France are similar to those in Denmark and Ireland; it everywhere the main features of the agricultural co-operative

FRENCH CO-OPERATION.

farmers' gains. influence in improving the quality of the butter and thus the dairies have increased rapidly, and one reason is due to the great