

losses. We may sell extra special eggs and first-class butter to the local store-keeper, but he can seldom afford to pay what these products are worth because he gets so many eggs and so much butter that is not first-class, that he has to depend on the profits, usually from the good and first-class eggs and butter, to make up for the loss he is bound to suffer on second or even third-class stuff. How long would a local merchant last who would dare to tell the truth to some of his customers? At the recent British Dairy Show, Ontario received the gold medal for the best Colonial Exhibit. The County of Oxford took first prize for graded eggs. It is hardly possible to estimate the value of having that exhibit there and taking those prizes. This should encourage the rest of us to organize.

We believe that a great number of persons do not yet know or understand the great necessity there is for raising the standard of our products and those that do know, who are doing their best to raise the standard of their products, are not receiving what they should receive, as has been already pointed out. The manager of a co-operative marketing association is paid to grade and grade properly, and everybody receives what their product entitles them to.

Some time ago I read of a large number of farmers living near a large city in the United States, that formed a co-operative meat association because they were frequently obliged to sell their animals below cost of production. They had a fine abattoir, that was under Government inspection, and everything promised to go well with them, until the city butchers, wholesale and retail, met and decided to boycott them. The Federated Women's Clubs heard of it, called a meeting and decided to notify the butchers that they considered the low prices the farmers were receiving for their products were largely responsible for the financial depression which was being felt by all classes, and if they continued to refuse to buy from that co-operative meat market, they would open butcher shops of their own. So successful were these women in this matter, that they next sent their representatives to their grocers and explained that in the future they would buy graded eggs and poultry only from a co-operative poultry association. We look forward to no distant day when Canada will have her Federated Women's Clubs also. Few of us realize the great power we hold in our hands and with it a responsibility which we must face whether we are city or country women.

And if the Women's Institutes will turn their attention to co-operative marketing, it will materially hasten the day when we will be marketing in no other way. It is one of the planks of the United Farm Women of Ontario.

Not long ago, a city man said in our hearing, "You farmers think that if you can establish co-operative marketing you can make the city people pay what you like for their food." This is absurd and impossible. Anyone with money or credit can buy or rent land, and if we did set a very remunerative price on our own products, a standing army of millions of men could not prevent people from rushing into farming. The world can only eat a certain amount of food and the rest would be wasted. Co-operative marketing is a square deal to consumer as well as producer.

We must admit that there is something very wrong with farming when so many fertile fields in Ontario are growing grass and weeds. And so many huge factories with their whirling machines, stand idle because great warehouses are packed with goods that the people need but are not able to buy. The shores of time are strewn with derelicts brought there, because of too much money and not enough work, and too much work and not enough money. Some say that work never "hurt" anybody—but if we work our horses sixteen hours a