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MANILA, PHILIPPINES

JULY, 1941

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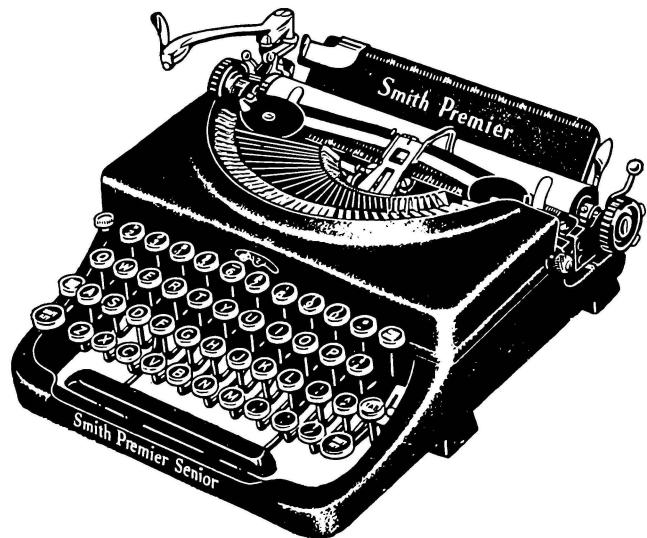
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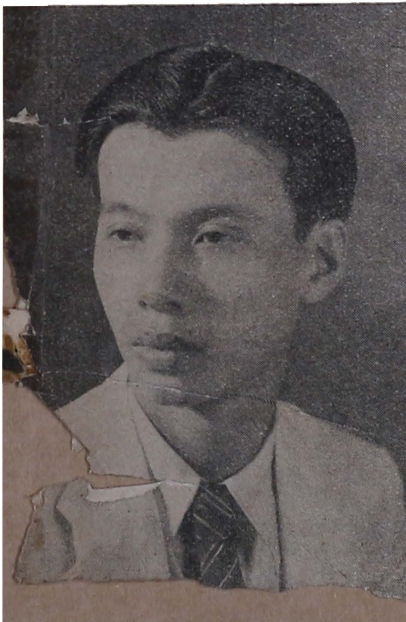
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THE COCONUT JOURNAL

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July 1941

Manila



COPRA.—Resecada prices in June almost duplicated the impressive advance recorded last month. Bids started at seven pesos but with local crushers operating reluctantly, Resecada hurriedly dipped to ₱6.50 in the first week. In the subsequent days copra arrivals tapered off, coinciding with the advancing tendencies of fats and oils in the United States, notably cottonseed and soyabean. As holders withdrew, the market hastened to recoup previous losses, second hand activities at attractive prices lending support to values. With the theatre of war in Europe enlarged by the outbreak of hostilities between Germany and Russia, anticipations of liberalizing the export control law to the Soviets pushed Resecada to the peak at ₱11.00. In the meantime, cottonseed oil in the United States made much progress. Alarmed by the rapid increase in the price of cottonseed oil at the mills from 4.4 to 11.5 cents, attributed largely to speculative activities, Leon Henderson, Chief of the Office of Price Administration and Civilian Supply, predicted price ceilings for cottonseed oil at "considerably below the market." Although the Henderson statement contained no specific reference to copra and coconut oil, local values fell off abruptly, the market closing unsettled at ₱9.00.

The average price of Resecada in June was ₱7.75, which was ₱1.70 lower than the May average. Reflecting the seasonal low production period of the year, copra arrivals in June declined to 456,428 bags, off about 28 per cent as against May.

F. M. M. on the Pacific Coast netted a 75-point gain during the month. There were buyers but no sellers at 4.00 cents at the close, the trade believing that shipments to Russia were resumed.

Buyers, per 100 kilos, delivered:

	Opening	Lowest	Highest	Closing
Resecada	₱7.00	₱6.50	₱11.00	₱9.00

Average Prices for June, Resecada per 100 kilos							
1941	1940	1939	1938	1937	1936	1935	1934
₱7.75	₱3.38	₱5.92	₱5.31	₱11.81	₱7.82	₱8.37	₱7.10

Copra Arrivals at Manila:

This month	456,428 bags
Previous month	633,992
June, 1940	383,668

COCONUT OIL.—Reflecting the strength of appreciation in values were registered for coconut oil. Offers in Manila started at 16 centavos which trimmed by 1/2 centavos to 15.5 centavos. The market successfully reached on a sure of ₱

BI-MONTHLY VARIATIONS OF COCONUT CROPS IN THE DIFFERENT COCONUT ESTATES OF THE PHILIPPINES

By PEDRO A. DAVID

*Of the Department of Agronomy
College of Agriculture, University of the Philippines*

(Released by the U. P. Information Service)

BI-MONTHLY variations in coconut crops with particular reference to fruit production has been studied in twelve typical coconut estates in different parts of the Philippines. A knowledge of such variation may prove of some use to coconut growers in forecasting the extent of their future crop, and to middlemen for business purposes.

The yield records analyzed in this paper are of twelve commercial coconut estates in Laguna, Tayabas, the Bicol provinces, Jolo, and Mindanao. The data are based on actual yield records of full-bearing trees in each estate, covering a period from one to ten years.

Object of the present work

The main purpose of the present work was to analyze the actual yield records in different years of observations in commercial coconut estates in the Philippines, and to determine the bi-monthly variations in the yield.

Time and place of the study

This study was conducted on the yearly field trips made from 1937 to 1940 in Laguna, Tayabas, Bicol provinces, and Jolo and Mindanao islands. Field observations were made and interviews were held with the different plantation owners and managers. In addition to furnishing the necessary information and yield records of their plantations, these men offered their services, and thereby made this work possible.

Materials and methods

The actual yield records for different years of all full-bearing coconut trees in each estate visited were analyzed. The number of trees in each estate varied from 500 to 250,000. Some of the plantation owners made monthly harvests, but the majority harvested their coconuts at regular intervals of two months, beginning with January. The actual percentage of the crop every two months based on the total annual crop was calculated.

Results and discussions

The percentages of bi-monthly distributions in yield based on the total annual crop for the period covered by this study are given in table 1 and illustrated in figure 1.

Monthly variations in the yield are known to all coconut growers in the Philippines. Generally the major portion of the crop in the year is harvested in six months, from May to October. Table 1, shows that between 51.7 and 64.2 per cent of the annual crop matured during this period. From November to

April, a period of six months also, the crop was low. The minimum yield was obtained in two months, from March to April. In Laguna, Tayabas, and the Bicol provinces, this minimum yield varied from 11.5 to 13.0 per cent for the same months. In the island of Jolo, it is only 10.4 per cent. These variations point to the effect of a seasonal factor on the yield of the coconut trees.

Figure 1 shows that the bi-monthly differences were not so marked in Mindanao, especially in the provinces of Davao and Zamboanga. The minimum harvests occurred also in March and April, as found in the provinces of Luzon. During these months only 14.9 per cent of the total annual crop, the lowest, is obtained. This low production in March and April may be attributed to the limited amount, irregularity of the rainfall and to the low production of bunches and female flowers per bunch during March and April of the previous year.

If the bi-monthly variations in yield of the Mindanao provinces are compared with those of Luzon, figure 1 shows that in Laguna, Tayabas, the Bicol provinces and Jolo, where there are distinct rainy and dry seasons, the fluctuations in yield were greater than in places where the rainfall is rather uniform throughout the year, as Davao and Zamboanga. These bi-monthly variations in the yield of the coconut trees can chiefly be attributed to weather conditions.

The monthly variations in yield differ in different countries. For example, in the West Coast of Ceylon, the maximum crop is gathered during the very rainy months, March to June. The crop from September to January is very low. In South India the heaviest cropping season coincides with the season when other agricultural work of the farmers is at height. In Malaya, the smallest harvests occur in the wet season.

The annual yield of the different estates visited varied from 20 to 80 nuts per tree, depending on various factors, such as variety, soil, climate, cultivation, and distancing. In some of the estates visited, however, 100 nuts per tree a year was not unusual.

Knowing the number of bearing trees in a given coconut plantation and the number of nuts harvested from each tree during the last picking, with the information given in this paper, one can readily estimate his following crop and can guard himself from unscrupulous speculators. This percentage of yield every harvesting period is a practical index for the farmers and business men in forecasting the possible crop any time of the year. A plantation owner should

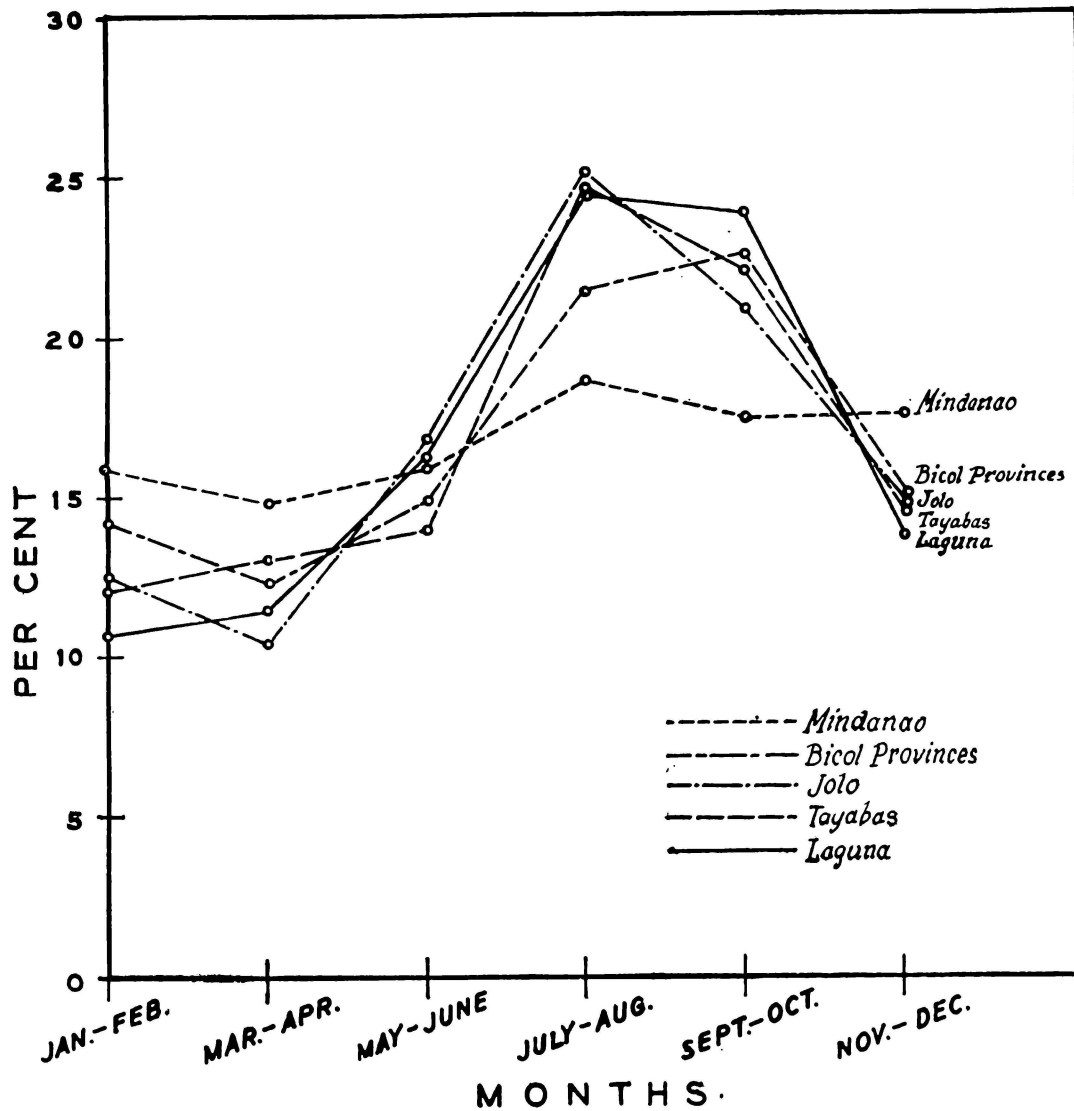


Figure 1.—Bi-monthly percentage production of coconut in Laguna, Tayabas, Bicol provinces, Jolo and Mindanao, based on the total annual yield.

be able to calculate the yield of his estate, especially when this is run on a share system so that his tenants or manager cannot take advantage of him.

Summary and conclusions

From the results presented in this paper, the following conclusions may be given:

1. Marked variations in the bi-monthly yield of coconut trees were evident.

2. The major portion of the coconut crop was obtained from May to October; 51.7 per cent in Davao and Zamboanga and 58.7 to 64.2 per cent in Laguna, Tayabas, the Bicol provinces, and Jolo.

3. The yield was at its lowest in March and

April.

4. The variations in the bi-monthly harvests from commercial coconut plantations in the islands of Luzon, Jolo, and Mindanao appear to be influenced by a seasonal factor, possibly rainfall.

5. Slight bi-monthly variations in the yield of coconut trees were found in Davao and Zamboanga, where the rainfall is more or less uniform throughout the year. But in the provinces where there is a distinct rainy and dry season, marked variations in the yield of coconut trees every two months, beginning with January, were observed.

(Please turn to next page)

Bi-Monthly Variations . . .
(Continued from page 4)

TABLE I

BI-MONTHLY PERCENTAGE OF THE YIELD BASED ON THE TOTAL ANNUAL CROP FROM REPRESENTATIVE COCONUT PLANTATIONS IN LAGUNA, TAYABAS, THE BICOL PROVINCES, JOLO, AND MINDANAO

Place	Records in Years	Jan.-Feb.	Mar.-Apr.	May-June	July-Aug.	Sept.-Oct.	Nov.-Dec.
		per cent	per cent	per cent	per cent	per cent	per cent
Laguna:							
San Pablo	6	10.0	10.0	15.0	25.0	25.0	15.0
Calamba	2	11.8	12.5	15.1	20.6	26.2	13.8
Los Baños College	9	12.8	10.6	15.6	23.5	20.6	16.9
Alaminos	1	7.9	12.8	18.5	28.6	22.9	9.3
Average		10.6	11.5	16.1	24.4	23.7	13.7
Tayabas:							
Candelaria	1	12.0	13.0	14.0	24.5	22.0	14.5
Bicol Provinces:							
Albay	10	12.9	11.7	13.6	22.9	22.9	16.0
Sorsogon	1	15.3	13.0	16.9	22.4	16.7	15.7
Camaringes Sur	1	14.0	12.0	14.0	19.0	28.0	13.0
Jolo:							
Lapak	1	12.5	10.4	16.7	25.0	20.8	14.6
Mindanao:							
Davao	6	15.7	15.7	16.0	18.8	15.9	17.9
Zamboanga	5	15.6	15.2	14.5	17.2	18.3	19.1
San Ramon, Zamboanga	6	16.5	13.8	17.2	19.5	17.5	15.5
Average		15.9	14.9	15.9	18.5	17.3	17.5

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Understanding Copra Market Reports

By E. L. GONZALEZ

Daily market reports on copra always contain a brief statement on the market situation. The tone of the market is indicated; the trend pointed out. But not infrequently, the market terms and phrases employed to describe the copra market are not understood by many producers. If a single button is enough for a sample, the market term "nominal" is typical. Veteran traders of copra are familiar with this term, but many producers are not. Hence, lack of definite concepts on the correct meaning of the market terms used is a serious setback to the advantageous marketing of copra. Understanding, therefore, the common market terms and phrases is worthwhile.

COPRA producers, as a general rule, are neither businessmen nor town merchants even on a small scale. Being more concerned with their coconut plantations and the incidence of agricultural ways of life, the coconut producers know little of common market terms used by the copra trade. Much less are they cognizant of business practices of the coconut industry. Hence, in some cases, the farther they are from the centers of commercial activities and the less informed they are, the more pronounced is their handicap in understanding copra market reports. Consequently some claim that, unjustifiedly perhaps, they have always the shorter end of the bargain in the marketing of their crops. This article, therefore, is written in the interest of the busy farmer. This is primarily for the coconut planters.

The Manila quotation on copra is based on **Resecada** per 100 kilos net, delivered at the buyer's warehouse. Unless otherwise indicated, the quotation is buyer's price. Sacks, bags, and other containers are returned to sellers.

Deliveries of copra which fall below the **Resecada** quality are discounted in weight. On the other hand, the quality known as **Resecada de Bodega** commands a premium of 2 per cent over the prices of **Resecada**. The discount in weight for each grade of copra is more or less based on the moisture content of each grade. The purpose of the discount in weight is to convert the copra delivered to its **Resecada** equivalent. Thus, a larger percentage of deduction is made on Copra **Corriente** than **Buen Corriente** or **Semi-Resecada**. The Manila mills use the following scale in converting each grade of copra to the **Resecada** equivalent:

<i>Grade of Copra</i>	<i>Resecada Factor</i>
Corriente80
Corriente Mejorado85
Buen Corriente90
Buen Corriente Mejorado925
Semi-Resecada95
Resecada	1.00
Resecada de Bodega	1.02

Let us illustrate the above conversion table. Assuming that the copra delivered is classified as **Buen Corriente**, the weight in kilos is multiplied by the corresponding **Resecada** factor. This converts the copra delivered into its **Resecada** equivalent. Thus, if the **Buen Corriente** copra weighs 1,000 kilos, this weight is multiplied by .90. The resulting product of 900 kilos constitute the **Resecada** equivalent and this will be made the basis of computing the amount to be paid for such copra.

At the risk of repetition, let us illustrate another use for the above table. Instead of discounting the weight, the price of **Resecada** may be the one reduced. For example, the price of **Resecada** may be multiplied by the corresponding **Resecada** factor of the kind or grade of copra delivered. Thus, if the price of **Resecada** is ₱10.00 per 100 kilos and the copra delivered is **Semi-Resecada**, the said price of ₱10.00 is multiplied by .95. The product is ₱9.50 which constitutes the price for which the **Semi-Resecada** copra should be paid. There are no more discounts in weight.

Daily market reports on copra always contain a brief statement on the market situation. The tone of the market is indicated; the trend pointed out. But not infrequently, the market terms and phrases employed to describe the copra market are not understood by many producers. If a single button is enough for a sample, the market term "nominal" is typical. Veteran traders of copra are familiar with this term, but many producers are not. Hence, lack of definite concepts on the correct meaning of the market terms used is a serious setback to the advantageous marketing of copra. Understanding, therefore, the common market terms and phrases is worthwhile. The following terms and phrases are commonly used in the local copra reports. A warning is however advanced not to swallow "hook, line, and sinker" the corresponding explanation given for each market term or phrase. They may not be conclusive on the matter and the reader may have a better concept and understanding as regards such terms. But as applied to the local copra market reports, the explanation which follows each phrase and term may be considered as the nearest approach, and, therefore, may be used as a guide in understanding copra reports.

Market quiet. — There is little interest from buyers and small offers from holders of copra. Volume of business, as a rule, is small, but there is nothing certain as to the immediate and new developments.

Market steady. — Prices are maintained on satisfactory levels and fluctuate within narrow ranges. Sellers and buyers of copra come to terms easily.

Market firm. — There is a growing optimism based on beliefs that prices would stage further upturns. Copra holders do not readily accept current bids on the expectation that values may increase any moment. When the market is firm, sellers usually have the upperhand which enable them to secure liberal concessions from buyers of copra.



(Courtesy of the Div. of Publications, Dept. of Com. & Agri.)

Sacking copra preparatory to marketing

Market easier. — Prices may suffer slight downward revisions and hence sellers of copra usually accept current bids. In other words, the market has lost its steady trend.

Market with a weak undertone. — There is a growing pessimistic feeling among traders due to uncertain position of prices which are expected to decline.

Market weak. — Prices may decline further and buyers believe that some holders would be induced to sell at lower than the current levels.

Market nominal. — The prices quoted are neither bids nor offers. The quotations are simply nothing but a general idea of prices. In most cases, however, the nominal prices are based on the past recorded position of the market. Business nil, largely due to traders' lack of understanding of the true position of the market.

Market dull. — The market is lifeless, devoid of transactions of any size taking place.

Market paralyzed. — There are neither buyers nor sellers as they have withdrawn temporarily.

Market bullish. — When most of the traders in the market are those who buy on the belief that prices will continue to advance.

Market bearish. — When in a market the majority of those who sell, act on the belief that prices will continue to trace a downward course.

The copra and coconut oil markets in the United States also require close scrutiny when reading market reports. It should not be overlooked that copra fluctuations locally are influenced largely by factors in the overseas market, in addition to conditions obtaining in our country. The influence generated by the American market over local copra prices is inevitable. Copra and coconut oil enter the world markets. Our coconut industry is essentially tied up with the United States.

Philippine copra is mostly traded on the Pacific Coast of the United States, while coconut oil generally finds its way to the Atlantic Seaboard. Quotations on copra coming from America are always in United States currency per pound, cost, insurance, and freight. They are buyer's prices, unless otherwise indicated. The abbreviations F. M. M. stand for "Fair Merchantable Manila" and are used to indicate Philippine smoke-dried copra. On the other hand, the term "Cebu sundried" stands for Philippine sun-dried copra. London quotations are in English pound sterling per long ton, cost, insurance, and freight. Thus, when the London market was not yet closed on account of the European War, one finds the following quotation as an example: "London steady. F. M. M. £ 10-5-6; Cebu sun-dried, £ 10-15-6." The figures mean pound, shillings, and pence, respectively per long ton of smoke-dried or sun-dried as the case may be.

Prices of coconut oil in the United States have a close affinity to copra fluctuations in the local market. Oil quotations in the American market are also in United States currency per pound, which may be on the basis of cost, insurance, and freight, or on the basis of f. o. b. tank cars. The spread of prices between tank cars and bulk quotations vary between 1/8 to 1/4 cent, depending upon positions. Quotations of coconut oil in bulk are usually lower than those for tank cars. The explanation is simple: Coconut oil, f. o. b. tank cars, is ready oil for delivery, while bulk is not. An additional expense is incurred in selling or buying the latter.

Equally important also while reading copra reports is the market situation of copra meal and cake in the United States. Prices for which cake and meal are traded determine to a certain extent the price of copra locally. The bulk of our cake and meal is absorbed by the European market,

(Continued on page 22)

Markets For Copra And Coconut Oil

By MELECIO MONTEMAYOR
*Foreign Trade Division
 Bureau of Commerce*

Foreign Trade Division

THE Philippines is the world's principal exporter of coconut products and has to its credit a little more than one-third of the world copra trade. Philippine coconut products, mostly in the form of copra and coconut oil, are exported to no less than 24 countries all over the world. In point of production, the Philippines is considered the second biggest producer of coconut in the world, being excelled only by the Netherlands East Indies.

Copra is the coconut meat, ripped loose and dried. It is the most important product of the coconut. It is well known in world trade for being the source of the cheapest and most popular vegetable oil—coconut oil. Though for all purposes its principal use is in soaps, the coconut oil is a ready base of both edible and inedible kitchen and household items of daily consumption among the rich and poor alike.

Copra

Principal Buyers.—In recent years, it is estimated that from 40 to 70 per cent of the Philippine total production of copra goes into the export trade which is distributed among a wide area of consumers, mostly industrial countries, such as the United States, Germany, France, Denmark, Netherlands, Mexico, Japan, Sweden, and even Egypt and other minor countries. The annual copra exports constitute around 10 per cent of the total value of Philippine yearly exports.

In 1940 Philippine exports of copra totalled 341,930,371 kilos valued at ₱18,802,722.00, showing decreases of 14.2 and 29.8 per cent in quantity and value, respectively, from the previous year. During the year there was a marked change in destinations of copra shipments on account of the present war.

As usual, the United States was the biggest purchaser. In 1940 the United States accounted for 71.2 per cent of the total copra export for the year, against 55.9 per cent for the preceding year. While shipments to the United States during the year showed an increase in quantity of 9.3 per cent, they showed a decline in value of 17.8 per cent, the figures being 243,601,478 kilos valued at ₱12,382,764.00 in 1940 as against 222,961,847 kilos valued at ₱15,060,132 in 1939.

Shipments to other purchasers increased very sharply. This is particularly true of our exports to Great Britain and Spain. From 406,100 kilos valued at ₱25,152.00 in 1938 (no purchases in 1939), Great Britain increased her purchases to 8,079,473 kilos valued at ₱425,305.00. While Spain bought only 1,524,000 kilos valued at ₱100,000.00 in 1939, war requirements in 1940 also increased to 5,080,000 kilos valued at ₱250,971.00.

Our principal markets that showed a moderate decline in their 1940 purchases were France and Sweden. France decreased her purchases by 26.2 per cent in quantity and 15.7 per cent in value over the previous year, figures being 34,182,505 kilos valued at ₱2,615,805.00 in 1940 as against 46,290,571 kilos valued at ₱3,104,337.00 in 1939. Sweden bought only 12,126,695 kilos valued at ₱857,978.00 in 1940, as compared to 13,833,988 kilos valued at ₱945,709 in 1939, representing decreases of 1,707,293 kilos in quantity and ₱87,731.00 in value, respectively.

Among our best overseas markets that showed very sharp decreases in their 1940 purchases were: Denmark, Mexico, Japan, and Egypt. The following figures show their reduced purchases as compared with the preceding year:

	1940			
	Kilos	Pesos		
Denmark	5,384,000	369,520		
Mexico	2,336,800	160,000		
Japan	210,289	6,080		
Egypt	51,690	5,000		
	1939			
	Kilos	Pesos	Kilos	Pesos
	17,144,855	1,160,636	11,760,855	791,116
	27,292,795	1,873,571	24,955,995	1,713,571
	2,145,183	145,362	1,934,894	139,282
	2,328,996	163,367	2,277,306	148,367

During 1940 some of our very best and principal markets, which previously were substantial buyers, did not buy any copra from us. Among these may be mentioned Germany, Netherlands, Norway, Gibraltar, Turkey in Europe, Chile, and British East Indies. The conflict still raging in Europe is the direct cause behind the curtailment of our copra shipments to those markets.

New and Potential Outlets.—Despite the heavy losses suffered due to the closure of the European area as a result of the war, the Philippines was able to make shipments in 1940 to new markets which may be considered potential buyers of our copra if properly developed. These new and potential markets together with the amounts of their purchases in 1940 are given hereunder:

	Kilos	Pesos
Spanish Africa	4,927,600	388,000
Russia in Europe	10,566,400	369,641
Republic of Panama	724,648	34,206

Italy and China are two potential markets capable of development. For a number of years prior to 1940 these two markets had not made any purchases of copra from the Philippines. However, in 1940 Italy bought 2,635,449 kilos valued at ₱173,012.-

00; and China purchased 101,600 kilos valued at ₱4,200.00.

Coconut Oil

Principal Markets.—The coconut oil production in the Philippines is mainly for export, mostly finding its way to the American market. It is estimated that over 90 per cent of the coconut oil produced in the Islands is exported. Coconut oil exports represent about 12 per cent of the total value of Philippine annual exports.

During 1940 Philippine exports of coconut oil totalled 185,902,157 kilos valued at ₱19,823,681.00 as against 167,702,182 kilos valued at ₱18,342,207.00 in 1939. Both quantity and value show substantial increases of 18,199,975 kilos and ₱1,381,474.00, representing 10.9 and 7.5 per cent, respectively.

Normally, practically all our shipments of coconut oil go to the United States as the largest market. In 1940 exports to that country were 158,917,997 kilos valued at ₱16,247,895.00 as against 156,212,472 kilos valued at ₱16,820,688.00 for the preceding year. Although the quantity shows an increase of 2,705,525 kilos, the value fell ₱572,793, owing to much lower prices which prevailed during the year under review.

Shipments to other markets increased very sharply during 1940, the leading buyers being Canada, Hongkong, and Sweden. Other purchasers that showed substantial increases in their requirements include China, Cuba, and Dutch East Indies. The following table will show the extent of the increases of the purchases of the chief buyers of our coconut oil:

	1940		Increase	
	Kilos	Pesos	Kilos	Pesos
Canada	8,089,875	799,429		
Hongkong	6,402,042	894,998		
Sweden	3,776,342	475,001		
China	730,129	110,539		
Cuba	508,000	47,290		
Dutch East Indies	189,476	48,458		
	1939			
	Kilos	Pesos	Kilos	Pesos
	3,846,833	405,929	4,243,042	393,500
	2,053,765	362,495	4,348,277	532,503
	1,483,253	221,104	2,293,089	253,897
	482,047	75,489	248,082	35,050
	304,800	34,247	203,200	13,043
	122,292	29,051	67,184	19,407

Only two among our principal markets declined in their 1940 purchases, and these are British Africa and British East Indies. Shipments to British Africa during the year totalled 1,321,756 kilos valued at ₱143,553.00, while during the previous year the same were 1,863,290 kilos valued at ₱179,752.00, representing decreases of 29.1 and 20.1 per cent in quantity and value, respectively. Likewise, British East Indies showed decreases of 62.6 and 60.2 per cent both in quantity and value, respectively, the shipments during 1940 being 135,583 kilos valued at ₱25,262.00 compared with 362,323 kilos valued at ₱63,492.00 in 1939.

Other countries which were substantial buyers of our coconut oil prior to 1940, but which did not buy during 1940, include Germany, Netherlands, and Singapore. A total of 640,000 kilos were the last purchase of Germany and Netherlands in 1938. On the other hand, the last exports to Singapore were made in 1939, totalling 316,412 kilos.

Minor Markets.—There were other small buyers of our coconut oil which made no purchase during the last two years (1939 and 1940). These minor markets are Panama, French East Indies, and Kwantung. Last shipments to these countries in 1938 totalled 18,735 kilos valued at ₱4,386.

Both Thailand (Siam) and Japan partook of our coconut oil trade in 1940 but only in insignificant quantities. Thailand's requirements amounted to 94,450 kilos at ₱17,007.00, while Japan took 5,605 kilos worth ₱1,247.00.

New Outlets.—An analysis of export statistical data on coconut oil readily reveals that during 1940 the Philippines was able to find new markets for coconut oil. These new outlets, judging from their substantial purchases during the year, seem to be capable of turning into profitable markets if only properly developed.

The following table will show these new outlets together with the quantities and values of the shipments made to them during 1940:

	Kilos	Pesos
Italy	1,627,807	272,872
France	1,549,253	255,358
Switzerland	903,117	136,958
Belgium	609,020	101,680
Russia in Europe	304,800	27,000
Malaya	469,971	76,776
Portuguese China	167,476	21,535
Egypt	53,676	11,898
Argentina	20,108	4,958
India	18,674	2,647
Burma	7,000	1,320

Competitive Aspects

Copra.—In the American market, Philippine copra faces competition with copra coming from the Netherlands East Indies, Australia, British Oceania, British Malaya, and French Oceania. In the face of this competition, records over a period of years show that the United States gets her supply of copra chiefly from the Philippines. Available statistics show the following comparative standing of Philippine copra in the American market in relation to other suppliers of the world:

**United States Copra Imports
(1928-1932 Average)**

	Per Cent
Philippines	57.3
British Malaya	10.7
Australia	5.3
British Oceania	6.9
Netherlands East Indies	12.8
French Oceania	3.7

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Brother, Can You Spare A Peso?

The Cooperative System Works at Silliman University

By DOUGLAS VERNON

Secretary, Silliman University Credit Union

Editor's Note: Although this article does not strictly touch upon any phase of the coconut industry, it is herewith published for its value in showing the way to our coconut planters in the organization of coconut cooperatives.

SCHOOL teachers are human, even as to the frailty of on occasion becoming borrowers. Indeed, so often does this necessity to get a loan arise, especially in the zero period of the month, the last few days before pay day, that some teachers including the writer become embarrassed. It is not pleasant to approach, time after time, the same old friends with the unchanging melody, "Brother, can you spare a peso?"

So it happened that over a year ago, in February, 1940 about twenty members of the Silliman community responded to a call to form a study group whose inquiry was to be about credit unions. Miss Helen Topping of cooperative renown, Professor Carbonell of Union College of Manila and several cooperative-informed Silliman faculty members served as leaders in the discussions. After each discussion conviction grew that a credit union was the haven we borrowers had long been wanting.

This conviction resulted in the appointing of a committee to bring in a tentative draft of a constitution. Before the end of March, 1940, such a draft was presented to and adopted by the study group. In this manner began the Silliman University Credit Union. The directors decided that no loans should be granted, however, until the 1940-1941 academic year opened in June.

When June 1940 came and school opened, a campaign was launched to bring in new members. As seen in the fact that only 12 faculty members, who deposited ₱141, were willing to start the credit union, not every one was sympathetic. The remarks of two such unsympathetic persons are representative. Said one, "don't send me any of

your credit union literature." Warned another, "watch out for this credit union or you'll be left holding the bag." Notwithstanding, the membership roll and the deposits did increase. By September, 1940, there were 36 members and deposits had mounted to ₱559.

Now that a full academic year has passed, several accomplishments stand out. The Silliman University Credit Union has 58 members who have deposited a total of ₱1228. These members have been spared the usual borrower's path to the extent of 41 loans totalling ₱3098, loaned at 6% interest. These loans have gone to retire other loans with high rates of interest, to pay hospital debts, to meet insurance premiums, to cover school expenses for children, to buy land, and towards the erection of new homes.

One of the most useful features of the Credit Union is a circulating fund of ₱100 from which ₱5 and ₱10 loans for the extent of 15 days can be drawn at 1¢ per peso interest. This fund is heavily drawn on in the last few days before every pay day.

Members find that they can spare many pesos for this cooperative. Through it, they can aid far more friends to a larger extent than would be possible for most members acting alone as individuals. In return they earn 3% interest on all their deposits. Their savings are protected for every loan is granted only after the borrower grants power of attorney to attach his salary up to the amount of his loan should he default. That means that every member can borrow only up to the amount of his monthly salary plus his deposits in the S.U.C.U.. Copies of the constitution and by-laws of the S.U. Credit Union will be mailed to any one requesting the same from the author who is the secretary of the S.U.C.U..

Members of the S.U.C.U. have found their cooperative a happy answer to the question they all have occasion to ask, "Brother, can you spare a peso?"



COMPLIMENTS



of

TABLERIA SARIAYA

LUMBER DEALER

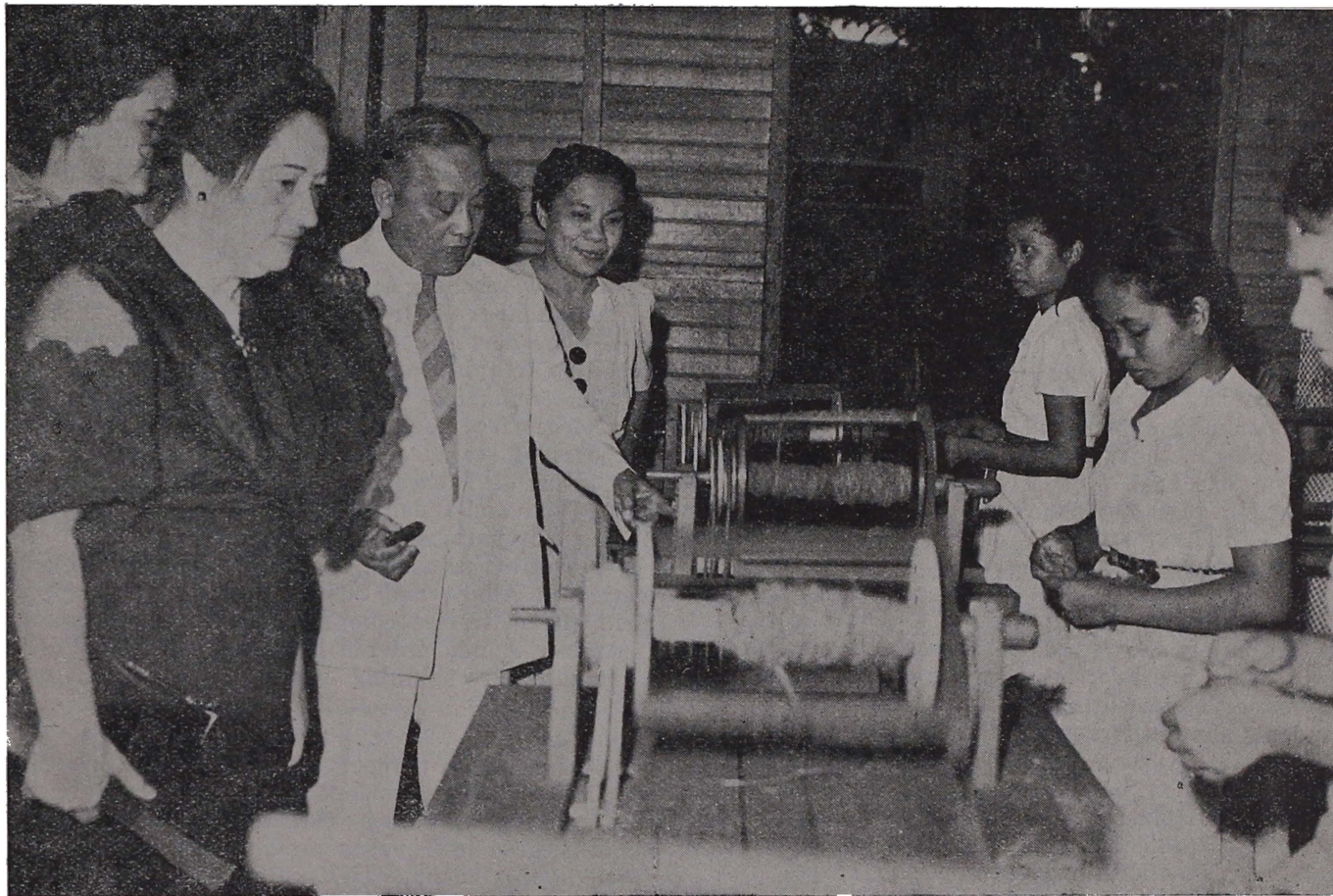
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Sariaya, Tayabas, Philippines

Main Office
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We sell all kinds of
Modern Furniture
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General manager M. Rodriguez explaining the operation of single spool spinning wheels to Mrs. Pura Villanueva-Kalaw and others at the opening of the spinning club of the Lico Home for women and children in Tondo last May 24, 1941.

Sandbags For National Defense:

PROGRESS BULLETIN

By HERNANDO G. COSIO

Bulacan

Nacoco Industrial Organizer Cenen A. Cajucom reports from his temporary headquarters at Buenavista Estate that the province of Bulacan has been systematically organized into 25 industrial groups, 14 by municipalities and 11 sub-groups by barrios. This was made possible largely through the cooperation of the Buenavista Estate manager, Mr. Jose Sanvictores, and other provincial and municipal officials.

The Buenavista School for Home Industries, with a large number of student-workers actually engaged in spinning and in buri braid-making, was converted into a training center for coir yarn spinning. The Estate Manager saw fit to stop less urgent activities and concentrate the efforts of his industrial students towards serving the needs of national defense.

Within a short period, San Ildefonso, Baliuag, Plaridel, Sta. Maria, Calumpit, San Miguel and other

neighboring towns had hundreds of trained spinners and weavers actively engaged in spinning. According to Mr. Cajucom, the people evince more interest in coir spinning than in buntal weaving. There is a great demand for spinning wheels in Bulacan.

Nueva Ecija

A new note in Nacoco's sack-making campaign for the CEA was struck by Nueva Ecija. The people of that province call it "the most practical and direct application of the Social Justice policy of the Commonwealth government." The Nacoco program, reports Organizer Cajucom, is lauded by Nueva Ecijanons because it reaches their homes directly, makes them true industrial partners of the government, and solves in part their labor problem.

Marinduque

350 women and children were taught how to spin and weave sack-cloth out of coir fiber in Marinduque after a month's campaign. No less than 59 are qualified to spin commercial yarn and have been provided with spinning machines.

By the end of June, Industrial Organizer Esteban Alcazar anticipates that Marinduque will be able to produce 150 kilos of yarn daily, covering the quota assigned to that province. By July, he expects that that quota may easily be exceeded if sufficient spinning machines can be distributed in Marinduque on lease basis.

Mindoro

Some 150 women and children have been taught how to spin and weave coir sack-cloth. Thirty of these people have already leased spinning machines from the Nacoco and are ready to produce commercial yarn. Mindoro expects to cover its quota of 150 kilos of yarn daily by the end of June.

Rizal

Spinning activity was hampered somewhat by the seasonal need for labor in the rice-fields, it being harvesting and planting season. Pililla, with its 250 students showed irregular attendance at the training centers. However, Teacher-in-charge Alfonso Capellan, who may be remembered as the first salutarian graduated from the Sariaya Coconut School, reports that some 38 students are proficient enough to be furnished with machines on lease basis.

Industrial Supervisor for Rizal, Emilio C. Gimenez, reports that Barrio Concepcion, Malabon, has been organized, with some 50 persons taught and equipped with spinning wheels. Barrio Julio of Malabon has likewise been organized, with about 50 persons taught.

Caloocan has 150 student-spinners. Other center units have been established in Tanay, Baras, Morong, Quisao, Longos, and Palajala. Teachers and machines are needed in those towns. In all these towns, the majority of student-workers are women.

Bataan

From a stage of instruction and demonstration,

Bataan has progressed to actual production. In the towns of Balanga, Dinalupihan, Hermosa, Orani, Sarmal, Abucal, Pilar and Orion, some 500 people, mostly women, are now under productive training.

About 50 spinning wheels have been distributed among the ten-odd industrial circles. Industrial Organizer Ricardo B. Bonilla reports that municipal officials have been most cooperative.

Albay-Sorsogon

A new teacher, Augusto Lumbas, was appointed to help Industrial Organizer Jose Agudo. About 40 wheels are now in use, and 500 kilos of coir yarn produced up to this time of writing.

The municipal council of Sorsogon have given the Nacoco free use of a bodega near the market for purposes of storage, demonstration, and instruction. The towns of Tabaco, Malinao, and Malilipot (in Albay), Pilar and Bulan (in Sorsogon) are now producing coir yarn.

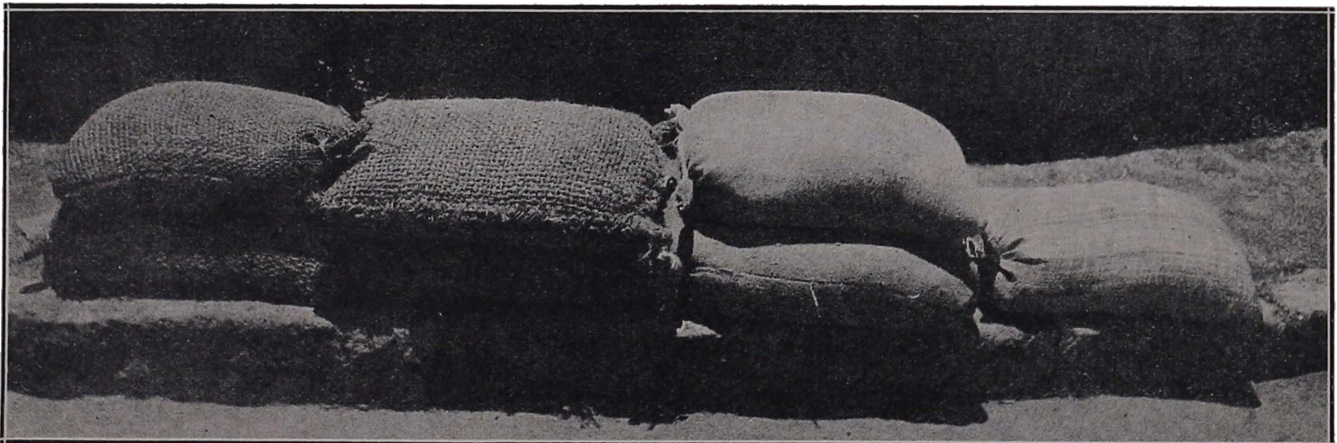
Nevertheless, about 400 more spinning wheels are needed in Albay, and 300 in Sorsogon. To supplement the deliveries coming from Sariaya, Tayabas, Organizer Agudo ordered local carpenters in Tabaco to manufacture spinning wheels.

Tayabas

According to a report from Florencio Salvacion, production superintendent for Tayabas-Batangas, foot-spinning machines exceeding 500 have been manufactured in Tayabas province alone, and distributed in this wise:

From Sariaya	226
Distributed in Tayabas	117
" " Laguna	60
To Central Office	44
To Marinduque	5
from Talaba (Atimonan)	316
To Tayabas	163
" Marinduque	100
" Central Office	53
From Private Contractors	29
To Tayabas	14
" Legaspi, Albay	15

(Please turn to page 22)



(Courtesy of the Div. of Publications, Dept. of Com. & Agri.)

Comparative picture of the different sacks employed for sandbags: coir-maguey, coir, jute, and hemp. Note the sturdy appearance and strength of the coir sacks second from the left.

RAISING LIVESTOCK IN COCONUT PLANTATIONS

By DR. PATRICIO S. MANGONON

AT this time when the price of copra is very low, increasing the income of coconut growers from other sources to meet the cost of production becomes a problem. If properly carried out, livestock raising in coconut plantations will bring extra income to the planter. It will tend to conserve and distribute uniformly the fertility of the soil. It will reduce the cost of operation as the animals control the growth of shrubs by trampling upon and grazing in them, thus keeping the vegetation close to the ground. Uncontrolled weeds retard the growth of the trees and reduce nut production because they compete in the absorption of plant food.

One of the greatest advantages of raising livestock under coconut groves is that it encourages the fair and uniform distribution of labor throughout the year and insures for both planters and laborers enough milk, eggs, and meat for healthful living and sufficient animals for work. We are importing annually over ₱16,500,000 worth of meat and meat products, milk and milk products, eggs and animal by-products such as leather skins, glue, leather-manufactured articles, etc. The raising of animals in coconut plantations, therefore, will help to supply our own needs and to keep these millions within our own shores.

Cattle for both beef and milk are being raised in a more or less intensive way in many big coconut plantations in Southern Luzon, Negros Oriental and in several provinces in Mindanao. Where the soil is rich, grasses abundant, and the rainfall well distributed throughout the year, one head to a hectare can be kept provided the trees are spaced from 8 to 10 meters apart. We have on record a plantation with an area of 2,000 hectares wherein 2,313 head of cattle are being kept. The Manager of this plantation estimates that three head per two hectares can still be successfully raised.

Goats can be successfully raised under coconut groves. This animal is gradually assuming an important role in contributing to provide man's food supply. It is raised for both milk and meat. It is hardier, more economical and convenient to keep and less susceptible to tropical diseases than the imported dairy cow. The production of milk from goats does not require much land and capital to start it. As such, people of moderate means can engage in it. Goat milk is easily digested and has a high food value. In many regions of the Philippines, goat meat is well liked by the people. Its consumption is rapidly becoming very popular. Goat-skin, if properly treated and tanned, is a good source of upper leather in the manufacture of shoes. We are

importing annually ₱1,200,000 worth of upper leather. With goat-skin as a principal raw material, it might be developed into an important home industry.

Opportunities in raising other kinds of livestock in coconut plantations are also great. The demand for good horses is constantly on the increase. In places near government or privately-owned breeding stations, the raising of horses will be appropriate and remunerative. In plantations where the soil is sandy loam in nature, the raising of sheep for mutton and wool can be profitably undertaken. Near big cities and other large centers of population where eggs, chickens and pork are in constant demand and marketing facilities are easy, the raising of hogs and poultry is recommended. With the present price, the feeding of grated coconut to hogs is found more economical than turning it into copra. Hogs and chickens are already being raised on a more or less big scale in many coconut plantations in Davao.

To conserve and improve the pasture in coconut plantations, judicious grazing, pasture rotation and the planting of forage crops and grasses should be applied. Mungo, tapilan, velvet beans, indigofera, and other legumes will both improve the pasture and the fertility of the soil. In moist regions, the planting of Dallis grass, kikuyu, and guinea grass will greatly improve the pasture under the trees.

Activities in coconut plantations should be diversified. One way of carrying out this diversification is to raise animals under the trees.

INTERESTING FACTS . . .

COCONUT CONVERSION TABLE

- 1 kilo of copra rescada = 4 to 5 nuts
- 1 liter of oil = 7 to 8 nuts (home-made oil requires more)
- 1 liter of oil weighs 920 grams.
- 2.25 kilos of copra produce 1.2 liter of oil
- 1 kilo of desiccated coconut = 5 nuts
- Average quantity of tuba obtained per tree daily = 0.67 liter
- 1000 nuts produce 160 kilograms of shells
- 1 ton of nuts = 890 whole nuts or 1,200 husked nuts
- 18,900 nuts yield 1 ton of charcoal
- 6,600 nuts yield one ton of spinnable coir fiber

AT THE SARIAYA COCONUT SCHOOL

They Came From Far And Wide

By DEMETRIO T. FLAVIANO

EDITOR'S NOTE:

We are publishing this article to give our readers an idea of how the School for Home Industries of the Nacoco at Sariaya works. Although references are made to the ambition of students to find employment with the National Coconut Corporation after finishing their courses in the School, it should be stated that the principal objective of the School is not to enable students to find employment with the Corporation but to teach them a useful and possibly, in times to come, a lucrative trade.

How do the students at the Sariaya School for Home Industries like the place? How do they like their studies? What brought them there? With these and other questions in mind, I approached a number of students to get their opinion and reactions.

Let me start with the delegates from the different towns of Tayabas inasmuch as the model school is in this province.

From Lucena, the capital of the province, I interviewed beautiful Miss Corine Orth, of German blood on the side of her father and a Filipina on the side of her mother. This is what she has to say on the questions I asked her regarding her objectives in studying at the Nacoco Model School, what subject she likes most and why, and what she was doing before coming to this place.

"I came here to study the uses of the various parts of the coconut tree. I can readily profit from this knowledge by disseminating my experience to my people at home. I can also do business on a small scale and possibly in a larger way if afforded the necessary capital. I might even accept a position as instructor or demonstrator if our administration deems it wise to draft me. And I am not particular about the place."

To the second question, her major subject, she preferred Spinning and Weaving. She foresees a great future for the trade. And to the last interrogation I found out that she is still attending school being a second year high school student.

At the Cotralco factory in Atimonan, I interviewed Mrs. Pilar Amparo-Leonor, a chemistry graduate from a Manila university.

To the first question, she replied: "I was sent over by the Superintendent of the central to observe and further my knowledge of Spinning and Weaving, Soap Making and other allied subjects." She stopped for a while and then continued, "I have been offered a job in the factory several times as a chemist but I always turned it down. Finally, however, I was prevailed upon for no other reason than a desire to help my husband earn our daily bread

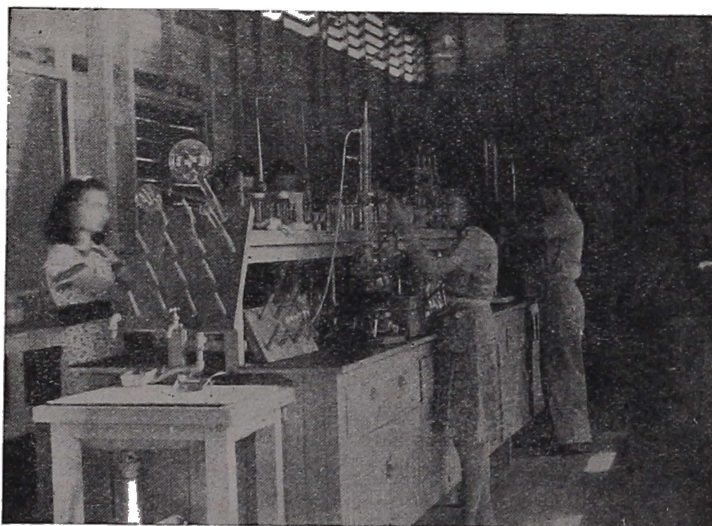
and possibly save some for the future."

For Gumaca, Miss Maria Capito, came in as a handy representative.

"My primary aim in studying here," according to her, "is to get a position as teacher. Preferably though I would like to teach Home Cooking inasmuch as it is my favorite subject." After further questioning the writer learned that she is a high school student though not a graduate yet.

Laguna, an adjacent coconut producing region comes next in our list. From Alaminos, where a school branch will be opened very soon, I selected Miss Dolores Cosico as representative.

She said she aims to teach. She likes especially to handle the course in shoes and slippers. It is more



Students at work in the Sariaya school control laboratory.

to her liking.

From Sta. Cruz, Mr. Apolo Z. Lateo, who ran for municipal mayor but was unfortunately defeated bobbed up as the most logical man for the place. He has several interesting things to say.

"My main purpose in coming here," with a raise of his right hand exhibiting in no uncertain terms that he is every inch a politician, "is to propagate the Nacoco objectives." He paused for an instant as if to give weight to what he has just said and then went on. "I want to help the unemployed through the knowledge I have gained. Right now so many people just hang around in barber shops or merely engage in games of chance just because they have nothing to do. I like to remedy this situation."

The writer further unearthed in the process of the interview that his mother was opposed to his studies due to the uncertain conditions now existing as

a result of the war scare. This, however, did not deter him from carrying out his plans although his mother meant so much to him.

Mr. Lateo by the way specializes in Tiles and Insulation Board because he sees business prospects for this industry.

Mr. Felipe Roaza of Luisiana has this to confide on the other hand.



A class in braid-weaving.

"I was idle in my hometown. A relative, the municipal secretary of the town, advised me to study at the Nacoco. So here I am," he dramatically said.

According to him he is specializing in charcoal making and wants to know how the charcoal kiln is being made. He will be more than willing to teach, if given an opportunity, he finally concluded.

A very good example of a student who wants to spend his vacation time profitably is Mr. Jose Balagtas of Cabuyao, Laguna. It would not be amiss to mention here that Mr. Balagtas is a younger brother to the one in charge of the tiles and insulation board, charcoal making and charcoal retort sections. A high school student at present in his home province he came here to specialize in soap making and intends to use it for business purposes.

Mr. Gil Burlaza, of Liliw, and a chemistry graduate has this to say in turn.

"I am a temporary Grade III teacher at Pagsanjan. I am schooling once more to broaden my experience in soap making. I have, frankly speaking, majored this course in college. Modesty aside, I am interested in everything related to chemistry."

"What are your plans?" I asked him.

"If my plans do not miscarry I like to teach, help propagate the soap industry to the people of the islands. It is only through this way that I can be of real help and service to the country."

Batangas has also contributed to the student population of the school in the person of Mr. Pedro Maralit.

By way of elucidation Mr. Maralit is a well-travelled man. He has been in practically every part of the Philippines. Has been in Japan, China, Mexico, United States, and Europe. This part may be

out of place in this article but this merely justifies the fact that the Nacoco institution has attracted all and sundry irrespective of age, experience, education, sex, and position, whether financial or otherwise.

"What subject are you specializing in?" I questioned.

"Novelties. This appeals to my imagination because I have taken Fine Arts at the U. P. Besides I see a business demand for it, that is, as far as the foreigners are concerned. In all the foreign countries I have visited novelty stores are making money. I do not see any reason then why it will not also become lucrative locally."

As to teaching aspirations he says that he may either teach or go in business. In short he is ready to choose between the two.

Mr. Manuel Sarabia, of Caloocan, Rizal, said: "I am studying here primarily to be independent. I do not like to be a burden anymore to my parents. I am majoring in Insulation Board. It has good prospects. Soap, lard and butter making come next in my line."

Like Mr. Maralit of Lipa, Batangas he is disposed to select between teaching or going into business depending naturally on the favorable circumstances.

Aparri, Cagayan has a lone representative in the person of Mr. Cesario La Centeno. Right now he has his own business. He is just studying to broaden his experience and knowledge. The things he has learned or will learn from his stay in Sariaya he plans to use for the business end of it. In short he has no teaching ambitions. He is in and out a businessman. As a matter of fact, he confided to me, he has been checking the prices of the finished



Nacoco soap being cut into blocks.

products here with that of the prevailing ones in Manila. He has also investigated whether it pays to carry certain lines in the city and at the same time compete with other allied goods.

Lingayen, Pangasinan has a deserving and able representative in the person of Mr. Ricardo Sison, a relative of Secretary Teofilo Sison of the Department
(Please turn to page 20)

COCONUT

(Continued)

COCONUT FARMS REPORTING, AREA PLANTED AND TOTAL NUMBER OF COCONUT TREES: 1939

PROD

PROVINCES	COCONUT FARMS REPORTING, AREA PLANTED AND TOTAL NUMBER OF COCONUT TREES: 1939							Number of Nuts Gathered For All Purposes	N
	Population	Farms Reporting with Coconuts	Area Planted (Hectares)	Total Number of Trees	Bearing Trees	Non-Bearing Trees			
						No. of Trees	Farms Reporting		
41. Rizal	444,805	1,150	381.81	49,721	19,973	29,409	847	201,686	
42. Romblon	99,367	12,327	24,688.98	3,223,301	2,197,418	1,000,283	9,697	48,341,271	43,8
43. Samar	546,306	43,582	75,926.68	10,200,372	5,738,841	4,427,676	37,611	150,246,576	140,4
44. Sorsogon	247,653	26,671	43,490.57	5,391,409	3,286,354	2,096,359	16,737	97,354,467	88,5
45. Sulu	247,117	16,128	19,460.07	2,559,284	1,104,666	1,453,719	13,709	38,019,929	31,7
46. Surigao	225,895	22,975	34,284.69	4,209,732	2,002,551	2,186,992	19,328	69,894,052	67,5
47. Tarlac	264,379	6,935	775.11	107,116	68,171	38,845	4,433	703,853	
48. Tayabas	358,553	45,665	149,241.76	25,272,854	18,539,135	6,726,353	29,121	482,342,362	426,7
49. Zambales	106,945	5,603	1,421.19	187,468	115,032	72,327	3,471	1,546,599	7
50. Zamboanga ..	355,984	20,635	51,242.03	5,825,484	2,682,867	3,127,108	18,039	107,652,815	92,6

COCONUT PROD

DESICCATED OR SHREDDED COCONUT

COCONUT OIL—(Edible)

Country of Destination	1940		1939	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
U. S. A.	40,431,884	7,369,049	41,553,600	8,813,407
Hongkong	82,650	11,987	19,809	3,520
China	2,540	680	4,128	1,210
Canada	824	146	169,769	19,358
Total	40,517,898	7,381,862	41,747,306	8,837,495

Coconut Oil (inedible)	1940		1939	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
U. S. and Territories ..	158,283,670	16,192,280	155,587,480	16,734,044
British Africa	1,321,756	143,553	1,863,290	179,752
Canada	8,039,875	799,429	3,346,833	405,929
Sweden	3,776,342	475,001	1,483,253	221,104
Italy	1,627,807	272,872	45,138	6,231
France	1,373,754	227,608	9,785	1,375
Switzerland ..	903,117	136,958		
Belgium	609,020	101,680		
China	449,441	59,665	482,047	75,489
Cuba	508,000	47,290	304,800	34,247
Russia	304,800	27,000		
Thailand (Siam)	48,900	9,600	77,436	11,268
British East Indies	44,792	9,157	309,548	61,167
Hongkong ...	49,814	7,426	93,211	15,296
Malaya	27,863	5,587	316,412	57,826
Argentina ...	20,108	4,958	25,780	5,710
Dutch East Indies	14,795	4,176		
Japan	5,006	1,089		
Germany			273,614	29,000
French East Indies.			5,994	1,213
Total	177,458,863	12,525,329	164,724,711	17,839,651

Country of Destination	1940		1939	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
Hongkong ...	6,352,228	887,572	2,054,555	361,490
Malaya	442,103	71,189	30,771	6,030
U.S. & Ter- ritories	634,327	55,615	648,612	90,758
China	280,688	50,874	3,255	544
Dutch East Indies	174,683	44,282	122,292	29,051
France	175,499	27,780		
China (Por- tuguese) ..	167,476	21,537		
British East Indies	90,791	16,105	47,771	10,337
Egypt	53,676	11,898		
Thailand (Siam) ..	45,550	7,407	6,440	1,016
India	18,674	2,647		
Burma	7,000	1,320		
Japan	599	158		
Total	8,444,294	1,198,352	2,913,696	499,226

COPRA				
U.S. Terri- tories	1940		1939	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
France	243,601,478	12,382,764	225,076,847	15,060,132
Russia	34,182,505	2,615,805	46,290,571	3,104,337
Sweden	22,188,144	1,129,881		
Great Britain	12,126,695	857,978	16,578,194	1,108,828
Spanish Africa	8,079,473	425,305		
Denmark	4,927,600	388,000		
Spain	5,384,000	369,920	17,144,855	1,160,636
Italy	5,080,000	250,971	1,524,000	100,000
Mexico	2,635,449	173,012	27,292,795	1,873,571
Panama, Re- public of ..	2,336,800	160,000		
Japan	724,648	34,206		
Egypt	210,289	6,080	2,151,183	145,362
China	51,690	5,000	2,328,996	153,367
Germany	101,600	4,200	499,060	32,280
Malaya			5,853,213	367,163
Netherlands .			459,817	26,926
Turkey			50,269,688	3,284,163
Chile			610,759	54,490
Gibraltar			2,292,121	163,740
			2,295,038	167,500
Total	341,930,371	18,802,122	400,667,137	26,802,495

NOTES: Figures compiled from the records of the Bureau of Statistics.

By Ricardo Bonilla

STATISTICS

(from June issue)

DISTRIBUTION OF NUTS, NUTS FOR SPECIFIC PURPOSES, PRODUCTION OF COCONUT OIL AND COPRA: 1938

Coconuts For Making Copra		Coconuts For Making Oil		Copra Produced			VALUE OF COCONUT PRODUCED			
No. of Nuts	Farms Reporting	No. of Nuts	Farms Reporting	Total (Kilos)	Smoked Copra (Kilos)	Sundried Copra (Kilos)	Value of Manufactured Products			
							Coconuts Used For Food (Pesos)	Smoked Copra (Pesos)	Sundried Copra (Pesos)	Coconut Oil Made On Farm (Pesos)
		366	10				4,164			6
20,526	10,492	1,277,751	7,293	10,340,536	9,088,005	1,252,531	32,351	313,656	40,017	27,029
143,020	28,330	865,097	5,623	38,709,502	36,547,477	2,162,025	107,725	1,298,546	85,613	15,893
52,497	15,108	2,060,245	10,724	23,136,220	22,734,864	401,356	83,935	946,935	19,135	36,214
17,475	7,542	1,451,874	6,235	8,512,157	4,115,289	4,396,868	41,246	149,873	171,916	37,142
100,638	15,350	328,334	2,642	16,923,779	10,735,042	6,188,727	25,016	378,387	221,369	6,526
3,840	8	121,125	2,549	965	680	285	14,139	34	14	4,252
727,557	36,168	3,720,302	19,179	106,946,450	06,905,000	41,450	124,932	3,912,295	1,503	56,175
740,681	627	72,510	1,906	168,522	43,882	124,640	11,145	2,196	6,232	1,322
335,101	9,181	1,135,853	4,983	24,832,060	17,013,666	7,818,394	18,489	616,210	314,262	24,277

PRODUCTS EXPORTS

COPRAMEAL & CAKE

Country of Destination	1940		1939	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
United States & Territories	90,879,566	2,285,351	46,320,839	1,885,905
Denmark	10,854,285	339,528	37,609,994	1,230,402
Sweden	2,426,206	96,679	8,028,830	311,407
Canada	408,820	10,869	1,752,425	58,763
Hongkong	459,486	8,836	14,040	350
Germany			16,398,863	528,506
Netherlands			3,207,525	156,097
Belgium			1,016,030	27,125
Norway			50,800	1,591
Total	105,028,363	2,741,261	114,399,346	4,250,146
COCONUTS				
Hongkong	6,137	314	10	8
China	2	1		
U.S. & Territories			132	100
Total	6,139	315	142	108
COCO-HONEY				
U.S. & Territories	11,028	8,277	18,728	14,654
Hongkong	93	89		
Total	11,121	8,366	18,728	14,654
CHARCOIL				
U.S. & Territories	4,056,399	262,860	232,681	8,587
Great Britain	1,822,551	94,326	534,947	35,634
France	363,835	25,345	332,030	8,877
Japan	49,580	1,300	60,095	1,492
Dutch East Indies	1,416	85		
Total	6,293,781	383,916	1,159,753	54,590
COIR				
U.S. & Territories			7	96
Buttons, Coconut Shell				
U.S. & Territories	500	1,024		

PRODUCTION OF COCONUT OIL DURING 1940

All companies in the Philippines		All companies in Manila	
January	15,715,716 kilos	13,808,131 Kilos	
February	16,235,262 "	12,164,595 "	
March	16,743,166 "	12,532,046 "	
April	18,912,504 "	14,094,817 "	
May	17,960,616 "	12,627,850 "	
June	17,376,690 "	12,332,490 "	
July	15,106,222 "	10,052,354 "	
August	19,453,238 "	11,986,722 "	
September	17,929,414 "	12,173,333 "	
October	22,444,999 "	17,161,744 "	
November	17,866,186 "	13,213,224 "	
December	29,889,392 "	13,904,403 "	
Total	227,433,005 Kilos	156,051,709	

COCONUT PRODUCTS EXPORTS FOR THE MONTH OF MAY, 1941

Products	Exports to all Countries		Exports to the United States	
	Quantity (Kilos)	Value (Pesos)	Quantity (Kilos)	Value (Pesos)
Coconut, desiccated or Shredded	7,786,852	1,635,273	7,784,507	1,634,873
Coconut oil, Inedible	20,329,657	2,455,172	18,666,521	2,223,266
Coconut oil, edible	776,945	163,474	52,100	10,255
Copra	33,492,145	2,981,956	17,744,856	1,323,698
Copra cake or med	8,338,218	143,884	8,335,928	143,840
Charcoal (coconut)	1,047,747	59,214	1,047,747	59,214

U. S. T. RED CROSS DAY CANTEEN



JOIN THE U.S.T. RED CROSS DAY CANTEEN

at the Manila Jockey Club, 9 A.M. to 12 P.M., Saturday, August 2

GIVE GENEROUSLY THIS YEAR

This space is donated by the Chairmen and members of the different committees appointed by the Rev. Fr. Eugenio Jordan, O. P., acting rector of the University, Chairman of the U.S.T. Red Cross Day Canteen to be held at the Manila Jockey Club all day on Saturday, August 2, 1941.

Very Rev. Fr. Eugenio Jordan, O. P.

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COPRA AND COCONUT . . .

(Continued from page 2)

centavos per kilo, a net gain of 5 centavos having been made during the month.

In the United States, this item recovered losses of previous month. After business was consummated by mid-month at 5-3/4 cents, f. o. b., tank cars, Pacific Coast, prices gradually advanced to 6-1/2, influenced by the general strength of fats and oils. Spot in New York was purely nominal at 7-1/2 cents in view of the new developments in the international picture. How far the Henderson statement on price ceilings for cottonseed oil would affect Philippine coconut oil bears close watching.

Manila, sellers, per kilo, delivered in drums:

Opening	Lowest	Highest	Closing
P0.16	P0.15-1/2	P0.23	P0.21

DESICCATED COCONUT.—There was nothing new in the American market. Dealers appeared confident of plentiful supplies and anticipated reduction of copra costs as a result of the licensing system. Trade takings were reported somewhat better than seasonal.

COPRA MEAL.—Local offerings were unchanged at P20.00 per ton, ex-warehouse. The American market closed firm and quoted nominally \$36.00 on the Pacific Coast, delivered.

MARKETS FOR COPRA . . .

(Continued from page 9)

Although a greater proportion is being supplied by the Philippines and competition does not seem to be so keen, the copra situation is menaced by the threats from certain agricultural interests in the United States, especially the cotton growers. Under normal conditions it is safe to expect that the present course will not be materially altered, specially so when it is taken into consideration the fact that the logical tendency is for the European possessions in Oceania to send their copra to the mother country.

During 1933, of the total quantity of 660,872,000 pounds of copra imported by the United States, 442,168,000 pounds or 67 per cent came from the Philippines. The other suppliers were Asia and the East Indies which supplied 29 per cent of the copra import into the United States, the South Sea Islands with about 5 per cent, and the rest from the West Indies and Central America.

Available figures show the following to be the most important copra producing countries in 1935. shown together with their respective exports:

	Tons
Java and other Dutch East Indies . . .	483,456
Philippines	252,883
Straits Settlements	180,761
Southern Islands	130,000
Ceylon	48,661
Zanzibar	15,000

Coconut Oil.—The American market, the largest buyer of our coconut oil, is at present plethoric of various kinds of fats and oils. On December 31, 1939, stocks of lard in the United States showed an increase of 53 per cent over the 109 million pounds at the end of 1938 and over 88 per cent increase over the five-year 1933-1937 average of 89 million pounds. Shipments of lard to the United Kingdom, the leading United States customers, greatly declined as a result of the war in Europe. Sumatra palm oil was also available in the United States at lower prices. This situation brings forth as excess of supplies over the demand. One ruinous effect as a consequence thereof was that prices of copra and coconut oil shared in the drop of values among other fats and oils.

In 1930 when the economic depression was felt throughout the world, the American cotton planter and dairyman saw that the markets for their cottonseed oil and butter were dwindling. Hence, they began to agitate for restriction of the free entry of Philippine coconut oil into the American market. As a result of their persistent appeal to Congress, in May of 1934 a law was enacted imposing an excise tax of 3 cents for every pound of Philippine coconut oil entering the United States. Obviously, this tax was intended to protect the American farmer by diverting coconut oil from the manufacture of oleomargarine.

That this purpose has been definitely achieved may be indicated by the fact that ever since 1934 cottonseed oil began to challenge the predominant position of coconut oil in the use of fats and oils in margarine industry of the United States. The comparative contribution of each of the cottonseed oil and coconut oil in the American manufacture of margarine from 1933 to 1938 follows:

(In Million Pounds)

Year	Cottonseed Oil	Coconut Oil
1933	18	150
1934	55	124
1935	100	174
1936	108	150
1937	174	74
1938	143	90

From the above figures, it will readily be seen that by 1937 the cottonseed oil had completely wrested the leading position from the coconut oil in the manufacture of margarine, in that over twice as much cottonseed oil was consumed for edible purposes as was coconut oil. During said year, the quantity of cottonseed oil consumed in the margarine industry went up to as high as 174,000,000 pounds as against only 74,000,000 pounds for that of the coconut oil. These figures represent an increase of 66 million pounds, of 59 per cent, over 1936 for cottonseed oil and a decrease of 76 million pounds, or 51 per cent, in the case of coconut oil. Although declining by 31 million pounds in 1938, cottonseed oil,

with 143 million pounds, was again far in the lead of the fast and oils used for this purpose, thus continuing the displacement of coconut oil that occurred since 1933.

The coconut oil situation was further aggravated by the steadily increasing use of other oils, from less than 1 million pounds in 1933 to 40 million pounds in 1938. Likewise, Brazilian babassu oil jumped from 2 million pounds to an average of 14 million pounds during the period from 1936 to 1938.

Effects of the Tydings-Kocialkowski Act

Coconut oil is chiefly dependent upon the protection which it now enjoys under the free trade with the United States. It is not expected to be able to withstand the imposition of export taxes beginning 1941 until the end of the transition period in 1946. Hence, in order to give the industry a chance to adjust itself, the Joint Preparatory Committee on Philippine Affairs recommended its exemption from the export taxes and in lieu thereof to place it under a declining duty-free quota.

In view of this recommendation, the Tydings-Kocialkowski Act, otherwise known as the Philippine Adjustment Act, passed in 1939 provides for an original quota of 200,000 long tons of Philippine coconut oil that may be exported to the United States during the calendar year 1940. For each calendar year thereafter through the calendar year of 1945, each of the said quotas shall be the same as the corresponding quota for the immediately preceding calendar year, less 5 per centum of the corresponding original quota. For the period January 1 to July, 1946, said quota shall be one-half of the corresponding quota specified for the calendar year 1945. The quantities that we shall be allowed to ship under this quota, therefore, will be as follows:

Year	Long Tons
1940	200,000
1941	190,000
1942	180,000
1943	170,000
1944	160,000
1945	150,000
1946, Jan. 1 to July 4 .	75,000

Our exports of coconut oil to the United States during the period 1930-1939 averaged 150,468 tons. The biggest shipment was in 1935 with 162,444 tons, while the lowest was recorded in 1932 when only 110,120 tons were shipped. Basing on a very conservative estimate of an average export of 150,000 long tons per year, as may be gleaned from the foregoing figures, it is believed that there will be little or no reduction at all in our exports of this product during the transition period.

As regards copra, this item being in the free list of the United States tariff, no reduction is expected.

Prospects

New Outlets.—Although Philippine coconut oil has suffered from extremely low prices during the last few years, there have been two encouraging and favorable trends in the coconut oil trade. The first is the actual expansion in the volume of exportation and the second is the addition of new markets.

The new markets include Italy, France, and Singapore. As to whether the first two countries will continue to take a share of the Philippine export trade in coconut oil is regarded doubtful in view of the war still raging in Europe. However, the Oriental market has shown some expansion lately, while the North American market has become increasingly dominant because of the rise of Canada as a buyer of this product. Sweden has become the largest outlet for coconut oil in Europe.

According to reliable reports from Canada, it is said that a local company has been incorporated in British Columbia, planning to bring in about 2,000 tons of copra each month from the South Sea Islands, for the manufacture of oil to be used in soap manufacture. It is also reported that some of the copra will be processed for cattle feed. Likewise, if conditions warrant, said company will eventually produce edible oils. This matter is being brought out in this connection so as to indicate a prospective outlet of Philippine exports of copra and coconut oil.

Favorable Factors.—In spite of the excise taxes on our coconut oil and on its equivalent in copra, there are indications tending to show a rosy outlook for these Philippine export products. The current war now going on between the democracies and the totalitarian countries, the undeclared war between China and Japan, the increasing cost of production of Brazilian babassu oil, the various sitdown strikes among the far labor elements in the United States, the gradual increase of Philippine bottoms for international shipping, the probable repeal of the United States Revenue Act of 1934 insofar as the same applies to the Philippine coconut oil and its equivalent in copra, and the apparent growing interest being given the coconut industry by the Philippine Commonwealth are sufficient indices of favorable prospects for the Philippine copra and coconut oil trade. Unless, of course, some unforeseen world events should occur as to alter altogether the present world economic set-up, the foregoing factors will surely play an important part in boosting the exportation of Philippines copra and coconut oil.

Foreign markets for our copra and coconut oil seem to carry good and further possibilities of being developed into more extensive and profitable ones. In addition to the United States as the chief buyer, these coconut products are very much in demand in industrial countries, especially in Europe and Asia. Our exportation of copra and coconut oil to Europe and Asia are not handicapped by tariff barriers. Except in Great Britain, India, Italy and Spain. Philippine copra and coconut oil are admit-

ted in almost all countries of Europe and Asia either free of duty or subject to non-prohibitive duties. Furthermore, we have another added advantage with regard to the continent of Asia because of geographical proximity.

SARIAYA SCHOOL . . .

(Continued from page 15)

of National Defense.

This is what he told me: "I will establish a cooperative store with province-mates as partners at our place. There is a good prospect for it."

Asked on what he intends to carry as stock in his proposed business he readily replied that hats come in first. There is money in it, he assured me. The other products come next in importance.

At present he has his own business already—a recreation hall.

Mr. Amado Costes of Mañaldan, of the same province, has this to confess: "I was sent by the municipal council of our town to study the various uses which coconut can be made of. I am specializing in Novelties not because of business reasons but simply for the love of it. It is so good to look at. They can very well serve as presents, too."

Questioned as to whether he has any ambition to teach he immediately answered in the affirmative.

From Bulan, Sorsogon I interviewed Miss Dely Vargas. Her objectives in studying she divides into three, namely: to spend vacation time profitably; to have adventure; and to study Soap Making. I have gathered from her that her father is planning to open a soap factory. Miss Vargas who is not in any way related to the right hand man of our Commonwealth President, finished her high school only last March.

Indang, Camarines Norte is represented by Mr. Eugenio Balon and this is what he has to say: "I came here to learn, to acquire a means of livelihood by which I can be independent. I also want to serve my parents, my community and the Filipino people as a whole. This desire I can put into realization by knowing and mastering the secrets and ways of converting coconut by-products into finished ones."

A fourth year high school student he has plans to teach and engage in business later on.

Mr. Marcelino Alcancia of Calapan, Mindoro who received his high school diploma only last March says that he was sent by their provincial governor to observe and study; that he was promised a job as instructor in the branch that will be opened very soon in their place; and that he is majoring in Spinning and Weaving with Soap Making as minor.

From far away Leyte in the town of Dulag I selected Mr. Fortunato Lakandaso to be its delegate.

A graduate of the Leyte Provincial Trade School he is inclined to major in Novelties. Said this student "I want to help the province as a whole in utilizing the unused coconuts."

T H E H O U S E W I F E

Edited by VIRTUDES M. GUINTO

VEGETABLES —

apay . . .

- | | |
|-------------------------------|-------------------------|
| 6 <i>gabi stalks</i> | 1 <i>onion sliced</i> |
| 1 <i>c diced gabi</i> | 2 <i>c coconut milk</i> |
| 3 <i>sliced ripe tomatoes</i> | <i>salt and pepper</i> |

Remove the outer skin of the gabi stalks cut in pieces 4 or 5 cm. long and mix with the gabi, tomatoes and onions in a pan. Cover with water and boil until tender. Add the coconut milk and cook for 5 minutes then add the salt and pepper to taste. Serve hot.

banana blossom with coconut milk . . .

- | | |
|------------------------------|----------------------------------|
| 1 <i>banana blossom</i> | 2 <i>ripe tomatoes</i> |
| 2 <i>tbsp. vinegar</i> | 2 <i>pieces garlic</i> |
| 1 <i>onion</i> | 1 <i>tbsp. Purico or leomar-</i> |
| 1 <i>c pure coconut milk</i> | <i>garine</i> |

Boil the banana blossom in water. Chop the tender part into very fine pieces, wash and squeeze till dry. Fry the garlic in a pan. Add the tomatoes, onions, the blossom and vinegar. Add the coconut milk and boil for two minutes more.

FISH —

crabs with gata and jackfruit . . .

- | | |
|-------------------------------|-------------------------|
| 2 <i>alimango or crabs</i> | 5 <i>c coconut milk</i> |
| 1 <i>c nangca (jackfruit)</i> | <i>pounded garlic</i> |
| 1 <i>onion sliced</i> | <i>salt</i> |

Barogo, Leyte is represented by Mr. Julio Villasin. A normal graduate having been a teacher for four years he is now retired from the force and is now actively engaged in business.

According to him he is not interested in teaching. He is studying for purely business reasons. He has strong leanings, I have gleaned from him, for soap, lard and butter making and tiles and Insulation board.

The region of the sugar barons has its own contribution in the person of Mr. Isidro Benedicto. He comes from La Carlota, San Carlos, Negros Occidental.

Mr. Benedicto who is a businessman dealing in rice and gasoline states that he is here to study the business angle of the things being taught him. He believes he can make use of his new knowledge on soap, lard and butter making as well as home cooking. He plans furthermore to establish his own school patterned after the Nacoco model institution.

There are also enrolled in the school, students from Iloilo, Romblon, Marinduque, Mindanao, and of course other towns not touched upon in the interview from Tayabas, Laguna, Batangas and Pangasinan. Bulacan, too, has a lone representative. Because of lack of time and also due to the fact that many of them had left for their home towns, it was not possible for the writer to interview them.

Cut the crabs in halves and put in boiling coconut milk. Add the nangca that has been sliced into small pieces, then add a little salt to taste and boil until cooked. Shrimps may be added.

fish with coconut and sitao . . .

- | | |
|---------------------------|------------------------------|
| 2 <i>c coconut milk</i> | <i>fish (fresh, fried or</i> |
| 2 <i>c sitao or batao</i> | <i>dried) medium-</i> |

Cut the sitao into small pieces and boil in a small amount of water. Add the fish and a little salt to taste to the sitao. When cooked, pour the coconut milk and cook for little more time. Remove from fire and serve hot.

MEAT —

cari pata de vaca . . .

- | | |
|-------------------------------|-----------------------------|
| 1 <i>ox knuckle</i> | 1 <i>tsp. salt</i> |
| 2 <i>banana blossoms (of</i> | <i>3 sections of garlic</i> |
| <i>seeded bananas prefer-</i> | <i>milk of one coconut</i> |
| <i>red)</i> | <i>string beans</i> |
| 4 <i>eggplants</i> | |

Boil the knuckle (cut in short lengths) in sufficient water until soft. Remove the bones and cut the meat into small pieces. Fry the garlic in 3 tbsps. lard and add the meat of the knuckle. When brown, add the coconut milk and the vegetables. Remove from the fire when the beans become soft. Cari is very delicious when eaten with bagoong cooked in oleomargarine.

POULTRY —

chicken royale . . .

- | | |
|----------------------------------|-----------------------------------|
| 1 <i>fowl, disjointed</i> | 1/2 <i>c flour</i> |
| 2 <i>c coconut milk</i> | <i>cold water</i> |
| 1-1/3 <i>c pineapple tidbits</i> | 1/2 <i>c grated toasted coco-</i> |
| <i>salt and pepper</i> | <i>nut</i> |

Dress and season the chicken, then add the coconut milk, cover and simmer slowly until tender. Remove the skin and bones from the meat. Thicken the broth with flour mixed to a paste in cold water. Cover bottoms of 6 individual cups with pineapple tidbits. Place pieces of chicken over the pineapple, pour gravy over all, then sprinkle with grated coconut. Bake in hot oven 400°F for 20 minutes.

chicken curry I . . .

- | | |
|----------------------------------|--------------------------------|
| 1 <i>chicken cut into pieces</i> | <i>oleomargarine or butter</i> |
| 6 <i>red dry chilies</i> | 1 <i>tbsp. of coriander</i> |
| <i>a small piece of saffron</i> | 1 <i>big onion</i> |
| <i>the size of an almond</i> | |

Grind the chilies and saffron and coriander well. Mix with the chicken meat then pour the coconut milk. Add salt and boil well till the curry is dry. Add the sliced onion, then 1 big tablespoon oleomargarine or butter and stir well till the onions have turned brown. Serve hot, plain or with rice.

Mrs. Pura Villanueva-Kalaw
"THE COCONUT COOK BOOK"

SANDBAGS FOR NATIONAL . . .

*(Continued from page 12)**Manila*

Nacoco Inspector for National Defense Rafael Gonzales discloses the following report on the comparative efficiency of various types of spinning wheels used in Manila spinning centers. The various types are: Maramba, Siltocruz, Malacaman, and Bayan.

By actual test, it has been noted that the Bayan, Maramba, Siltocruz and Malacaman (in this order) enable skilled, semi-skilled and beginner types of labor to produce decreasing quantities of coir yarn.

The Maramba and Siltocruz types are "easy" to operate, Malacaman is "heavy," whereas the Bayan Double-Spool spinning machine is "light and easy." All the types are suitable for adults, but only the Bayan type is adaptable to children and to women in the family way.

Observes Mr. Gonzales—"The Bayan Double Spool spinning machine, because it was constructed at a later date than the others, has solved the defects of the other types and consequently is lighter and easier to operate. Even children find it easy to handle. Its lightness is due to the pair of pedals used. It is cheaper because it is two machines in one. One Bayan machine occupies less space than two of the others." Mr. Gonzales recommends it for use throughout Manila.

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UNDERSTANDING COPRA . . .

(Continued from page 7)

particularly by the Low countries, as these items are being used for feedstuffs in the livestock industry. Since the Nazi aggression in Europe, our shipments to that sector have shrunk and have been checked by double bars. The American market apparently cannot absorb our production of meal and cake in view of the presence of competing feedstuffs. When there is no market for cake or meal, the price of copra locally is adversely affected. This is so because in the process of manufacturing coconut oil, the copra crushed yields about 33-1/3 per cent cake and meal. Hence, the price of cake and meal in the overseas markets bear watching. Quotations on copra meal on the Pacific Coast are in United States currency per short ton of 2000 pounds, cost, insurance, and freight basis, unless otherwise indicated. The following quotation is an illustration: "Copra meal quiet, \$32.00, Pacific Coast." In the local market copra meal is also quoted for domestic consumption. Our quotation is per metric ton, ex-warehouse. But in our country, owing to the presence of cheaper substitutes, we seldom use copra meal as feedstuffs for large cattle or hogs.

Quotations on desiccated coconut also need a little explanation. The prices in the United States are also per pound, cost, insurance, and freight. There are several kinds of cuts or threads, namely, Macaroon, medium, and coarse cuts; Fancy thread; Chips, and Long thread. The desiccated market to a certain extent permeates its influence over the copra market. When prices of desiccated coconut is sufficiently attractive in the United States, local desiccators pay better prices than in terms of copra. Hence, in Southern Luzon when desiccators pay good prices, coconut growers do not make copra but sell coconuts instead to desiccators. The shift to desiccated channels favorably affect the price of copra, particularly so in times of low production. Arrivals of copra in Manila dwindle; offerings from sellers become small. Operations of local mills are disturbed, unless they are adequately stocked. Hence, when crushers are keen for supplies, liberal concessions are usually granted resulting in higher bids for copra.

As a number of varied factors influence copra price fluctuation in Manila, it requires no argument to assert that it pays to read and understand local reports on copra and coconut products. If in doubt as to the status of the market, coconut producers should consult the nearest reliable broker and pay him for the service. The National Produce Exchange, operated by the Bureau of Commerce, renders the same service at a nominal expense.



Un Estudio de La Ley Que Controla La Exportacion de La Copra Y El Aceite De Coco

POR medio de una resolucion conjunta del Congreso de los Estados Unidos la ley sobre exportación fue enmendada extendiendose su aplicación a los territorios y posesiones insulares de los Estados Unidos incluyendo Filipinas. Esta Resolucion conjunta fué firmada por el Presidente Roosevelt el 28 de Mayo de 1941. El mismo día el Presidente Roosevelt también firmo una proclamación extendiendo a Filipinas todas las proclamaciones y ordenes que se habian promulgado bajo el inciso 6 de la Ley de Exportacion. El 29 de Mayo 1941, la proclamacion del Presidente Roosevelt juntamente con la Resolucion conjunta sobre el control de la exportacion fue incluida en una proclamacion promulgada por el Presidente de Filipinas.

El inciso 6 de la ley de exportacion autoriza el control sobre la exportacion.

En la lista de articulos que seran puestos bajo esta ley de exportacion se incluyen la copra y el aceite de coco. La copra y el aceite de coco son materiales importantes belicos. De ellos se deriva la glicerina, un ingrediente basico en la fabricacion de explosivos, hasta ahora no se ha podido encontrar sustituto para la copra y el aceite de coco como materia esencial por su contenido de glicerina. Filipinas es uno de los paises que mas producen coco en el mundo.

Varios paises se quedarian afectados por este sistema de licencia. Las dos siguientes tablas demuestran el volumen de nuestra exportacion de copra y aceite de coco para los ultimos cinco años (1936 a 1940) asi como los paises de destinacion. (Vease Tabla I y II)

La tabla No. III demuestra el volumen de la copra y aceite de coco en Japon y Rusia desde 1913 a 1935. (Vease Tabla III)

De las siguientes tablas se desprende que no hubo exportacion de copra a Rusia desde 1913 a 1939. Solamente en 1940 hubo importaciones a Rusia de Filipinas cuando una cantidad excesivamente grande de 23,000 toneladas metricas fue enviada a dicho pais. Mientras no se envio ninguna copra a Rusia durante la primera guerra mundial y los años siguientes, una gran cantidad de aceite de coco se envio a este pais en 1916, pero esto fue seguido con cantidades insignificantes en 1930 y 1931. En 1940 un año despues de la apertura de hostilidades en Europa Rusia fue uno de los compradores mas grandes de la copra Filipina. De hecho que Rusia era el tercero entre nuestros compradores de copra en ese año. Ademas, se enviaron a Rusia mas de 300 toneladas metricas de aceite de coco en dicho año

Japon ha sido siempre uno de nuestros parroquianos regulares de la copra y aceite de coco con la excepcion de los años de 1918 a 1923, a 1927 y 1936 a 1937, cuando muy poco ó casi nada se envio a dicho pais. Sin embargo en 1938 la exportacion de copra al Japon llego a un total de 1,800 toneladas metricas que se aumento aproximadamente 18% en 1939 y despues bajo en 1940 a unas 210 toneladas. Las estadisticas de los primeros cuatro meses de 1941 demuestran que Japon ha importado 13,715,042 kilos de copra y 12,677,201 kilos de aceite de coco.

Alemania no pudo obtener copra de Filipinas ó aceite de coco en 1940 debido al bloqueo Britanico. Sin embargo su socio del eje, Italia, de una manera ú otra consiguio obtener de Filipinas unos 2,635,449 kilos de copra y 1,627,807 kilos de aceite de coco en mienzo de la presente guerra Europea, Alemania habia sido uno de nuestros parroquianos grandes.

Los demas paises en Europa continental no han podido importar casi nada desde el comienzo de la guerra. Mientras el sistema de control y licencia en la exportacion significa una gran merma en el comercio con paises extranjeros los plantadores del

coco Filipinos se conforman con la situacion pues saben que la perdida de mercados es un sacrificio insignificante comparado con los beneficios que se derivan viviendo bajo la proteccion de las instituciones democraticas.

TABLA I EXPORTACION DE COPRA FILIPINA (KILOS)

PAIS	1936	1937	1938	1939	1940
Estados Unidos	182,522,706	207,471,095	227,441,657	225,076,847	243,601,478
Gran Bretaña	—	—	406,100	—	8,079,473
Dinamarca	1,830,663	—	10,617,200	17,144,855	5,384,000
Francia	20,309,872	5,963,920	35,162,156	46,290,571	34,182,505
Alemania	19,105,196	4,285,457	7,020,860	5,853,213	—
Italia	17,684,942	2,838,859	—	—	2,635,449
Holanda	33,774,154	12,912,595	45,872,400	50,269,688	—
Norwega	—	457,873	—	—	—
Suecia	—	—	2,590,800	16,578,194	12,126,695
Turkia en Europa	1,007,140	1,918,811	1,011,668	610,759	—
Turkia en Asia	195,692	—	—	—	—
Chile	—	—	1,397,471	2,292,121	—
Mejico	2,537,000	—	7,052,739	27,292,795	2,336,800
Indias Britanicas del Este .	215,359	—	70,480	—	—
Japon	—	1,600	1,823,703	2,151,183	210,289
Africa Inglesa	—	—	—	—	—
Egipto	1,628,797	52,008	1,599,489	2,328,996	51,690
Rusia	—	590,479	—	—	22,488,144
España	9,194,800	—	—	1,524,000	5,080,000
China	1,031,290	—	—	499,060	101,600
Malaya	—	—	—	459,817	—
Gibraltar	—	—	—	2,295,038	—
Colonias Espanolas en	—	—	—	—	—
Africa	—	—	—	—	4,927,600
Panama	—	—	—	—	724,648
Belgica	50,119	—	—	—	—
TOTAL	291,087,730	236,543,566	342,067,023	400,667,137	341,930,371

TABLA II EXPORTACION FILIPINA DE ACEITE DE COCO, INEDIBLE
(Cantidad en Kilos)

PAIS	1936	1937	1938	1939	1940
Estados Unidos y Territorios	150,928,370	160,325,232	159,629,291	155,587,480	158,283,670
Africa Inglesa	—	—	358,755	1,863,290	1,321,756
Canada	3,339,015	786,676	1,499,677	3,846,833	8,089,875
Suecia	—	—	800,000	1,483,253	3,776,342
Italia	—	—	—	45,138	1,627,807
Francia	—	—	—	9,875	1,373,754
Suiza	—	—	—	—	903,117
Belgica	—	—	—	—	609,020
China	328,267	269,156	772,508	482,047	449,441
Cuba	—	—	891,032	304,800	508,000
Rusia	—	—	—	—	304,800
Thailand (Siam)	51,670	74,018	51,822	77,436	48,900
Indias Britanicas del Este .	159,008	226,045	336,041	309,548	44,792
Hong-Kong	28,415	9,000	22,675	93,211	49,814
Malaya	—	—	—	316,412	27,868
Argentina	—	—	—	—	20,108
Indias Holandesas del Este	3,302	23,095	30,292	25,780	14,793
Japon	67,715	29,152	7,548	—	5,006
Alemania	1,079,069	1,021,086	320,000	273,614	—
Indias Francesas del Este .	—	1,768	16,168	5,994	—
Kwantung	2,629	1,230	1,230	—	—
Holanda	2,918,732	—	320,000	—	—
Corea	2,179	1,360	—	—	—
TOTAL	158,908,371	162,767,818	165,057,039	164,724,711	177,458,863

TABLA III

Exportacion Filipina de Copra y Aceite de Coco a Japon y Rusia durante 1913-1915 en kilos

C O P R A

AÑO	JAPON	RUSIA	JAPON	RUSIA
1913	568,117	Nada	1,145	Nada
1914	1,309,458	"	—	"
1915	1,450,273	"	—	"
1916	2,394,563	"	152,988	488,898
1917	983,635	"	10,010	Nada
1918	95	"	—	"
1919	—	"	—	"
1920	—	"	—	"
1921	—	"	583,803	"
1922	3	"	20,360	"
1923	148	"	152,928	"
1924	113,080	"	465,018	"
1925	52,821	"	10,399	"
1926	—	"	71,361	"
1927	226	"	164,532	"
1928	101,107	"	177,301	"
1929	527,985	"	244,345	"
1930	1,152,345	"	295,834	23
1931	2,049,937	"	329,637	4,000
1932	2,175,759	"	265,174	Nada
1933	5,612,583	"	266,888	"
1934	10,699,188	"	631,422	"
1935	1,346,466	"	73,394	"

NACOCO PARTICIPA EN LA PARADA DEL DIA DE LEALTAD



La participación de la National Coconut Corporation en la Parada de Lealtad llevada a cabo el 19 de Junio último en Manila, encabezadas por el mismo Gerente General, Hon. Maximo Rodriguez, el Director John R. Schultz, el Contralor Pedro M. Gimenez y el Secretario-Tesorero Benjamin Salvosa.

Como Ayudarian Las Cooperativas A La Industria Del Coco

Por VICENTE G. LAVA

Buró de Ciencias

(Traducido al Castellano)

EN un artículo anterior hemos señalado que entre todos los factores causantes de los actuales apuros con que tropieza la industria cocotera, solamente dos se encuentran a nuestro alcance de remediar con facilidad, y estos son: (1) Nuestra antigua perspectiva de depender casi enteramente del aceite como producto principal de la industria del coco, la cual perspectiva podrémos transmutar en la nueva perspectiva en donde el aceite desempeñará un papel secundario en el conjunto industrial; y (2) el poder adquisitivo bajo (low purchasing power) de la gente que podríamos concientemente tratar de elevar.

En el mencionado artículo hemos demostrado que son amplias, desde el punto de vista tecnológico, las posibilidades de una nueva perspectiva. Desafortunadamente, sin embargo, las posibilidades tecnológicas permanecen como meras posibilidades hasta que fueren traducidas en *acción*; y en vista de la magnitud de la industria cocotera y del gran número de personas que quedarían afectadas por los cambios adversos en la industria, lo más importante es *acción* y esta necesariamente tiene que ser *Acción Colectiva*.

NECESIDAD DE UNA ACCION COLECTIVA

No se trata aquí de criticar a la clase adinerada entre los filipinos. El país siendo lo que es—una colonia y un país atrasado—sus nacionales adinerados se ven forzados a desempeñar el papel del pasajero en el asiento posterior que meramente observa al que lleva la manivela, sin adquirir gran experiencia en la dirección y norma de administración. No teniendo experiencia en la estimación de las posibilidades, y con solo unos cuantos individuos competentes para dirigir en cuanto respecta a la tecnología de cualquier problema u organización, a un filipino adinerado no se le podrá esperar que invierta ciegamente su dinero. El resultado es conservatismo, timidez, intereses elevados sobre el capital, y condiciones que generalmente favorecen al grupo adinerado para compensar pérdidas incurridas debidas a las razones arriba citadas.

Esta es la razón porque es necesaria una acción colectiva. En una acción colectiva, ningún individuo coloca al azar todos sus ahorros ó acumulaciones; antes al contrario todos aportan su grano contando con la fórmula de que muchas contribuciones pequeñas forman una unidad grande. Pero la acción colectiva no significa meramente la reunión de ahorros individuales pequeños en una unidad grande; significa también interés en la organización, de parte de muchos individuos, aportando su grano de arena para alcanzar el

éxito, poniendo a conocimiento de todos sus virtudes etc. si triunfare. Pero lo más importante es el hecho de que la acción colectiva, puede ser dirigida hacia empresas cooperativas que darán por resultado elevar el poder adquisitivo (purchasing power) del pueblo.

Veamos pues como puede la acción colectiva obrar para la industria del coco:

Supongamos que existe una región cocotera donde la gente vive principalmente de los ingresos derivados del coco. Asumamos también que al presente su único ingreso proveniente del coco se deriva de la producción de copra de calidad inferior que se vende a corredores. Asumamos además que a cambio de su copra ellos toman otros artículos de varias otras tiendas al detal en la región.

La acción colectiva puede incorporar cualquiera ó todas las formas de las actividades siguientes:

1. Una cooperativa para resecar copra.
2. Una cooperativa para vender copra.
3. Una cooperativa para convertir la copra en aceite, venta de aceite y "copra cake".
4. Una cooperativa para la fabricación y venta del coco desecado.
5. Una cooperativa para la fabricación y venta de aceite comestible que se obtiene directamente de la carne fresca del coco y de sus derivados.
6. Una cooperativa para comprar artículos a cambio de la copra y demás productos y derivados del coco.

Vamos a tomar el caso de las dos últimas actividades para servir de ilustración de como obrarán estas cooperativas.

COOPERATIVA DE PRODUCTORES

Tomemos por ejemplo, de que unos veinte agricultores inician la empresa de la Cooperativa de Productores, aportando de ₱5,000 a ₱10,000 cada uno. Estos irán buscando suscripciones de ₱10.00 para arriba. Advertirán a cada uno de los miembros en perspectiva de la cooperativa de que cada individuo tendrá un voto, sin tomar en cuenta el número de acciones que ha comprado, pero que la distribución de las ganancias dependerá del número de acciones de cada uno. (Este es el Plan Cooperativo Rochdale).

Los organizadores de la cooperativa de Productores harán a que se comprometan los presuntos miembros de la cooperativa a vender todos sus cocos a la cooperativa, por un período especificado de años. El precio garantizado en que se ha de convenir pue-

de basarse sobre el precio de la copra al momento de la entrega de los cocos, ó sobre la siguiente distribución que está basada en una mínima de 95 kilos de aceite comestible obtenido de cada 1,000 cocos:

Por el aceite comestible del coco vendido al por mayor a (P) cada kilo	Precio garantizado concedido al agricultor miembro de la cooperativa @ 45% de ingreso del aceite (P) por cada 1,000 cocos	Cantidad mínima de la anticipada ganancia bruta de la cooperativa del aceite solamente, @ 55% de los ingresos del aceite (P) por cada 1,000 cocos
0.08	3.45	4.15
0.09	3.85	4.70
0.10	4.30	5.25
0.11	4.75	5.75
0.12	5.15	6.30
0.13	5.60	6.80
0.14	6.00	7.35
0.15	6.45	7.85
0.16	6.85	8.40
0.17	7.30	8.90
0.18	7.70	9.40
0.19	8.15	9.95
0.20	8.55	10.45
0.21	9.00	11.00
0.22	9.40	11.50
0.23	9.85	12.05
0.24	10.25	12.55
0.25	10.70	13.50

Los organizadores de las cooperativas advertirán también a los presuntos miembros que después de deducir el costo de fabricación, las ganancias de la cooperativas se distribuirán entre la cooperativa central y los agricultores, a base, digamoslo, de, 60 por 40.

Veamos ahora como este sistema de cooperativas de productores funcionará para el agricultor que haya invertido P1,000 en la cooperativa que cuenta con un capital pagado de P500,000. Con esta capitalización, podremos moler con facilidad 30,000,000 de cocos ó producir 3,000 toneladas de aceite cada año (un calculo más exacto sería 6,000 toneladas, pero se espera que parte de este capital será utilizado para operar la cooperativa de consumidores). Asumamos también que nuestro agricultor ha entregado 100,000 cocos durante ese año, y que el precio medio al por mayor del aceite comestible del coco durante el año sea P0.16 por cada kilo (unos P0.17 por kilogramo en Manila)..

En primer lugar, con un precio garantizado de P6.85 por cada 1,000 cocos si el precio medio al por mayor del aceite es de P0.16, el agricultor obtendrá P6.85 por sus cocos. El ingreso bruto de la cooperativa después de deducir el costo de los cocos, será unos P252,000 para dicho año, y con el costo de fabricación de unos P105,000 al año, la ganancia neta, excluyendo los productos accesorios del aceite, será de P147,000. Entonces todos los agricultores que entregaron sus cocos recibirán 40/100 de P147,000 ó sea P58,800. Nuestro agricultor que contribuyó 100,000 cocos de los 30,000,000 de cocos molidos, obtendrá 1/300 de los P58,800 ó sea unos P196. El mismo agri-

cultor que contribuyó P1,000 de los P500,000 de capital pagado recibirá además 1/500 de los P88,200 ó sea unos P176. En total nuestro agricultor recibirá entonces P1,057. Si el hubiese dependido en vender su copra al corredor, hubiese el obtenido, con el precio actual de P3.70 por cada 100 kilos (Buen Corriente),* unos P660, después de deducir los gastos por la resecaación de la copra. Aun deduciendo la ganancia de P176 sobre su inversión de P1,000, el agricultor hubiera percibido la cantidad de P881, uniéndose a la cooperativa ó sea unos 33 por ciento mas de lo que hubiera obtenido si hubiese persistido con su metodo viejo de vender su copra a los corredores.

Además, debe ser recalcado que la base del calculo para la distribución de las ganancias era el mínimo de 95 kilos de aceite por cada 1,000 cocos. Si los cocos rindiesen 110 kilos de aceite habría un ingreso adicional de P72,000 para la cooperativa, el cual, para nuestro agricultor que invierte significaría un ingreso adicional de P182.

Pero esto no es todo. Hay varios productos derivados que se pueden obtener en la fabricación del aceite comestible extraido de la carne fresca del coco. La cooperativa puede moler el bagazo (coconut meal) en harina y venderlo a los consumidores de harina a razón de P0.05 por kilo; con este metodo puede obtenerse un ingreso bruto adicional para la cooperativa alrededor de unos P45,000 al año. O sino la cooperativa puede disponer del bagazo al mismo precio a los miembros de la cooperativa como alimento para la cría de cerdos, y hacer de la región cocalera el centro de la cría de cerdos. La cooperativa puede asimismo vender el producto accesorio de proteína resecaada como alimento, ó para la cria de cerdos y gallinas a razón de P0.05 el kilo, y obtener otro ingreso bruto adicional de unos P12,000 al año. Además, la cooperativa puede fabricar vinagre nativo del "gata" que es un producto derivado después de extraido el aceite; venderlo a P0.01 el litro, y tener otro ingreso bruto adicional de unos P60,000 al año; ó sino puede también convertirse este "gata" en leche ó leche en polvo y obtener de este modo un ingreso bruto adicional de unos P225,000.00. Del todo se puede obtener un ingreso adicional bruto de los productos derivados del aceite comestible extraidos directamente de la carne fresca del coco, sería entre P117,000 y P282,000.

En otras palabras, este ingreso adicional sería alrededor de la mitad o mas de los ingresos brutos que la cooperativa obtendría del aceite unicamente (después de deducir el costo de los cocos). Aun asumiendo que el 50 por ciento de este ingreso bruto adicional se gastare por los trabajos extras, administración, comisión, impuestos, etc., aun habría un ingreso neto adicional de unos P60,000 a P140,000 al año para la cooperativa. La cooperativa dividirá este ingreso adicional entre los capitalistas de la cooperativa y los miembros agricultores de la cooperativa que ingresaron sus cocos a la cooperativa, en la misma forma como se ha descrito en el caso de nuestro agricultor tomado por ejemplo mas arriba. Este agricultor recibirá un ingreso adicional de lo menos P155 al año de estos productos derivados.

Pero aun no hemos terminado con nuestros productos derivados. Desde luego que se verá que cuan-

* Este artículo se escribió el mes de Enero, 1941.

to mas productos accesorios fabricamos, mayor combustible y fuerza motriz hemos de necesitar, y no podemos esperar economizar, para otros fines industriales, mas del 20 por ciento de las chiretas. Pero aun asumiendo que la cooperativa usare todas las chiretas para su fuerza motriz y requerimientos de combustibles, aun queda los bonotes por disponer. Los químicos é ingenieros de la Corporación Nacional del Coco ya han estado trabajando sobre este problema; solamente hace falta señalar aqui, que parece haber grandes posibilidades de exportar a los EE. UU., esteras, colchonetas, etc. confeccionados de las estopas de bonote, y que solamente los ingresos procedentes de este fuente serian tremendas si solo se consiguiese un mercado estable para dichos productos.

COOPERATIVA DE PRODUCTORES Y CONSUMIDORES

Esto nos lleva a la discusión de la cooperativa para la venta de productos y productos derivados del coco y para la compra de artículos de consumidores. Si la cooperativa que hemos discutido mas arriba fuera meramente una cooperativa de producción, se encontraría a menudo con tantas dificultades en un mercado competitivo que un productor individual. Desde luego que tendrá la ventaja de una capitalización mayor que muchos productores, como tambien contará con la cooperación de muchos propietarios individuales no tendran necesidad de depender del revendedor. Pero el vender es difícil; y para obtener éxito hay necesidad, no solamente tener productos de buena calidad y metodos efectivos de conseguir ventas, sino tambien habilidad en regatear.

Desviemos un poco para explicar lo que queremos decir. De la inversión total en la industria del coco que asciende alrededor de 440 millones de pesos, todo un 95 por ciento es invertido en terrenos y poseidos por filipinos, mientras que unos 20 millones de pesos son invertidos en molinos pertenecientes a extranjeros. La parte extraña y triste de la industria del coco, es que mientras los nacionales filipinos poseen 95 por ciento de la industria, el 5 por ciento que corresponde a extranjeros domina los negocios. Considerese el caso de la cuota del aceite para los EE. UU., por ejemplo. Es bien sabido que más del 80 por ciento de nuestra exportación del aceite van a los EE. UU. y que dependemos grandemente del mercado de los EE. UU. Pero con el sistema de cuotas en vigor, son los extranjeros, los dueños de las fábricas, quienes poseen el monopolio de estas cuotas; ni halagando y mendigando se podrá alterar ese hecho de parte de los nacionales filipinos. El resultado es, que las fabricas extranjeras siempre pueden imponer sus condiciones a los plantadores filipinos.

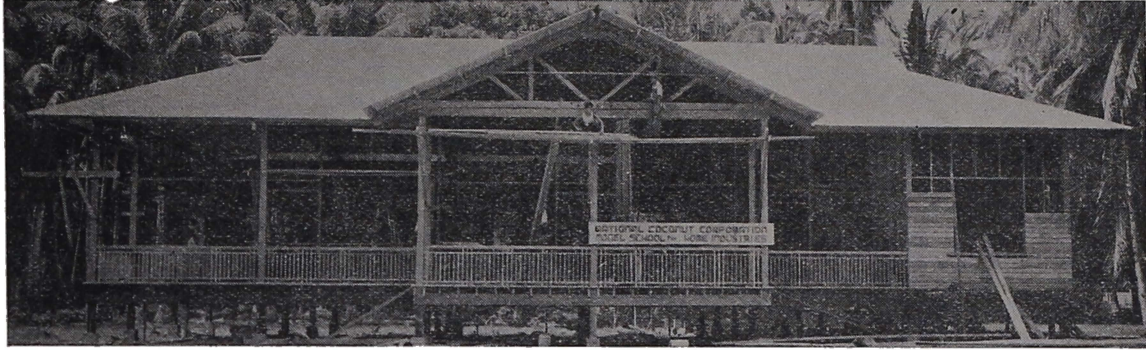
Ahora, supongase que contamos con una cooperativa de Productores y Consumidores. *No solamente se colocará la producción sobre una base cooperativa y racionalizada, los revendedores eliminados, y una ganancia mayor para los plantadores obtenida, sino que la cooperativa tendrá mas fuerza para conseguir la extensión de su mercado, tanto domestico como extranjero.* Podemos ver el día, por ejemplo, cuando los plantadores percibiendo su trance apurado y vien-

do una salida, simplemente rehusarán por medio de sus cooperativas de productores y consumidores, a comprar articulos americanos hasta que el aceite producido en sus cooperativas es permitido a entrar en America, aun fuera de la cuota asignada, y de esa forma colocar finalmente en manos de los nacionales filipinos el control de la industria de exportación del coco.

Ademas, con las cooperativas de Productores y Consumidores esparcidas entre las diferentes regiones cocoteras, y comprendiendo la mayoría de la gente en dichas regiones, esta gente no necesitaría comprar ningun otro aceite comestible que procede de Manila ú otros centros de fabricación de aceite. Es un triste comentario sobre la habilidad de los filipinos, de que son primeramente obligados a vender su copra a las fábricas extranjeras en los centros industriales, y despues son obligados a comprar aceite de estas mismas fábricas a precios muy elevados debido al costo de trasportación, comisiones, etc. No es mas que logico que en vez de enviar su copra a los centros industriales para volver a sacarla despues en forma de aceite comestible, los productores del coco deberán convertir directamente en sus respectivas regiones el número necesario de cocos en aceite y derivados de aceite para cubrir lo menos sus propias necesidades. Tomando en cuenta de que el 25 por ciento de la población filipina del pais se hallan en las regiones cocoteras, y tomando en cuenta de que el consumo domestico diario de la nación del aceite del coco es de 75 a 100 toneladas; está claro que, con el establecimiento de las cooperativas de Productores y Consumidores, el dominio y disposición de la producción domestica así como de la venta del aceite del coco podrá asegurarse en manos filipinas en el futuro.

SUMARIO

1. Los apuros de la industria cocotera han sido analizadas, y de entre los factores responsables de estos apuros, solamente dos pueden considerarse dentro del alcance de los filipinos para remediar.
2. El primero de estos dos, es el hecho de que nos hemos acostumbrado a aceptar la idea de que el aceite es el producto principal del coco, y por tanto estamos forzados a competir en el mercado mundial sobre la base del aceite del coco. Esta perspectiva es trillada y debe ser suplantada por la nueva perspectiva que considera al aceite solamente como un producto derivado de la industria del coco. Desde el punto de vista tecnologico esta nueva perspectiva puede considerarse practica.
3. El segundo de estos factores es el poder adquisitivo indudablemente bajo del pueblo filipino, lo cual les impide consumir mas productos del coco, y les incapacita a entrar en actividad plena para desarrollar nuevas industrias. Un esfuerzo conciente puede hacerse para aumentar los ingresos de la gente, no solamente en la industria del coco, sino tambien en las otras industrias.
4. El establecimiento de las cooperativas de Productores ayudará mucho a los productores del coco comoquiera que las ganancias de los revendedores, irán en sus manos.
5. El establecimiento de las cooperativas de Pro-



Vista parcial de nuestra escuela en Ayuquitan, Negros Oriental, durante el periodo de construccion.

Nacoco Abre Nuevas Escuelas

A NEGROS Oriental le corresponde el honor de ser la segunda provincia que cuenta ahora con una escuela para industrias caseras al estilo de la que NACOCO posee en Sariaya, Tayabas. De la noche a la mañana se han construido los edificios, no obstante el hecho de haberse cambiado los planos para que el costo de la construcción no pase del presupuesto aprobado por la Junta Directiva.

Reina un gran entusiasmo y un interes inusitado de la gente por la realización de sus deseos de contar con un centro docente exclusivamente para la industrialización del coco. La mejor prueba de este entusiasmo es el hecho de que centenares de jóvenes se han matriculado en la escuela antes de que esta estuviese en condiciones para dar cabida a tantos jóvenes que no tienen más que otro objetivo que el de saber utilizar el coco o cualquiera de sus partes a efectos vendibles.

Todo este interes, todo este entusiasmo que reina principalmente entre los plantadores y la decidida co-

ductores y Consumidores no solamente eliminará las ganancias de los corredores sino que dará a los productores del coco, quienes comprenden el 95 por ciento de la industria, mas poderes para controlar la producción y venta de los productos y productos derivados del coco en los mercados domesticos y extranjeros.

6. Basandose en la nueva perspectiva de la industria del coco, se hace una descripción de como funcionarán las cooperativas, asegurandoles a los productores un precio de la copra, y haciendoles partícipes de las ganancias que las centrales cooperativas de los productores rindieren.

7. La acción expresa mas que las palabras mismas. (Action speaks louder than words) El momento clama *Acción*, y no debemos perder tiempo en colocar a la industria del coco sobre una base estable y progresiva.

operación que están prestando ellos y las autoridades provinciales y municipales no demuestran más en conjunto sus ansias para la pronta rehabilitación de la industria cocotera del país.

La Negros Oriental Coconut School está establecida en Ayuquitan, el lugar escogido por el personal técnico como el más apropiado para dicho fin. Tiene un area total de 260 metros cuadrados, excluyendo las areas ocupadas por los otros edificios, como la administración, desecador de copra, hornos para convertir las chiretas en carbon, bodega y el local para la máquina desfibradora etc.

Pero Pangasinan no setá a la zaga de las otras provincias, pues apenas Negros Oriental anunciaba la terminación de la escuela, San Carlos, también daba cuenta a la oficina central de la NACOCO que ya se han abierto las clases para las diferentes industrias caseras. Es el tercer centro docente que está en función y cuya inauguración ya se ha anunciado. Por largo tiempo las autoridades correspondientes y los plantadores de cocos de Pangasinan han estado urgiedo para la pronta emplantación en dicha localidad de una institución pero no se pudo dar cima a la labor inmediatamente por haberse tenido que escoger un sitio apropiado para la soñada mejora.

Despues de Pangasinan estarán en verdadera actividad las escuelas de Boac, Marinduque y de Calapan, Mindoro, lo más tardar dentro del presente mes. A todo esto y a la chita callando, la provincia de Laguna muy pronto tendrá su escuela. Esta situada en Alaminos, el lugar más céntrico de la localidad según los expertos, el sitio más apropiado para un centro docente educacional, según otros, pero que en realidad el beneficio será para todos, en particular a los plantadores de coco por tener cerca muchos medios para industrializar su producto. No se sabe aún las futuras actividades que tendrá esta escuela porque todo dependerá de la política que trazará la Junta Directiva, pero con respecto a las que están abiertas, se enseña la confección del jabon para el lavado. Se



Resecador tipo Ceylonese y parte de la escuela en Boac, Marinduque.



Vista de la escuela del coco en Calapan, Mindoro.

han construido hornos para convertir las chiretas en carbon, tipos resecadores de copra el más reconocido y más eficiente en el extranjero y en el país para servir de modelos para los plantadores de cocos con el objeto de tener copra de alta calidad. Con las cuatro escuelas en función, la Sariaya Model School for Home Industries dejará de ser centro docente vocacional en el futuro y será un verdadero centro de actividad comercial.

Construidas estas escuelas se ha cumplido un deber primordial de educar a un sin número de gente,

quienes en donde quiera que esten, pueden acometer lo que han aprendido para la industrialización del coco y sus derivados. Un estudiante despues de recibir su diploma puede comenzar a trabajar por su propia cuenta, porque ya está completamente preparado para dedicarse a un pequeño negocio propio. Por esta razón se ha conceptuado de erronea la idea de no pocos jóvenes quienes creen que una vez que ellos hayan terminado sus estudios, la Corporación Nacional del Coco tiene la obligación sine qua non de emplearles en cualquier ramo que ellos han estudiado.



Vista parcial del edificio principal de nuestra escuela en San Carlos, Pangasinan.



Un Juego De Té Curioso

Por Jaime C. de Veyra

MUY curioso. ¿De qué materia creerán ustedes que se ha hecho este juego de té, a que quiero referirme? Loza del Japón o China es lo que todos conocen; creemos que hasta se puede tallar o tornear de alguna de nuestras famosas maderas (kamagong, tindalo, molave o narra); pero, ¿de coco? ¿de la chireta del coco, cómo hacer un juego de té? Ahí está el "busilis."

El hecho es histórico, real: el Sr. Máximo Rodríguez, presidente del Nacoco (National Coconut Corporation) ha regalado un juego a doña Aurora A. de Quezon. Hemos visto y examinado los objetos, que no habríamos creído pudieran existir, si no los hubiéramos tenido entre manos.

Consta de dieciseis piezas: tetera, azucarera, cremera, 6 tazas, 6 platillos y una bandeja: todo hecho con la nue del coco, excepción hecha de la bandeja, que tiene por "alma" alguna plancha de metal... pero no aparece, porque toda ella, por anverso y reverso, va cubierta por tiras entretrejidas de chireta. Maravillosa, labor maravillosa: les digo a ustedes que hay que verla para creer en ella. La tetera es el objeto de mayor volumen: es

un coco de tamaño ordinario; siguen en pequeñez, la azucarera y la lechera (10 cm. alto y 9 cm. diámetro); la primera con su tapa, y la segunda (figura de jarrito) sin ella. ¿Y las tazas? Siendo pequeñas, por su tamaño (5 cm. x 7 cm.) debió de representar trabajo en buscar cocos liliputienses, porque este material es de fruto maduro. Los platillos son en proporción, tallados para adoptar las formas, filetes y molduras de sus similares.

Otro problema aquí resuelto es el dotar de las correspondientes asas a tazas, tetera y demás, también con trozos de chireta labrados.

Todas las piezas se presentan **al natural**, pulimentadas y ligeramente barnizadas, para no empecer el efecto.

Ahora, díganme ustedes si no me sobraba razón para considerar este juego de té maravilloso. Es una prueba de habilidad manual. Es un crédito para la industria naciente del coco (sin aprovechar el contenido). La labor de abeja, en finura y perfección, recuerda las famosas palilleras de los buenos tiempos de Exposición.

PENSAMIENTOS

Mañana es la destrucción de todos los buenos proyectos; mañana está siempre delante de nosotros y jamás llega; mañana engaña y tranquiliza la conciencia de los perezosos.

El discreto y activo triunfa de las dificultades, con sólo atravesarse a ellas; el perezoso y el tonto tiemblan y huyen a la vista del trabajo y del peligro, y hacen la imposibilidad que temen.—*Rowe*

Con la experiencia hallamos un camino más corto tras largo vagar. El aprendizaje nos enseña más en un año que la experiencia en veinte.—*Ascham*

Lo que mal se gana, jamás se consumirá bien, porque hay en él una maldición, que lo malgastará; y las mismas disposiciones corruptas que inclinan a los hombres a los medios pecaminosos de lograr, les llevará a emplear los mismo medios malo de gastar.—*Henry*

Si el estafetero se entretuviese en patear a cada perro que le sale ladrando al paso, nunca llegaría a entregar la correspondencia.—*F. C. Allen*

Uno de los más trágicos fracasos de la imaginación en la era industrial ha sido el del infeliz consumidor. Los productores—tanto capitalistas como obreros—se han organizado con la mayor eficacia. Los obreros se han organizado para elevar los jornales. Los capitalistas se han organizado para aumentar los aranceles, conseguir subsidios velados, y extraer ganancias. Solo el consumidor ha permanecido descuidado e indiferente. Su imaginación no ha podido mostrarle la fuerza de su posición. El colmo de la burla de su condición es este—que él es la misma persona del obrero y la misma persona del capitalista. No es el tercer lado del triangulo económico; es simplemente una tercera función.—*Richard Dana Skinner*

Las grandes iniciativas y firmes resoluciones equivalen a golpes de Estado de la voluntad sobre las ideas raquíticas y cobardes que quieren administrar nuestra conducta.

Así como las hormigas no se dirigen a los graneros vacíos, así también muy pocos amigos se hallarán merodeando el lugar donde la riqueza ha desaparecido.

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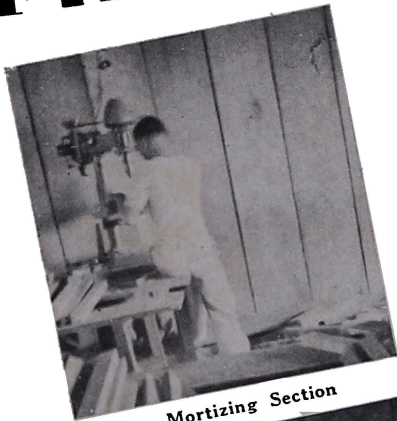
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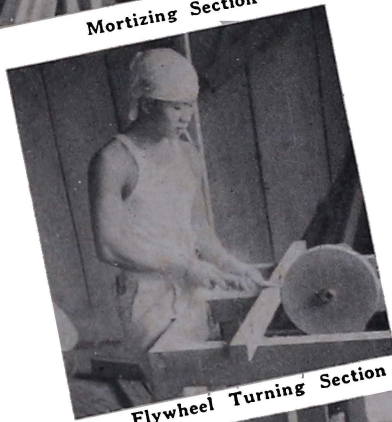
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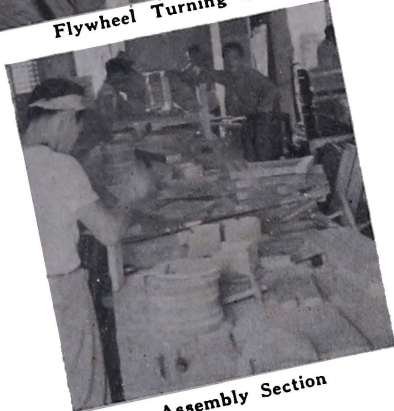
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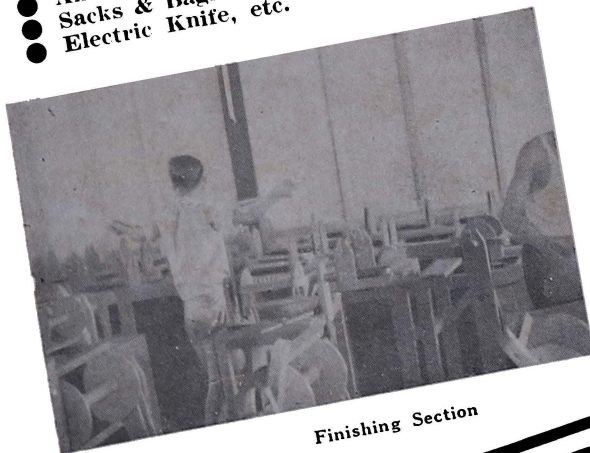
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