

## Plenty Doing in the Farmers' Movement

**A Big Trade Being Done—The Opposition Active and Tricky**

THIS hot bit of hollering merited in the farmers' movement throughout Ontario. That the movement is taking deep root is shown by the greatly increased volume of business being done, the enlarged correspondence being conducted with the head office and the growing opposition that is now encountered in business matters. This last forms the most interesting feature of the situation at the moment.

As previously announced, a business firm in Toronto with whom the Farmers' Company has been doing business from the first has commenced to try and win the trade of the clubs for itself. It is circulating the clubs soliciting their business, and, offering low prices, apparently too low, in an effort to induce them to leave off trading with the Central Farmers' Company. More than this it is trying to win the secretaries of the clubs to its support. With this object they have offered club secretaries a commission of 30 cents a ton on earload quantities of feed stuff ordered from them, and are making a general offer of one per cent. to secretaries for business done through them. That is a pretty clever move, isn't it?

The secretaries of the local farmers' clubs, it is trusted, are not likely to fall for any such bait as that, although some may. The game is too old. They know that to be loyal to the farmers' movement they must stand by the Central Farmers' Company through thick and thin. More than this, secretaries are the officers of their local clubs and if they accept secret commissions from firms their clubs do business with, there is a possibility that they may lay themselves open to action on the part of the club. Not only should the members of the clubs use their influence to have their clubs stand by the Central Company, they should be prepared, if necessary to make sacrifices for it. Secretaries who receive letters from firms trying to win away their business should send these circulars to the Central Company, so that the Central may be kept posted as to what their opposition is doing. Support of this character will ensure the success of the farmers' movement. They should, also, always telephone the Central if necessary for latest prices before even thinking of sending orders elsewhere.

Another development is that a firm that the Central Company has been doing business with has turned around and now threatens legal proceedings against it. The directors of the Company are in no ways alarmed over the situation, nor is the Company's lawyer, Mr. Waldron, to whom the matter has been referred. The interesting point is the indication it gives of the efforts that are always made to disrupt and interfere with farmers, whenever they try to cooperate and work together for their mutual benefit. All these matters will be laid before the representatives of the farmers' clubs at the next annual meeting of the Farmers' Company. In the meantime the clubs should stick by the Central Company.

**Progress of the Company.**

A meeting of the directors of the United Farmers' Company was held last Friday and Saturday in Toronto, when important business was transacted. Those present included: President J. Pritchard; of Gorrie; Anson Gribb; Preston; W. E. Good; of Paris; E. C. Drury; Barrie; J. Z. Fraser; Bradford; Geo. Oshawa; Warkworth; Manager W. C. Turner; and Sec. J. J. Morrison. There were present also Mr. T. A. Cramer, president of the Grain Growers' Grain Company, Winnipeg; President R. H. Hubert, of the United Farmers' of Ontario, and Mr.

Elmer Lick, of Oshawa; of the Cooperative Lick Growers' Association. Manager Gurney reported sales of \$161,104 during the past three months, which constitute a record. So great has been the increase in the volume of the business of the company the directors authorized the manager and secretary to engage a capable office assistant. The position is likely to be offered to some young man who has made good as the secretaries.

The following are extracts from the report presented by the manager:

"The suppliers are masters of the situation to a great extent this year. However, when we take into consideration the price of milk, butter, cheese, pork and other meats, as compared with recent years, will not the margin of profit be as great, if not greater? Is he not a wise man who has retained his normal quantity of stock even though the price of feed has been high? We think he is, and we are thankful to have been able to render some service in helping our patrons out.

"That criticism cast on us for not having feeds shipped immediately the order was given we do not deny, but as all suppliers have booked orders for a very often prompt shipments are impossible. We can only say that no farmers have been short, and as far as possible all orders have been placed the same day as received. It may be that they have not received the same attention afterwards. Often we have to do considerable looking around in order to get them placed at all, as some firms absolutely refuse to take orders without a specified amount of flour. They seem to be getting more particular all the time, compelling us to change orders considerably in some instances. Another thing that we have to contend with is the fact that, firms quoting straight cars demand higher prices than those quoting mixed cars, giving the impression that we are not getting best values. Once in a while a stray car is offered and only a few minutes given to accept, which has necessitated a great deal of long distance telephoning, so to write would lose the opportunity. Another thing that has tended to cause dissatisfaction has been the poor service of the railroads, which owing to so many of their hands enlisting and going to work in munition factories, has left them greatly handicapped. Another difficulty is car shortage, a complaint that seems to be made all over the country, said to be largely due to cars being loaded with wheat for export, which they are unable to unload owing to shortage of ocean space. One of our suppliers claims that they have two hundred and forty carloads awaiting cars to ship out. However, with all these and other obstacles to contend with business has increased so as to tax the capacity of this office to its utmost.

As regards future developments it looks as if there was an unlimited field for operation. Enquiries coming into this office asking for information and prices are steadily increasing.

From information that has been obtained through this office the writer is satisfied that the grain farmers, that is, those who have wheat, rye and barley to sell, have been exploited to a ridiculous degree this season, even as high as twenty cents per bushel. Please bear in mind that this is a big and complex problem, but still one that should not be overlooked, as the writer firmly believes that some arrangements could be made that would be of great benefit to our farmers and also be a source of revenue to this office."



## A Time for Farmers to Stand Firm

To Our Friends of The Farmers' Clubs:

FROM the time when we first started this Company to help improve the condition of the farmers of Ontario we have been sure that sooner or later an effort would be made to break up our movement. We did not know what the opposition would take, but we looked upon it as a certainty. A Toronto company is now trying to take your trade from us. They may even be willing for a while to sell you goods at a loss in order to beat our prices, gain your trade and possibly disrupt the movement. This is the time for you to show that you are not in this movement for only dollars and cents, but for the uplift of agriculture as a whole. Stand by us and we will stand by you.

## The Week's Trade News

**CORN**—There is a marked downward tendency in the price of corn. Watch the situation develop and be prepared to buy at the right time.

**MILL FEEDS AND FLOUR**—The car shortage is interfering badly with the trade. Prices are very strong. It is almost impossible to place orders unless containing 75 bags of flour and a limited amount of shorts and middlings.

**GLOVER SEED**—We are now about in a position to quote prices. Write us for them.

**TURNIPS**—The market has gone off badly. Evaporators are filled up and short of storage. It is difficult to make sales. Keep back shipments.

**The United Farmers' Co-Operative Co. LIMITED**  
110 Church Street Toronto, Ont.

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