

were able to export in quantity and return to members 5 cents per dozen above the current market price, after deducting all expenses. L. M. Powell, General Manager of the trading company, warmly seconded Mr. Stewart's plea for co-operative egg marketing and stated that they had a sufficient market for all eggs they could secure. Mr. Burnaby emphasized the increased price obtainable for uniform quality in eggs as the experience of the company.

Mr. Powell, in discussing some of the difficulties in connection with the Central office said, in part, as follows: "The difficulties which we had to contend with were many and varied, due to a great extent to abnormal conditions caused by the great war. The first in order was the restrictions placed on sugar. At that time we had under contract the delivery of seventy cars of sugar, which was immediately cancelled and we were compelled to buy when available in small quantities which, all told, did not aggregate one full car. The second item was the flour and feed, which comprised a large part of our business. Trading restrictions by which each household was entitled to only thirty days supply of flour, made it almost prohibitive for our clubs to accept mixed cars, as the mills insisted on loading from 150 to 200 bags of flour for every 500 bags, this being the minimum weight for a standard car. The absolute embargo placed on straight cars of feed being shipped from points West of the Great Lakes made a further reduction in our volume of business, which, under normal conditions, would mean from 300 to 500 cars. The monopoly of Oil Cake and Cotton Seed Meal is absolutely in the hands of the Government. Fortunately we have been able to secure oil cake from the Federal Government, but Cotton Seed Meal, which is used extensively in the dairy sections, has been impossible to secure.

"The coal situation in many respects has been the worst in the history of the country and the actual supply of hard coal has fallen far short of the allotment granted by the United States Government, which in turn was only 60% of the normal supply. At the commencement of the season we had written contracts with one of the large coal companies for one hundred and sixty cars anthracite, but in order to secure this amount we were compelled to pay in advance. We explained the situation to our clubs and called in an advance. As most of you are aware by a later order in council our contracts were automatically cancelled and we had no redress.

"At a general meeting of the directors in June, the question of taking over the Grocery business of T. J. Medland, Limited was brought before the Board and its favorable decision was brought forward by the Executive, the business being taken over the month following, retaining Mr. Harwood as manager of the Grocery Department.

"The main reason for branching out more strongly in this line was the fact that in buying out an established business, connections with the various wholesalers and jobbers were thus assured, that would take years to establish in any other way; in addition it assured us of a ready market for farm produce, viz., poultry and eggs. We are now in a position to more readily serve our clubs with groceries at a cheaper price than ever before. I may say in this connection that some criticism is expressed that we are not pricing some commodities as low as might be expected and in some cases the prices are on a par with local prices. While we are free to admit that this is a fact in some instances, we do claim that taking every article on our list and striking an average, you will discover a very great reduction, which we trust will be more apparent in the future. In addition we are having a constant fight with the Retail Merchant's Association, a powerful organization which endeavors to prevent in every way the jobber and wholesale firms from doing business with us on any terms. We are being placed on the Jobbers' list with many firms who hitherto refused to do business direct with us and as we are able to demonstrate our increased sales we will have less trouble in this respect.

"Many of our members not wholly understanding the business restrictions and the constant antagonism shown the co-operative movement, imagine we can give them the same service as old established houses, who have been years in reaching their present stage of prosperity. This is far from being the case and while we have accomplished a great deal during the short time we have operated our store, it is only by your hearty support at all times, that we may eventually hope to give you the service which the office staff so ardently desires."

Important amendments to the constitutions were made whereby the directors were empowered to borrow money on the assets of the company for the development of the business and to issue debentures if necessary. The Directorate is also empowered to appoint an Executive and the President and Manager are authorized to fix the salaries of all employees of the company receiving less than \$1,500 per year.

Officers.

The election of Directors resulted as follows: R. W. E. Burnaby, Jefferson; R. H. Halbert, Melancthon; A. A. Powers, Orono; E. C. Drury, Barrie; M. W. Doherty, Malton; R. J. McMillan, Seaforth; B. C. Tucker, Harold; Elmer Lick, Oshawa; E. A. Van Allen, Aultsville. The appointment of an auditor was left in the hands of the Directors. The Directors elected the following officers for the ensuing year:

President, R. W. E. Burnaby, Jefferson; Vice-President, A. A. Powers, Orono; Secretary-Treasurer, J. J. Morrison, 130 King St. East, Toronto. Executive: R. W. E. Burnaby, A. A. Powers, and R. H. Halbert, Melancthon.

Meeting of Club Secretaries.

At a meeting of the managers and the secretaries of the local clubs, held in the Labor Temple on Friday, various matters having to do with the relations existing between the locals and head office of the trading company were taken up. Mr. Blatchford of the Central Office urged that the provisions and goods of that sort purchased through head office be sold to members of clubs for the retail price and that any profits accruing should be rebated later. The speaker said, "In all the time I have been connected with this company, there never was a time when things looked as well as they do now. Firms that would not do business with us a year ago are now asking for our business." Ed. Fulton, Secretary of a Huron County club, spoke of the difficulties of club secretaries and stated that one of the greatest difficulties encountered was in getting club members to make up full carloads of goods. He believed that the best solution to the question lay in the warehousing of goods; some method other than that at present followed must be found. The speaker said that slow delivery of goods from head office had been a great difficulty in the past, but that this had been almost wholly eliminated during the past month or two. "When we first started, we sold things as cheaply as possible. When we began to carry goods we began to find ourselves in the hole; now we sell held goods at almost current price. Goods from the car are sold at an advance of one per cent.", in addition to the secretary's two per cent. commission.

H. V. Hoover, Hastings County, spoke very instructively as to the co-operative shipping of live stock. The speaker stated that his club had started shipping when he took a small shipment to Toronto market and received \$12 for a calf that the drover had offered \$5 for. He said that there was great difficulty in getting farmers to trust someone else to sell their stock for them. Some difficulty had been experienced in getting stock weighed on private scales, but that if these scales were situated on public or railroad property, the owner could not refuse to do the weighing. Mr. Hoover advised that clubs should own their own scales if possible. "Every single animal that is shipped to the market," said the speaker, "is weighed individually and numbered. When it gets to the market and the animals are sold to a commission man, the numbers of the animals are taken and Smith and Jones are paid for the weight of cattle that they delivered to the club. This method is made necessary by the fact that animals are weighed in bunches at the stock yards and unless weighed individually before shipping, the weight of each man's contribution could not be secured so satisfactorily." The speaker urged further, that clubs stay with one packer or commission man as much as possible, and he believed in shipping to the packer rather than through the market, as about \$40 per car was saved. R. W. E. Burnaby, the President, warned the secretaries against over-buying on a falling market, stating that "any fool could make money during the past few years, with a rising market." Mr. Burnaby also urged that if a live-stock office was established on the Toronto market, it would probably require at least a \$25,000 investment the first year, and that if the venture were to prove successful the clubs must support it.

Canadian Creamery Association of Ontario.

In the neighborhood of sixty creamerymen gathered at the Carls-Rite Hotel, Toronto, on Wednesday, December 18, for the annual meeting of the Canadian Creamery Association of Ontario. The subjects up for consideration were important at this time and most of those present took an active part in the discussion. The 1918 president, Mack Robertson of Belleville, held down the chair in his usual efficient style and carried through the program on schedule time. J. A. McFeeters reported with regard to express rates and stated that the Express Companies were making application for a revision of the express tariffs which would yield them an increase in rates equal to 28 per cent. on long hauls and 100 per cent. on short hauls. A committee was appointed to confer with the produce men on this matter. The matter of whey cream was discussed by Mac. Waddell, who reported having made some whey butter in the U. S. and that no difference could be detected between it and the pure cream butter. He wanted an expression of opinion from the meeting, however, on this point and the same was found to be unfavorable, butter from whey cream not being thought up to the standard of butter from pure cream.

Mack Robertson took up the question of the National Dairy Council of which he had been elected a provisional member at the recent Dominion Dairy Conference held in Ottawa. The speaker called attention to the fact that a producer had been elected to the position of president of the new organization and that it was better to have a producer as president since the producers support the whole industry and are beginning to sit up and take notice. Mr. Robertson reported having pledged the association to the sum of \$100 for the preliminary financing of the Dairy Council, pointing out that every organization represented had been similarly pledged to \$100 for each representative on the Council. It was pointed out that much more money would be needed, but the Council was a good idea since it brings all the existing dairy organizations together under one head. It will not be necessary to meet often but it will be possible for the different branches of the dairy industry to work harmoniously together, through the Council, on all matters of mutual interest. W. G. Medd, one of the creamery butter representatives on the National Dairy Council from the Dairymen's Associa-

tion of Western Ontario, was present and explained the personnel of the Council and its provisional nature until a constitution and by-laws could be drawn up and approved by the various associations. It was suggested in the discussion that dealers in dairy products as well as manufacturers of dairy utensils be included as well as the city milk distributors. A question was asked as to the new Co-operative Dairy Company and whether it is to be connected with the Dairy Council or whether it is being helped by the Governments. Messrs Geo. Barr and Frank Hens were called upon with regard to the latter point and both declared that they knew comparatively little about it, but that it was possible the Governments might be called upon to give some assistance in the way of organization. The selection of Mack Robertson was approved for the National Dairy Council and resolutions were passed approving of the \$100 pledge and providing that "the representative of this association on the National Dairy Council shall be an ex-officio member of the executive of the association."

A splendid banquet was held in the evening at which the Hon. Geo. S. Henry, Minister of Agriculture for Ontario was present and E. H. Stonehouse, President of the National Council. The Minister referred in the course of his remarks to the failure of Ontario creamerymen to win any large share of the prizes at the exhibitions this year and pointed out that quality is sure to count a very great deal in the future. Peace will bring keen competition and the Dominion Government is providing ample chilled space for the European markets: in fact they are building vessels now for this purpose. The field for live stock is promising, said the Minister, and it will be many years before the shortage in live stock will be overtaken. He said that he had nothing special to promise, but thought it fortunate for the Agriculture of Ontario that the Prime Minister, Sir. William Hearst, had taken over the Portfolio of Agriculture for a period of 18 months, in as much as this had enabled the Premier to become acquainted with Agriculture to an extent that he was now ready to lend an attentive ear to any proposal for the betterment of Agricultural conditions.

Mr. Stonehouse emphasized the desirability of making the acquaintance of the producer; that he was not a bad fellow when you got to know him and that an increased confidence in each other was necessary if the producer and the manufacturer or dealer were to do business harmoniously. The speaker thought that it was our duty to bend every energy toward the co-ordination of every branch of the industry. We must maintain high standards of quality, said Mr. Stonehouse, if we are to win and keep for our products a place of respect in the world's markets.

There were other subjects taken up during the convention that were of very great practical importance, among which were the questions of weighing and grading butter, the recent commandeering order, the question of cream cans and the question of markets. Space does not permit as full a report as we would like but the following resolutions show the opinion of the meeting on some questions:

Oleomargarine.

"Whereas oleomargarine is only an imitation of butter, and

"Whereas the similarity of the package, wrapper, etc., in which oleo is handled, is used as a selling argument by oleo dealers, and,

"Whereas we believe that serious misrepresentation may be made by oleo being exhibited in the same building as dairy products at exhibitions and fairs,

"Therefore be it resolved that the members of this association be urged to refuse to exhibit creamery butter at any exhibition or fair unless we be assured by the management that oleo will not be exhibited in the same building as creamery or dairy butter; and that the law permitting the sale of oleo be amended to make it illegal to sell oleo in packages similar to creamery or dairy butter, and that it be sold in packages similar to lard and lard compounds; and that a copy of this resolution be forwarded to the Hon., the Minister of Agriculture, the Hon., the Minister of Trade and Commerce the Managers of the Toronto, London and Ottawa exhibitions and the Secretary of the Ontario Fairs Association."

Testing the Cream.

"Whereas any legislation regulating the testing of cream immediately raises many matters of a technical nature,

"Be it therefore resolved that this association request an opportunity of consulting with the Department of Agriculture before any such legislation is proposed and that a copy of this resolution be forwarded to the Hon., the Minister of Agriculture for Ontario."

Appreciation of Grading System.

"Resolved that this Association record its appreciation of the assistance to the creamery industry by the Provincial Department of Agriculture in appointing an official butter grader, and also our appreciation of the work done by Mr. J. H. Scott grader, and that a copy of this resolution be forwarded to the Hon., the Minister of Agriculture for Ontario."

Officers and Directors.

The election of officers and directors for the ensuing year resulted as follows: President, William Newman, Lorneville; First Vice-President, J. A. McFeeters, Toronto; Second Vice-President, W. Mac. Waddell, Strathroy; Secretary-Treasurer, W. G. Jackson, Simcoe; Directors, R. M. Player, Walkerton; A. Aldrich, Delhi; L. A. Southworth, Omamee; P. C. Christie, Ottawa.