

the 1st of September, 1917, up to 31st of May, 1918—9 months. In that time they have shipped 3,690 cars, consisting of:—

325	cars of flour and feed.
21	" poles.
301	" posts.
377	" hay.
1763	" coal.
126	" barbed wire.
6	" bale ties.
7	" wire fencing.
80	" salt.
37	" cement, lime and brick.
184	" apples.
18	" cordwood.

He was unable to give the number of cars of machinery shipped out but the volume in dollars and cents out of the Calgary office amounted in the 9 months to approximately \$550,000.00. The total for all commodities from Sept. 1st, 1917, to May 31st, 1918, amounted to \$2,429,000, while the total for the year, ending August 31st, 1917, had been \$1,520,000.00—an increase in 9 months in dollars of approximately a million over the entire previous year.

It might be said that the increased value of the commodities naturally increased the business. That was quite true, but in keeping with the increased value they had more goods to handle, more overhead expense, and the showing at the end of the 9 months was such that they had increased business at increased expense and had as good a showing, as far as the Directors were concerned, as they had last year. Mr. Turnbull then asked them if there was any information they wished regarding the commodities handled or anything the Co-Operative Department could do to assist them in the handling of their business at the different Locals. He would be glad to answer any questions, but if they wished to go into details he would like to have them go to the office where they had all the information on hand which he would be very glad to supply.

Questions—(Mr. Jenson of Innisfail)

The question was asked as to whether the Co-Operative Department was having any more success in getting barrel salt. Mr. Turnbull stated in reply that at the present time it was impossible to get any shipments of eastern salt, which is the only salt handled in barrels, under approximately 4 to 6 months. They had found last year on a visit to the largest salt works that the output had been taken care of by the jobbing houses and packers. If they bought from the jobbing houses they would have to pay them profit, and seeing an opportunity of securing salt elsewhere, they had bought more salt brought in from California than they had been able to get in two or three years from Eastern Canada. The American salt in barrels is too dear to bring in to enable them to compete against the salt brought in from the west in sacks. The question was then asked as to whether there had been and criticism in regard to the quality of the salt handled. Mr. Turnbull replied that they had no criticism as to the quality. Somebody asked why the salt was so wet and Mr. Turnbull stated that on account of it being handled in winter the sacks are sometimes frozen together and have no chance to dry, having to be shipped in a moist state. He could not promise anything sure, but he hoped to give them a perfectly dry salt in all qualities which will be brought in from Salt Lake City. A delegate stated that he had heard from many sources lately that the salt supplied is a very poor quality; also that it is so damp it rots the sacks and there is considerable trouble in handling it. This man thought that the trouble was that the salt