

The WITNESS: Yes. At various places in Canada the farmer has been himself to blame for part of the over competitive condition in the milk distributing business. Where he was going along fairly nicely he thought the distributor was taking an unduly large margin, and he tried to remedy the situation by putting a dozen or so of his own rigs on the street. The sum total of the whole business had to be so re-adjusted as to carry the cost of those dozen rigs. The farmer saw a real grievance; there is no question of that. I am not holding up the distributor as a model, but I wish merely to show that the addition of a lot of milk delivery vans in a city where none are going out heavily loaded only aggravates the situation; it does not remedy it.

By Hon. Mr. Horner:

Q. But the individual farmer who undertakes his own delivery gets a larger price for his milk?—A. He generally loses money and abandons the effort after a while.

Q. I know personally a farmer about four miles of this city. He delivered his own milk for a number of years; then he quit and sold it to a distributor; he quit that again and is back selling his own bottled milk. He thinks he is making much more money by so doing.—A. My comment on that would be that in individual cases it may, of course, be so, he may be making more money. In very many cases he has no accurate knowledge as to whether he is making more money or not. He naturally keeps books, as every farmer does, with no means of knowing he is charging adequate depreciation of his waggons. He may be merely putting himself in a position where his own personal labour may be employed for a greater return than by doing more hours of work on his own farm; but that is not to say that the distribution of milk by that particular farmer is economically more profitable than by the distributor. It may be, but it may not be. He does not know.

By Hon. Mr. Gillis:

Q. It depends on the difference between what he receives from the individual consumer and what the trade would pay him?—A. And much depends on what he charges against those profits, sir.

Hon. Mr. LITTLE: I have been getting two dollars a hundred for jersey milk. I have been selling it since 1924 or 1925. Just as Mr. Robinson has pointed out, I took a couple of accounts, one a hotel in London, the other a large departmental store that runs a rather active cafeteria. Jersey milk used to sell in London for eleven cents a quart, but for the last year and a half the price has been nine cents. Those two accounts are worth about \$100 a month to me. After trying out this policy for two years I found there was no money in it, that it was much better to get my \$2 a hundred from the distributor.

Hon. Mr. GILLIS: You gave up delivering your milk?

Hon. Mr. LITTLE: Yes.

By Hon. Mr. Gillis:

Q. Are there fewer cheese factories in Canada now than there were ten years ago?—A. Yes, a few less. The dairy business, of course, is full of problems and of discontented people, but I do not think it could be substantiated that the dairy farmers as a class are any worse off than any other sort of farmers. I am sure they are not. They are certainly better off than the Western farmer at the moment.

Hon. Mr. HORNER: There are many farmers in Western Canada engaged in dairying,