

## Fifth Annual Convention Canadian Produce Association

The Canadian Produce Association held their annual convention in Montreal on February 6th and 7th. As this is the first time that the convention has taken place in this city, the Montreal produce trade were much gratified to receive the large numbers of their associates from all parts of the Dominion and the United States. The Federal and Provincial Departments of Agriculture were well represented, the Hon. J. A. Caron being the guest of honor at the banquet held at the Ritz-Carlton Hotel. At the conclusion of the Minister's address, Mr. A. A. Ayer, a well known personality in butter and cheese circles, made an interesting speech, dealing with the radical changes that have taken place in the Canadian dairy industry during his life time.



MR. C. H. THACKER,  
Ex-President of the Canadian Produce Association  
who made the opening address at the recent  
Convention.

The initial session of the convention was opened on the morning of February 6th under the chairmanship of the President, Mr. C. H. Thacker. After disposing of the formal reports of the various officials and the routine business of the Association, Mr. Thacker addressed the meeting on the subject of "Loss Off" system of buying eggs and the value of our export trade in this line.

The "Loss Off" system means that instead of the buyer for the wholesale or storage place buying eggs and taking a risk as to their quality that he buys them subject to having them examined, or candled, and not paying for those which he finds broken, rotten, etc.

### PRESIDENT'S ADDRESS.

Officers and Gentlemen of the Canadian Produce Association: As President of this Association it affords me much pleasure to open our Fifth Annual Convention. I desire to thank the members for conferring this honor upon me, as I feel there were other members who were more capable of fulfilling this position than I am. However, I trust I shall receive your loyal support in assisting me to perform the various duties whilst holding this important office.

When assuming the position as president of this association I had hoped that this terrible war would be terminated before this annual meeting; in this expectation we have been disappointed, as no one can yet fix the day of its termination. Nevertheless, I feel sure that I express your feelings when I say that we hold an unshaken confidence for the ultimate victory of Britain and her Allies. Canada has proved her loyalty to the Empire, and has given freely her gallant youth and monetary means to the great cause on which her liberties and national existence so greatly depend.

I expected that we would have the pleasure of welcoming back, at this annual meeting, our friend Col. John Gurn, who has recently been decorated by His Majesty, with the distinction of "D.S.O." The same energy displayed by Col. Gurn whilst president of this association has warranted him receiving distinction on the battlefield in helping the Motherland to fight the battles of the British Empire for the liberty of her subjects.

We are still a small organization in this great Dominion of ours, but, we hope, with co-operation of the members to make such progress that this association will be known, not only in the cities, but, from one end of the Continent to the other, and also, in the nearby towns, and farming communities, so that we may come in closer touch with the producer, and thereby he may learn to his advantage, a better method of marketing his products. On this point I would like to emphasize the importance of making this meeting a convention for the producers. Some have stated that this is a part entirely for the Government, but, gentlemen, if you want the farmer to produce more, it will require the concerted action of both.

The work of the association coupled with that of the Legislature has made wonderful progress in inducing the farmer to market a better quality of eggs. It may be of interest for you to know that our loss on eggs during the past year was considerably less than that of three years ago. This exemplifies the importance of the loss off system of buying. Some of the Western Provinces have adopted this system, and rules governing such have been inserted in the by-laws of the Board of Trade, and I feel that we should recognize this system by copying their example.

As regards the system of loss-off payment, it has not only been a benefit to the purchaser, but, has taught the farmer to market the eggs more frequently than has heretofore been his custom, thereby avoiding the heavy shrinkage which has been customary for the purchaser to bear.



HON. J. A. CARON,  
Minister of Agriculture for Quebec, who made an  
interesting speech at the Produce Association  
banquet.

During the season just closed we had eggs stored away at prices that have never been known in the history of the trade, and although a little money was made on them we owe our thanks to the export trade to the Motherland for it. The keen competition for eggs last year caused some members to fall away from the rules laid down by the association, but, gentlemen there is no reason for it. There are enough eggs for everybody, and I sincerely hope that every member of the association will abide by the rules and by-laws which he has signed for the coming year; otherwise, it would be better for us to eliminate the paragraph of not paying for bad eggs.

On this point I would suggest that the Board of Arbitration be advised of any deviation from the rules by the members. I know that no work has been given to them during the past year, and I am afraid this is somewhat humiliating to have been appointed to such an important office without their services having been called upon.

We have with us many Government officials and experts who are to lecture on various subjects, and any members who wish to be enlightened on matters may feel entirely at liberty to ask questions when the subjects are being discussed.

The export season just closed, up to December 31st, shows shipments to Great Britain of 380,000 cases for the year 1916 against 279,000 cases for 1915, and 112,000 cases for 1914, which shows an increase of

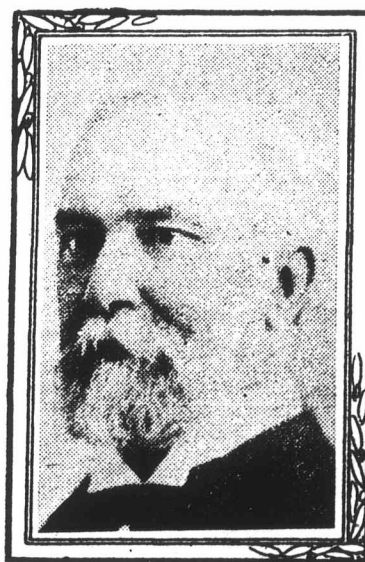
101,000 cases over 1915, and 268,000 over the year 1914. In our exportations of 380,000 cases we have shipped 245,443 cases Americans, and 134,557 cases of Canadians, therefore, you will note that we are lacking in the quantity of exports of Canadian eggs, although we have realized 1s. to 3s. per hundred more on account of quality, which speaks for itself regarding the duty of the Canadian.

Whilst on this subject I may mention that most of the eggs exported and used in Montreal are produced in Ontario; Quebec does not produce more than one month's supplies for this city; consequently you will readily note that a campaign for increased production of eggs in this Province is most essential. Quebec stands second to none in the production of butter and cheese, and with the co-operation of the Government, who I hope will take steps in this matter, there is no reason why the production of eggs should not be on a similar basis to other products.

We have received compliments regarding the quality on various shipments of Canadian eggs, and as we have a market that will take an unlimited supply we cannot be too careful regarding our shipments. We have been paid higher prices for export than what we have been selling for on our local market, therefore, let us conserve the interests of the export trade in order that we may continue this business after the war has terminated. Let us open next season with caution, realizing that we must have an outlet for this product, and that we can only obtain same by meeting competition with the other markets of the world who are exporters to the Mother country.

**BUTTER.**—Owing to large exports to the Motherland and the high prices on cheese we have been experiencing famine prices on butter, and in some instances the farmer has been paid as high as 44c per pound, f.o.b. shipping point. It would have paid him better to have manufactured cheese which has sold as high as 25½c f.o.b., but, had less factories made butter we might have seen 50c per pound for it, f.o.b. country points.

There was a time during the past season, when it seemed as though we could not fill the British trade with butter, and although offers of American creamery were made at 6s. to 8s. per cwt. less than Canadians they would accept the latter in preference. This speaks for itself regarding the quality of Canadian creamery we are manufacturing in the Province of Quebec today. Heretofore, our Canadian creamery



MR. A. A. AYER,  
who spoke at the Canadian Produce Association  
banquet.

has been neglected in England, as during our export seasons of 10 or 12 years ago most of the butter shipped then went into cold storage, and was only consumed in the Fall, therefore, the goods did not get justice on quality on account of being four or five months old before being consumed. During the past year the goods that have been shipped have gone immediately into consumption, and this has given us a splendid opportunity of showing the British the quality we manufacture.

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