

Over 85 per cent of the total business of the regional wholesales was reported by the three largest: La Coopérative fédérée de Québec, United Co-operatives of Ontario, and Federated Co-operatives in the Prairie Provinces. La Coopérative fédérée, with a turnover of about \$100 million annually, is recognized as one of the mainstays of agriculture in Quebec.

United Co-operatives of Ontario does a large business in purchasing farm supplies, petroleum and equipment. This organization is also an important manufacturer of feed, and has recently added a fertilizer factory. Until 1958 it also carried on a large business in the marketing of farm products, but much of this business has now been transferred to a new co-operative, The United Dairy and Poultry Co-operative Limited.

Federated Co-operatives Limited, operating in the Prairie Provinces, is the result of amalgamation in 1955 of two provincial wholesales, those of Saskatchewan and Manitoba. The head office is in Saskatoon, with branches in Regina and Winnipeg. In addition to dealing in farm products and supplies, it produces in its factories and mines petroleum products, coal, lumber, livestock feeds and vegetable oils. It is expected that the operations of Federated Co-operatives will extend to Alberta in 1961, through amalgamation with the wholesale in that province.

The provincial and regional wholesales have joined to form Interprovincial Co-operatives Limited, a central agency that serves to co-ordinate purchases of member wholesales by consolidating the buying. Incorporated in 1940 under federal legislation, this company has the authority to acquire and operate productive and manufacturing facilities and to act as a distributor for co-operative processing and manufacturing plants. Interprovincial Co-operatives Limited handles numerous household appliances and supplies of all kinds. It operates a chemical plant in Manitoba, a food plant in British Columbia and a bag factory in Quebec. The company has control of the "co-op" label, which is used to denote a high standard in co-operative products. Goods being sold under this label are increasing in variety and quantity each year. Interprovincial Co-operatives Limited also conducts an export and import business. Sales by Interprovincial in 1958 exceeded \$20 million.

#### International Trading

British consumers are among the biggest users of Canadian farm products. The Co-operative Wholesale Society of Britain is the largest non-governmental buyer of Canada's food products. The wheat imported by this society from Canada is about 12 per cent of the total Canadian wheat imported by the United Kingdom. In 1958 this society spent \$26 million for Canadian agricultural products, of which \$18 million was for wheat.

Canadian wholesale co-operatives are members of National Co-operatives Limited in the United States with which they do a considerable amount of business every year. In 1958 Canadian co-operatives reported investments of about \$150,000 in National Co-operatives Limited.

Although the range of supplies and commodities offered to their member co-operatives is wide, the wholesales have not reached the point where they can satisfy the demand in full.