

March 18, 1914

Reducing Cost of Living

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\$3.65 to \$4.90 for firsts, \$3 to \$4.20 for seconds, and \$2.50 to \$3.25 for thirds. No. 3 were Snows and Spys, and were, we should say, splendid value. We took orders on a basis of 25 per cent. Spy and King, two-thirds firsts, one-third seconds, with a few thirds. We might say this system of taking orders is a little more trouble at the time, but works out splendidly when delivering off car, as with the exception of the few substitutes everyone knows just what he is going to get. We have not heard one complaint about any fruit unloaded last fall, while some think the No. 3 apples at the price were the best value.

We did not confine orders strictly to members of the Grain Growers' Association, but believe eventually it will work to that. Meanwhile we find it quite a drawing card, and we have a larger number of farmers enrolled this year than ever before—fully 85 per cent. now, and more to follow.

In all purchases in car lots drafts were made on secretary, allowing from three to five days from sight, which in every case was ample time to unload, collect and meet draft. In case of honey, cash accompanied order. For fish order, one-half cash accompanied the order, and balance was sent within three days. Many cars of wood, some of cedar posts and some fencing were purchased by groups of two or more, but on these we cannot report here. There was also co-operative effort in the purchase of twine, which doubtless resulted in a saving to the farmers. Whenever it is possible we buy from Guide advertisers.

GEO. LOVE.

Ninga, Man.

VALLEY RIVER'S EXPERIENCE

It was not until the past year that the Valley River Branch went to any extent into the co-operative buying of supplies. True, our members have for some seasons back ordered binder twine, formalin, and possibly one or two other things thru the Association, but the year 1913 has seen quite a development along these lines. And we find that it pays, from more than one point of view. First, perhaps, is the monetary saving to our members and others whom we supply, and second, the prominence this gives our Association. It keeps us well advertised thruout the district, and there is a marked increase in membership as a result, the branch having made a gain of about 25 per cent. during the past year over any other year in our history. Last, but not least, we have enrolled men whom we had tried in vain for years to get to become members, but after two or perhaps three purchases thru the Grain Growers they were quite willing to join us. Our first purchase last year was a barrel of formaline. We asked for tenders for this among the local dealers, and accepted the lowest tender, which was 16 cents per pound. Formaline is generally retailed at about 25 cents per pound, but one of the merchants now discovered that he could sell it at 15 cents, so that many farmers who were not of our movement received the benefit of our co-operative buying. Sugar, tea and groceries of nearly every kind we bought to a greater or less extent. These we purchased from a Winnipeg firm, getting in touch with them thru our Central Association. Sugar was laid down at our station at about \$5 per cwt., making a saving to us of \$1 per cwt. Our local merchants soon found out that they could sell this commodity at a little lower than \$6. The same thing happened when we, along with a neighboring branch, shipped in a car of apples during the fall. We supplied our members at an average cost of about \$4.60 per barrel, retaining 10 or 15 cents per barrel for the Association treasury. Apples then retailed at \$6 a barrel, but soon afterwards became much cheaper, despite the advancing Winnipeg and Eastern markets. We saved at least \$100 on this deal. In all our purchases of groceries we effected a saving of from 20 to 40 per cent. over local prices, and the quality has invariably been satisfactory. We purchased 1,600 pounds of evaporated apples, costing us 6¼ cents per pound, a saving to our

members of about 5 cents a pound, or \$80 on the lot. We brought in one or two shipments of fresh fruit, such as pears, peaches and plums, but not much was gained on these transactions, the express charges and the heavy toll taken from the baskets by the railroad men en route restrained us from making further experiments along this line. One of our last purchases of the year was 1,200 pounds of honey from Ontario, at 11 cents a pound f.o.b. Ontario, with 1½ cents added at our station, making a saving over retail prices from \$75 to \$100. We could have handled much more than this amount, it being of fine quality. For the first time in some years we did not buy binder twine by carload. Our local dealers felt grieved at us for buying from outside points in former seasons, claiming they could give us cord just as cheaply and of equal quality. So we waited on these gentlemen for quotations—and waited. When we realized at last that they had no serious intention of catering for our trade in carlot, it was too late to order elsewhere, consequently we have had to pay for our twine this past year, and we have learnt our lesson. In flour and feed we do not deal, there being at Valley River siding an agency of The Grain Growers' Grain Co. Ltd., which does a brisk business in these commodities. We have no co-operative society in this municipality, although there is just now an agitation on foot to form one. The secretary-treasurer of the Association handles all the finances of the co-operative business, which is conducted on a cash basis. Our Association also takes it upon itself to dispose of shares of The Grain Growers' Grain Co. thruout the district, and we expect to add a few dollars to the treasury from this source. The Guide is, of course, boosted by our branch, and the commission thus earned goes into the general fund of the Association. Practically every home in the district receives the official organ of the organized farmers, and confidence is also placed in its advertisers, many people, to the writer's knowledge, making purchases from them. Our members, generally, appreciate the fact that The Guide sets a high standard in journalism, putting up a clean and honest fight for that which makes for a better citizenship.

BEN F. BOUGHEN,
Sec. Treas. Valley River
Branch M.G.G. Ass'n

NEW ASSOCIATION SAVES \$200

Chas. C. Colquhoun, Maple Creek, Sask., secretary of the Maple Creek Grain Growers' Association, reports considerable activity in the way of co-operative buying by his Association, which was established on June 19, 1913.

The first purchase was a car of Galt coal, which was laid down at Maple Creek for \$5.90 a ton, and sold to members at \$6.65 per ton, compared with \$7.50, which was being charged by local dealers. As a result of this deal \$98 went into the treasury of the Association, while the amount saved by members was \$109, making a total saving by co-operative buying of \$207. A car of briquettes was purchased at \$6.50 a ton and sold at \$7.25, when local prices were \$9 a ton; this gave a profit to the treasury of \$24.75 and saved the members \$57.75, a total profit of \$82.50.

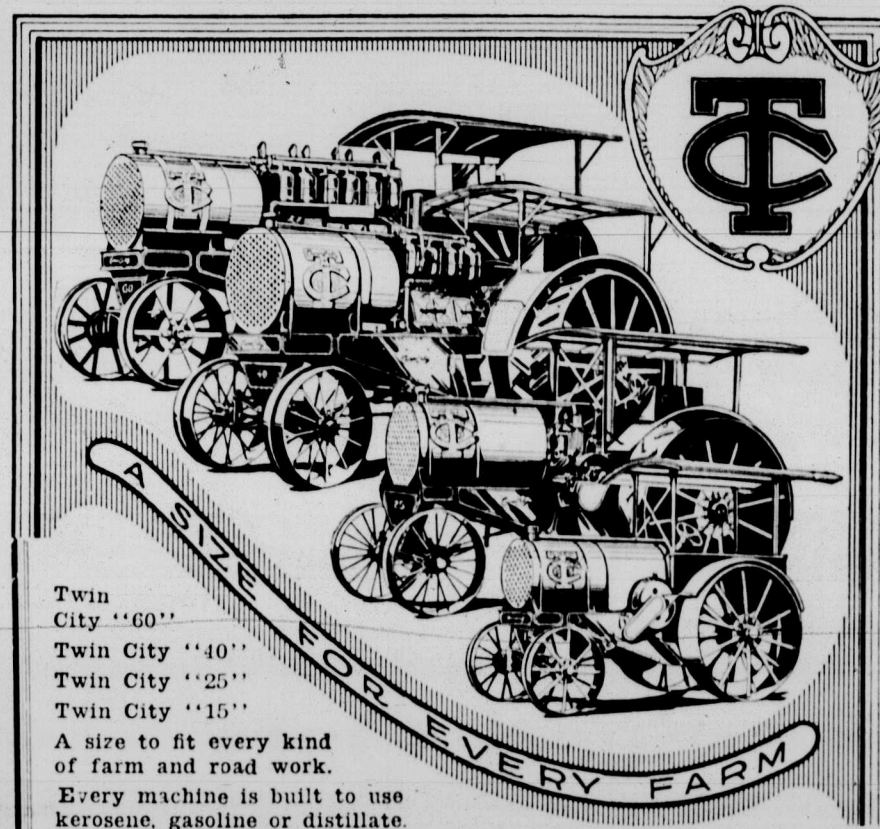
Two thousand fence posts from British Columbia were bought at 10½ cents each, and sold to members at 11c. Locally the same kind of posts were costing 14 cents, so the Association made \$10 and the members \$40. In addition the Association made arrangements with a local storekeeper to give all members of the Association a reduction of 75 cents a barrel on apples. Twenty barrels were purchased under this arrangement, giving our members a saving of \$15. The total saving made by the Association on these four deals amounted to \$353.62.

Non-members are not permitted to share in the benefit of co-operative buying, and the result was that a large number joined the Association.

A REPORT FROM BOISSEVAIN

Our local during the past year has purchased two cars of flour and feed, two cars of sugar, and two cars of apples, and in addition several members have

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