

### Grain Growers Prosper

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Flour	\$ 54,309.53
Woven Wire	52,290.88
Lumber	121,485.03
Posts	15,165.34
Builders' Supplies	13,714.68
Coal	60,067.49
Oil	477.85
Apples	39,227.40
Barbed Wire	49,038.36
Twine	648,905.47
Miscellaneous Produce and Supplies	7,711.45

\$1,062,393.48

Under the item of builders' supplies was included:—Cement, plaster, sash and doors, builders' hardware, paper and such articles.

And under the item of miscellaneous produce and supplies is included:—Galvanized sheet metal goods, such as roofing, shingles and siding, ventilators, well curbing, culverts, shipping drums for oil, etc.

Of these articles the largest item is binder twine, the total amount handled for the past season amounting to 6,750,000 pounds as against 2,395,000 pounds for the year previous. It is not too much to claim as a result of the prices quoted and the sales made in this article, by ourselves and the other associations mentioned, a marked influence was exerted upon the cost of twine all over the prairie provinces.

The total profits of this department, exclusive of machinery, after paying all expenses of management and operation, amount to \$21,921.09.

#### Lose on Machinery

Coming now to the machinery part of it, the total volume of sales under this head is \$86,734.93. This is not as much as was expected it would be when your directors entered upon it. Considering everything, however, the volume can be regarded as fairly satisfactory. The expenses, however, in connection with this department have been very much heavier than we anticipated, with the result that while the gross revenue from this department has been \$8,898.11, the expenses in connection with it have been \$24,521.31, leaving a loss for the period of \$15,623.20. It will be noted that the gross percentage of profit is very slightly in excess of 10 per cent. The overhead expenses here have been heavier than we expected. It can almost safely be said that we could have handled three times the volume, with comparatively very little additional expense, which would of course have made the total showing very much different from what it is. As a result of the experience gained, economies can probably be introduced that will considerably cut down the amount of expense. At the same time the margin of profit in selling may have to be increased.

#### The B.C. Agency

Reference has been made in our last two annual reports to the business of the Grain Growers' B.C. Agency. You will recall that we made an investment of about \$20,000 in this business with a view of developing a connection on the Pacific Coast, so that if business later developed in that direction we would be in on the ground floor, prepared to handle our share of it. No part of Canada has suffered more in the general business depression of the last two years than the Pacific Coast. The result has been that the Grain Growers' B.C. Agency has gone behind a little over ten thousand dollars for the past year.

#### The Grain Growers' Guide

Since the company was instrumental in establishing the Public Press printing plant and also The Grain Growers' Guide, and also since we have considerable investment there it should be of interest to the shareholders to have some information concerning them.

The business of this institution falls under two heads:—(1) That of the job printing business; (2) That of the publication side, or more correctly speaking, The Grain Growers' Guide.

In combining the results of the two departments, the business operations for the year ending 31st May last showed a loss, after allowing for full depreciation upon the large plant, of between \$6,000 and \$7,000.

#### Export Business

At our annual meeting a year ago, your directors reported that the business of



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G.G.G. Sloops are not the cheap low grade kind. They are built to carry heavy loads and to stand wear and tear. All material used is select stock and properly put together.

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Prices f.o.b. Winnipeg:

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**\$25.00**

2 1/2 x 4 1/2 x 7 1/2 x 6 ft. 6 in. (With Steel Shoes)

**\$26.00**

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**\$27.00**

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FORT WILLIAM, ONT.

Winnipeg-Manitoba

Agency at  
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British Columbia

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