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MT. ALBION SCHOOL

Report of Mt. Albion School for months of February and March:

Grade X.—1, Cedric Ballem; 2, Helen Jenkins.

Grade VIII.—1, Mina Jenkins; 2, Ruby Trowsdale.

Grade VII.—1, Arthur Ballem; 2, Eric Ballem; 3, Isabel Myers.

Grade V.—1, Margaret Ballem; 2, Ruth Jenkins; 3, Earle Jardine.

Grade IV.—1, Vera Jenkins; 2, Eddie Myers; 3, Thelma Myers.

Grade I A.—1, Jack Jenkins; 2, Blair Ballem; 3, Dewar Ballem.

Grade I B.—1, Ora Ballem; 2, Etta Jenkins; 3, Johnena Myers.

Grade I C.—1, Ewen Myers; 2, Moris Jenkins; 3, Chester Jenkins.

Edythe C. Lawton, teacher.

DUNBLANE SCHOOL

The following is the report of Dunblane School for the months of January and February:

Grade VIII—1, Helen Boulter; 2, Mary Bulger; 3, Louise Livingstone.

Grade VII—1, Velda Easter.

Grade VI (a)—1, Jessie MacPherson; 2, Chesley MacIsaac; 3, Edevida Gillcash.

Grade VI (b)—1, Doris MacPherson; 2, Lorna MacIsaac; 3, Jean Hart.

Grade III (a)—1, Don MacIsaac; 2, Calvin Hart.

Grade III (b)—1, Ada MacIsaac.

Grade II—1, Jean MacPherson; 2, Marguerite MacPherson.

Grade I—1, Raeford MacLean.

Perfect attendance — George Gillash, Jessie MacPherson, Edevida Gillcash, Chesley MacIsaac, Doris MacPherson, Lorna and Don MacIsaac.

F. Ellwood MacPherson—Teacher.

ROSENEATH SCHOOL

The following is the standing of Roseneath School for the month of March:

Grade X.—1, Lauretta Sullivan.

Grade IX.—1, Florence Donahoe; 2, Catherine Sullivan.

Grade VIII.—1, Beatrice Sullivan.

Grade VI.—1, Jean MacQuarrie; 2, Lilian Campbell, Marion MacQuarrie, Frances Sullivan; 3, Lucille Campbell.

Grade IV.—1, Anne Donahoe; 2, Robert Donahoe, Harriet Campbell; 3, Leo Sullivan.

Grade II.—1, James Sullivan; 2, Wilma Campbell.

Grade I.—1, Donald MacQuarrie.

Perfect attendance—Frances Sullivan, Lilian Campbell, Harriet Campbell, Wilma Campbell, James Sullivan.

Florence J. MacLeod, teacher.

BALDWIN ROAD WOMEN'S INSTITUTE

The regular meeting of the Baldwin Road Women's Institute was held on March 13th at the home of Mrs. Harry Trainor with nine members and two visitors present. Meeting opened by singing. Roll call was answered by jokes and Secretary reported having received the Government Grant. The minutes of the last meeting were read, approved and signed. It was decided to have the school-room floor washed before Easter. After some discussion it was finally decided for each member to do some sewing for an entertainment to be held later on. Mrs. Joseph Cullen invited the members to her home for next meeting which will be held on May 8th, roll call to be answered by paying a nickel. The meeting then adjourned. Lunch was then served by the hostess assisted by her sister Mrs. Curran, after which a social hour was spent.

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PILE REMEDY

FARMERS ATTENTION

Starting Monday, growers who wish to haul their Potatoes to our Charlottetown warehouse, will be met at the ice at Richmond Street, the lower end of Water Street, and the approach of the Hillsboro Bridge by truck.

Why not buy your Fertilizer from us now and haul it home on the ice.

Paul A. Murray

L—1615

LEGISLATIVE COMMITTEE

(Continued from Page 1)

misquoted in this article."

Mr. Lea: "No. As far as I can recall those are the words I used."

Mr. Scales: "There are more than those words. You have probably seen it?"

Mr. Lea: "I do not know if I have read it or not. I can't be sure of that."

Mr. Scales: "Perhaps I better read it and you will see if you have been misquoted."

(Mr. Scales then read article from paper).

Mr. Lea: "That is correct as far as my statement is concerned."

Mr. Scales: "This statement refers to a competitor. Apparently there is one competitor who is the nigger in the woodpile. Would it be in order for us to ask the Hon. Mr. Lea who that competitor would be."

Mr. Lea: "I don't think it would."

Mr. Scales: "The inference is that it is the Associated Shippers."

Mr. Lea: "You can take any inference you like."

Mr. Scales: "If it is not the Associated Shippers we want to know. If it is the Associated Shippers we want to know and we will put our cards on the table."

Mr. Lea: "You can please yourself about how you meet the situation."

Mr. Scales: "Not being accused of anything, gentlemen, we can only answer the questions which we may be asked. We are ready to answer any questions, Mr. Lea may ask."

Hon. Mr. McNutt: "Gentlemen, it is up to you to ask any questions you wish."

Question of Co-operation

Hon. Mr. Wood: "Have the buyers and shippers been co-operating with each other?"

Mr. McNeely: "There was an attempt at co-operation but it could not be worked out."

Mr. Lea: "Was there an agreement made between the shippers that you would all ask certain prices?"

Mr. McNeely: "There was an agreement made. I would like to elaborate on that a little. The buyers in Jersey had notified us that they were going to buy as a unit, and Mr. Boulter called up one day and wanted to know if he could talk the matter over with Mr. Wilson and ourselves, to get some form of stabilizing the market. We made an appointment to go up and see him in the morning. We went up and talked the thing over and we put it up to him that the only way the market could be controlled and the prices maintained was that one man do the selling in Prince Edward Island, and that the orders would be pro rata between the Associated Shippers, the Potato Growers Association and the Harris Abattoir. The only way the situation could be controlled was that these orders be pro rated between the three, and the basis of the pro rating was 2-5 to the Potato Growers Association, 2-5 to the Associated Shippers and 1-5 to the Harris Abattoir. The basis of working that out was the fact the Associated Shippers had put out about twice the fertilizer last year the Potato Growers Association had."

Mr. Lea: "How would you know it was to be all used for the purpose of growing certified seed?"

Mr. McNeely: "From the sections it was to be used in."

Mr. Lea: "That would only be an estimate?"

Mr. McNeely: "We couldn't arrange a satisfactory ratio, but we felt in view of the fact that twice the quantity of fertilizer had gone out, by taking an equal quantity for ourselves and the Association was a fair amount."

Mr. Lea: "Of course the Association didn't consider it was fair in view of the fact they claimed they had worked up the market before the Associated Shippers were born. Mr. Boulter did a lot of travelling in the south and their claim was in view of the fact they developed the market it was hardly fair for you to expect the first year you were organized as seed buyers—"

Mr. McNeely: "The second year."

Mr. Lea: "The second year, to get as large a share of the trade they had largely developed."

Alleges Price Guarantee

Mr. McNeely: "Our contention is the reason the Potato Growers Association have sold the amount of seed is on account of their method. They guarantee their price is going to be as low as any other. They protect them against any drop in the market. It is not business to do it and we positively would refuse to sell a man a cargo of potatoes and guarantee that the price would not be lower than when we sold him it. We wouldn't guarantee. Mr. Boulter always said we will guarantee your price."

Mr. Lea: "The Association have always received as high or a higher price than Vermont and Maine. This was the first year they didn't. They claim there was a gentleman's agreement to hold the price at a certain rate and who broke that agreement."

Mr. Scales: "They claim that, we have nothing to do with that."

Mr. Lea: "With what."

Mr. Scales: "With what they claim."

Mr. Lea: "Will you deny you made that agreement. Who cut the price after you made the agreement?"

Mr. Scales: "We will go into that in detail. There was an agreement made and it will be explained to you in a moment. In the first place as regarding the seed selling lower than Maine or Vermont, that is a matter of hearsay."

Mr. Lea: "That is the statement made by the Association."

Mr. Scales: "We are making no statement in that line. There was an agreement which in a final analysis the Associated Shippers could not possibly maintain on account of the injury it would do to the Prince Edward Island potato growers, by having their potatoes frozen in the ground and other things."

Mr. McNeely: "When Mr. Boulter wouldn't accept the situation—"

Mr. Scales: "Excuse me, I assume this is an investigation or is it a matter of setting us against an opposition firm?"

Hon. Mr. McKenzie: "The statement Mr. Lea made is almost the same as Mr. Boulter made."

Mr. Lea: "That is where I got it."

Hon. Mr. McKenzie: "I dare say Mr. Boulter is in a position to put his cards on the table and then we won't be working in the dark."

Mr. Lea: "This is a matter we are all interested in, the success of the farmers and the success of the potato industry."

Not "Desperados"

Mr. Scales: "I don't think we are to be put in the position that we are a pack of desperados. We are prepared to answer all these questions but not in the attitude that we are desperados."

Mr. Lea: "I can't see that you should interpret it that way. We were asking Mr. McNeely regarding the bargain that was made."

Mr. Scales: "I suggest that you first try to find out who the desperados are."

Mr. McKenzie: "There was a feeling prevalent that somebody blundered and cut the price."

Mr. Lea: "We want to know who is responsible?"

Mr. Scales: "Would it not be well to have Mr. Boulter make an explanation."

Mr. McKenzie: "I think we better have Mr. Boulter in."

Hon. Mr. McNutt: "I will carry out your wishes."

Mr. Scales: "We want to find out the ground we were going to continue on, if we were going to be railroaded as a pack of desperados."

Mr. Lea: "Who was insinuating that?"

Mr. McKenzie: "Is it any harm to know who cut the prices, Mr. Boulter said—"

Mr. McNeely: "I don't think Mr. Boulter mentioned the Associated Shippers."

Col. Full: "Mr. Boulter's inference is that the Associated Shippers cut the prices."

Mr. McNeely: "We might talk a lot and then Mr. Boulter might say it was Lester Douglas or some one else."

Mr. Scales: "If we are not being charged why do we have to tell our private affairs?"

Mr. Lea: "The reason we were questioning Mr. McNeely was because they intimated they wanted to be questioned."

Mr. Scales: "If we are guilty."

Mr. Dennis: "I think one of the principal things you must all consider is the effect of this report on public opinion. The people and shippers will lose faith in all potato dealers if they do not know who is guilty. If there is some one guilty we must make an effort to fix the guilt. If there is an erroneous opinion let us correct it."

Mr. Scales: "The matter was brought up whether this would be something private or open. As far as we are concerned anything we say is for publication if you wish it."

Hon. Mr. McNutt: "I just mentioned the fact."

Mr. Lea: "Mr. Chairman, what is the next move?"

Hon. Mr. McNutt: "We will call Mr. Boulter in."

(Mr. Boulter was called in.)

Purpose of Enquiry

Hon. Mr. McNutt: "Mr. Boulter, I may say the Agriculture Committee of the House both parties are under the impression from what they could gather from the farmers in the different districts that they represent, that there was something radically wrong with the potato business last fall. That they did not get what the market would give them. So we called together some of our principal shippers to enquire where the fault lay. Now we have certain statements from the Associated Shippers and they seem to think from their point of view that they had acted conscientiously in the matter, and we would like to hear from you just where you stand in the matter as one of the principal shippers. They did not make any accusations against your personally or anything of that kind, but feel themselves they are clear in the matter and have acted above board."

Mr. Scales: "I think Mr. Chairman, that this also boils back to the article in the Guardian making reference to some opposition firm regarding prices, and the question is asked if the Associated Shippers are the firm who are supposed to be the guilty party, or is it some other firm."

Mr. Lea: "I think we should acquaint Mr. Boulter with what has taken place. I will give my version and you gentlemen can correct me. Mr. Scales read that article and I said that as far as my knowledge of the bargain was concerned it was correct. I started in at the request of either gentleman to question them. The first question I asked was if there was any agreement made with the shippers last fall as to price. Mr. McNeely started to explain that he had gone to see Mr. Boulter and suggested they make a division of the seed potato trade, something like 2-5 for each organization. My reply was I didn't think they could expect the Potato Growers Association, whose manager I believed has largely developed the seed trade to do that. His argument was they had sold the most fertilizer. That might be possible, if they were sending it out for general potato trade, a lot of it might have gone into commercial potatoes. I started to ask if a price had been agreed upon. We were at that point when it was suggested that you be brought in. That is my understanding in a few words of what has taken place."

Mr. Scales: "We do not object, we are the guilty party we are prepared to put our cards on the table and give you all the information, but if we are not guilty we do not wish to give our inner business as we would otherwise."

Mr. Lea's Explanation

Mr. Lea: "Mr. Scales I think objected that we were sort of charging them as desperados. He objected to the attitude, I believe, of some of us in cross questioning and it was held up on account of the inference of either myself or some other person here insinuating they were desperadoes. However, we were not insinuating anything of the kind. If it is true a gentleman's agreement was made last fall that a certain price would be asked, is it true one shipper without consulting the others cut that price."

Mr. Scales: "As far as I can see gentlemen it is a matter originating from statements put out by the Potato Growers Association as regards price cutting, and if some person will, either the Potato Growers Association or Mr. Lea, will make the statement that we are the people who are reputed to have cut the price then we will be tickled to put our cards on the table."

Mr. Lea: "Then we will hear from Mr. Boulter."

Mr. Boulter: "Of course this is a case of one man against many."

Mr. Lea: "Oh no, this is just a group of the Agriculture Committee."

Mr. Boulter's Statement

Mr. Boulter: "Mr. Thompson was with me when we were at the meeting and we felt that we were treated in a shabby way as far as the seed potato deal was handled last fall. We have for a number of years, of couse it is not necessary to state this, as I don't think anyone will deny the fact, for the last ten or twelve years, due to the co-operation of the farmers, through educational meetings and through the building up of trade, we got a tremendous opening for seed potatoes. Of course in 1931 when the slump struck the seed potato business very little seed was handled from the 1931 and 1932 crops that could be disposed of to advantage in the United States. When the 1932-1933 crop was gathered there was every evidence that the price of Cobblers would run high, because of the lower yield of all potatoes and an indication that there was quite a scarcity of certified Cobblers. With that in mind we thought we better hold our price as high as we could, and it is true Mr. McNeeley called at the office once or twice and then he wanted to arrange for a meeting which he did. This meeting was to be held at his office. Mr. Thompson and myself went down from the Potato Growers Association, Mr. Wilson and Mr. Davison from the Harris Abatoir, Mr. Murray and Mr. Clark from the others—the four concerns we considered were handling the bulk of the seed potatoes. Now, after we discussed the matter with the full Board of Directors of the Associated Shippers there, we felt it would in the interests of the farmers of Prince Edward Island if we could agree on a price and hold to that price, no matter what it was. If the market wouldn't take the price that was current and if there were quantities coming in from other sources, let us get together and reduce that price and name the same price. This was talked over. We felt that a number of the Associated Shippers Directors were potato dealers, they still had the advantage over us, in that say Simmons and McFarlane, or Full or Scales could arrange for a sale of potatoes in their own name, and while it might not be handled by the Associated Shippers. This was discussed and it was agreed very definitely that all seed must be handled by the Associated Shippers. That was the statement made before us, that there would be no opportunity of any directors making sales that would reduce the price. Therefore we all agreed that this price would be held, and with this understanding, the way we took it in our office was that we would hold to our price quoted. I might say one or two men always bought from us and scarcely ever bought a bag outside us, and so we continued holding our price until finally we found out that arrangements had been made to sell at a price that was very much below what we had agreed upon and we discovered they had agreed to take anything at all. "To hell with the agreement. Every man for himself." That is the words we got over the telephone. The next price we heard quoted was 50 cents below the price we agreed upon."

Question of Agreement

Mr. Lea: "The matter is who broke the agreement."

Mr. Boulter: "Further than that it was given to me by reliable growers in New Jersey that a meeting of the growers was held and the proposition was put up, if you can make up a carload of 30,000 sacks we will give you until five o'clock tonight, or something like that, we will give you a special price on them of $3.50 per sack, and half of that cargo was taken up by the two men, who whatever they took I thought they would buy from the Association. That was the beginning of it. What effect would it have. We had a few potatoes assembled at different ports at that very time. Losing something of what we expected to get at the higher price is necessitated putting some of them in storage. However, we were fortunate enough in putting them in storage that the price which advanced took care of us."

Hon. Mr. Wood: "Those contracts you had, was it an agreement that you meet any decline in price?"

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Mr. Boulter: "No. For instance we had three men handling the bulk of our stuff in New Jersey, and whatever one received the others would receive at the same price. We guaranteed against our own decline."

Mr. Wood: "Not against any offers any other party would make?"

Mr. Lea: "The statement was made that you did that."

Mr. Boulter: "We have three men. For instance we have the Monmouth County Farmers Exchange, they first bought from us, we booked 10,000 from them at $4.00 when the price dropped. We understood we had the sale made, although we did not have it definitely confirmed, to one other party, when the lower price was named. He simply claimed he hadn't bought at the higher price."

Claims No Agreement

Hon. Mr. Wood: "You didn't have any agreement with him?"

Mr. Boulter: "No. When we had to sell to the other man at the lower price we had to reduce to the first man. That is the policy we always followed, because the three men handled our stuff."

Hon. Mr. Wood: "You thought it good business?"

Mr. Boulter: "We have always practised it."

Mr. Lea: "When was the first year there was a break in price, someone was cutting the price? Did you get it from customers?"

Mr. Boulter: "From customers in the United States."

Mr. Lea: "Did he name the shippers?"

Mr. Boulter: "Not in their wires, they didn't name any shippers who were lowering the price, but they said 'your competitors are quoting much lower.'"

Mr. Lea: "You claim it was not you that cut the price?"

Mr. Boulter: "I am absolutely sure."

Hon. Mr. Wood: "That meant on Prince Edward Island seed potatoes?"

Mr. Boulter: "On Cobblers."

Cites Farmers' Opinion

Hon. Mr. McKenzie: "There is a feeling that the farmers lost 50 cents a bag. They certainly needed it."

Mr. Scales: "If you put that question to Mr. Boulter who is the competitor who is accused of cutting the price."

Mr. Lea: "I asked that question first, Mr. McNeely and Mr. Scales objected."

Mr. Boulter: "What concern had a representative who was able to go into a meeting of dealers of New Jersey and make the proposition to them, after they took 30,000 bags they had an option up to a certain time that day at this reduction in price."

Mr. Scales: "I will ask our manager, Mr. McNeely to state whether he made that offer directly or indirectly to any dealers in New Jersey."

Mr. McNeely: "No, they were never given that offer."

Mr. Scales: "We are not the guilty party."

Mr. Boulter: "It will not be difficult to get evidence that this was stated at a meeting of dealers."

Mr. Scales: "I will ask our secretary if he has any knowledge of it."

Col. Full: "No."

Mr. Lea: "Did you never cut the price?"

Col. Full: "We didn't make an offer to anybody during the period of time under discussion. It was approximately from the 10th to the 20th of October."

Mr. Scales: "Therefore gentlemen there are accusations made against some oppenent. Our men say they didn't do it, Mr. Wilson says he didn't do it. If Mr. Boulter will come out with a statement as to the person accused."

Mr. Boulter: "Different dealers who bought said it was from the Associated Shippers. The information I got from the dealers who bought these potatoes was that they were buying from the Associated Shippers."

Mr. Lea: "At 50 cents a bag less?"

Mr. Boulter: "At 50 cents a bag less."

Mr. Scales: "We are now at the stage where the Potato Growers Association representative says he was told that the Associated Shippers made this offer. He hasn't the information direct but he was told it. We have the statement from the Associtead Shippers they did not make the offer. Is there any way we can find out whether Mr. Boulter was misled or the Associated Shippers misquoted?"

Mr. Boulter: "I think there is no difficulty in getting the information. I do not believe for an instant there is any difficulty. It was told to me by three or four different parties at different places and they all told the same story."

Mr. Scales: "Could you make a suggestion how it would be gotten."

No Injustice Intended

Mr. Lea: "We don't want to do an injustice to any person. It is not the purpose of the meeting."

Col. Full: "There was a period of time during the month of October when $4.00 was the price mutually understood here as what we should ask delivered in New Jersey aboard truck, or if it was direct from the steamer or into warehouses, with warehouse charges to be paid by the buyer. During the period there was nothing being sold to any extent. Mr. Boulter has said one man booked 10,000 sacks at $4.00, but other people were sitting as they had sat during July and August. The New Jersey potato deal was handled by 11 or 16——"

Mr. McNeely: "11 principal dealers."

Col. Full: "I think there was 16, and all orders coming in for potatoes came in from one office. Every man listed his holdings and the holdings were shipped out according to listings. In past years the New Jersey dealers had bought their seed in this way. The Potato Growers Association had a contract with two firms headed off by Rooney and Barclay, and if any other dealer in New Jersey wanted to buy sed from the Potato Growers Association they had to go to either one of these three. As a result the other dealers besides these three had to buy direct. Last October information came to us that they were all to buy together, that is Rooney and Chamberlain and Barclay did not pull with the other dealers as agents for Mr. Boulter, beyond an ordinary sales commission, which is listed as three cents to five cents a bag, with the result there was no business coming from those outside this contract. They were all sitting together and definitely saying $4.00 was too high and they wouldn't pay it. We had this situation, the weather was coming cold, the farmers had stuff in sheds and the dealers were sitting tight."

Mr. Boulter: "The manager of the Monmouth County Exchange said 'Don't lower your price. You can sell just as many potatoes.' That was their opinion of it."

Monmouth County Price

Col. Full: "May I ask Mr. Boulter if he is willing to disclose what Monmouth County paid?"

Mr. Boulter: "They paid $3.50 less 5 cents commission."

Col. Full: "They didn't come to $3.25. I think you will see why Messrs. Rooney and Barclay held very tight to the Potato Growers Association. I think Mr. McNeely can tell you the profit they made in 1929, if you want to know, at the expense of the growers of Prince Edward Island."

Mr. Boulter: "Who made?"

Col. Full: "Rooney and Barclay."

Hon. Mr. Wood: "Have you got the date you were informed of this cutting in prices?"

Mr. Boulter: "I have it in the office."

Mr. Lea: "When the price was cut did the sales become brisk?"

Mr. Boulter: "No, they didn't become brisk."

Mr. Lea: "According to Mr. Full they held up because the price was too high."

Mr. Boulter: "They wouldn't take up any quantity. The Long Island smaller dealers felt the price was off, it will go lower."

Mr. Scales: "Mr. Chairman, will you ask Mr. Boulter if he had notice from the Associated Shippers."

Mr. Boulter: "The only notice we had was a telephone call some time, I don't know when it was, and that was 'To hell with the agreement.'"

Mr. McNeely: "Do you contend any sales were made previous to that?"

Mr. Boulter: "I contend our sale to the Monmouth County was made previous to that."

Mr. McNeely: "Do you contend we made any sales previous to that conversation?"

Mr. Boulter: "No, I do not contend that."

Mr. McNeely: "Our understanding was as long as we were going to keep a $4.00 price we would keep it. If anybody was going to change that price or take business at less than that price he would notify the others."

"Not Much Faith"

Hon. Mr. McKenzie: "You hadn't much faith in each other when you manifested that spirit"

Mr. McNeely: "I suggested Mr. Boulter do the selling of all the seed."

Mr. Boulter: "We understood we were all to meet again, the four of us."

Mutual Non-Confidence

Mr. McNeely: "We will go on from there. The meeting as I remember it was on Saturday. We put this proposition up to Mr. Boulter. I said, Wilfred, I haven't confidence in you and you haven't confidence in me and Wilson hasn't confidence in us, but we will go along for a few days and we will all religiously hold for that price. Then we will have a couple of hundred cars on our backs and it is an easy thing to get persuaded that one is giving some little concession to get orders. The only thing is for one man to do the selling and pro rata that selling. We met on Monday but we got no further and it was left the same way, that nobody would break that price of $4.00 until they notified the others."

Mr. Scales: "Did you agree to stand by the price, let one man do all the selling for all organizations if need be, and to pull all sales and take 40, the Associated Shippers 40 and the Harris Abattoir 20, and Mr Wilson agreed to that. Did you agree to that Mr. Boulter?"

Mr. Boulter: "No, I did not."

Mr. McNeely: "That was on Monday. On Tuesday or Wednesday I got a call from a certain party in New Jersey and he said Rooney was talking to Charlie Thompson last night and he said "I will be up there Saturday," and he said "Don't worry about that price." The man who got the order got the whole New Jersey seed business."

Mr. Boulter: "How do you make that out?"

Mr. McNeeley: "Because all the dealers were buying as a unit. Then we had a meeting and after the meeting. I had got this phone call, and the next morning Mr. Boulter called up and said "What do you think, McNeely, are we going to be able to hold that New Jersey seed price." I may be right or wrong but I could visualise Thompson getting there and getting a call "We won't be able to hold that price."

Mr. Boulter: "You had a man there?"

Mr. McNeely: "He wasn't working."

Hon. Mr. McKenzie: "Did you say you got suspicious that Charles Thompson was going there to cut the price."

Mr. McNeely: "He was going to get orders. He sent the wire, "when I get there we will get the price matter straightened up." Wasn't that an indication. If he was going to stick to $4.00 there was no need of going up. Following that I get this phone call from Mr. Boulter. I may have misguessed it or I may have been wrong."

Mr. Boulter: "I didn't call you at all until after you told Charlie "To hell with that agreement."

Mr. McNeely: "I talked to you that morning. I said if any one came along and made me an offer on seed potatoes that I could sell them as I was taking it."

"On The Side Lines"

Col. Full: "I was on the side lines watching the show go on. What I say happening was that we had, the Associated Shippers and the Potato Growers Association, both had quantities of seed coming in, the Potato Growers Association had as agents up there the two largest buyers."

Mr. Boulter: "And had them for years, established business with them."

Col. Full: "We had as agent one outside buyer, and our reports were coming through that the Potato Growers Association were doing two things. They were saying C. C. Thompson will be up shortly, and our price is $4.00 against decline. If you have two people offering you seed potatoes and you are a buyer, I come along and I say "I will sell you at $4.00, if the price goes up you win, if it goes down I lose." Mr. Boulter comes along and says "I will sell you at $4.00 and I will guarantee I won't sell to anybody else at less money." He positively refuses to sell for less money. The history has been that in 1929 Mr. Boulter sold at $4.00, the dealers sold at $4.00. Mr. Boulter reduced the invoice to Rooney and—

Mr. McNeely: "The price started off at $4.00, the market kept sliding. We sold potatoes for $4.00, we sold to the same man at $3.75 we sold to the same man as low as $2.40, if he wanted potatoes he paid the market price at the time. The market dropped, as I remember it started off at 70 or 75 and dropped to 40. The average buying price was 64 cents. The Potato Growers Association adjusted their invoice from $4.00 to $3.37 1-2."

Mr. Boulter: "That is a big statement."

Mr. McNeely: "I can bring a man to prove the statement."

Mr. Scales: "Mr. Boulter will need to verify it or contradict it."

Hon. Mr. McKenzie: "My idea is if two men had handled it who had confidence in themselves the farmers would have had 50 cents more."

Col. Full: "What I want to establish is this. With that practice of selling at one price and agreeing to protect, no other dealer could step in and do business, and that was the position and my contention is that is the reason why potatoes prices have always been less paid by the Potato Growers Association."

Mr. Boulter: "They have not always been lower. I would like to express my opinion and that is they were determined they would get those two old standbys of the Potato Growers Association, no matter if they dropped the price."

Mr. McNeely: "We didn't want them. They were forced on us, because they were going to buy as a unit."

Mr. Boulter: "Forced to take them!"

Mr. McNeely: "They were going to buy as a unit."

Mr. Boulter: "They didn't buy as a unit."

Mr. McNeely: "Charlie got up there Saturday night—

Mr. Boulter: "It was Monday or Tuesday this deal went through don't fool yourselves."

Mr. Scales: "There is one man contradicting another and those statements get us nowhere."

Mr. Lea: "You couldn't expect to have day and date at this meeting because they were not notified."

Cites Southern Sales

Mr. Boulter: "Take our southern sales. They were always direct sales and there never was a nickel one way or the other."

Mr. Scales: "I wish the chairman would ask Mr. Boulter if in his opinion he had agreed to Mr. McNeely's suggestion that he take 2-5, the Associated Shippers 2-5 and the Harris Abattoir 1-5, if in his opinion the price would have been higher and the farmers would have gotten more money?"

Mr. Boulter: "I can't tell you that. I don't know how we could work out a quota like that. I do not know just how the thing would be. If we had put these on the market and nobody had any control of how much stuff would be shipped, where would our market be."

Mr. McNeely: "Sell what you can and then divide up."

Mr. Boulter: "Potatoes were loading in cars when this suggestion came up. It takes some time to sit down and work out a selling organization. The time was too late. I told you then. We should arrange it for another year.

Mr. Scales: "You threw it overboard and virtually said 'Let every man fight for himself'."

Mr. Boulter: "I threw over the quota of 2-5. I claimed we were entitled to more than 2-5."

Mr. McNeely: "Although you only put out half the fertilizer."

Mr. Lea: "There are a great number of men belonging to the Association buy from other associations."

Mr. Boulter: "The reason a lot of them do not buy fertilizer from us is because of the credit they can get buying from other sources."

Mr. Wigmore: "Do I understand you agreed on a price but couldn't agree on the pro rata."

Mr. Scales: "Mr. Boulter wouldn't agree on the pro rata, so that was thrown overboard. We feel if Mr. Boulter had agreed to that pro rata everything would have gone on gloriously."

Mr. McNeely: "Mr. Wilson, did I afterwards suggest that we would take potatoes for a certain period and then check up on what we had, I am not prepared to say if it was at that meeting."

Mr. Wilson: "I was not impressed with the seed as much as you were. I suggested I would sooner take from you rather than chass around the country."

Marketing Scheme Discussed

Mr. Dennis: "What is your opinion gentlemen? One thought occurred to me, your marketing scheme is apparently to some of the Committee members a failure."

Mr. Boulter: "Sure, it is a failure."

Mr. Dennis: "Have you any practical views to offer to the Committee whereby a practical marketing scheme could be built up, with the four units as a part of that scheme."

Mr. McNeely: "If you had one salesman and a board of directors picked out of men who have been through the mill, who understand doing business on a sound basis and what is the best policy, would eliminate all the trouble of the past."

Mr. Boulter: "I think there is one thing you will have to consider. I do not know the nature of the legislation introluced at Ottawa, but there is no use going ahead and forming organizations, for some one person can go and sell potatoes and no power can stop him, but if there is legislation at Ottawa it will be possible to establish some such system as Mr. McNeely suggests, but until then you can't. British Columbia tried it. They say today unless something is done it will ruin them, they can not get the cost of production. They tried some such scheme as suggested but it was broken up by others making sales at lower prices. When they went to court they found the machinery set up was ultra vires, they hadn't the power. They are clamouring to get legislation through at Ottawa that will control the matter."

Col. Full: "I think I am safe in saying the three parties represented here handle 90 per cent or 95 per cent of the seed. We would be very happy to have one member sit on a board and pro rata the business here on the basis of the number of cars offered for sale, or on the basis of the volume of business, or the volume of fertilizer, but there are certain things I feel are the cause of this trouble. It is a general misunderstanding."

Mr. McNeely: "You will recall four or five years ago you called me up and you were very much upset at the price seed were selling at. In the mail that morning I had a signed contract. The price I had on this order was the same price the dealers were giving, and I brought this up and showed it to him and he said 'If I didn't see that in black and white I would not believe it'."

Suggested Price Control

Mr. Boulter: "It is bad for the buyers in the south. It is bad for the buyers in New Jersey. Different buyers have said to us 'Unless you people in Prince Edward Island can get together and control the price we are scared to death to buy in quantities'."

Mr. McNeely: "And the buyer would be tickled to death to know there was one price for seed. There was a couple of seed buyers saw the statement I brought up, they said 'Well that would be a great thing. All we are interested in is that we do not buy seed at a higher price than any one else'."

Mr. Boulter: "Anything that would stabilize the price would increase the quantity of seed sold. 83 per cent to 85 per cent of the volume was held by the Association and it was a bargaining power they had which held the price up, but it seems that it is the Ottawa legislation that is going to make it possible."

Mr. Lea: "We will hope that there is something in that legislation that will give us a marketing board."

Mr. McNeely: "Has there been any discussion about potato warehouses getting a grant from the Government."

Mr. Lea: "No."

Mr. McNeely: "There is an answer to a lot of our trouble. That is the people at the other end know there is a lot of stuff that will have to go in the fall and they wait. If we have protection and could hold it until they were able to take it would help. They know when we will be selling and they wait for it."

Mr. Boulter: "That is Federal legislation."

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