Emphasizes Co-operation In Solving Problems Of Production & Marketing

Common Interests Between Rural And Business Communities Of The Province Stressed In Timely Address At Summerside By Mr. J. O. Hyndman.

Following is the text of the address delivered by Mr. J. O. Hyndman on agricultural problems, delivered at a dinner given on Thursday night by the Summerside Board of Trade:

I feel specially honored to have been invited by the council of your Board of Trade to make a few remarks pertinent to the forming of an Agricultural Committee. The objective in promoting such a movement being, of course, to form a connecting link between our great industry of agriculture and the business community of our enterprising Town, with a view of working together for the general welfare.

That there was need for such co-operation in this agricultural Province was brought home to me a number of years ago when the folks of the country and the towns did not seem to appreciate that we had interests in common. Many misconceptions prevailed which were not conducive to that good feeling and confidence so much desired in a Province that had peculiar problems of its own to deal with, and when a united front was most to be desired.

In the year 1923 I was honored by being elected President of the Associated Boards of Trade. I felt at that time that my opportunity had arrived to endeavor to promote a "get together" movement of agricultural producers and the business interests. The Farmers' Institutes throughout the Province were at once communicated with on the subject. An invitation to attend our annual meeting in 1924 was extended to all Institutes and other farming organizations. A splendid response resulted, with representatives in attendance from many Institutes in all three counties. A most happy good-fellowship was immediately created and everyone present voiced approval of the co-operative effort. The following year an invitation was also sent to the Women's Institutes asking them to send delegates to our next annual meeting. The response in that year, 1925, from both the Women's and Farmers' Institutes was most gratifying. I believe every year since both these organizations have been well represented at the annual meeting of the Associated Boards of Trade. This getting together gave an opportunity to deal with many subjects of importance, such as improved transportation, freight and express rates, tourist traffic, education, health, and various community matters. In dealing with Island problems, through either the Federal or Provincial Governments, it was felt that the Boards of Trade, if joined by the agricultural interests, would command a great deal more weight in their presentations.

Commends Support Given

I am happy to say that we received most hearty support from the agricultural representatives, and particularly from those who served on various committees from time to time. Our united efforts were successful in bringing about a number of important improvements.

The forming of an Agricultural Committee by your local Board, with the farming interests largely represented thereon, should prove a splendid acquisition to our organization, as it will provide a desirable contact between both interests, and thus enable you to have a round-table conference at any time at short notice, so that when action is required, the opinions or conclusions formed will be representative of all interests, rather than possibly running counter to one another. One thing at least the world depression has taught us, and that is, our absolute interdependence on one another. The problems of the farmer and the business man are parallel in one respect and interlock in another. The farmer, like the manufacturer, can produce in abundance, so that the parallel difficulty of each is marketing and distribution, or selling at a fair profit. The agricultural population, if it cannot sell at fair prices to the urban population, cannot buy at fair prices from the urban population, so that the interlocking interests of each suffer. We live by exchanging the goods we help to produce or the services we help to provide, for the goods and services of others.

Desire to Co-operate

The business men have no desire nor intention to give advice to the farmers about how to run their farms, which the farmers already know, but the business men do or should desire to assist and co-operate in helping the farmers to find profitable markets for their products. Adequate transportation, freight rate problems, proper storage facilities, advertising our products and in developing new markets, are some of the important matters in which it is felt that the business men, backed by long experience, might be able to assist the farmers, and by thus assisting their patrons to improve their position and buying power, also assist themselves.

A major activity in our agricultural industry is the raising of potatoes. Mr. Paul Murphy, a plant pathologist, who was stationed at the Dominion Experimental Farm at Charlottetown from 1915 to 1919, was a well known expert on potatoes. Mr. Murphy had made an investigation of the potato situation in many parts of the world. In addressing a meeting of the Rotary Club in the winter of 1919, stated that as a result of various surveys, extending over a period of years, he had come to the conclusion that Prince Edward Island produced the finest potato in the world, and that if we were careful with our production and marketing, our Province had a gold mine in the potato industry. Mr. Murphy was largely instrumental for the introduction of the spraying of potatoes in this Province, which has proven so beneficial to the industry. In the production of our potatoes, we have almost reached perfection, as a result of favorable soil conditions and the care exercised in cultivation, coupled with the excellent field inspection service of the Federal Department of Agriculture. In the quality of both seed and table stocks, we have attained a high standard, unsurpassed in the world markets. In the handling of this major product, in which the majority of the farmers are so vitally interested, very little, if any sympathetic attempt has been made to properly protect same when harvested, or to protect the producers from being at the mercy of the foreign buyers.

Suggested Improvement

For some time I have been advocating an important change in our methods of handling, by having a chain of frost-proof storage facilities at various shipping points, where it is found the need actually exists, after a proper survey of each particular district has been made. The warehouses should be built to standards laid down by the Government. I am pleased that the idea now appears to be meeting with general approval, and I have every expectation the proposal will be acceptable to the Federal Government in their scheme for public works to assist industry and aid unemployment. The suggestion advanced from different directions that those farmers or organizations advocating the erection of a warehouse provide 50% of the capital expenditure and the Federal Government 50%, seems to be the most desirable and workable plan. The matter of details and procedure, however, will require further study and consideration.

With the necessary storage provided, farmers can then store all or part of their surplus products and not be compelled to dump and glut the markets at the opening of the shipping season. The outside buyers are fully aware of the existing situation and know only too well that depressed prices are bound to follow excessive shipments in early fall. This disorderly system has been going on for many years and is likely to continue under present methods, except, perhaps, in a year of extreme shortage in production. The severe losses, direct or indirect, sustained last winter from frost would probably amount to several hundred thousand dollars; at any rate, a much larger amount than would be sufficient to build all the warehouses required. In addition to this, we take a very considerable risk of injurying the reputation we have earned for seed, should unfortunately some stocks become badly chilled through lack of proper storage and fail to germinate. This would result in a setback that would take many years to recover from. The farmer with his potatoes in safe storage could obtain a reasonable advance on his warehouse receipt, and thus be in a position to secure necessary funds to enable him to pay his bills and carry on. At the same time he would be doing his part in stabilizing the markets, rather than contributing to a market glut and depressed prices. The shipper of the potatoes would be in a safer and more comfortable position with the knowledge that the potatoes he was shipping out of the Province had been in absolutely safe quarters from the danger of frost, and that their close storage contact to the railroad made shipping possible and safe continuously throughout the winter months.

Better Storage Provision

As regards storage facilities, it has also been suggested by farmers as well as shippers that many growers of potatoes and turnips could supply very much larger and better storage space, at very little expense, by building proper cellars or pits under their own dwellings and barns. This is another question, I should say, was well worthy of consideration and a proper one for your committee to deal with. Then there is also the question of Island potatoes being shipped out in new bags only, specially branded as an "Island" product. Our superior product shipped out in old bags is seriously affected in competition with similar products in new bags.

A shining example of facing a difficult situation comes to us from those small sunny isles, "the Bermudas." Their former market for agricultural products in the United States was almost wiped out four or five years ago by heavy duty imposts. They had to find new markets and they investigated the Canadian field. Their Trade Commissioner in Halifax recently stated that since they laid the new foundation for trade expansion, their exports, of vegetables to the Dominion, have shown steady increase, although they still buy from Canadians, goods worth eight times in value what they sell us. The Trade Commissioner claims this success is due to their system of marketing by control. All shippers on the Bermuda Islands must be licensed and bonded to protect the growers. They have representatives at important centres continually gauging supply and demand, so that any danger of glut is removed.

Need of Marketing Board

From past experience there is no doubt of the necessity of a Marketing Board in this Province, with power to control and regulate the distribution of Island products. Naturally everybody is anxious to have a greater amount of prosperity come to the producers on both land and sea. Any measure which is designed to further that end should be welcomed. Its purpose, however, should be considerably more than to regulate prices. Its objective should include the broadening of markets. Perhaps what is even more important, is the improvement and standardization of our methods of shipping. The success of the Marketing Board, however, will depend very largely on securing the right type of manager and an executive that has the necessary business experience and capacity to formulate policy and give the right direction. With a capable Marketing Board in control of shipments and proper storage facilities, this agricultural Province should take on a new lease of life and regain rapidly its former leading position in many agricultural activities. The farming industry will become more stabilized and the enterprising producer will have an opportunity to come into his own. In the Bank of Montreal Report for April, reference is made to the improvement of trade conditions in Canada, as follows: "A steady widening of the circle of business activity continues in Canada as well as in Great Britain, United States and several other countries, and, barring untoward events, the outlook is encouraging for continuance of this trend. Evidence of the revival of trade is afforded by increasing car loadings, Bank clearings and foreign trade, greater industrial activity, less unemployment and brisker retail trade." Referring to the Maritime Provinces, the Bank Report states, —"Wholesale trade is increased in volume compared with last year and retail sales are larger; there is also a general betterment in the agricultural situation, with a decided improvement in prices over last year."

Survey of Home Markets

With the very limited foreign markets available for our exportable surplus, it would seem the time has come when we should make an exhaustive survey of the home markets. At this point I would like briefly to suggest that the activities of the Agricultural Department might be extended to work in close conjunction with the Marketing Board. Why should we not have representatives from the Province making a survey in the likely markets of Canada and elsewhere, and giving publicity to our quality products? We know what the Bermudas have done to find new markets and extend their trade, even in these days of stress. We are familiar with what Denmark has done in Great Britain, and further, we know that British Columbia and other Western Provinces are shipping their products extensively into Eastern Canada.

In these days of keen competition, we cannot expect many new buyers to seek us out, no matter how superior an article we may produce, unless we are prepared to advertise and keep our salesmen continuously on the job. No business corporation would undertake to produce or manufacture a large output, without a survey of the possible markets and also widely advertising its wares, and with keen salesmen covering all potential territory. Could not the Department of Agriculture be made the publicity and market finding Department for products of the farm and sea; is there any more useful service it could render

This Province has not only some high quality, but superior quality products that should be better known on the markets of this Continent. In fact, some should receive a preference and a premium if packed in the right kind of containers specially identified and properly distributed to the trade.

Then our Provincial Surveyors might, in co-operation with officials in other Provinces, keep check on other than Island products being sold in Prince Edward Island bags and thus safeguard the reputation of our quality products from being exploited. Our Provincial revenue last year totalled $1,600,000 and the expenditure of the Department of Agriculture was $48,000, or three per cent of the total. Does it seem at all reasonable that our big industry in which eighty per cent of our people are engaged can be served as adequately as it should be, with such limited resources? Could not the Department of Agriculture, as a result of its survey of markets, endeavor through the co-operation of Institutes, Societies and Agricultural Committees, give a guide as to the maximum acreage to be planted? For instance, if it is fairly estimated that one million bushels of potato seed would meet all possible requirements for domestic and export purposes, why grow a million and a half or two million bushels? Could not the Department of Agriculture also keep the farmers advised throughout the Province, daily, by radio, the market prices prevailing? Last year wool was being bought up by certain traders, travelling throughout the Province, at a price of 7½c, when wool was worth, at Charlottetown, from 10c to 12c.

Could Stimulate Home Industry

When you consider the large quantities of flour and feeds annually imported into this Province, at an estimated value of $1,000,000, could not the co-operation of agriculture and business do a great service to the whole community by encouraging in every way possible the growing and milling within the Province of all essential grains, such as wheat and barley, and thus stimulate home industry and assure much greater employment in the many mills that would, as a result, be brought into operation? Tests in recent years have proven that barley has equal nutriment to corn for poultry, and when finely ground with wheat and oats, an ideal poultry feed is produced. In Denmark—the great hog raising country—barley is one of its chief feeds for the bacon hog. Prince Edward Island is noted for the quality of its barley, and it can be grown successfully in almost every part of the Province. Surveys of the farms throughout the Province could be carried on and valuable assistance rendered, where desired, in testing of the soil, the furnishing of proper plans and advice in the erection of barns and other outbuildings, and more particularly as regards proper ventilation, which has such an important bearing on the health of animals. And last, but not least, to take decided steps to eradicate wild turnip and mustard that has become altogether too prevalent in many parts of our Province. If not taken in hand with determination, it is liable to seriously affect our grain trade in both seed and feeds. It is an extremely bad advertisement for all visitors and particularly to buyers of live stock, field products and seed, and a menace to the whole neighborhood, wherever it prevails.

I have endeavored to refer briefly to some of the most important matters in relation to our biggest industry, where changes and improvements, through joint effort, might be effected for the benefit of the whole Province. There is but one unchangeable law and that is, the law of change. We must all realize, in these times, that there are numerous changes continually taking place. Today, nations are pondering over the results and significance of the collapse of world economic activity. If we are to maintain our position and advance, we must be prepared to deal wisely and promptly with new situations as they arise, and that is all the more reason why our most important industry should have the fullest co-operation from the business interests of our Province. The moral is:—progress or perish, evolve or exit.

REPRESENTATIVE ATTENDANCE

Mr. B. W. Robinson, President, presdied at the Board of Trade dinner and welcomed the guests.

Mayor Lidstone extended a civic welcome to the farmers.

Farmers present were Messrs. D. B. MacDonald, J. H. MacFarlane, T. J. Inman, Bedeque; Messrs. A. A. Scales, R. B. Auld, Silas MacFarlane, Harrison McFarlane, Leslie Simmons, R. A. Profit of Freetown; Mr. Percy Marchbank, Traveller's Rest; Hedley MacKay, Bradalbane; Reuben Large, Wilmot; Harry Linkletter, Linkletter Road; Wallace MacCallum, St. Eleanor's; Major Townsend, Sherbrooke. Other guests present were J. O. Hyndman, Hon. G. Shelton Sharp, Hon. Thomas MacNutt, Charlottetown; Hon. W. M. Lea, Victoria; Rev. J. W. A. Nicholson, Bedeque; Mr. James E. Birch, Alberton; Mayor Lidstone, J. F. Arnett, H. T. Holman, L. R. Allen, M.L.A., Dr. J. F. MacNeill, C. R. Rogers and other members of the Summerside Board of Trade.

After the opening remarks by the chairman a nominating committee was appointed to select candidates for the Agricultural Committee, which was the primary object of the meeting.

The nominating committee consisted of D. B. MacDonald, Wallace MacCallum, and H. T. Holman, who retired to select their committee:

Upon their return the following names were submitted, Messrs. J. H. MacFarlane, Bedeque; Wallace MacCallum, St. Eleanor's; Allison Profit, Freetown; Michael Farmer, Kinkora; Charles D. Wright, Victoria; Herbert DesRoches, Miscouche; A. A. Scales, Freetown; Donald Baker, Summerside.

After Mr. Hyndman had delivered his excellent address the meeting was thrown open for discussion and the various speakers expressed their opinion on the problems of the farmer.

Mr. D. B. MacDonald was the first to speak and expressed much pleasure on behalf of the farmers at being invited to join the Summerside Board of Trade; Mr. Austin Scales endorsed the sentiments of the first speaker.

Mr. Harrison MacFarlane, Freetown, expressed the opinion that the frost proof warehouse is the most necessary thing to store potatoes and turnips which is a new element in export trade. He referred to the method in Denmark of regulating the markets so that there would be no glut on the market.

Mr. Allison Profit, in his remarks, said the farmer should not be at the mercy of the weather, in marketing their produce. Information as to markets would be a great benefit. Lack of system in marketing is one of the chief reasons for poor prices. Systematic marketing with co-operation would keep prices up and running expenses down. In Denmark they only produce what the markets can absorb and with intelligent methods we could place ourselves on the same footing as that country.

Rev. Mr. Nicholson expressed the opinion that brotherhood, unity and co-operation were the essential factors today. Farmers would welcome co-operation from the towns people which would be beneficial to both parties.

Mr. T. J. Inman remarked that farmers would welcome any proposal that would enable the farmer to have a profit on his farm after all his bills were paid.

Tradesmen and farmers have much in common and if the Agricultural Board proposed tonight can find a solution to the many problems that confront both farmer and tradesmen, then this meeting will go down in history as something very worthwhile. T. H. E. Inman stressed very strongly the need of frost proof warehouses, both for dealer and farmer for the proper storage of farm products. After taking care of that, the next thing was marketing the produce to obtain the best results. The Department of Agriculture could assist very materially in both these things.

Mr. Wallace MacCallum spoke along the same lines and asked what the Agricultural Department was doing for the farmer. This question was answered very satisfactorily by Hon. Mr. McNutt later in the evening.

Hon. G. Shelton Sharp was then asked to address the gathering. He expressed pleasure at being present and especially as co-operation appeared to be the chief objective He was keenly interested in the proper marketing of farm products. Our problems are not just the same as those of Denmark and must be met as best suits the needs of our province. The Government is always willing to do all possible to assist the farmer. Legislation was passed at the last session of the House in relation to the Marketing Bill now before the Federal House, so that should the farmers of this Province wish to adopt the proposals laid down in the Marketing Bill, there would be the necessary legislation to enable them to do so. The farmers loans have also received the attention of the Government.

He was pleased to say that frost proof warehouses for storage along the railway line was included in the public works program which they had been asked to submit to the Federal Parliament.

Hon. W. M. Lea, when called upon gave a very helpful and instructive address on practical farming. He emphasized greater production and the building up of the poor farms so as to increase the acreage on the Island. If every inch of ground was cultivated as it should be there are tremendous possibilities and greater wealth for our farmers.

Farming is the first and foremost industry here and should receive every encouragement. The Government is not spending too much on agriculture as it is the most important thing in the Province.

Organization is what is needed. We as farmers are disorganized units competing with organized bodies all over Canada. We sell by chance, other bodies in Canada sell at fixed prices with a profit. We need organized marketing for farmers.

The depression has taught us to stop many wasteful methods. Now with increased production brought about by more fertile land and the co-operation of the business men to protect the farmer and to see that he can get cheaper loans for the buying of seed and fertilizer the Island farmer would be prosperous. He appreciated very much the attitude of the Board of Trade in wishing to co-operate with the farmer for their mutual benefit.

Mr. Lowell Hancock was asked to say a few words on the education of the young people of the farm.

He stressed the great importance of giving them a practical education to fit them to run their farms along proper business lines. Young people should be taught to take an interest in the farm, so that they will want to stay on the farm and not want to seek a livelihood elsewhere.

Quality is the most important thing and then get the farmers roused to the importance of co-operation, and the rest is easy.

Mr. James E. Birch representing the Alberton Board of Trade, expressed regret that the West Prince farmers had not been invited to attend the meeting. He was assured by Mr. Robinson that they would be very welcome, but that the Summerside Board did not want to encroach on the Alberton Board of Trade, but they would be glad to unite with them.

In a very fine address Mr. Birch stressed the importance of home production, home consuming and home manufacture of farm products. In this way the money would be kept in the province. To buy at home should be our slogan.

Hon. Thomas McNutt in a brief address endorsed the opinions expressed by Mr. Hyndman and assured the farmers of the fullest co-operation of the Agricultural Department in everything. The future of the province undoubtedly rests with the co-operation of town and country. He was pleased to see that this was the main object of this gathering and it should have far reaching results.

Mr. C. R. Rogers moved a vote of thanks to Mr. Hyndman for his excellent address, which was seconded by Mr. H. T. Holman. Mr. Major Townsend of Sherbrooke moved a vote of thanks to the Summerside Board of Trade on behalf of the farmers for their kind invitation. This was seconded by D. B. McDonald. The meeting closed with the King. S.

FAULTY THYROID MAY CAUSE SERIOUS ILLNESS

Some time ago, writes a doctor, I saw a lady of forty-five who was causing a great deal of anxiety both to her husband and relatives.

She had changed mentally during the past few months. Her speech was slow and hesitating, and she was unable to absorb ideas quickly. Her friends were afraid that she might lose her memory completely.

I found that her skin was dry and rough to the touch; her face was puffy and her complexion muddy. She had lost the outer third of her eyebrows and her hair was very scanty.

The diagnosis was easy. The poor lady was suffering from myxoedma, or insufficient secretion of the thyroid gland. She was given treatment and a special diet. I also recommended treatment at a resort sanatorium. When last I heard of her she was improving rapidly.

FUR FOR FANTASY THE RULE IN PARIS

"Fur for fantasy" is a good rule in Paris.

"There is nothing quite so dull as something which always looks the same," a furrier said. "And there is nothing so conducive to dispelling that dullness as touches of fur on a costume. Right now fur is most important as capes and capelets. Most of them are mad of flat curly furs of the breichwantz school of skins, distinctly uplifting when the morale is low.

"Fox, in all its soft lavishness, also is demanded now. Dyed fox in the new horizon blue, is used for an evening cape which goes with a pink dress; string colored fox is worn on pale beige georgette, and two wide bands of white fox make a small evening wrap that is a glory in itself."

An inspector examining a class in religious knowledge, asked the following question of a little girl intending it for a catch:

What was the difference between Noah's Ark and Joan of Arc?

He was not a little surprised when the child answering, said:

Noah's Ark was made of wood and Joan of Arc was maid of Orleans.

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