

Potato Growers

(Continued from page 5)

Our Co-operative Potato Growers Association. Our annual meeting for the election of officers and the review of our financial situation will take place in July. The most of you are aware of our financial year ends on June 30th, each year. Let me respectfully suggest that every member of this Association will make up his mind just now that he will be in attendance at the annual meeting and take an active part in the building up of this great organization. Active membership is the only thing that can ever build up and maintain an organization such as that of the Potato Growers. The indifference of the rank and file is most detrimental to our success than any possible adverse criticism. Spray, spray, against that slight of indifference if you really want to see your Potato Growers accomplish everything that you could wish. We do not want "Dr. Rot" anywhere within the ranks of this Organization.

Since our last annual meeting we have suffered a severe loss through the resignation of our respected President, Mr. Dewar. Mr. Dewar has acted in this capacity ever since the formation of the Potato Growers Association. He has been a tower of strength to this splendid organization of our farmers. Imbued as he has been with the tremendous possibilities of the Co-operative system of buying and selling on the part of our farmers, he has given of his time and energy in a manner that can never be fully appreciated by the rank and file. It has been my privilege to be associated with Mr. Dewar, Mr. Boulter and the Board of Directors of your Association for a few years past and feel a certain amount of pardonable pride in what has been accomplished through your loyal support and cooperation. I am sure that I voice the views of all the officers of the Potato Growers Association, and of the rank and file who have sought the advice of Mr. Dewar in their many farm problems, when I say a vacancy has been caused that will be very hard to fill. Let me suggest that our Resolutions Committee prepare a suitable resolution, expressing the appreciation of this body, and have same sent to Mr. Dewar by wire, at the close of this meeting.

Very much against my own wishes and better judgment, I have been pressed to serve as your President to fill the unexpired term. While I am deeply sensible of the honor of being President of this splendid Association of our farmers and fully appreciate the confidence of my fellow directors, I am well aware of the fact that I cannot give the service that this position demands. Will therefore respectfully ask that you seek a more capable man before the time of our annual meeting in July.

I feel quite safe in saying that our farmers of P. E. I., through their co-operative efforts in many directions, have set an example worthy of a Spud Island farmer. Their many constructive activities during the past week should put them in the ranks of real Statesmen.

I am sure our Potato Growers Association have made the largest cash turnover of any other co-operative organization of farmers in Canada, with the exception of the Grain Growers of the Prairie Province.

I am sure when our financial statement is rendered in July you will be surprised at the low percentage of cost. Our respected Secretary, Mr. Boulter, deserves great credit for the part he has played in the management of this huge enterprise.

It has come to my notice that a number of our members have some resolutions which they would like to submit to this meeting for your consideration and action. I would therefore like to name Mr. Elliott Full, Mr. J. W. McGregor and Douglas Aitken of Rollo Bay, as a committee on resolutions, with power to add to their number if so desired. Any member having resolutions that they would like to bring before this body will please do so through this committee.

If my sincere desire that this meeting will be the most profitable one for all our Potato Growers and that it will mark another milestone of progress in the history of the Potato Growers Association.

For the information of those who have not attended our other farmers meetings during this week, I want to tell you that this splendid meeting place has been placed at our disposal for the public spirit of a number of our public spirited business men of Charlottetown. This was brought to their attention through one of our most active and energetic members, Mr. J. O. Hyndman. On behalf of the Potato Growers Association I want to take this opportunity to sincerely thank our City Cousins for this and many other acts of courtesy. The business men in this Province fully appreciate the constructive work that is being done by the farmers to advertise on a quality basis.

I cannot close my remarks without paying tribute to the great

work that has been carried on by our Seed Potato Inspector, Mr. Peppen and his well trained corps of Assistants. Mr. Peppen has fixed his mind on having this Province noted for the most perfect type of seed potato possible. With the hearty co-operation of all our farmers we have made great progress and hope that Mr. Peppen will soon realize the goal of all his efforts toward Perfection. His task has not always been of a pleasant nature as we have all been prone to look on some of his work as most unreasonable and extravagant but today very few will question the wisdom of all his work. We will have an opportunity later in the evening to hear from Mr. Peppen. I will now call in our Secretary and Manager Mr. Boulter to address you.

SECRETARY'S ADDRESS

Mr. Chairman, Gentlemen: We are pleased to again meet you during Farmers' Week to have the opportunity of bringing before you the activities of the Association since our annual meeting in July, 1927. Since then, our President, A. E. Dewar, resigned from the Board of Directors.

Mr. Dewar, as you all know, was a man of outstanding ability. It is seldom that we meet in this world one who has such a broad conception of business—a man who has been highly successful in every line of work he has undertaken, and whose experience made him invaluable to this organization. Mr. Dewar was valuable, not from the standpoint of the work which he actually did, but rather from the standpoint of that for which you cannot estimate its value—that is, good, sound, common sense. The entire Board of Directors regretted that he found it necessary to resign.

In the appointment of the new President, Mr. Boulter, who has served on the Board for some years, the Directors chose wisely, as Mr. Boulter is a man of wide experience and is able to bring to the office from time to time very valuable suggestions. And I have much pleasure now in publicly congratulating Mr. Boulter on his appointment to the Presidency of the largest co-operative organization of its kind in Canada.

We have today in the Potato Growers' Association an organization that means much to the Province of Prince Edward Island. The amount of business conducted by the Association has so increased that it was impossible to continue the work in the offices supplied by the Department of Agriculture, and the first opportunity of securing suitable offices, the Association "moved to what is now known as the 'Tweed Building,' on the corner of Kent and Great George Streets. They were successful in securing a lease on these offices while the case was in construction, and had the rooms arranged to suit the nature of the business carried on. We shall be pleased to show anyone who is interested the layout of our offices.

Review of Work

I shall now briefly review to you our work for the past few months. Immediately after our annual meeting, we had to complete the distribution of spray material and poison. The time when we are least busy is during the month of August; but even during this month it is impossible to be absent from the office, as we have a tremendous number of dealers constantly visiting us, anxious to see the growing crop, and to make what arrangements they could to secure their requirements of seed.

In August it was necessary for us to place our order for sacks. We were very fortunate in this, as we bought when the price was low. Our original order was for 400,000 ten peck sacks and 200,000 ninety pound sacks. It looked to us like a very big order, as it means over one million and a quarter bushels of potatoes, and we so arranged that the distribution was spread over the entire shipping season. This precaution was unnecessary, as we were obliged to increase our order by the first of January.

While speaking about the sacks, I should like to make it very clear to our members that we carry on these Registered Trade Mark, and we will not permit these sacks to be sold to others who market them, possibly in localities where we have given exclusive rights for the handling of "Garden of the Gulf" brand seed. This trade mark being registered is a protection to the Association, and it is a criminal offence to use these sacks for other purposes than as directed by the Association.

Some one may say, "I have bought and paid for these sacks. Let me tell them that they look those sacks with the understanding that they were to be returned with potatoes, and if they find they were not shipping these potatoes to us they were at liberty to return them at once, but they are not at liberty to fill these and then dispose of their potatoes to dealers outside of the Association. These sacks are found in the possession of other dealers may be taken by the Association, no matter where the Association may find them.

I would like now to tell you about the fall marketing. As usual, the early part of October that there was scarcely a field in Prince Edward Island the crop of which would be certified seed. "Blight" and "Rot" were about the only terms you could hear. Not only in this Province, but in Nova Scotia, New Brunswick and the State of Maine the tales of loss were pitiful.

We spent considerable time through the country examining crops as they were digging, and except for a few localities, came to the conclusion that the loss from this cause would not be very heavy, except possibly in the Green Mountains. We over-estimated the depreciation in quantity of this variety, and a result did not sell a sufficient quantity when the price

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At its best. At the time of marketing we were obliged to make additional sales at a much lower price. Regarding Cobblers. As usual the acreage was about four to one with Green Mountains. This is all right so far as seed is concerned, as the market for seed Cobblers is more than four times as great as that for Green Mountains, as a much higher price is realized for this variety, and they can be sold at any time should the market be low it is not so easy to dispose of them for the best. We began assembling our first cargo about the middle of October. Our first steamer began loading around the 18th. We used the ports of Charlottetown, Summerside and Georgetown. During one week about the middle of November we were loading three steamers at the same time. This meant the handling of around 100 cars a day. As a result, there was no great congestion of loaded cars as we had in 1927. We loaded in all 16 steamers, and moved from the middle of October to the last of December over one million bushels of potatoes. Of these over 800,000 bushels were certified seed, the balance Tablestock.

We were compelled to place some of the certified seed at tablestock prices, and were further obliged to store 30,000 sacks in Virginia and New York. Had we known the price of potatoes was likely to advance to where it is today, this would have been a profitable move for us. We did this not for a speculative purpose, but because we could not sell them for seed at the time we had to move them.

The small amount of storage fortunately forces him to place on the market during the early fall the crop for him "than for to move experience a loss from frost, and in moving it we sought to get for him every cent the market would allow. And today we are commended by many of our large growers, as well as the growers of a moderate acreage, for the successful way the fall crop was handled.

Association's Work Satisfactory With a total membership of between 2900 and 3000, much in excess of any previous year, I am glad and tell you that never in the experience of your Secretary has he received so few complaints as for one reason for this attitude, growers today are becoming educated and they realize that the Association has no other motive than that of their protection,—that if they are in situations over which they are not their own choosing, but conditions over which even the grower has control, the Association will to the best of its ability dispose of the excess shipments. They are not considering now what the other dealer might offer, or what they heard was offered to buy so and so; for their experience has shown that every dealer in the Province could easily secure all the potatoes he could handle and that the more than a million bushels handled by the Association, which represented from one-third to a half of all the potatoes leaving the Province during that period of time, went to markets which the Association had opened up.

ed since we started shipping certifiable seed. Do you notice this little place called Long Island where our first seed potatoes were marketed, by we could market them. Instead of being small, only the size of that, I can candidly say that it looked like the world to us. Ordinarily we extended down into this state of New Jersey; at the same time we were opening up a market, in Virginia around this little area. We might take another view. You will see the peninsula known as the eastern shore of Virginia, small it is true, and yet the greatest potato producing section of the world. From this little neck of land were marketed last June and July 22,000 cars of potatoes, possibly more. The seed requirements of these sections were not sufficient to take care of our increasing production. We sought through our very valuable representatives in Virginia, North Carolina and from there to South Carolina, from that to Georgia, and this year we placed steamers at Wilmington, Savannah and Charleston. And from these points over to Alabama and Tennessee. I have a clipping here taken from the New York Packer regarding seed at Dechard, Tennessee, in which it states a better quality of seed potatoes have been purchased and plantings will consist largely of certified seed. About 85 per cent. of the seed is certified seed cobbler's variety from Prince Edward Island, and 15 per cent. of Red River Cobblers, etc.

May Ship to New Orleans Now, gentlemen, you can see what a vast territory we have opened up for our Island seed. We thought at one time when we were as far as New York we were getting pretty well South; but when you look at this map you must conclude we were only beginning. Our aim is, and this can be accomplished only through our sales representatives in Virginia, North Carolina, and from there to the Ocean ports, but to come around the tip of Florida, into the Gulf of Mexico, as far west as New Orleans, and from that point, distribute into the several States. The Southgate Company distributed over one half million bushels of seed in 1927 and they maintain a representative in Charlottetown which greatly facilitates our work. Now, gentlemen, when you hear someone knocking the Association, trying either by fair or foul means to discredit it, let your mind revert to this picture which I am pointing out to you. May it become vividly impressed in your mind and see the wonderful possibilities of our great industry, and with it see that it was reached through the efforts of your own organization, to which your faithfulness and interest contributed to its success!

I have no doubt that many expected to realize more for their seed, and this again resolves itself to the question which is the better to pay 5 cents a bushel more and leave the Potatoes in Prince Edward Island, or do as was done and place them on the market. Someone may say, "look what would happen if we did that today we have thousands and thousands of bushels of potatoes ready to market, for which we cannot get cars to market them.

CAPITOL TODAY 3-7 & 8.45 Glenn Tryon A HERO FOR A NIGHT "US COMEDY" And "HAWK OF THE HILLS."—No. 7

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The crops were still in the ground, in entering the Southern market as we saw rapidly doing, we are fast supplanting potatoes from Maine, Wisconsin, North Dakota, and other places. Last September, the speaker said, the situation here was made very delicate by the inspired newspaper propaganda, emanating from Maine interests, about rot and blight. He visited Maine, and saw nothing of this rot and blight, it being pure and simple. The idea behind it was to get Prince Edward Islanders to keep their crop off the market, in the expectation of higher prices later on. He thereupon informed Mr. Boulter, with the result that he took the bull by the horns and named a price. As a result of this we were able to place our potatoes at many points in Florida, Alabama, Louisiana, Missouri and other points where they had never been. If we have good luck this will indeed be a splendid thing for our province. We have hopes of getting our potatoes into Texas by taking them by ship direct to New Orleans.

Commercial Fertilizer I should like now to direct your attention to commercial fertilizer. To assist you in following the explanation, we have prepared a small pamphlet. We would like you to take this home with you, and keep it. It will be of great benefit to you in determining values of plant food. We were asked to prepare this, as almost without exception the farmers claimed they did not understand what is meant by the terms used in expressing the formulas of mixed fertilizers.

We are discussing this question, because we feel it is the duty and one of the objects of the Association to give its members all the information relative to cost of production that it possesses. Every manufacturer from whom we have purchased fertilizer up to the present time prefers to sell the mixed fertilizer, rather than the chemicals. When we will not take the mixed fertilizer they say, well, sell all you can and help us realize a little on the transaction.

The only reply your Secretary can make here is that our organization is working to save the farmer every dollar possible, rather than in the interests of the manufacturer. Mr. Boulter also alluded to the great demand for Prince Edward Island turnips in the New England markets where, like the potatoes, they have a reputation which is second to none in New England. Greater shipping facilities were needed. Stock will have to leave here in January, and this means late shipping and frost proof warehouses.

The reason the Warehouse went to Georgetown, instead of Souris was because, at the latter place,

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