



FALL FAIR PRIZE WINNERS J. L. Chisholm, Ken Ella Jr. and Jim Carney were presented with trays, at the Halton Co-Operative Supplies annual meeting, held in the Masonic Hall, Milton, last Wednesday. Mr. Chisholm had the best junior Guernsey herd at the Fair, Ken Ella had the best junior Jersey herd, and Mr. Carney had the best dam and daughter in Holsteins.



A PANEL DISCUSSION ON MARKETING was one feature of the Halton Co-operative Supplies annual meeting in Milton, last Wednesday afternoon. Panel members were Roy Coulter, Bruce Teasdale, moderator A. J. Francis, Alex Miller and Charles McInnus.



THE PAST PRESIDENT'S PIN was presented to William Mahon of R.R. 2, Campbellville, by Fred Nurse, right, president of Halton Co-Operative Supplies. Over 100 members of the Co-operative attended the annual meeting in the Masonic Hall, Milton, last Wednesday.

Experts Debate Marketing

Hear Reports, Panel at Halton Co-Op Annual

Members of the Halton Co-operative Supplies met in the Masonic Hall, Milton, last Wednesday for their annual meeting. Over 100 members gathered to hear a panel discussion on marketing and the annual reports for the year ending November 30, 1962.

A panel consisting of Bruce Teasdale, the Associate Director of the Co-operative Branch of the Ontario Department of Agriculture; Alex Miller, the manager of the Marketing Division of United Co-operatives of Ontario; Roy Coulter, president of the Ontario Wheat Producers' Marketing Board; Charles McInnus, president of the Farmers Allied Meat Enterprises, and moderator A. J. Francis, the Agricultural representative for Halton County, discussed and answered questions pertaining to the production on and marketing of farm produce.

Panel Members

Each member of the panel gave a short talk on the part of farm marketing with which he was most concerned. Mr. Teasdale traced the rise in importance of farm marketing plans, and the formation of the Farm Marketing Boards. He noted that these boards act as "fact finding boards for the various marketing groups that make presentations to them." In closing, Mr. Teasdale noted that there were two types of marketing plans, the negotiating plan and the plan that takes full responsibility for marketing the crop.

R. Coulter discussed how the marketing principle could be used concerning wheat. He noted the marketing plan used by the Wheat Board was the negotiating type of plan. Mr. Coulter said the Wheat Board protected only the floor price of their product, and that the Board buys wheat from the dealers, not the producers. In closing, he added "the Board does not intend to lower the floor price of wheat this year."

Co-Ops Important

Alex Miller stressed the importance of the United Co-operatives of Ontario and listed their many objectives. Included in these objectives were: to supply supplies and services for member co-operatives; to develop an integrated program in the distribution of farm products; to operate orderly programs in marketing and processing of farm products; to manufacture and process supplies and equipment; and to work with commodity market-

ing organizations in furthering their objectives.

Charles McInnus, the President of FAME, stated FAME must act as a marketing agent for the producer. "The farmers," he said, "are not getting their proper share of the consumer dollar. FAME was organized so we would be able to process our own produce and stabilize prices at a reasonable level."

Financial Report

Bob Winch, representing G. H. Ward and Partners, Chartered Accountants, presented the financial statement for Halton Co-operative Supplies for the year ending on November 30, 1962. Included in the figures were sales of \$1,141,869 and net savings for the year, of \$26,891.

Halton Co-operative Supplies president Fred Nurse presented his report, noting that business had remained fairly static throughout the year. "We budgeted for sales of \$1,250,000," he said, "and although we did not reach that figure, considering the economy in general and the very competitive feed business in particular, I feel our manager did very well to come up with the figure he did."

Build Grain Silos

"Early in the summer we completed the largest single project this board has attempted so far, the building of four grain silos with a star bin in the centre, total capacity being 30,000 bushels and completely equipped with the necessary elevators, plus cleaner, automatic weigh scales, and aerator. Already this storage is proving a great asset to our business in volume buying."

Mr. Nurse noted that the bargaining power that a co-operative possesses is very essential. "Farmers as individuals are powerless to match the giants of business and industry, but through co-operative action we can wield the influence which is essential to protecting our economic rights," he noted.

"In closing, speaking for the board of directors, I would like to thank our manager and his capable staff for their efforts on our behalf."

Manager's Report

Charles L. Harris, General Manager, gave his report stating that in the past year the co-operative undertook to provide grain storage at the Milton Mill, which would "enable us to market for our members and customers several thousand bushel of wheat and oats."

Mr. Harris said that the board of directors had declared the

following dividends on 1962 member purchases; general purchases, 3 1/2 per cent; broiler feeds, 1 1/2 per cent and petroleum products, .005 cents per gallon.

"To better serve our customers and meet production requirements, an additional feed mixer as well as a molasses mixer is being installed in the Milton Mill. Our sales of feeds and custom mixing and grinding has increased considerably, necessitating this move."

"Governing Force"

In closing, Mr. Harris thanked the staff and board for their co-operation during the past year and stated that it was this co-operation and support "that has made Halton Co-operative Supplies the governing force in quality and price in the supplying of feed, seed, fertilizer and supply items in its trading area."

President Fred Nurse presented William Mahon of R.R. 2, Campbellville, with the past president's pin. Co-operative awards for achievement at the Milton Fall Fair were presented to Jim Carney, Ken Ella Jr., and J. L. Chisholm. Jack McDonald presented Mr. Carney with a tray, for the Best Dam and Daughter in Holsteins. D. Charles presented to Ken Ella Jr. with a tray for the Best Junior Jersey Herd, and Lloyd May presented J. L. Chisholm with a tray for the Best Junior Guernsey Herd.

Return Directors

A. G. Hunter, F. D. Charles and H. Meek were returned as directors for another three year

term. At a directors' meeting, all of last year's officers were returned—Fred Nurse president, Spencer Wilson vice-president, and V. J. Lawrence secretary.

Harold Meek thanked the Ashgrove W.I. for catering for the fine turkey dinner.

The Halton Co-operative Supplies employs 22 persons including 13 at the Milton branch, two at Erin and seven at Georgetown.



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CUSTOMERS CAN PAY THEIR ACCOUNTS AT THIS TEMPORARY OFFICE. THE PHONE NUMBERS FOR DAY OR EMERGENCY SERVICE ARE THE SAME.

PLAN TO COME AND INSPECT OUR MODERN, NEW OFFICE WHEN RENOVATION IS COMPLETED AT THE END OF APRIL.

MILTON HYDRO ELECTRIC COMMISSION

Phone TR 8-2345

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