

TO THE FARMERS OF P. E. I.

The undersigned, as Producer Members of the P. E. I. Potato Marketing Board desire to state our position with respect to certain statements made in the public press over the signature of three Dealer Members of our Board:

- Neither the Potato Board nor its Chairman was responsible for or had anything to do officially respecting the questions on the Ballot used for the Plebiscite last spring.
- The proposed marketing plan of the Potato Board is not a one man plan. It is a policy based on the principle that only by establishing uniform costs for our potatoes when selling them to the trade is it possible to maintain any degree of uniformity and stability in prices when they are being sold in markets outside the province. In other words, such is the principle of collective bargaining being applied in the belief that cost price will have an effective influence on selling prices. This policy would and must be flexible according to market demands and will, if accepted by the farmers, be administered by persons experienced and qualified in the potato trade. Such personnel can be secured and the general policy would be supervised by the Potato Board and an Advisory Committee of competent persons as was the case last year. The Board meeting held on September 7th, which approved in detail the proposed marketing policy, was called by agreement of all members of the Board at a meeting held on September 3rd.
- The entity of D. A. MacDonald as a legal means to operate a Selling Agency was used last year as either a corporate or personal entity has to be designated as a Selling Agency in order to carry on a business of this kind. It is the feeling and intention of the Producer Members of the Board that if this policy is approved the Board will seek to have incorporated a separate legal entity which will be controlled by the Board and through which the actual business or marketing operations can be carried on. We, as Producer Members, do not favour the system of license fees now in effect, but under the present system of marketing this is the only known legal way such funds can be secured. If a Central Selling Agency was in effect the present licensing system could probably be eliminated by arranging a levy system which would be fair to all producers.
- Yes, the Dealer Members sought to have the compulsory feature, which they like to call it, deleted from the policy. This they know and some have stated, would render the policy ineffective and put the pool in the same position as just simply one more dealer in the Province. We, as Producer Members, want an effective Marketing Board that can do a worthwhile job for you over a long term period. We supported our Chairman on this point and will continue to do so.
- As Producer Members we have told our Chairman and Manager to proceed to arrange or attend meetings or give any information or assistance required by you farmers during the present campaign. Those meetings are not the sole action of the Board Chairman. We fully endorse what he has done. We have attended meetings ourselves and have asked other people more familiar with details to attend the farmers' meetings with us. Mr. MacDonald does not propose to handle or sell all our potatoes. He is solely a member of our Board who has been appointed Chairman and Manager by us, and this Board proposes to hire competent people to carry out the marketing policy if it is approved. Mr. MacDonald is only the Chairman and Manager of the Board which will supervise this operation on behalf of our farmers. We know we will have the help and co-operation of many experienced and sincere people in the potato trade.
- We were told by our Chairman that the Premier of the Province had suggested a compromise plan and that the Government was giving it some further study as they did not have any details worked out. No concrete plan has yet been formally presented to the Chairman or any Producer Member of the Board.
- With reference to the new Agreed Freight Charge Contract recently announced, it was publicly acknowledged that representatives of the Government, dealers, and others assisted in the negotiations for this Agreement. We have examined the file in connection with this matter and can state definitely that our Chairman certainly did a great deal more than confirm the Agreement. In fact, he did all the groundwork for both its signature and approval. We also state that only by having an overall organization authorized to represent the industry across the province and to carry out the provisions of this Agreement could such be secured.
- No one has stated that our marketing policy must be compulsory in order to get assistance from Ottawa. The following is Section of the Co-operative Marketing Act outlines the intent of that, namely,—

"3. (4). No agreement shall be made under this section unless the co-operative plan applies to such a proportion of the primary producers within a certain geographical area or to such a proportion of an agricultural product produced in such area that the Minister is of opinion that the marketing of the aforesaid agricultural product under the co-operative plan will benefit the primary producers."

After discussions with officials administering this policy and after our experiences of the past, we, as Producer Members, agree that the only way the intent of the policy could be carried through to the benefit of our Island producers was by having all our potatoes bargained for by one collective agency.

The Board applied to Ottawa on August 26th for a Marketing Agreement for the coming season. Since that time negotiations have taken place at Ottawa with a view to the fact that the only authority that can decide what initial payment can be guaranteed is the Dominion Cabinet and there is evidence to the effect that no definite decision may be made on this point until the position of the Board and Selling Agency with the producers of this province is clarified. If, however, the initial payment which the Government will guarantee is not considered by us to be high enough for this season then other financial arrangements, which will pay a substantial initial payment, can be worked out with the banks. The persons administering the Co-operative Marketing Act in Ottawa have indicated that an application on file for this year shows the willingness of the Board to work under their policies and, should we require a guarantee for next or any future year, we would be in a much better position than if we completely ignored their policies after receiving last year through not applying again or designating the Selling Agency setup which was established to work in conjunction with their last year.

The suggestion on the part of our Dealer Members that the Dominion Government assistance policies to farmers "IS JUST BLUE" can hardly be substantiated after our experience last year and in view of what they are doing every year to assist farmers in various parts of the country who get into market trouble because of unforeseen circumstances. Surely it is not necessary for us to cite examples of the various types of assistance that are being given to growers of different commodities across Canada!

2. We agree that the great majority of our potato dealers in the Province are experienced, competent and have always tried to do a good job for themselves and the farmers with whom they deal. Unfortunately, this is not the case with all our dealers. We contend that we should get much higher returns for our producers through a Pool Selling Agency organization than could be obtained through the open market as they suggest. We base this contention on the FACT that other producers of perishable products in various parts of Canada are realizing considerably higher net returns for their products after organizing their boards and selling organizations. This is admittedly true in British Columbia and Ontario and we quote the following public statement from Mr. Bonham, President of the Ontario Fruit and Vegetable Growers' Association, in reference to the new Ontario Peach Marketing Scheme:—

"There have been problems and the Marketing Board has not had an easy time but a job has been done," Mr. Bonham continued. "There can be no further arguments about the value of the effort. It gives every peach grower from 10 cents a basket upward for all his peaches over what he would have got. Even dealers who were opposed are now friendly and have come to a realization of what can be done. The peach industry has been put in the position where it belongs."

1. We agree with the production figures of our potatoes as have been published. We state that the records show that both Prince Edward Island seed and tablestock can command a premium on our chief markets. By requiring each dealer to pay the same cost for the product a certain degree of confidence will be established in the trade which will result in

First Forms For Cement Next Step



The excavating at the site of the new Federal building is progressing according to plan. The left of the picture shows the area fronting on Richmond St., where the first forms for cement running will be placed in a few days if conditions permit.

P. E. Island Cattle

Jones and sired by Brown's Master Darky, a several times grand champion at Charlottetown. He drew very favorable comment from the judge here Thursday. He was shown by Edward Dickie of Truro. The junior female championship went to Hon. C. B. Sherwood, Minister of Agriculture for the Province of New Brunswick. The reserve junior champion was shown by Vernon Harding of Sussex, N. B.

Owen Younker and Son of Kingston won the junior female champion in Guernseys at the Maritime Winter Fair Thursday. They won with Fraserdale Fore Heroine, the same calf that won for them the junior championship at Charlottetown in August. The reserve junior female championship went to the estate of Seymour Main, Denbore's Mills, N.B. The Younker heifer is a junior yearling. Roy Younker selected her in Ontario in 1953 as a young calf and sent her home. The fact that she has won championships at both fairs this year makes Roy look pretty good. He is now in Maple, Ontario, where he is working for an artificial breeding unit. Robbie Younker showed the heifer here. Another Younker heifer placed fourth in the big class of junior yearlings. The Younkers brought only three animals to the fair.

Harold Palmer of Kensington scored a couple of good wins with his dry cows. He topped the class for dry two-year-old heifers with Brackley Nora and the class for five-year-old dry cows with Brackley Nellie. He also had several other very good placings including

more stable markets. The curbing of selling futures will allow the law of supply and demand to work.

2. It is unfortunate that the Selling Agency was not allowed to operate for one year to prove that such a marketing system will not divert customers to other areas. It certainly did not do so last year.

3. The proposed marketing policy is so different from the operating policies of the Potato Growers' Association that predicting what may happen to the pool based on the history of that organization is not sound. The Potato Growers' Association tried to sell all the potatoes direct, the proposed pool proposes only to maintain a degree of uniformity in the cost of the farmers' potatoes to the dealers, and if the established trade cannot sell all those potatoes at the proper price then the pool will be in a position to move them direct.

4. The policy does not propose to take away personal contact or good will. It provides that any person having special contacts or putting up a special pack of potatoes for which they can obtain a premium will be able to do so. We ask our fellow Dealer Board Members if they disagree to be fair at least in making comparisons.

5. The financing of such a policy can easily be arranged. Prompt payments can and will be made when potatoes are shipped either through the dealers or direct to the growers—just as the producers want it.

6. Respecting errors in judgment—these undoubtedly will be made but we are going to make sure that the most competent men available are secured to do this job for us. No person who is involved in a private potato business of his own will be again given the opportunity to work in the Selling Agency. Errors in judgment in marketing surely must be made from time to time now and we, as producers, feel that eventually we always pay for them.

7. The Prince Edward Island potato crop will not be withdrawn from the free market. The proposed policy is designed to make our marketing system free from many of the defects and unethical practices which have existed and which honest dealers demand on a free market will be allowed to function and establish the cost price to the trade from time to time or as the market changes, but small surpluses or shortages will not be allowed to drastically reduce prices to farmers as often happens at the present time, nor will any person with ample finances and storage space be permitted to buy potatoes from producers when the price is low, store them, and sell them when the price increases. The pooling system is designed to give the true average price for each variety to the producers who ship their potatoes during that particular pool period.

8. Respecting the attempt to regulate markets and prices as was attempted several years ago, the proposed policy is designed to supply that type of regulatory Board which cannot be or ation of this kind. What is proposed is a smooth working operation which will not require constant court action or enforcement of regulations. It is simply based on cost being adjusted as the market changes to determine the proper selling prices.

9. We are not going to attempt to answer accusations of auto-cracy, loss of freedom, personalities, etc. We regret that farmers did not have the opportunity to see this pool system work for a couple of years before being asked to decide whether or not they wish to maintain it.

10. Think carefully before you vote, but vote so that we whom you have elected to do something for you in this controversial matter can be guided by the wishes of the majority.

(sgd.) IRVING HOGG, Wilnot Valley
(sgd.) RICHARD A. MacPHEE, New Haven
(sgd.) DONALD MacLEOD, Victoria Cross
(sgd.) DAVID WRIGHT, Lower Montague
(sgd.) ALLIE MacNEILL, O'Leary.

HORSE SHOW
Pixie Girl, owned and shown by J. S. Humphrey of Summerside, was declared the grand champion standard bred mare of the show at the Maritime Winter Fair on Thursday. Aily Ann, owned and shown by George A. Callbeck of Summerside, was the reserve champion. Watchin, owned by Frank Adams of Halifax, was declared the champion standard bred stallion. Lil Abner went reserve grand champion stallion at R. S. Humphrey Pixie Girl.

MARKET LAMBS
Joseph O'Rourke of Tignish has the champion group of three market lambs this year at the Maritime Winter Fair. It is the Canada Packers special and Mr. O'Rourke has qualified for the big silver trophy won last year by C. Stewart and Sons. The Stewarts placed second this year and third place went to Allison Stewart of Dunstaffnage. Hudson Pridham of Alberton had the fifth prize group of three.

The prize for the best single carcass market lamb went this year to Austin Logan of Amherst. The best single market lamb produced on the Island was shown by Mr. O'Rourke. The second and third best single lamb carcasses were produced by the Logans from Amherst. Allison Stewart had the fifth place, Joseph O'Rourke had the sixth, S. C. Stewart and Son had the seventh and Hudson Pridham the eighth.

GIVES UP POST
LONDON (Reuters)—Lord Balfour of Burleigh, 71, Sunday relinquished chairmanship of the Lloyd Banks. He will be succeeded by Sir Oliver Frank, 49, former ambassador to the United States.

DEALERS' PROPOSAL
In view of the suggestion of Mr. D. A. MacDonald that the farmers should vote out the Marketing Board if they do not approve of a compulsory one-desk-selling Pool, the Potato Dealers Association submits the following:—

- Following Provincial Government suggestions, the dealers are preparing to become an incorporated body. As such, they are quite prepared to work with a further suggestion that a provincial wide organization of potato growers be set up, and from the executives of both bodies, with the larger number coming from the growers' association, a Potato Board for the Province.
 - This Board shall decide who shall be authorized
 - to purchase and sell potatoes in quantity lots in P.E.I.
 - to discipline where ever necessary those engaged in the marketing of potatoes who do not abide by the regulations set forth by the Potato Board
 - to raise funds for the purposes of the industry on the basis of volume, rather than by taxing the farmer on an acreage basis
 - to issue a daily market report, as now practised elsewhere for the guidance of all concerned
 - to arrange publicity for P. E. I. potatoes
 - to carry forward all necessary measures required to protect the potato industry from diseases which are common in other places
 - to watch out and arrange for freight and tariff negotiations to the best interest of the industry
 - to prepare and present the views of the industry to the various governmental bodies as required.
- This Potato Board would employ a full-time secretary, within the Department of Agriculture.
- It will be remembered that for many years the late J. Wilfred Boulter, who was the head of the Farmer's organization, was the leader in all activities in connection with the potato industry. From time to time under his leadership committees were set up to take care of immediate needs, including tariff negotiations which, in 1929 saved us from a complete shutdown from the U. S. markets, and in 1935 gave us our present U. S. tariff arrangement. In years of surplus, efforts were made to get such assistance as was available, such as the Spring Deal, starch program, the purchase of surplus potatoes in the British, and like activities.
- Following Mr. Boulter's retirement a promotional Board was organized in 1947, and funds were accumulated and put to work for the benefit of the industry. These are still the only funds that are available today for disease control. The promotional Board was taken from the hands of the Committee in charge and placed under governmental control, and was finally superceded by the present Potato Marketing Board.
- Harmony is necessary for progress, but you cannot have harmony when some people try to divide the country into two parts—those who grow potatoes and those who merchandise them.
- We are prepared at all times to co-operate with any recognized agency of potato producers for the benefit of the industry.
- P. E. I. Potato & Turnip Dealers Association
R. L. BURGE—President
E. W. CAMPBELL—Secretary.

Investors Told To Investigate Uranium Offers

By The Canadian Press

Greenshields and Company, Montreal investment firm, in a seven-page review of the uranium situation, says a great many so-called uranium companies have nothing more than moose pasture upon which to base all kinds of claims to entice the public to buy stock.

The review recommends that anyone solicited by mail, telephone or wire to buy uranium shares, should contact a reliable established broker before buying. It expresses the belief that there are very few sound investments in uranium in Canada. Four companies would have "large mines guaranteed" by some other promising but must still be considered speculative, particularly if they haven't government contracts.

Investors are advised to carefully watch technical developments in the reactor field, including experiments which might make present uranium reactors obsolete. It adds: "Regarding uranium demand after 1962, when the government-guaranteed market is scheduled to end there is some indication that the United States will continue a guaranteed market until commercial demand to supply atomic reactors is sufficient to take most uranium produced."

"The only obstacle is the possible development of a fusion reactor. Since it is probable that uranium would be required to start a fusion reactor, and, in any case, such a reactor is far from a reality, we believe the government will probably continue to guarantee uranium demand after 1962."

Legislation To Set Up Culture Council Likely
OTTAWA, (CP)—Government legislation to establish the proposed Canada council for the development of Canadian arts and culture likely will be introduced at the next session of Parliament, it was learned Monday.

The legislation will embody recommendations of the Massey commission on arts which in 1951 proposed the council idea after a two-year survey of Canadian cultural achievements and requirements for further development.

The commission, headed by Rt. Hon. Vincent Massey, now governor-general, suggested a 15-member council armed with parliamentary funds to help voluntary organizations in the fields of arts, letters, humanities and social sciences. The commission proposed also that the council be used to foster Canada's cultural relations abroad; perform the functions of a national commission for the United Nations Educational, Social and Cultural Organization; and administer a system of annual scholarships, including 100 valued at \$1,000 each, 250 valued at \$500 each and 2,000 bursaries of \$500 a year.

Prime Minister St. Laurent, who established the Massey royal commission, has taken a personal interest in developing some of the commission's recommendations.

TO THE FARMERS OF P. E. I.

The Undersigned, as members of the P. E. I. Potato Marketing Board desire to make their position clear to the general public in relation to the present controversy.

- Mr. MacDonald did not consult the Potato Marketing Board concerning the Plebiscite held last Spring; if he had done so we would have pressed for definite questions instead of the ballot that was mailed out.
- The compulsory one-man Pool plan was submitted to the Potato Marketing Board as a finished product without any previous consultation as to its construction or purpose after discussion was passed in principle by a vote of five to four against. The details were later discussed by a meeting of the Board when two members were out of the Prov ince.
- The majority of the Board have named D. A. MacDonald to be the sole Selling Agency for all P. E. I. potatoes and have imposed upon the dealers and farmers the same licence fee as were enacted during the past two years. These fees if proposed will be deducted from the first shipment of potatoes to the Pool.
- We pleaded with Mr. MacDonald to cut out the compulsory feature from the Pool and that if he believes the Pool system to be a benefit to the Producers he should try it on a voluntary basis and if it worked there would be no trouble in having practically every potato in the Province in the Pool. This he positively refused to consider and demanded all or nothing, stating that all he would get would be the skim milk and the dealer the cream.
- The present meetings being held have not been considered nor authorized by the Potato Marketing Board or any other recognized Agency that we know of but are solely the action of Mr. MacDonald asking the farmers to have him handle all their potatoes working on his own experience of last year and his own judgment of policy.
- We understand that after the Charlottetown meeting a compromise plan of action was submitted to Mr. MacDonald, chairman of the Board. The Board was not called to consider it nor was it mentioned at our last meeting held October 5th which meeting was apparently called to authorize Mr. MacDonald to represent Prince Edward Island at a potato meeting in Ottawa.
- With reference to the recent publicity regarding the new freight rates, we would point out that the agreed charges-freight contract recently announced was negotiated by the following Committee:—Mr. Rand Matheson, Executive Secretary Maritime Transportation Commission, Mr. J. O. C. Campbell, Q.C., representing the P.E.I. Government, and Messrs. A. A. Scates, E. D. Reid, L. H. Foote, G. E. Full, representing the Potato Industry and D. A. MacDonald representing the P. E. I. Potato Marketing Board. Actually the Board's only function was to confirm the arrangement of negotiations arrived at.
- The Marketing Scheme of last year was an entirely voluntary one and there is no foundation for the statement that a compulsory pool is the only way to get assistance from Ottawa.
- The Board applied to Ottawa for a renewal of last year's Scheme. The replies have not been placed before the Board but information would indicate a lower advanced price than was made last year.
- This type of scheme is not government support and is not any way designed to lose money so that the next time potatoes look like being surplus in the U. S. and Canada, the advance under a Pool Cooperative Marketing Scheme will be so low as to be of no value to the grower. Any other idea of this plan is just bluff.

As a result of a life spent in business in P. E. I. and in marketing potatoes along with other business responsibilities we support the Compulsory Pool with one-man control because we feel that the net returns would be less than the open market would give, and based our thoughts on the following facts—

- P. E. I. produced nine million bushels, North America four hundred million bushels of potatoes and as our potatoes are sold in competition with all other eastern potatoes, one acre cannot influence the market either way by establishing an autocratic selling Agency, and any firm who tries to will go bankrupt.
- Our customers buy P. E. I. potatoes because of quality, service and price and the scheme is so drawn up as to lower the service, to market minimum quality, and to demand top prices. This scheme will divert the customers to other areas first and they will only come here when they have to or to receive bargain prices.
- From 1924 to 1934 the Potato Growers Association conducted the Pool system for Marketing Seed potatoes and at the start they had ninety-five percent of the Island Seed in the Pool. What happened?—Too many potatoes over on desk depressed the price. The independent price was so much higher that the Association abandoned the Pool system and came down from handling ninety-five percent of the Seed to fifteen percent, and then were unable to render fair service to their members.
- Take away personal contact—goodwill and past service and substitute, as the scheme does, an impersonal one desk between the trade at this end and the prospective customer at the other end and our customers will turn elsewhere as any customer will do large or small in purchasing any quantity.
- Financing such a scheme is a big problem and the Board of the Pool is in no position to make prompt payments and can only pay advances as funds come in, and settle when all is moved and paid for. In other words, the plan can only be financed by the returns from the farmers' own potatoes.
- As individuals, we are not conceited enough to believe that after thirty to forty years experience in marketing potatoes that we are competent singly or as a team to undertake to handle with any measure of success the marketing of the P. E. I. potato crop. Ten million dollar business in a perishable product, like potatoes, is really big business, and any errors in judgment will reflect drastically on the net return of a Pool.
- With only the P. E. I. potato crop withdrawn from the free market, we cannot help but end up in the position—that all other areas will get the advantage of the goodwill and patronage of the purchasers.
- Remember two years ago when the attempt was made to influence the market by issuing orders as to the price to be paid to the growers here. The attempt proved to be disastrous for those who paid attention to Mr. MacDonald's orders. The Market steadily declined in spite of the Board's ideas that by withholding, the market would meet their ideas.
- The proposed autocratic one-desk selling plan may sound fine but it is so wrong in the principle of merchandizing that it can only end up in all the farmers recovering lower returns and as it is so arranged that there is no other buyer, the farmer will never know his loss.

Think carefully before you mark your ballot, and be sure to vote Freedom once lost is not easily regained.

(sgd.) G. ELLIOTT FULL, Hunter River
(sgd.) L. H. POOLE, Montague
(sgd.) P. J. KENNEDY, Kensington.