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ANNUAL
REPORT
1960

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COOPÉRATIVE FÉDÉRÉE DE QUÉBEC

1960

board of directors

ADÉLARD BELLEMARE, President

OMER DESLAURIERS, Vice-President

ROLAND BELCOURT
J.-EUGÈNE BELZILE
LÉONCE BELZILE
GEORGES CHÉNARD
SIMON FORTIN
ALBERT GINGRAS
JOSEPH GRENIER
JOSEPH LALIBERTÉ

GÉDÉON LAROCHE
LOUIS LAROCHELLE
PAUL-ÉMILE MALTAIS
DAMIEN MARTIN
ROLAND PIGEON
HENRI MIREAULT
ANDRÉ POISSANT
JULES ST-GERMAIN

GENERAL MANAGER
RAYNALD FERRON

ASSISTANT GENERAL MANAGER
ROMÉO MARTIN

ASSISTANT GENERAL MANAGER
HECTOR NADEAU

SECRETARY
LÉO FILION

TREASURER
HENRI BEAUREGARD

executive committee

ADÉLARD BELLEMARE, President

RAYNALD FERRON
LOUIS LAROCHELLE

OMER DESLAURIERS
ALBERT GINGRAS

SECRETARY
ROMÉO MARTIN

ASSISTANT SECRETARY
LÉO FILION

Only farmers, who are directors of member co-operatives, are eligible to act as directors.

COOPÉRATIVE FÉDÉRÉE DE QUÉBEC

Montreal, February 7th, 1961.

Miss Teresa C. Sears, Librarian,
School of Commerce Library,
McGill University,
1020 Pine Avenue, West,
Montreal, Que.

Miss:-

Please find herewith a copy of our
last financial report, for the year ended October
31st, 1960.

We are,

Yours truly,

COOPERATIVE FEDEREE DE QUEBEC



Henri Beauregard,
Treasurer.

HB/mc
ENCL.

Dear Members,

7 HIS 39th ANNUAL REPORT of La Coopérative Fédérée de Québec, which I have the honour to submit to you, reflects the conditions of our general economy and particularly those of our agricultural economy.

Altogether, and in spite of considerable variation in certain sectors, our activities have been maintained. Business volume is about the same as that of last year, reductions in certain fields having been compensated for by increases obtained elsewhere. In 1960, as you know, swine production declined considerably which meant less volume in feeds. On the other hand, in the case of petroleum and fertilizer products the volume of operations increased.

These variations in the volume of production and in the activities of our services necessarily made our operations a little more onerous.

As for our physical facilities, it should be emphasized that we took possession of our new headquarters at the Central Metropolitan Market, which were officially inaugurated on the occasion of the last Congress on Co-operation. A modern commercial sausage products Department has also been opened in Montreal.

Besides current affairs, your administrators also paid special attention to the Dairy Industry and to the organization of certain lines of production such as swine, poultry and eggs.

The problems of the dairy industry, to which we paid the greatest attention, are those of processing and of markets. In other lines of livestock production such as hogs, poultry, eggs, it is chiefly at the farm and at the level of production that problems are encountered. During this meeting you will have the opportunity to state your opinion and to aid the whole agricultural co-operative movement in determining most effectively its future developments.

Our co-operatives, we should always remember, are associations of producers and businesses at the same time. Their goal is to assist, without overcharging the consumer, to increase the efficiency and the revenues from farming. This objective is unceasingly pursued by the provision of farm supplies which are adapted to needs and by encouraging the application on the farm of the best technical and administrative methods, as well as the organization of a profitable and rational marketing system.

The phenomenon called the industrialization of agriculture is making itself known in two ways: those of mechanisation and of specialization. Faced by these two tendencies many farmers and experts are asking themselves what the future holds for our farm enterprises of which the very great majority are classed as family farms.

The present evolution of agriculture, which is certainly going to continue, has not created the problem of the survival of the family farm, but very definitely it has laid down the conditions of survival. Your officers, who are all, as most of you, the operators of family farms, are convinced that this type of operation is going to survive. Its value, economic and social, cannot be denied. This form of operation permits, we know, a rational and efficient utilization of all resources: land, buildings, equipment, livestock, and labour, and can assure the production of food and raw materials as abundant, and of as good a quality, as any other method of operation, and at no higher cost.

In our opinion this statement holds, and will hold true, for the whole agriculture of the province. We believe that the family farm, which ought not to be confused with the residential or part-time farm, can provide an adequate living for its operator, particularly if he makes full use of the tools he possesses, such as his co-operatives. Improvements in the methods of production and management of our farms as well as in the organization and progressive administration of our co-operative services appear to us to be indispensable conditions of survival, but also ones which are easily attainable if we so wish.

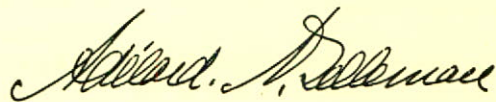
La Coopérative Fédérée and its affiliated co-operatives are not working in isolation. That is why we have co-operated, and why we will continue to collaborate very closely with all those who serve agriculture, particularly the farm organizations and co-operatives of the Province and of the rest of the country, and those services of the Federal and Provincial Departments, especially those of agriculture.

To our immediate associates, and to the affiliated co-operatives, the officers of La Coopérative Fédérée offer their most sincere thanks for the collaboration received in the course of the past year.

To all my administrative colleagues, to all officers and all personnel, I express the gratitude of the farm co-operators of the Province.

May Providence bless our work and guide us in our way,

The President,

A handwritten signature in cursive script, appearing to read "André G. Robitaille".

7he national production of goods and services was at a satisfactory level at the beginning of the year 1960. Afterwards, it contracted and it should only slightly exceed that of the preceding year. Unemployment has increased. This situation has a tendency to reduce farm prices and the total demand of foodstuffs.

A difficult year for agriculture

Agriculture, an outstanding primary industry, has been most particularly affected by the economic situation. The farm net income having been less in 1959, the farmers of our Province started the year with smaller cash reserves. Furthermore, if the difficulty of obtaining production credit is added to the situation, it is easy to understand why the volume of purchases of farm supplies has diminished. With revenues slightly inferior to those of last year, and increased costs of production, the farm net income registered another decline.

In field crops, harvests were more abundant and of better quality with the exception of hay in the Lower St-Lawrence region.

Livestock production was especially affected by a sharp decline of 22 per cent in the production of hogs. Nevertheless, slaughterings of cattle were higher.

The dairy industry has been particularly stable. Production increased slightly. Prices have been maintained, with the exception of those for powdered milk, which have declined, and of those for cheese, which stayed at the level of the support price. In the Province, the production of butter registered a decline of 4 per cent. Opposing this, that of cheese increased by about 14 per cent.

The production of eggs declined by 10 per cent and that of chicken and turkey underwent increases of 4 and 9 per cent respectively. The prices of poultry products compared to those of last year, fluctuated markedly in 1960. However, the weighted averages for the year are about the same with the exception of the price of turkeys which was better.

A year of consolidation

During the year we have worked at the consolidation and improvement of our services. We moved in new buildings at the Central Metropolitan Market. This new location should prove to be very practical from all points of view during the years to come.

Administrative problems received our attention in a special way. We revised our accounting procedures and the Personnel Department undertook an extensive analysis leading to the description and evaluation of all jobs of employees, not only at the head office, but also in the diverse branches.

The regional supervisors acquired a more advanced training in administration which should help them to be of more and more effective aid to co-operatives.

A large number of co-operators benefited from our Social Security Service. The number of life insurance policies — families included — increased from 19,550 to 25,151 — a growth of more than 30 per cent.

Business volume maintained

On the whole, the business volume of the Central was maintained, even in spite of pronounced declines in hog production and also in feeds.

In the livestock business, during a period of low production the local market always receives about the same volume, but the large markets must absorb practically all of the decline. As we operate exclusively on large markets we are particularly affected. Consequently, it is becoming urgent for farmers to entrust the marketing of all their livestock to their co-operative abattoirs.

It is a pleasure for us to point out that our meats and sausage products are gaining more and more in popularity. To meet an ever-growing demand from the public we have installed a modern sausage room in Montreal which completes our meat service.

The re-organisation of the Poultry Service commenced a few years ago and is almost completed. Our abattoir at Victoriaville is now operating at a high volume. Our technical service will soon be able to tackle all the problems inherent in this type of production. The same is true of our sales organization which has opened markets easily able to dispose of all our products. We accord particular attention to the development of integrated poultry production and our services can absorb more production yet.

Animal nutrition has become a highly specialized science and the application of modern techniques is extremely important since the agriculture of our Province is based on the livestock industry. The Grains and Feeds Service has continued to apply the best and most widely accepted scientific facts in nutrition, in the manufacture of feeds and feed supplements. It has, besides, carried out a study on the structure of freight rates, and subsidies provided to this end.

In the field of farm machinery, the Fédérée has endeavoured to consolidate its operations and to progress in the use of methods of forage conservation. Our work in this field takes into account more and more the field husbandry possibilities, besides economic and financial ones.

In the petroleum products, our sales increased in spite of abnormal competition. Besides working to obtain competitive prices we paid special attention to the study of market potential and to the improvement of methods of distribution.

Earnings and services

Many factors contributed to a decline in the net earnings for this year. However, faced with much more difficult economic conditions, we believe that the results can be judged to be satisfactory. We are too closely related to general agricultural conditions not to be affected by changes which occur in this industry. In the study of the financial results of our operations it should be remembered that the Fédérée is, above all, a service enterprise for agriculture, and that it does not direct its development by reason of the remunerative value of these services. It tries constantly to adapt to the real needs of the farmers. Because of this, it is almost unique on the North American continent. This assertion has just been upheld by the Federal Department of Agriculture of the United States which published a very flattering

brochure on la Fédérée and its services of integration. During 1960 the authorities of the Fédérée thought on several occasions that it would be preferable to benefit agriculture by more remunerative prices than to augment the net earnings. This method of operation has been particularly evident with respect to prices paid for hogs and butter.

This policy is evidence of the decisions taken last year on the subject of patronage refunds redeemable as preferred shares. No co-operative enterprise, or any other, can operate in economic fields without a minimum of capital. The same is true for affiliated co-operatives which we believe must make similar decisions.

The needs for capital will grow, particularly with the development of services and a program of integration in agricultural production. In this respect our co-operatives must preserve their financial stability and assure their future by establishing rational and long range policies.

Outlook

The year 1961 will most likely be a difficult year for the Canadian economy in general and for agriculture in particular. All the same, in Quebec, in the long run, the future remains more encouraging because our agricultural production, with a few exceptions, is not equal to our needs. Among other things, farmers will be called upon with the years to satisfy needs for considerably more food, given the rapid growth in the population of our Province.

The administrators of la Fédérée recognize that agricultural production must be better balanced with the needs of the markets. Presently our production is deficient and the revenue of farmers is clearly insufficient. It should be emphasized that the farm net income for the year 1960 is the lowest obtained since 1947. Conscious that agriculture should adequately feed the population and that farmers must be assured of a reasonable revenue, your administrators are concentrating their efforts to make our agriculture more productive, more orderly and more profitable.

The family farms represent the best formula to attain this objective. They have available the most efficient and least costly labour because the labour and management of the farm are closely related.

For the owners of family farms, agriculture is not an impersonal economic enterprise; it is at the same time a way of life.

Farmers can achieve the desired objective if they are given the means of utilizing the best methods of production and of improving management on their farms. They have in their farm co-operatives all the necessary instruments to help them produce in an economic and orderly manner and at the same time to increase their power in the markets.

In the face of the present difficulties in agriculture, producers need a greater bargaining power on the market. Because of the development of integration, this additional power will be acquired only in the measure in which they use fully their physical facilities and the services of their co-operatives. And they can do so precisely because they possess in their co-operatives, all the elements essential to this end, be it in the production or the marketing of their farm produce.

The administrators of la Fédérée intend to work closely with co-operatives with the view of extending programmes of integration in the production of hog and poultry products. La Fédérée will endeavour to organize production centres where the right kinds and amounts of production and administrative techniques will be applied in a way which will adequately supply our markets and provide farmers with more profitable results.

La Fédérée will continue to place emphasis on methods which promise to make our grassland farming more profitable, notably by improving the methods of forage conservation. In the sphere of market gardening and fruit production your ad-

ministration intends to organize production centres and to improve the marketing of such products. The first step has been made in this direction when you moved, at the beginning of the present year, to the Fruit Terminal of the Central Market.

With its location in the Central Metropolitan Market, its multiple activities and the facilities for expansion at its disposal, your Central finds itself much better placed to play a role close to consumers by collaborating with other sectors of the co-operative movement.

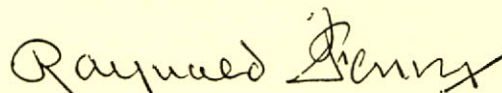
Co-operatives of the different sectors are outstanding examples of democratic institutions, which demonstrate vigour, dynamism and continuity. These are permanent organisms founded on service, which try to meet the main economic needs of the population. They are the property of huge sectors of the population.

Co-operatives have always been at the service of the family. The administrators of La Fédérée have always put emphasis on the safeguard and the progress of the family farm enterprise and desire to continue working harder than ever to improve the conditions in which rural families live.

I have had the advantage, in the course of the year, to benefit from the loyal support of administrators, of my colleagues on the executive council, of my immediate colleagues, the employees of La Fédérée and the managers of our member co-operatives. Their team spirit and their devotion to duty have been a valuable comfort to me; in these difficult years, I count more than ever on their entire support.

To all and to each my most sincere thanks.

The General Manager.

A handwritten signature in dark ink, appearing to read "Raymond Henry". The signature is written in a cursive, flowing style with some loops and flourishes.

COOPÉRATIVE FÉ

CONSOLIDATED BALANCE SHEET

— ASSETS —

Current assets

Cash on hand and in Bank	\$ 1,416,449	
Accounts and notes receivable (doubtful accounts deducted: \$274,314)	7,200,739	
Merchandise on hand and in transit	6,535,417	
Operating supplies	163,558	
Deferred items: Insurance, taxes, maintenance materials, etc. (cost allocable to future operations)	<u>299,088</u>	
		\$15,615,251

Investments

Shares and notes at cost:		
Eastern Abattoirs, Ltd.		
Legrade Inc.		
Interprovincial Co-operatives, Ltd., etc.	3,831,714	
Mortgaged loans and miscellaneous deposits	<u>304,234</u>	
		4,135,948

Fixed assets

Land, buildings, machinery, equipment, rolling stock, etc. — initial cost	5,819,100	
Less: Amortization allocated to operations of year 1960 and of previous years	<u>2,785,970</u>	
		3,033,130

Discount on bonds issued

Unamortized balance		<u>134,385</u>
		<u>\$22,918,714</u>

O U É R É E D E Q U É B E C

AS AT OCTOBER 31st., 1960

— LIABILITIES —

Current liabilities

Bank credits on merchandise and other assets	\$ 5,969,568	
Accounts payable	4,524,880	
Notes payable	648,382	
Miscellaneous deposits	274,765	
Other current liabilities	<u>16,574</u>	
		\$11,434,169

Long term debt

Bonds, 1st mortgage, serials 4% and 4½%, maturing from 1961 to 1966 incl.	935,000	
Bonds, general mortgage, sinking fund, 5¾%, maturing in 1969	2,100,000	
Patronage refunds, 5%, maturing from 1961 to 1969 incl.	1,545,102	
Notes, 3½% to 5¼%, maturing from 1961 to 1968 incl.	1,301,638	
Mortgage loan, 4%, maturing from 1961 to 1967 incl.	<u>88,424</u>	
		<u>5,970,164</u>
		\$17,404,333

CAPITAL AND SURPLUS

Capital stock

Paid-up:		
Common shares — \$10	24,980	
Common shares — \$25	714,060	
Common shares — class "B" — \$25	<u>1,151,448</u>	
	1,890,488	
Preferred:		
Serial "A" 1960 — \$10. shares	<u>760,133</u>	
		2,650,621

Surplus

Reserves	2,231,718	
Net earnings — year 1959-60	<u>632,042</u>	
(before patronage refunds and income tax)		
		<u>2,863,760</u>
		5,514,381
		<u>\$22,918,714</u>

SURPLUS AS AT OCTOBER 31st, 1960

Balance as at November 1st, 1959		\$ 3,183,045
Deduct:		
Income tax for year 1959	\$ 130,801	
Patronage refunds on operations of 1959	<u>830,544</u>	
		<u>961,345</u>
		\$ 2,221,700
Add:		
Profit on redemption, before maturity of Bonds (5¾%, 1969) according to the sinking fund's schedule	2,930	
Profit on disposal of trucks	<u>7,088</u>	
	10,018	
NET EARNINGS for year 1959-60 (before patronage refunds and income tax)	<u>632,042</u>	
		<u>642,060</u>
		<u>\$ 2,863,760</u>

AUDITOR'S REPORT

To the President and
Shareholders of
La Coopérative Fédérée de Québec.

We have examined the consolidated Balance Sheet of La Coopérative Fédérée de Québec and of two of its wholly owned subsidiaries (Dominion Elevator Limited and Canadian Livestock Co-operative of Quebec Limited) as at October 31st., 1960, and the Statement of Earnings and Surplus for the year ended on that date.

La Coopérative Fédérée de Québec also holds the whole of the capital stock of Legrade Inc. and of Eastern Abattoirs Ltd. This capital stock is shown at cost under the heading of Investments.

La Coopérative Fédérée de Québec has guaranteed the repayment of capital and interest on the \$1,638,000.00 outstanding bonds of Legrade Inc., together with the bank loan obtained by this affiliated Company to the extent of \$750,000.00. La Coopérative Fédérée de Québec — which owns in equal share with the Coopérative Agricole de Granby the whole of the outstanding capital of La Compagnie Immobilière Viger Ltée — has also guaranteed, jointly with the Coopérative Agricole de Granby, the repayment of a loan obtained by La Compagnie Immobilière Viger Ltée from the Caisse Populaire Régionale de Joliette, of which \$85,000.00 — is outstanding.

We have obtained all the required information and explanations.

We have not made a detailed audit of all the transactions but we have verified, by means of such tests as we considered necessary in the circumstances, the accounting procedure and records.

In our opinion, the attached Balance Sheet of La Coopérative Fédérée de Québec, as at October 31st., 1960, together with the statement of Earnings for the year ended on that date, are drawn up so as to exhibit a true and correct view of the state of the affairs of the Society, as at October 31st., 1960 and the results of its operations for the year ended on that date, according to the explanations and information submitted and as shown by the books of La Coopérative Fédérée de Québec.

PELLETIER, GRAVEL, DESLIERRES,
Chartered Accountants.

Montreal, January 20, 1961.

CAPITAL, SURPLUS, NET EARNINGS AND PATRONAGE REFUNDS FOR THE LAST 20 YEARS

Financial Year	Capital	Surplus	Capital and Surplus	Net earnings before Patronage refunds and Income Tax	Patronage refunds to affiliated co-ops
1941	\$ 229,946	\$ 447,169	\$ 677,115	\$ 121,416	\$ 78,913
1942	238,883	474,531	713,414	115,293	97,841
1943	255,906	748,759	1,004,665	373,437	272,121
1944	279,499	801,641	1,081,140	369,766	282,342
1945	183,860	889,376	1,073,236	348,667	287,309
1946	202,409	876,549	1,078,952	271,198	205,830
1947	223,927	1,196,715	1,420,642	495,030	393,743
1948	248,053	832,296	1,080,349	88,227	46,761
1949	258,962	1,101,936	1,360,898	242,008	204,306
1950	276,863	1,319,961	1,596,824	230,612	180,687
1951	307,815	1,667,341	1,975,156	468,538	382,171
1952	437,940	1,726,254	2,164,194	481,808	393,808
*1953	570,227	1,731,944	2,302,171	322,484	246,342
1954	646,888	2,120,380	2,767,268	496,978	398,131
1955	888,661	2,291,545	3,180,206	**713,265	492,453
1956	1,049,861	2,528,490	3,578,351	**813,486	578,859
1957	1,237,145	2,761,675	3,998,820	**969,180	771,333
1958	1,499,438	2,739,463	4,238,901	**822,730	667,570
1959	1,837,686	3,183,045	5,020,731	**1,023,748	830,544
1960	2,650,621	2,863,760	5,514,381	***758,819	****

* Ten months of operation.

** Including Legrade Inc.

*** Including Legrade Inc. and Eastern Abattoirs Ltd.

**** Patronage refunds will be determined at the occasion of the Annual Meeting.

THE FEDEREE PROVIDES MULTIPLE SERVICES

The principal activities of the Fedérée in the fields of farm products and farm supplies are generally well known. It is also known that the Fedérée, thanks to the power of numbers — 55,000 farmers — confers on them a tremendous bargaining power in the market place. For this reason it brings a valuable element of competition in the markets and of protection for both the producers and the consumers.

In the line of its general business, the Fedérée provides a large number of services. Many of them are provided for farmers only through the medium of the agricultural cooperatives which are the real proprietors of the Central. In this instance the Fedérée collaborates closely with the representatives of the Departments of Agriculture. By improving an industry as fundamental as agriculture these services profit the whole population at the same time.

The Fedérée renders other services which directly benefit all classes of society. These are perhaps less well known. By enumerating them categorically, we think we can best illustrate the eminent technical, economical and social role of the Fedérée, a democratic enterprise serving agriculture and the whole population.

1. ADMINISTRATION:

- Aid in administration furnished locals by a team of counsellor-advisors.
- Survey on the administration and commercial activities of cooperatives.
- Studies bearing on the potential and the expansion of locals.
- Management agreements.
- Assistance of a relief manager to take temporary charge of the administration of a cooperative.
- Assistance in the reorganization of the financial and administrative set-up.
- Aid in obtaining credit from lending institutions.
- Advice on freight rates and support for locals in obtaining more favourable rates of transport.
- Claims service for losses or damages in the case of products bought by affiliated cooperatives.
- Printing of forms, letterhead and reports.
- Stationery and office supply service.

2. PERSONNEL AND SOCIAL SECURITY.

- Recruiting of managers.
- Development of personnel policies for locals.
- Courses in training and administration improvement for managers.
- Courses for the advanced training of mechanics of cooperatives dealing with farm machinery.
- Industrial relations service.

- Group life assurance at moderate prices for members and their families, and for cooperative employees and their families.
- Health and hospitalization insurance at moderate prices for employees of cooperatives and their families.
- Pension fund for employees of cooperatives.

3. PUBLICITY AND PROMOTION.

- Information on the general economy, agriculture and markets.
- A special section for the Fedérée and agricultural cooperatives in the periodical "Ensemble".
- Commercial and educational advertisements.
- Promotion of the cooperative idea, the services and achievements of cooperatives through articles and reports in the newspapers and by radio talks and television appearances.
- Speakers provided for study groups, meetings and professional associations, etc.
- Participation in agricultural exhibitions in the Province and at the National Salon of Agriculture.
- Meetings of administrators.

4. MARKETING (Merchandising).

- Catalogues and price lists.
- Publicity material.
- Periodic information bulletins to cooperatives on prices, new merchandising products, recent policies, etc.
- Organization of sales campaigns.

- Study of better methods of packaging fruits and vegetables.
- Instructions to producers on grading, packaging, selling, forecast and outlets.

5. AGRICULTURAL ENGINEERING.

- Preparation of plans and the installation of irrigation systems.
- Installation and technical services concerning bulk milk handling systems, methods of milking and refrigeration.
- Installation and technical advice for equipping of feed mills.
- Repair of tank trucks and farm machinery.
- Installation of gas stations.
- Plans and specifications for dairy factories.
- Sale of equipment and farm machinery in accordance with the economic possibilities of the farm.
- Advice to farmers in the choice and use of machinery, equipment, tools and supplies.
- Parts delivery service.
- Education regarding the use of petroleum products.

6. INFORMATION AND RESEARCH.

- Technical advice, instructions concerning products and marketing.
- Economic enquiries among cooperatives and general market research.
- Weekly page on agricultural, cooperative and technical developments in "La Terre de Chez Nous".
- Sampling for analysis of each carload of seed grains.
- Interpretation of the conditions of the grain market for the assistance of cooperatives.
- Direct communication with the Winnipeg Exchange and with "Dow-Jones".
- Constant revision of nutritive norms and standards in the manufacture of feeds.
- Advice and directions on methods of manufacturing all kinds of feeds.
- Assistance in animal nutrition.
- Qualitative and quantitative analysis of samples of feeds.

- Expert service in animal nutrition.
- Analysis of production cost on poultry farms.
- Continual study of feed efficiency.
- Prices guaranteed one week in advance to producers of beef, veal, sheep and lambs.
- Forecasts on livestock production and advice on herd management.

7. ORGANIZATION AND SALE OF PRODUCTION.

- Service of counsellor-advisor for the dairy industry on prospects and regional possibilities.
- Receiving stations for poultry in places where facilities are lacking.
- Veterinary to care for the health of flocks of breeding poultry.
- Integration contracts in poultry farming.
- Technicians to supervise flocks and herds.
- Assistance in livestock transport.
- Systematic demonstrations to breeders of methods of breeding, grading and marketing of livestock.
- Integration contracts for swine production.
- Campaign of chemical weed-control in collaboration with cooperatives, and the Provincial Department of Agriculture.
- Technical advice given to managers on the use of chemical fertilizers, herbicides, fungicides and insecticides.

8. MISCELLANEOUS.

- Participation of employees of the *Fédération* on numerous committees of cooperative enterprises, governments, professional associations and industries, etc.
- Collaboration with the "Union Catholique des Cultivateurs".
- Publicity and acknowledgment to the farm family of the year.
- Representation to governments and the presentation of briefs.
- Aid to teaching institutions.
- Financial support of the "Conseil de la Coopération du Québec" and to the Farm Forums.
- Encouragement to and support of the different cooperative sectors in rural and urban areas.
- Assistance to students and foreign technicians and officials.

In a Co-operative, Services are Forged with Capital

OUR SALES FOR THE LAST 20 YEARS

<u>Year</u>	<u>Farm Supplies</u>		<u>Livestock and Meats</u>		<u>Dairy Products and other Farm Products</u>		<u>TOTAL SALES</u>
	<u>Amount</u>	<u>Percentage</u>	<u>Amount</u>	<u>Percentage</u>	<u>Amount</u>	<u>Percentage</u>	
1941	5,100,000	29%	4,700,000	26%	7,900,000	45%	17,700,000
1942	5,700,000	27%	4,900,000	22%	11,300,000	51%	21,900,000
1943	10,100,000	33%	6,300,000	21%	14,000,000	46%	30,400,000
1944	12,500,000	32%	9,300,000	24%	16,700,000	44%	38,500,000
1945	12,400,000	31%	8,400,000	22%	18,300,000	47%	39,100,000
1946	12,100,000	33%	9,300,000	25%	15,600,000	42%	37,000,000
1947	12,900,000	31%	11,400,000	27%	17,500,000	42%	41,800,000
1948	14,000,000	30%	15,100,000	32%	18,300,000	38%	47,400,000
1949	16,000,000	31%	15,200,000	29%	20,600,000	40%	51,800,000
1950	17,500,000	33%	19,000,000	36%	16,800,000	31%	53,300,000
1951	19,600,000	32%	22,500,000	37%	18,300,000	31%	60,400,000
1952	19,100,000	33%	18,800,000	33%	19,500,000	34%	57,400,000
*1953	15,900,000	34%	12,500,000	28%	17,700,000	38%	46,100,000
1954	21,100,000	35%	15,400,000	26%	23,600,000	39%	60,100,000
**1955	24,200,000	32%	26,200,000	36%	23,800,000	32%	74,200,000
**1956	28,000,000	35%	26,900,000	33%	26,300,000	32%	81,200,000
**1957	27,200,000	35%	27,100,000	35%	23,700,000	30%	78,000,000
**1958	31,200,000	33%	32,300,000	34%	31,600,000	33%	95,100,000
**1959	37,900,000	33%	45,900,000	40%	31,200,000	27%	115,000,000
***1960	38,500,000	33%	43,700,000	37%	34,500,000	30%	116,700,000

* Ten months of operation only.

** Including Legrade Inc.

***Including Legrade Inc. and Eastern Abattoirs Ltd.

