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M.A. THESIS -

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C O - O P E R A T I O N I N G R A I N

M A R K E T I N G

with

SPECIAL REFERENCE

to

THE CANADIAN WHEAT POOL

Being a Thesis respectfully submitted to the
University of Manitoba under the direction of the -
Department of Economics as partial requirement for the
degree of Master of Arts.

Robert McKee Frayne.

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"ECONOMICS IS A STUDY OF MANNEID IN THE ORDINARY
BUSINESS OF LIFE;

CO-OPERATION IN THE WAY OF CONDUCTING CERTAIN PARTS
OF THIS BUSINESS. "

*****MARSHALL AND PAY.

P R E F A C E.

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This Thesis aims to set forth the marketing problem that has forever confronted the grain producers of the Canadian West, and attempts to portray the relationship of Co-operation in Grain Marketing to the solution of that problem.

The method adopted has been, first of all, to place agricultural co-operation in its' natural setting; and it has therefore been necessary to introduce considerable historical narrative, as well as accredited technical data.

The writer has discovered that co-operative marketing has developed in the Canadian West with little regard to pure theory or to established principle; therefore, of necessity, the subject of our enquiry forces us to approach it from the practical side-- the resulting deductions being formed upon the facts revealed by investigation.

It has been the aim of the writer to treat the subject as a dispassionate outsider, and not from the point of view of any particular group interested in the problem.

The hypothesis is that prior to the instigation of the large Co-operative movement,

there was amongst the Canadian farmers a chronic state of dissatisfaction with prevailing system of marketing their grain. The widespread belief that certain "middlemen" were consuming a share of agricultural sales out of all proportion to the services rendered, either to consuming companies, or to the producers, and were making an excessive profit, became acute. The Canadian Wheat Pool is the physical evidence of this dissatisfaction.

The importance of the grain trade to Canada is noted in the first chapter--"Canada as a Grain Producer", and because of this importance the most efficient system possible should be established for the marketing of Canadian Grain. To what degree the Wheat Pool adds to "Grain marketing efficiency" will be seen in the final chapters of this study.

The reference plan is as follows:- An alphabetical Bibliography is given after the closing chapter. Each book report, or article is numbered-- and when referred to, these numbers will be quoted, and the page cited. The graphic figures, of which there are four, will be referred to by their corresponding numbers.

.....R.M.F.

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