

Farm implement and equipment sales data are collected annually from manufacturers and importers active in the farm implement and equipment field. Dollar sales are reported at dealers' buying price before the deduction of dealers' cash discounts, value of trade-ins, volume or performance bonuses and export sales are excluded. In 1976 the dollar value of repair parts of \$154.7 million was 7.4% greater than the \$144.0 million reported for 1975.

Farm equipment sales reached a low point in 1970 but in subsequent years have shown a steady recovery, attaining a record level of \$1,134.0 million in 1976. The two most important products were farm tractors with a sales volume of \$449.3 million or 39.6% of total sales volume and harvesting machinery with sales of \$225.5 million or 19.9% of all farm implement and equipment sales in 1976.

Construction machinery and equipment sales include sales by Canadian distributors, direct sales by manufacturers to end-users (at actual final selling price) and revenue derived from renting equipment to users. In 1976 new machinery entering the market (by outright sale, first lease or rental) was valued at \$1,564.1 million, 2.3% below 1975 (Table 18.23). The sale of used machinery rose by 14.4% from \$211.3 million in 1975 to \$241.8 million in 1976. Rental income increased 4.4% from \$118.3 million to \$123.5 million. Of the \$1,564.1 million, \$566.1 million was accounted for by repair and consumable parts. The largest single item in terms of dollar sales was crawler-type tractors: 2,629 units entered the market for a value totalling \$166.1 million. Sales of new equipment by distributors totalled \$1,420.1 million, while sales by manufacturers amounted to \$144.0 million.

Diesel and natural gas engines sold in Canada in 1976 totalled 19,025. This included 18,201 diesel engines, a decrease of 5.8% from the 19,328 sold in 1975 (Table 18.24) and 824 natural gas engines. In addition, 17,523 diesel engines were exported or re-exported (compared to 18,891 in 1975), and five natural gas engines were exported in 1976.

18.1.5 Co-operatives

Overall business volume of Canadian co-operatives passed the \$6.0 billion mark in 1976 at \$6,198.8, a gain of \$657.0 million or about 12% over 1975. The marketing of farm and fish products accounted for more than half the increase but on a percentage basis marketings rose 11%, merchandise and supply sales 13% and service revenue 18% while miscellaneous income was almost unchanged. The year was generally one of growth with almost all revenue categories and regions benefitting from the upsurge. Despite a drop from the double-digit inflation of the previous two years, many co-operatives were severely affected by the cost-price squeeze.

Co-operatives covered here exclude recreational (such as community halls and rinks), financial (credit unions) and those run by native peoples. Those included are classified by their primary function into four main groups: marketing and purchasing (the largest), service, fishermen's and wholesales. The service group is frequently subdivided into service and production. Production co-operatives provide services directly related to agricultural production such as artificial breeding, or are directly involved in production such as co-operative farming. The first three groups are known as local co-operatives because they deal directly with individual members; the wholesale co-operatives perform wholesaling functions for the locals.

Asset value of local co-operatives expanded \$242 million or approximately 10% in 1976 with about half of it going into property and equipment. Short- and long-term loans financed about three-fifths of the asset expansion while member equity, most heavily in the form of share capital, covered the rest. Member equity accounted for 39% of assets at year-end 1976, unchanged from 1975. Reporting associations registered a modest upturn for the second year in a row after years of decline and numbered almost 2,500. Co-operative membership continued to increase to about 2,350,000 at year end, a gain of about 240,000. Alberta continued as the province with the most co-operatives and members, while Saskatchewan, with its huge grain revenues, was again the leader in overall co-operative business volume.