

We us American maple sugar makers must control our sugar product and place it in the hands of the consumer. First it pays better to do so and second it insures purity. We know how the pounds multiply as they pass through other hands in our large cities. It is a duty we owe ourselves, our nation and our customers that we provide some means whereby sugar may reach its ultimate destination in the pure state it leaves the camp and that the consumer and producer may be protected and thereby share in the profits of the speculator and the middle-man. In Vermont more new up to date sugar making apparatus and equipments have been installed in the past five years than ever before in the history of the industry. What has made the change? The "pure food law" faithfully enforced and the work of our association. Our state appropriates \$500 yearly for the Maple Sugar Makers' Association, to use in increasing, promoting, and advertising the maple sugar industry in the state and so assisting the farmer to increase his income. Never before in the history of Vermont were the prospects of the sugar maker brighter than to-day. People are alive to the fact that quality counts and are willing to pay 25 cents per pound for No. 1 and from \$1.50 to \$2.00 per gallon for prime syrup. As the purchasing public become alive to the quality of fine, pure goods and as makers learn to manipulate their plants so as to turn out choice products there will be less and less of the strong, black kind made that will bring only 8 cents per pound or 75 cents per gallon.

The wealth of the world is for those who can get it, let us get ours in a legitimate way by drawing from the people of wealth our share of their income, which they gladly spend to secure luxuries of quality and purity.