

the main crop began to move, it was found that there were hundreds of carloads of apples in the yards at Halifax sweltering in the hot sun, with the steamship capacity entirely taken up. Of course, these apples could not remain in the yards long without serious detriment to the fruit and as a temporary remedy the association succeeded in inducing the railways to send out four solid train loads of apples to Montreal, connecting there with the ocean steamships leaving for European ports. This, however, proved only a temporary relief, and the managers of the co-operative associations proceeded to American ports and chartered four steamships that were loaded immediately and sent to Europe, carrying altogether something over forty thousand barrels of apples. This relieved the situation greatly, and it is not too much to say that had it not been for the efforts of the central association thousands, if not tens of thousands of barrels, would have rotted in the orchards for lack of transportation facilities. No private dealer, nor any probable combination of private dealers, could have solved this transportation problem as did the United Fruit Companies.

The usual markets for Nova Scotia fruit would have been greatly over supplied if the older market methods only had been used. The co-operative association, however, sent agents to the Northwest and sold many thousands of barrels in a market never before supplied by Nova Scotia fruit. They also succeeded in opening up a large direct trade with Germany, selling the dealers there nearly one hundred thousand barrels of apples.

This is sufficient to illustrate the great value of a central association. Without it the Northwest market could not have been exploited even by the strongest single association, nor could the German market have been opened up.

On the distributive side the central association has proved that it is able to make a great saving in orchard supplies. One of the largest items in the running of Nova Scotia orchards is the fertilizer bill. The central association bought for their patrons in 1911-12, nearly fifty thousand dollars worth of fertilizer. The saving upon this was \$3 per ton, or a total of \$6,000. It should be emphasized here that this saving could not have been made by the associations working separately. The fertilizer companies made a determined effort to maintain the system of sales through local agents. This they could have done if they had had to deal with individuals or individual associations. It would have been a case of a united army of fertilizer manufacturers against unorganized fruit growers or of small organizations. The fruit growers would have been beaten in detail. The United Fruit Companies with their superior organization won out, but not without a hard struggle.

ORGANIZATION AMONG EXISTING ONTARIO ASSOCIATIONS.

As has been noted, co-operation such as we have among our apple sellers, is in its details a local development. It was not a complete system imposed from without, but simply a general idea, the development of which came from the fruit growers themselves. Under these circumstances it is but natural to expect that the form of organization would be almost as various as the number of societies. One of the largest and most successful co-operative associations in Ontario is not incorporated. Officers are elected at the beginning of the year, and each season's business is closed and disposed of and the association nominally disbanded.

Other associations make provision for continuity of existence without being incorporated. The officers hold their positions until their successors are elected, but the business is practically conducted in the name of the manager or some other individual.

In a few cases a small number of growers have united as a joint stock company, and this company own the warehouses and other property. They have, however, a general organization that includes all growers that work, so to speak, in harmony with