

The Weekly Monitor

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For making appetizing and healthful cake, biscuits, muffins and pastry there is no substitute for

ROYAL BAKING POWDER

Made from Cream of Tartar, derived from grapes.

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A FRUIT GROWING BROTHERHOOD

How Nova Scotia Orchardists Eliminated the Middlemen—A Successful Co-Operative Movement

(From a Nova Scotia Correspondent of The Journal of Commerce)

The Annapolis Valley of Nova Scotia, known throughout the English speaking world as the land of Evangeline, is the home of a co-operative fruit growing industry of the Province. This organization, known as the United Fruit Companies of Nova Scotia, has been pronounced by more than one expert to be "as perfect as human ingenuity can make it." The story of its growth in spite of vigorous opposition makes interesting reading.

The Nova Scotia commercial fruit belt is about one hundred and twenty miles long by from ten to fifteen miles wide and is sheltered on both sides by ranges of hills. Something in both the climate and soil of the Valley makes the apple tree feel thoroughly at home anywhere within its borders. The French found wild apple trees there when they came to Canada more than three centuries ago. They planted trees imported from France in the neighborhood of Grand Pre and elsewhere, and these orchards were growing wild when New England settlers took over the land of the deported Acadian. The New England settler who wished to plant an orchard could select from these natural nurseries at the expense of digging only. Years afterward some of these seedlings were grafted to better sorts, a few of which remain as standards to the present day.

As settlement increased, more and more orchard land was brought under cultivation, but it was not until the decade ending in the year 1850, that the apple production had passed beyond the needs of the local market. At first the apples were shipped to England in sailing vessels, and what with delays and lack of ventilation the condition of the fruit on arrival at Liverpool or London was, as can be readily imagined, seldom satisfactory. Steamers sailing from Boston were prevailed upon to call at Halifax, the principal port of Nova Scotia, for apples and subsequently Halifax secured a direct line of steamers that has since met the requirements of the trade more or less satisfactorily. In 1880 the export was 24,000 barrels; in 1890, 80,000 barrels; in 1900, 250,000 barrels; and for the past few years has ranged from 500,000 barrels to one million barrels.

Unsatisfactory Selling Methods

Previous to 1907 no co-operation existed amongst the Nova Scotian orchardists. The growers had the option of two methods of disposing of their products. They could either sell outright to speculators or ship on consignment to commission merchants. It

was found, however, that neither of these methods gave the grower a rightful share of the value of his product. The speculator was a shrewd business man. He was able to estimate closely the probable prices that certain varieties of apples would bring and the figure he quoted would of course, invariably allow him a general margin to cover all contingencies. The growers who thought for themselves discovered that the difference between the sum they received for their fruit and the amount realized by the speculators was an unnecessary toll for them to pay. Moreover, it was too frequently found that when the markets happened to drop, after the speculators had bought, some of these buyers repudiated their agreement and the growers were left with their fruit on their hands. As the principal speculators generally carried on their operations through irresponsible "agents" it appears that they could adopt such a course with comparative impunity.

The only alternative, however, was to ship on consignment. Many English commission houses employed resident agents in Nova Scotia. These representatives were paid a commission of from twelve to twenty cents the barrel for all the apples they forwarded to their firm. They in turn employed sub-agents at different points throughout the fruit belt and these sub-agents also received a commission on every barrel of fruit they could secure. Moreover the resident agent, on shipping the fruit added from seven cents to fifteen cents per barrel to the legitimate charge when making out the bill of lading. This amount was termed "Advance Charges" and by arrangement these charges were collected against the bill of lading and were of course, deducted from the amount realized when the fruit was sold. When other deductions were also made under the head of wharfage, cartage, portage, etc., it was frequently found that the total charges actually amounted to more than the apples produced. In such cases the unfortunate growers, instead of realizing a profit on their shipment, had to send money to England to cover the "expenses." These, of course, in many cases were purely imaginary and merely served to cover the numerous tolls taken by greedy parasites. Small wonder that the growers sought diligently for a remedy. They found it in co-operation.

Much Opposition to Co-Operative Selling

Late in the summer of 1907 a small body of farmers formed a co-operative company with head-quarters at Berwick. It was composed of twelve reliable fruit growers, men who had the

intelligence as well as the desire to produce the best fruit, who were not afraid to unite their interests for mutual benefit, who would not be baffled by difficulties nor yield to discouragement. A thoroughly experienced apple grower and shipper was appointed manager and it was resolved to secure a suitable warehouse. Such buildings were scarce and required considerable time to erect. Every move made by the little company was most bitterly opposed by the combined forces of speculators and resident agents. When the company attempted to purchase a fruit warehouse the speculators stepped in and bought the building over their heads. This incident merely strengthened the determination of the members to make their undertaking a success. They finally succeeded in renting a portion of a warehouse and immediately set to work.

The Benefits of Co-Operation.

The company from the start employed only the most expert packers that could be secured. As a result when shipping began they were able to place upon the market a pack of apples that for uniformity and quality was superior to anything previously offered. Moreover, they were also able to deliver cartloads of apples of any variety all under one brand, one barrel being representative of the whole. The natural result was a prompt and strong demand for the company pack.

Farmers outside the company were freely selling their apples "tree run" at prices ranging from \$1.25 to \$1.50 the barrel. At the close of the shipping season the co-operators received an average price of \$2.62 the barrel for fruit of number one grade, \$1.99 for number two grade, and \$1.22 for number three grade. It was then seen that the price received for their number three apples would compare with the price that outside growers had obtained for all the fruit of their orchards.

At the beginning of the second season, twenty new members were added to the company and a new warehouse was purchased. Many other applications were received from persons who wished to be received into membership, but it was considered wise to accept as members only those growers who had young and well-cared-for orchards.

The success attained by the first co-operative company encouraged the formation of similar companies all over the fruit belt. It was soon found that, as all these companies packed carefully and uniformly and were all equally eager to affect sales, a strong competition arose and price cutting began. Moreover, these companies, separately, were not in a position to bring about urgently needed reforms such as improved transportation facilities and a proper system of marketing. Consequently in 1910 fifteen companies agreed as an experiment to form a tentative central organization.

(Continued on page 8.)

THE EUROPEAN WAR

British Capture German Second Line Trenches

LONDON, July 14—Fierce counter-attacks made by the Germans, in an effort to reconquer some of the ground captured by the British in today's drive, were completely crushed by the British forces, according to the official statement issued by the War Office tonight. The text of the statement follows:

"It is now possible to give further details of the action begun at daybreak this morning. Having driven the enemy back, step by step, to his second system of defence, the period from July 11 to July 13 was mainly spent by our troops in bombarding formidable enemy positions, and in making other necessary preparations for a further advance. This morning, after an intense bombardment, the assault was launched at 3.25 a. m. The enemy was driven from his trenches on the whole front of attack and many prisoners fell into our hands. Fierce fighting continued all day, as a result of which we have steadily increased our gains and are now in possession of the enemy's second position from Bazentin-Le Petit to Longueval, both villages inclusive, and the whole of the Trones wood. In the Trones wood we released a party of the Royal West Kent Regiment who, separated from our own troops in the recent fighting, and surrounded by Germans, had held out in the northern end of the wood for forty-eight hours. Two determined counter-attacks on our new positions were completely crushed by our fire. Later in the day, after a fierce counter-attack, the Germans succeeded in recapturing the village of Bazentin-Le Petit, but were at once driven out again by our infantry. The whole village is once more in our hands."

British and Germans Fight at Close Quarters

BRITISH FRONT IN FRANCE, SATURDAY, JULY 15, via London, July 16—Continuing their offensive, the British, who yesterday broke through the German second line of defence, now have taken all of Delville wood, which was stormed by the South Africans and the High Wood, establishing themselves beyond Bazentin-Le-Petit, advanced parties having been to the outskirts of Martinpuich, Pozieres and some other points close to the third German line of defence. The weather remains dry and warm. The operations, after yesterday's advance, were more in the nature of open fighting, the Germans using strong points on favorable ground with good machine gun positions, to gain time in rallying reinforcements which arrive and dig new trenches while the British dig in opposite them with each stage of the advance. Frequently they are so near each other that neither side dares use its guns. Possession of stretches of woodland becomes as important as that of villages. The German defenders of Trones wood had orders to stand to the last man, and the orders virtually were obeyed. Cases have been numerous in the woods fighting where Briton and German have been pierced by each other's bayonet. It is amazing that in the German struggle at all points stretcher bearers manage to bring out the wounded. The Germans are keeping up a heavy volume of artillery fire in answer to the British, indicating the arrival of fresh artillery. British guns were able today to reach the main road of Martinpuich, which was crowded, with transports, aeroplanes reporting immense destruction and confusion. >

Allies Make Important Gains on Both Fronts

LONDON, July 17—The successes of the Entente Allies are following each other with great rapidity. Today brought news of further important gains for them on both the Western and Eastern fronts, arousing enthusiasm among the British public hardly less than that caused by the reception of the first news of the Allied offensive. The despatch of General Sir Douglas Haig today shows that the steady pressure of the British arms is forcing an ever deepening salient into the German lines, and the Commander-in-Chief, for the first time, presents evidence in the shape of documents captured from the Germans giving testimony as to the high price the Germans are paying in casualties.

The British have improved their position along almost the whole of their line of the battle-front, capturing by assault 1,500 yards of German second line positions north of the Bazentin-Le Petit Wood, a strong German position at the Waterlot Farm, between Longueval and Guillemont, besides completing the capture of the whole of the village of Oivillers La Boisselle. These gains bring the British almost to the crest of the Albert plateau, where stretches the German third line.

The news from the Eastern front today was equally important. The Russian Commander, General Kuropatkin, has launched an offensive against Field Marshal Von Hindenburg on the Drina River, and General Von Linsing's troops southwest of Lutsk, have been compelled to retire behind the Lipa River, while in the course of Sunday's fighting in Volhynia the Russians captured an additional 13,000 prisoners and thirty guns. General Von Linsing's retirement, according to the Petrograd military critics, represents a great Russian tactical success. It was preceded by heavy firing, in which the Russians smashed the Teuton front on a width of a mile and penetrated several miles into their positions.

WAR BRIEFS

Another large Russian loan has been made by American Banks.

The Fourth and Fifth Canadian Mounted Rifles have been almost wiped out.

From 20,000 to 25,000 priests, most of them Frenchmen, are serving in the armies of the Allies.

Canadian Banks have loaned a further sum of \$25,000,000 to the Imperial Munitions Board for the purchase of munitions.

The Ontario Government will establish a hospital at Coburg for the treatment of soldiers suffering from shock and mental diseases.

The Canadian casualties for June are expected to number when all reports are tabulated about 12,000 judging from present records.

Between six and seven thousand boys are employed at Woolwich Arsenal. Some are earning from five to seven dollars a week, and older ones as much as fifteen dollars.

There are already 5,600 names on the Canadian Pension list, and it is expected that by the time the war ends the Pensions will amount to 20,000,000 dollars.

Despite the war the trade of Great Britain is growing. Exports for the three months ending June 26 were 130,000,000 dollars over the same period a year ago. The imports for the same period exceeded 80,000,000 dollars.

500 representative men in the United States, three-fourths of them University Professors, have signed a document definitely endorsing the Allies. The Independent says, this is the almost unanimous conviction of the American people.

THE TUSSECK-MOTH NOW AT WORK

(By G. E. Sanders)

Dominion Entomological Laboratory, Annapolis Royal, N. S.

In examining a number of orchards during the past week, many apples were found to have numerous small cavities, about 1/4 inch across and very shallow, eaten in the surface, from one to ten of these feeding places were often found in one apple. This injury is the work of the Tussock-moth larvae which is very abundant this season and of which we warned fruit growers repeatedly last winter in various publications. The larvae of the Tussock-moth emerges from the egg during the last days of June and is now about 1/4 inch in length and can easily be recognized by the characteristic long tufts of hairs, two at the front and one at the rear end of the larva. Like the green fruit worm they feed first on the leaves and later on the fruit and are most easily controlled by the spray applied when they are still young and are feeding exclusively on leaves. The spray which controls Tussocks best is the fourth spray or that applied about July 1st. If an appreciable amount of damage is being done by these insects in any orchard it is yet worth while applying a poisoned spray of 2 to 3 lbs. of arsenate of lead or 3/4 to 1 lb. of arsenate of lime to 40 gallons of water. The two 'dents' about applying this spray are "don't" use lime sulphur stronger than 1 to 50 and "don't" use arsenate of lime alone, use it with some fungicide.

LANCE-CORPORAL R. PAYNE DIES FROM WOUNDS

Was a Brother of Mr. James Payne of Albany, Annapolis County

May 17, 1916

Dear Sir:—I received your letter of April 17th last evening on my return from leave to England, and am sorry to have to say that there is no doubt about the death of your brother of my company. It was when this regiment were holding the famous Hill 60, where there is always some sort of action taking place. Your brother's platoon was re-inforcing the Company which held the most important point and during a trench-mortar engagement one landed in our trenches killing two men and wounding your brother and one other man. Your brother lived about an hour, dying at the battalion dressing station, where the doctor had done all he could for him.

He was buried in the military graveyard, a mile and a half behind the firing line, and a cross erected for him by the Regiment, with the following inscription on it:

"To the memory of No. 46180 Lance Corporal R. Payne, 13th Canadian Battalion, The Royal Highlanders of Canada, Killed in action April 1st, 1916."

Your brother was very highly thought of in the Company and was very soon to have got further promotion and his loss was felt very keenly by us all.

If there is anything which I have not told you and which you want to know, please write me and I will be only too glad to give you further information.

Yours sincerely

CAEPTAIN R. SINCLAIR

LYNN WEDDING

RAYMOND—LONGMIRE

(Lynn paper)

George L. Raymond of 12 School street and Miss Annie H. Longmire of 47 Baker street, Lynn, were united in marriage at 7.45 o'clock on Saturday evening. The ceremony was performed by Rev. Arthur E. Harriman, D. D., pastor of the East Baptist church, at his residence 27 Breed street, the double ring service being used. The bride was attired in a white silk gown and wore a bridal veil. She carried a large bouquet of white roses. Miss Nellie M. Longmire a sister of the bride, wore a pink taffeta dress and carried a bouquet of pink. The bride and groom were the recipients of many valuable and useful gifts, among others a cut glass water set and a silver pudding dish from the bride's office associates at the General Electric Company. After a wedding tour through the Annapolis Valley, Nova Scotia, Mr. and Mrs. Raymond will make their home at 39 Newhall street, where they will be at home to their friends after Sept. 1.

(The bride is a daughter of Mr. Hanford Longmire formerly of Bridgetown, Mr. and Mrs. Raymond are at present in town the guests of Mayor and Mrs. W. R. Longmire.—Monitor.)

RECRUITING

R. C. G. A.

It is desired to call attention to the urgent need of recruits both for Overseas and Home Service in the First Regiment Canadian Garrison Artillery.

This regiment has lately transferred to Overseas Units some 200 N. C. O's and men, thus depleting their ranks for Home Service. Recruits desiring to go Overseas will be attested for Overseas Service and will be enrolled in an Ammunition Column which will shortly leave for England.

259th Overseas Railway Construction Corps

The class required for this are men accustomed to grading, rock work, pile driving, bridge work, track laying, etc. This Battalion will mobilize at Valcartier, and it is expected to proceed overseas in September.

237th Battalion (American Legion)

Full particulars regarding this Battalion on application. Royal Canadian Regiment Reinforcements.

Men who wish to go overseas at an early date have an excellent opportunity to do so by joining this unit. Recruits are given a course of training at Wellington Barracks, Halifax, and sent Overseas with the least possible delay.

Canadian Ordnance Corps

Men for this service must possess a fair education and be thoroughly trustworthy and reliable.

242nd Forestry Battalion

Recruiting for this has been authorized. Details will be published shortly.

No. 2 Construction Battalion

This unit will be composed of colored men recruited all over Canada, officered by white men the commanding Officer being Lieutenant Colonel D. H. Sutherland lately of McGill University and now Railway Contractor. Recruiting for this Battalion in the Maritime Provinces will commence on July 17th. Men enlisting will remain at their homes until further notice.

For further particulars and enlistment in the above or any other unit apply to the nearest recruiting office or to

REV. E. UNDERWOOD, Bridgetown, N. S.

PRETTY MILITARY WEDDING

WALKER-DILL

A very pretty military marriage was solemnized on Wednesday evening July 12th in St. Paul's Presbyterian church, Middleton, when Miss Ruby Evelyn Dill daughter of Mrs. Mary Pte. Edwin Willis Walker of Bridgetown, a member of the 112th Battalion. The bride was given away by her brother Gr. W. H. Dill, R. C. G. A. Halifax and the couple attended by Miss Alice Dill sister of the bride and Harry Walker, brother of the groom. Rev. R. W. Collins, 219th Battalion performed the ceremony, Miss Lois Chamberlain playing the wedding march. The Misses Dorothy Fisher and Marjorie Phinney acted as ushers.

The decorations were a back ground of green and white with an arch of flags and maple leaves beneath which the ceremony took place.

The bride wore a suit of grey cloth with hat of white panama and carried a bouquet of pink and white carnations. Among the presents of silver, china, linen, cash, etc. were a set of handsome coffee spoons from St. Paul's church.

After a dainty lunch served at the home of the bride and a rousing serenade by the boys the party left by auto for Bridgetown.—Outlook.

(The bridal couple were serenaded at the home of Mr. A. G. Walker, father of the groom, Carleton's Corner, on Thursday evening last.—Monitor.)

Another increase in the price of shoes may follow in the wake of the general rise during the past two weeks of calfskins and hides. Hides have taken a small rise, but the calfskins, an important element in the makeup of the shoe, have seen a noticeable jump. The price of shoes will probably go up if the tanners are to make anything at all during the coming season.

New York is fighting the spread of infantile paralysis. During 24 hours 20 more children died, and 37 new cases were reported. The health commissioner says that only cool weather would kill the epidemic. He did not look for its abatement in the near future.