

the fruit growers are the more capable they are of packing their own fruit. Yet even among growers so intelligent as those in Hood River, Oregon, the expert packers of the association grade and pack all the fruit. I need not go into the reasons for this. Upon the moral side, I think it will be admitted that fruit growers, on the average, are constituted with enough selfishness to induce them to look out for themselves, and the line between looking out for themselves and giving the public a properly packed box of apples, is so indistinct that people who pack their own apples often yield to the temptation of overstepping the mark. On the other hand, men who are employed to pack up to a certain standard and who are working day by day with apples belonging to many different owners, whose fruit they do not distinguish and in whom they have no special interest, have no temptation to grade below the proper limits. There is also a purely economic reason for adopting the central packing house system: individuals who pack and do nothing else become extremely expert at this work and can do more and better work, and so not only reduce the cost of production but actually improve the grade of the product.

In the case of early apples and soft fruits that will not admit of being readily taken to a central packing house, an alternative plan is adopted, namely, sending the central association expert packers to pack the fruit in the orchard of the grower. A combination of the two systems is found to work satisfactorily in the Norfolk Fruit Growers' Association, where the greater part of the fruit is packed in the central warehouse but, in addition, expert packers from the central packing house, are sent to put up the fruit of growers in certain outlying orchards.

CENTRAL ASSOCIATIONS.

Single associations are experiencing some of the evils that formerly met private shippers. They find that a single association is not large enough to cope with the problem of selling fruit in the distant or in the foreign market. This has led to the formation of unions of local associations. This form of organization has been found absolutely essential in the marketing of citrus fruits in California, and the California Fruit Growers' Association may be taken as a good type for organization. The membership is composed exclusively of associations, and the business is confined entirely to the selling end. All details with reference to the fruit up to the time it is ready for market are left in the hands of the local associations. Of course, precautions are taken to enforce proper grading and marking. In this way it is possible to place this, the most intricate part of the business end of fruit growing, in the control of experts who are in the employ of the association. Owing to the large quantity of fruit under a single control, such a central association has great power in regulating the supply for different markets and thus increases the consumption as well as improves the price to the grower. They are able, also, to cope with many problems too large for a single association, such as questions of transportation and distribution in foreign markets.

The United Fruit Companies.—The best example we have in Canada of a central selling association is the United Fruit Companies of Nova Scotia. The membership of this company consists of co-operative associations operating in the Annapolis and Cornwallis valleys. They operated for the first year with a very imperfect organization in 1910. In 1911, the organization was much better and did splendid work under most adverse conditions. The crop of Nova Scotia was a phenomenal one. A large crop was expected, but even the most sanguine calculations were exceeded by 25 per cent. In all probability there were not less than two million barrels grown in Nova Scotia in 1911, nearly three times the average crop. The transportation companies were unprepared for the task of moving this enormous crop and serious consequences threatened. Fortunately, however, the central association was sufficiently organized to materially assist in the work. In the early part of the season, soon after