

Wants Reciprocity

The Fruit Growers of Nova Scotia are strongly in favor of the reciprocity agreement but regard it as only a step in the right direction.

Editor, Guide.—How will the proposed reciprocity agreement affect the farming and fruit growing industries of Nova Scotia? Perhaps a word from a Nova Scotian fruit grower will not come amiss, as some fruit men from other sections of the Dominion have taken considerable space in the protectionist press as opponents of the proposed agreement. Reciprocity will especially favor the apple growers of Canada and perhaps the apple growers of the Annapolis Valley most of all. The duty against American apples is only 40 cents a barrel or 15 cents a box, while Canadian apples pay 75 cents a barrel and 45 cents a box when going into the United States. This duty puts heavier on the eastern than on the western fruit grower, for anyone can see that 15 cents is a mere bagatelle on a \$2.25 box of Hood River apples, while 75 cents a barrel is almost prohibitive on a \$2.00 barrel of Nova Scotian Gravensteins, quoting prices to the grower in both instances. The old protectionist cry was, "Give us fair reciprocity," but as the duty is so much higher on our fruit going into the United States, let them come down to our level first. In this agreement they have done so, and in apples have taken

off 75 cents per barrel to our 45 cents. Could we ask more than this? Again, it is said that while fruit is free, barrel stock, fertilizers, poison and agricultural implements still pay a duty. Granted, but Rome was not built in a day. This is a good beginning and no matter what statements are made by politicians to the contrary, those that have this tariff business at heart can only regard the present agreement as a step in the right direction.

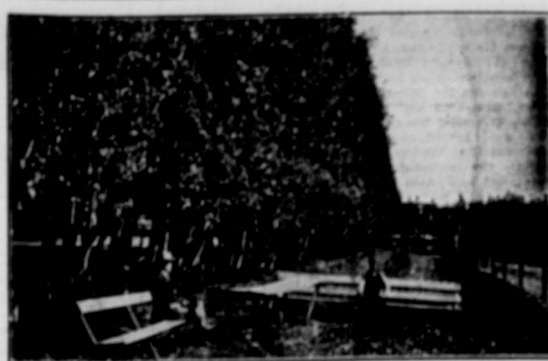
Holds Its Own

American apples, strawberries, etc., come early on the Nova Scotia market before we have anything to offer in that line. As soon as Valley apples are ready, however, and the first shipments of home grown strawberries are made, the foreign trade is done. On the question of quality there is no controversy. The first native strawberries retail at 45 cents a box when United States berries are offering at 15 cents with no takers. Duchess, Astrachan and Gravenstein are all that are asked for as soon as they are ready for sale. As is well known, the British market, and particularly the London market, is of necessity the great outlet for Nova Scotian apples. In this market we have sold in competition with the United States on equal terms. We can beat them on quality alone from two to four shillings a barrel, and years that we have a larger crop in Nova Scotia and greatly reduced shipments from New York. Northern grown apples are always superior to those grown farther south in crispness, flavor and keeping qualities, and in this one item alone Canada as a whole has an immense advantage. Any judge of apples (and who is not?) who has been in the west knows that B.C. fruit is ahead of Washington (Washington or Oregon), with California still farther to the rear in the question of quality—not of looks. Indeed, apples of the famous Okanagan Valley approach most closely those raised in the Annapolis Valley. Apparently New York and New England growers do not try for the fancy desert traded their great city markets. This trade is filled by western apples that look as tempting as the one that caused Eve's fall, but taste more like a pumpkin. With reciprocity a great opportunity is opened up for Nova Scotia. In their excellence Nova Scotian Gravensteins, Kings, Blenheim, Bishop Pippins, Wagmers and Northern Spies cannot be approached in quality anywhere in the known world, and a trade of immense proportions should be developed with the wealthy cities on the Atlantic coast.

Dairying

Besides fruit growing, Nova Scotia, with her acres of rich marsh lands reclaimed from the tides, her moist and equitable climate, so favorable to root-growing, is especially adapted to dairying, and still this great bulwark of advanced agriculture has not made much progress on account of the limited market. With a duty of 6 cents a pound on butter and cheese, the Ontario dairyman is shut out of natural markets to the south and some seasons of the year floods the larger towns of Nova Scotia with his surplus supply. With the duty removed, this dumping from Ontario will not continue. Prices will be more steady while an outlet for all Nova Scotia has to offer will be found in the cities of Boston and New York. To sum up the business, not an industry in Nova Scotia but will be benefited and stimulated by the reciprocity agreement. Our young men (and of course the girls will stay with them) will find employment at home. Our fishing fleet, manned by natives of Nova Scotia, will again be the pride of Lunenburg and Queen's. The Annapolis Valley need not fear the cry of over production and will become one immense orchard. In the years to come, Denmark must look to her laurels in dairying and pork raising. The products of all our natural resources, our forest, our mines, will show an increased value, and this little province besides providing a goodly share of brains for the rest of the Dominion, will furnish ample opportunity for those that are kept at home.

MANNING K. ELLIS,
Secretary, Kings County
Board of Trade, and Asst.-
Sec., Nova Scotia Fruit
Growers' Association.
Port Williams, N.S.



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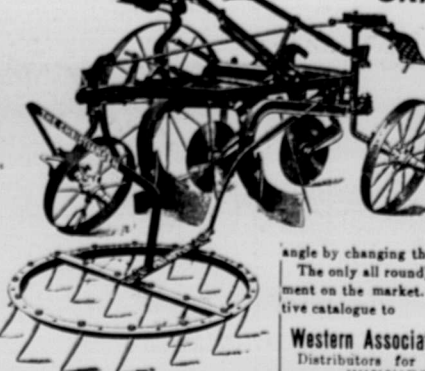
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