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AL ASSOCIATIONS.

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whom he had made the purchase was offering sour cherries in the same town for \$1.10, claiming that this price-cutting was necessary because of competition with a dealer. It appeared, however, that only a short time before, this same town was a market for sour cherries at \$1.35.

David Allan was chiefly interested as a grower of plums and peaches. The large crop and the shortage of labor and containers was responsible for the fact that he had only picked about one hundred baskets of a total crop of twenty-five hundred Lombards. The same conditions obtained with regard to Reine Claudes, for which this was the best year he had ever seen. He believed the primary object of organization to be the sale and distribution of fruit. It would require a tremendous lot of work to complete organization, but as a grower he was inclined to give it a trial. The difficulty with the grower, in his opinion, is that for years he has been selling to dealers from whom he gets a price which he is absolutely sure of. In this case the dealer pays the overhead expense, whereas under co-operation the growers themselves agree to carry the overhead and take what remains. In a period of glut the dealer does not want fruit, but at the same time they take many risks and certainly deserve a profit.

Hudson Usher said that this year the Niagara district had drifted into the marketing of the biggest crop the district had ever had, with no organization of any kind. Two or three years ago an advertising campaign had been conducted. He believed it had been valuable and returned one dollar for every cent spent. Later on a price committee had been formed, but now the local associations were competing too closely with each other. His section of the district, near Niagara-on-the-Lake, was in a peculiar position. Practically all of the crop this year was sold to Toronto commission firms, and was shipped by boat from Queenstown and Niagara-on-the-Lake. The growers there have had good prices over a period of years, and some of the largest growers are inclined to feel rather indifferent about organization. He believed that the existing organiza-tions should be considered in organizing for the whole district. So far as the Queenston Fruit Growers' Association was concerned, it was willing to do anything to stabilize prices and equalize distribution.

Arthur Craise believed that the growers, after this year's experience are willing to do anything that will better their conditions. He would not ignore the existing organization and also believed in the necessity for central packing houses for peaches, pears, apples and possibly some other fruits.

Major Carpenter also believed the time to be ripe for a larger organization. Prices have been fair this year, but the amount of waste has been extreme. He would not ignore the existing organization, and believed also that the Niagara District Grape Growers' Association should not be lost sight of. He believed that an amal-gamation should be brought about between the grape growers and the proposed organization. With regard to distribution, he felt that better business methods would have saved the crop for at least some of the grow-ers. Some few did take the bull by the horns and sold whole carloads of fruit in new towns. This fruit was advertised a few days ahead of time, and in some cases a car could be sold out in a day or two.

WHAT THE GRAPE GROWERS HAVE ACCOMPLISHED.

T. J. Mahoney spoke as President of the Niagara District Grape Growers, Ltd. The Niagara District Grape Growers' Association was formed in 1919 and about 58 cars of grapes were shipped to the United States last year, besides doing other valuable work along lines of organization. It was thought, however, that a more complete organization was necessary for grape marketing and that it should cover the territory between Stoney Creek and the Niagara River. The Grape Growers also believed that the wineries should pay a higher price, because their present flourishing business is in quite a large measure due to the influence of the grape growers when representations were being made with regard to the Ontario Temperance Act. A meeting was arranged between the dealers, the growers and the manufacturers, but for some reason or other the growers were notified that it was not suitable to hold a meeting. The growers, however, organized and obtained an charter on August 25, between which date and Nov. 11 the Niagara District Grape Growers, Limited, handled 435 cars, or 45 per cent. of the grape crop of the district. The turnover for the season was \$440,000, which is expected can be doubled, next year, and as many as 35 cars of grapes were handled in one day.

Mr. Mahoney said that experience had taught the grape growers that the only satisfactory organization is one which covers the whole district instead of local organiza-tions working separately. The Grape Growers will be glad to join with any organization to secure greater efficiency in the marketing of all fruit. Thorough and accurate information is required, and the Grape Growers had planned for a thorough canvass of the acreage and opin-ions of every fruit grower in the Niagara district. It was thought that after this was obtained, a general organization could more intelligently be formed. He be-lieved that competition is one of the chief difficulties, and that the cutting of prices is the result of keen competition. The grower pays the shot. Another disadvantage of the Niagara district is that not a dollar is being spent in advertising Niagara district fruit. Referring again to the work of the Grape Growers, Mr. Mahoney said that the organization had combed the United States for packages, and as a result has imported 100,000 bushel baskets. All told 96,596 bushels of grapes were ex-ported, in addition to 316,970 6-quart baskets and 79,-208 11-quart baskets. Some Canadian grapes had been sold in Memphis, Tenn. for as much as \$2 for an 11-quart basket, and had retailed there at 20 cents per pound.

SURPLUS AN IMPORTANT FACTOR.

W. M. Gayman believed that the growers should organize first for a good pack, and that this was the chief difficulty from the selling point. Every grower should know just what is meant by a No. 1 peach, and this would eliminate the difficulty that was often experienced in connection with rebates, due to poorly-graded fruit. He gave one illustration of a car of grapes sold in a Western market wherein 23 baskets purchased outside of his association had been the means of causing a rebate of \$125 on this car. There were also growers who would pick up apples off the ground and pack the best of them, a proceeding for which there should be a severe penalty. If there had been a good organiza-tion this year, and a rule that no one should pick a No. 2 peach, at least until all the No. 1's had been harvested, the scarcity of baskets would have been relieved to a considerable extent. The individual grower should be fully educated as to the benefits of organization. Many growers are not loyal to co-opera-tive organizations because they do not understand. Mr. Gayman was also very strongly in favor of cold-storage or pre-cooling plants at every shipping station in the Niagara district. Plants of this kind would he believed, be most effective in bringing about better distribution.

T. B. Revett hardly thought that distribution was faulty this year. He believed in a central organiza-tion but did not see how it could be worked out. At least it would take some years and he thought that perhaps two organizations should be started which could later be blended together. He believed that something would have to be done, because at the present time there is only a small percentage of the area in the district planted to fruit and if it is impossible to distrib-ute this acreage a larger acreage would be utterly impossible. Either the present land values are utterly fictitious or some improvement must be immediately made. He emphasized particularly, however, the necessity for taking care of the surplus fruit, such as is being done by large organizations in California, New York State, and the Pacific Coast. This can be done by by-product factories and cold storages to hold the surplus.

A LARGER DISTRICT DISCUSSED.

Some mention was made of enlarging the sphere of co-operation to take in the Hamilton and Toronto districts. Mr. Hodgetts stated that except for the Burlington district, small fruits were a staple product in most of the territory between Hamilton and Toronto. The greatest trouble this year has been in connection with packages. The manufacturers want high prices and the growers have been approached by British Columbian manufacturers with offers of supplies at lower prices. The difficulty, however, is that the use of British Columbia supplies entails the use of the B. C. hallock. In addition, wood suitable for making bands on Climax baskets is not available in British Columbia. No contracts have yet been made in the Clarkson district, but there is the possibility that the British Columbia firms will ship their stock to Ontario and make up packages as well as baskets after securing band material here. Mr. Hodgetts favored using the existing organizations as a nucleus for the larger association. He believed this would appeal more to the average grower.

A RESOLUTION.

As a result of the discussion, the following resolution was passed on motion by Col. Roberts: "This Com-mittee, called on the invitation of the Minister of Agri-culture for Ontario, is of the opinion after reviewing conditions and experiences in the fruit industry in the Niagara district, from Hamilton to the Niagara River, that a central co-operative organization embracing all branches of fruit would be in the best interests of the industry as a whole, and recommends that a small sub-committee be named to go into the details and submit a draft plan for such central organization to this com-mittee.

"This committee is further of the opinion that such plan of central organization, after being approved by this committee, be submitted to the growers in a series of meetings in different sections for thorough discussion." Mr. Fairbairn, who seconded the above resolution, then moved that Messrs. Roberts, Usher, Mahoney, Gayman, Carpenter, and Sheppard constitute the personnel of the sub-committee authorized above, and it was later decided that this sub-committee would hold its first meeting at Grimsby, on Wednesday, December 1.

ANOTHER VIEW OF ORGANIZATION.

Of interest also in this connection is the following discussion of the matter which was prompted by an editorial in "The Farmer's Advocate" in our issue of November 18. Still another angle to the situation is presented herein by our correspondent:

"I have read with considerable interest your editorial on "Niagara District Fruit Problems" in the November 18th issue of your paper. Generally speaking, I agree with the sentiment expressed in this editorial. As to what measures may be taken either by the Government or the fruit growers themselves to prevent such a re-currence of conditions, I am somewhat at sea. Your solution apparently is out and out co-operation whether by a system of federated locals or by one large co-operative concern. There are many obstacles in the way of such co-operation besides the ones you mentioned that the various sections are not temperamentally adapted and the opposition of the fruit buyers.

"In the first place, the fruit production of this district is extremely variable, one year with another. This means that no co-operative concern, large or small, can build up a permanent market for its fruit. Then there is the fact that some at least, of our best co-opera-tive men believe that the fruit crop can be better handled

if there is a certain amount of competition even between co-operative concerns. Apparently the B. C. growers have recognized this principle in the form of Provincial co-operation which has been adopted. The B. C. Traffic & Credit Association consists of an affiliation of twenty or more local co-operative shipping associa-tions and also fruit buyers and shippers. The central association does not actually sell the fruit. The locals and buyers do this themselves in competition with one another in the open market. The central association, i. e., the B. C. Traffic & Credit Association, concerns itself with the matters of a broader concept such as the supply of cars, refrigerator service, express service, sugar supply in the Prairies, claims against the railways, etc. In other words, it acts as the financial advisor of all the locals, the markets advisor, and relieves the locals of the expensive and often hopeless business of adjusting claims, shortage of cars, etc. By its size it is of sufficient importance to commend the respect of even the largest concerns with which the growers have to deal such as railways, etc. Transferring in im-agination the activities of such an association to Niagara District problems, it would work out something like this. It would leave the actual making of sales of fruit to the local associations and buyers as they now exist (and don't overlook the fact that, however, much may be said against the buyers yet without them the situation would undoubtedly have been much worse the past season than it was). The central association would, however, have immediately concerned itself, in fact, would have foreseen by months the basket shortage, the car shortage, labor shortage, etc., and by virtue of its importance would or should have been able to very greatly relieve all three troubles. Many carloads of baskets could have been secured from British Columbia. The bulk of the C. P. R. refrigerator cars were handling B. C. fruit both in 1919 and 1920. A similar central organization here would have assured to Ontario its share of cars. Pressure would also have been brought to secure adequate supply of fruit jars during the canning season. Little has been said in the papers on this phase of the question yet undoubtedly it was a consider-ably factor in glutting the markets.

"I am simply jotting down these views for your perusal as I am somewhat of the opinion myself, though still open to conviction in other ways, that Niagara District problems could better be solved by such an organization as the B. C. Traffic & Credit As-sociation which concerns itself not with the actual selling of the fruit but rather all those problems which go to make a good sale possible. Even if we have one big co-operative concern, it seems to me we must still have within it a department whose only work would be along the lines of the B. C. Traffic & Credit Association. That is, the ordinary selling organization of the as-sociation would not have the time or the information to take up matters of transportation, basket supplies, express matters, icing, railway claims, etc."

POULTRY.

American Egg-Laying Contest.

At the close of the fifty-second week of the American Egg-Laying Contest, the leading pens had laid the total number of eggs detailed below. These figures will, no doubt, be of interest to Canadian poultrymen in view of the fact that while ten birds made up a pen in the Canadian contests, five birds constituted a pen in the American contest.

Variety	Address	No. of Eggs
1 R. C. R. I. Whites.....	Kentucky.....	1218
2 S. C. White Leghorns.....	Pennsylvania.....	1197
3 S. C. White Leghorns.....	Texas.....	1144
4 S. C. Reds.....	New York.....	1135
5 S. C. White Leghorns.....	Iowa.....	1128
6 White Wyandottes.....	Pennsylvania.....	1103
7 S. C. White Leghorns.....	Washington.....	1072
8 S. C. White Leghorns.....	England.....	1071
9 S. C. R. I. Reds.....	Illinois.....	1053
10 S. C. White Leghorns.....	Michigan.....	1043

Success With Geese.

EDITOR "THE FARMER'S ADVOCATE":

I am an interested reader of your paper, and as I read of your reader's experimenting with goslings last summer, I wondered if my experience would help any-one. I have never known anything but success with geese. Twice in my life I have started with geese. I started with two geese and one gander, all young—just common large geese. When young, say nine months old, the gander weighed 19½ pounds, one goose 18 pounds and the other goose 16 pounds. The first year if you get 25 goslings you do well; with the above geese I got 32 goslings out of 46 eggs. The second year I had 61 eggs from the two geese; 14 of these met with an accident, and I had 38 goslings hatch. Wild animals had their share, and I then had 32 to market.

Your readers have different ideas of rearing goslings from mine. I set all the eggs under heavy hens, five eggs under each; then I take them from the hens and put them together with the larger ones as they come out. When they are small, I put them in a small box and cover at nights with a blanket. When they are a little larger I drive them in a box at night. If they are big, strong goslings, tender grass and water or milk is good feed, but I like them to take bread and milk for the first few days. If one is weak and doesn't seem to eat, I hand-feed it with bread and milk three to five times a