

have the consumer hold our fruit in the high esteem in which it should be held. One bad packer spoils the reputation of 10 good ones. We should learn a lesson from our neighbors in California, British Columbia, Ontario and other places who have adopted this system, and are working it successfully, often disposing of their entire stock before it leaves the warehouse.

As for cooperation in selling or marketing, almost any change from the present conditions would be desirable. No matter what state the market is in when our fruit arrives, in most cases a sale has to be effected. It is ruinous to the grower to have his fruit, when landed, sometimes in bad condition, forced on a market that is already overcrowded. The net returns occasionally are barely sufficient to pay for the barrel. One remedy for this

would be to have an agent on the other side who could interview some of the larger buyers and sell direct to them, thus saving much of the expense connected with an auction sale. It would be an advantage to the grower to carry the sale of his fruit as near to the consumer as possible, as the oftener it changes hands the worse it is for both. It means one of two things: the grower receives less, or the consumer pays more. The nearer the consumer and producer can be brought together the better for both, and with our central packing houses and reputation established for honest packing, we would, in a short time, be able to sell our whole stock before it left the warehouse.

It is an open question whether or not it would be better to take our fruit to the buyer or bring the buyer to our fruit. Our first efforts should be ex-

pended in getting in touch with some of the larger buyers who handle 1,000 to 5,000 barrels weekly, and who are as anxious to get in touch with us as we are with them. It would be greatly to their advantage to deal with anyone who could supply them with large quantities of well-packed fruit throughout the season. It would be much better for the growers than sending steamer load after steamer load without any system or regularity, and having to run the risk of good or bad returns.

We must remember that our fruit area is rapidly widening. In a few years, even in the Annapolis Valley, we will be producing double what we do now. It behooves us as growers to look well to our method of selling. By a better and more systematic arrangement we can save enough, per barrel to turn the scale between profit and loss in production.

## Successful Cooperation at Forest

THE Forest Fruit Growers' Association in Ontario handled 4,700 barrels of apples and 50 boxes of fruit last fall, all of which were sold to a buyer from England, who represented a number of small firms. This buyer paid cash for the fruit before it was loaded on the cars. "We could have sold our fruit to former customers in the Northwest," said Mr. D. Johnson, the president of the association, to THE HORTICULTURIST, "but this buyer agreed to purchase our entire output and, therefore, we decided to sell to him. He remained at the packing house, where he examined the fruit as it was packed, and thus he knew what he was getting. Several other firms were anxious to purchase our output, one buyer alone offering to handle 50,000 barrels. We could have sold 100,000 barrels of apples had we had them.

"Our membership was not as large as the previous year, owing to the fact that early in the season we adopted a by-law compelling all our members to spray their fruit four times. While we lost a number of members, the result of this by-law was that every member had a fine crop of fruit. The fruit was sprayed four times, twice before and twice after the blossoms fell. Each of our members purchased their own sprayers, most of them obtaining hand sprayers at a cost of about \$15 each. We lost about 20 members through their refusing to spray their crops, and the result was that these men had almost no fruit, as scab and fungous diseases reduced their crops.

"People have no idea of the fungous diseases we have to combat in our section, and the care that is required to fight them successfully."

On being asked what capital the Forest Association has, Mr. Johnson replied: "Our only capital is \$15, subscribed at the rate of 25 cents each by our members. The bank advances us all the money we require on the note of the directors of the association. The directors do not ask for any security for the risk they run. As soon as the first car is packed and sold, we deduct from the proceeds such money as we may need. This year the bank did not ask for a note. Every week we strike a rate and the members of the association are charged their share of the expenses in proportion to the amount of fruit handled for them by the association. Members are paid weekly according to grade of fruit packed. Our fruit has given the buyers every satisfaction as it has been well packed, the work having been done by Mr. F. Steele, who has had considerable experience as a packer. Before we secured his services he used to work for the buyers."

"Have the buyers made any attempt to break up your association?" was asked by THE HORTICULTURIST. "The local buyers objected at first, and tried to coax out some of our members," said Mr. Johnson, "but the big buyers are in favor of what we are doing, and are anxious to purchase our full outfit. Our fruit is packed in a building used during the winter as a skating rink, for which we pay \$15 rent. This building, which we use during about only three months in the year, is some 40 rods from the railway. Our apples are moved from the building to the railroad on drays at an expense of two cents a barrel. Last year we handled about 6,000 barrels.

"Crops outside those of the members of the association were almost a complete failure last year. Buyers would not look at other people's crops that were not sprayed. The orchards of the members of our association were almost an oasis in the general ruin. Our good crops last fall will help us when we come to sell our fruit this year. We expect a number of the growers who left us last season will join the association again during 1906. We do not accept members unless we are satisfied that they will take proper care of their orchards, and that they are likely to send us good fruit. When an application is received for membership, it is considered by the directors before being accepted. Any of our growers who sell their crops outside of the association can be fined 50 cents a barrel for every barrel so sold. Some of our growers were offered 25 cents a barrel more for their apples than they were likely to get through the association, but none of them sold. Our agreement with the growers could be enforced, as it is a signed statement.

"A number of growers came to me during the season," continued Mr. Johnson, "and wanted to join our association. I asked them if they had sprayed, and on their replying that they had not, I told them that we could not accept their fruit. Some of them pleaded that an exception should be made in their case, but all were refused.

"Those growers outside of our association who happened to have good fruit were allowed to sell it to the association. We bought this at the rate of \$1.60 per barrel for firsts, and \$1.35 for seconds. We sold it at a profit of 40 to 50 cents per barrel on firsts, and 25