

APPENDIX No. 5

Now the milling companies and the fertilizer companies who enjoy the lower rate also enjoy the privilege of clean bills of lading although their cars are, generally speaking, loaded on private sidings quite a distance from stations.

On any advice of shortage in a car of feed or fertilizer, the shippers, through their clean bills of lading, are able to claim on the railway company and collect for the shortage. We, on the other hand, pay a higher rate, receive no better service, and cannot even obtain a clean bill of lading, and are therefore unable to claim in respect of shortages.

You will realize that this is a somewhat serious matter to our company who are shipping 20,000 barrels of apples weekly.

We are also treated very unfairly in connection with supply of rolling stock to carry our apples to Cape Breton, Montreal and the Northwest. Last fall we had to cancel orders for thousands of barrels of apples, because we could not obtain rolling stock to convey same to the Northwest. We gave the railway company timely notice of our requirements, ordering the cars required a month in advance, but when the time came to ship, very few cars were available and thousands of barrels of Gravensteins, after waiting many days, had to be shipped across to Europe at a tremendous loss to the growers. Had they been shipped when packed they would have brought big prices.

We went to some considerable expense to establish a trade in Cape Breton and Montreal, but this trade has been entirely killed through lack of proper rolling stock. Refrigerators are required for this trade after November.

I am not familiar with the scope of this inquiry, but while before you I would like to mention another matter we should like remedied. At the present time there is a duty on acid phosphate coming into Canada. Acid phosphate is used very largely by orchardists in the production of apples, and is, in fact, part of the raw material from which their product is made. To retain the duty on this material is a direct tax on orcharding and general farming and benefits no particular industry.

I have received no particulars of the purpose of this committee beyond what I have read in the newspapers, but what I have gathered there would indicate that you will inquire into the ways and means of increasing the consumption of apples by reducing the cost to the consumer.

We in the Annapolis Valley consider that we have adopted methods that will not only reduce the cost of fruit to the consumer, but will secure for the producer more money for his product.

This we are accomplishing through co-operation. Through co-operative buying of materials we are able to furnish our members with all the requisites of the farm at absolutely first cost. We are purchasing for our members this season between 4,000 to 5,000 tons of fertilizer by buying this direct from the manufacturers, thus eliminating the profits usually made by the several middlemen and by chartering our own steamer to convey it we consider we have effected a net saving for our members of \$15,000.

We intend to purchase all the feed and flour required by our members and we estimate that we shall handle about 200 carloads of this material during the year at a saving to our members of about \$20,000.

Spraying materials, lime, sulphur, arsenate of lead, power outfits and all accessories, seeds, farming implements, &c., will be bought at proportionately large savings.

In this way the cost of producing apples will be considerably lessened and through co-operative selling and handling of the product of the orchards, apples can be placed in the hands of the consumer at a lower price than ever before and yet return to the producer a better remuneration.

The reason of this is that through the co-operative method of handling, the expense of shipping is materially reduced. Co-operative apples are handled by our own office at the point of embarkation and, arrived in Europe, they are again handled by our own men. We save in expenses at Halifax; and in Europe by doing our own receiving, cartage, etc., we save again. In this way all middlemen and agents' expenses