

quantity of sugar of the crop of 1913 were marketed. The goods were handled at comparatively little expense and very satisfactory prices were obtained. A great expansion in this branch of their work is looked for as the membership increases. The association uses a label shown on page 53, which is calculated to be a guarantee of genuineness. Members can obtain a supply of these from the secretary.

From the experience of the first season the officers of the association are encouraged to believe that if entrusted by the members to do so they will be able to handle their whole output. The sugar and syrup will be graded and sold to the best possible advantage. This plan would secure the benefits of co-operation and thus do away in some measure at least with competition which in many cases reduces the price. Selling goods according to grade will have the further good influence of educating the public on quality and in encouraging makers to improve their method of manufacture.

Maple sugar makers wherever in Canada they may be situated will do well to associate themselves with this co-operative movement which should do much to build up and greatly improve an industry that has for a number of years shown indisputable signs of decline.

THE BENEFITS OF ORGANIZATION.

At the meeting at which the Pure Maple Sugar and Syrup Co-operative Agricultural Association was organized Mr. A. A. Carleton, President of the Vermont Maple Sugar Association, delivered an address on the benefits of organization. The Vermont Association has been in operation for twenty years and has therefore valuable lessons for Canadian sugar makers. Following is Mr. Carleton's address in abridged form:—

The benefits of an association, when backed by the Government, and good Legislation are numerous and a great help, to the producer as well as the consumer. "In union is strength," therefore by uniting our minds, wills and personal push in an association we are bound to further the cause for which it is formed. I consider the circumstances which beset you farmers are similar to those which we people of Vermont have had to contend with. As the demand for our maple products has increased, the "mixers" have also increased their output, although the amount of pure maple goods remained the same.

By strenuous efforts on the part of the sugar makers, as an organized association and backed by the Government of Vermont, we have now a "pure food and drug law" which strictly prohibits the adulteration and misbranding of food products, including maple sugar and syrup.