



The Men who Guard the Reputation of Canadian Fruit

Here are shown all the fruit inspectors of the Dominion Department of Agriculture, from the Atlantic, in the person of Mr. G. H. Vroom, of Middleton, N.S., at the extreme left, to the Pacific in Mr. Maxwell Smith, of Vancouver, B.C., at the extreme right. This photograph was taken at the recent Dominion fruit conference at Ottawa, which was the first occasion on which all the inspectors met together. In the centre of the front row may be seen Mr. Alex. McNeill, chief of the fruit division. On his left is Mr. J. J. Philp, of Winnipeg, and on his right Mr. F. L. Dery, of Montreal, Que. Those in the back row, reading from left to right, and starting next to Mr. Vroom, are Messrs. E. H. Wartman and J. F. Sriver, both of Montreal; Mr. P. J. Carey, of Toronto, and Mr. A. Gifford, of Meaford, Ont. At the Dominion fruit conference these men were highly praised by the delegates from all the provinces for their splendid work and for the tact and judgment they have displayed.

district responsible for the number of barrels he agreed to ship. This would make the president responsible to the manager for all the apples in his district, and in turn the manager a responsible party for any company to do business with. By having a large number of barrels under his control he could make much better terms with the steamship and railway companies than the individual growers can.

There are two reasons for the exorbitant rate on apples: One is that the growers have to pay what the steamship companies demand because they are not in a position to do otherwise; the other is the companies have to charge a high rate so that they can give large rebates to agents to do work that the growers' agents should be doing. As long as the present system continues, as long as we remain inactive and unorganized, the high rates will prevail. We are apt to censure railway and steamship companies for their high charges, but we as growers are more to blame. We have it in our power to make conditions much more favorable to ourselves. It remains to be seen whether or not we will do it.

By shipping from Annapolis and Victoria Beach there would be a saving in railway charges. We can obtain an ocean rate from these ports of 48 cents on small cargoes from 7,000

to 10,000 barrels. The subsidy we should get would reduce this from five to eight cents. I do not think it too much to expect a 40 cent rate. The railway charges on this end should not average half what they do, or nine cents. The expenses for collecting the apples would be about four cents per barrel for president, two cents for manager, and five cents additional for unforeseen expenses, bringing the total cost up to 60 cents. This means a saving of 30 cents to the grower in shipping expenses. It does not seem much on one or two barrels, but when you have several hundred in one year, and several years in shipping, it counts up enormously.

The growers are ready for this movement. Cooperation seems to be in the air where every farmer can breathe it. The editor of an agricultural paper, when on a trip through the valley last summer, said: "I am glad you people down this way have got hold of cooperation." That doesn't half express the condition of things. It is cooperation that's got hold of us. We must expect to meet with discouragements, disappointments and opposition, but not failure. There are no difficulties or oppositions to be met with that cannot be overcome by a determined and united effort on the part of the fruit growers.

Cooperation in packing is not of first importance, because it would be necessary to have central packing houses, and have the fruit brought to these and packed by experts. This would entail considerable cash expenditure on the part of the grower, and if he had never seen the beneficial results of cooperation he would think long and seriously before doing it. The saving to be effected in the transportation is an incentive for union. After we have gained knowledge by experience, and have more plainly seen the need of uniform packing and packages, and, above all, have gained that confidence in one another that is so necessary for the success of any cooperative society, we will be willing to furnish the capital for such additional outlay as may be necessary.

The advantage of a good and uniform package can hardly be over-estimated. It would inspire confidence in the buyer as well as the seller. We could guarantee our entire output, and when buyers knew the brand could be depended on, they would pay 25 to 50 cents more per barrel than they otherwise would. In this way the grower would be more than repaid for his outlay. Much can be said in favor of uniform packages, whether of box or barrel. It seems to be the only way that we can gain the best reputation and