

boats to handle the tremendous crop, brought in labor for harvesting from Halifax and from the fishing districts; secured improvements in the refrigerator cars supplied for cold-weather shipments; secured a steamship subsidy from the port of Annapolis; bought \$41,000.00 worth of fertilizer, and in other respects besides the marketing of the fruit, effected great savings for the people.

The idea of a Central Agency once proven, legislation was secured by the Association of 1912 to permit any ten or more farmers' organizations to unite together to form a central organization and to subscribe for the stock of the same with their assets. The Act required that each subsidiary Company should subscribe for an amount of the stock of the capital Company equal to 20 per cent. of its own authorized capital. No call has yet been made for payment on account of this stock, the central so far operating entirely on savings out of the charge made for handling.

This year the United Fruit Company is handling about 400,000 barrels; is purchasing supplies including \$100,000.00 worth of fertilizer, barrels, nails, spray materials, spraying machinery, etc., which will make a total turn-over this year of around one million dollars. This is being done on extremely small expense. The total cost of the Company's services to the fruit grower is less than 3 cents a barrel.

This Central Selling Agency has put an entirely different face on the fruit marketing business in Nova Scotia. It is saving \$15,000.00 to the growers in its purchase of \$100,000.00 worth of fertilizer; is selling lime sulphur at \$6.90 a barrel, including the barrel; arsenate of lead (neutral) at \$7.62 per 100 lbs.; California-made spray machinery, apparently cheaper than it can be purchased in British Columbia; has cut down the Atlantic service from 15½ days on the average to 10½ days; is making big savings on flour, feed, seeds and barrels and, not least of all, has increased by a large percentage the return to the growers for their fruit. It has increased the reputation of Nova Scotia fruit tremendously by standardizing the pack and raising the standard, and moreover, it has already done much to bring the fruit growers together in one strong and united organization.

Much information in detail on the matters covered by above headings was collected by your Committee and has been filed by Mr. Window for future use.

Respectfully submitted,

(Signed) W. S. FOGGO.
THOS. ABRIEL.