

advantage of every opportunity to induce his patrons to improve their methods. His reputation as a manager is at stake, and it is therefore reasonable to suppose that the ability which placed him at the head of the association will be exercised to improve the product of the organization. His patrons remain with him from year to year. Of necessity, he suffers from the mistakes of each, but the nature of the business makes it necessary for him to meet them frequently, giving him ample opportunity to admonish and advise on the defects noticed.

INFLUENCE OF THE BETTER GROWERS.

The manager will not be alone in striving to improve the product of his individual patrons. He will have the help of his best patrons in the general improvement of all. The reputation of the fruit and the price following it depends in the last analysis upon its quality. If, therefore, the patrons who grow good fruit can improve the quality of their neighbors' fruit, they are directly benefiting themselves, which, considered with the fact that they are benefiting their neighbors, becomes a powerful incentive towards the improvement of the product. It is not remarkable, therefore, that there has been a very great improvement in the fruit grown by the members of the co-operative associations already established.

The benefits which have accrued to the dairy interests by the adoption of co-operative methods have often been cited. Although it is true that Canadian dairymen have in a very large number of instances, indeed, departed from the true co-operative principles, they have adopted the best methods of these principles in the factory system of making butter and cheese.

FRUIT AND DAIRY PRODUCTS.

Co-operation in apple-packing corresponds to cheese and butter making by the factory system, and it may be reasonably expected that the same benefit will follow its adoption. Indeed, the apple and dairy industries have many things in common. Both industries are incidents of the system of mixed farming likely to be followed in Canada. It is hardly conceivable that milk will be produced at one point in large quantities, on a scale comparable to the manufactures of wood and iron. Ten, twenty or even thirty cows to the farm may be kept with profit. More than this will require a rare combination of skill and favorable conditions to yield a dividend. It is equally certain that the small apple orchard of five or ten acres will be the rule in this country, although it must be conceded that the large orchard is more likely to be successful than the very large dairy. In both industries the individual interests in the raw material are likely to be small, and producers, therefore, cannot profitably follow their finished product to a distant market. There is, then, an equally strong incentive in each industry for co-operation, which has been acted on in the case of dairy products, but only to a small extent in the apple industry.

CO-OPERATION IN OTHER LINES.

The co-operation movement cannot be stopped simply at the selling point. It will extend, certainly, to nearly all the work connected with apple production. It has already developed in the direction of co-operative spraying, co-operative packing and the storing of apples, as well as the co-operative buying of packages. It is, therefore, confidently to be expected that, where co-operation in the apple industry has proved successful, it will be a comparatively easy matter to introduce co-operative methods in other lines. There is still much to be done in perfecting the co-operative system in connection with dairying. The poultry industry is one that might be developed to enormous proportions in Ontario, in connection with fruit-growing and dairy interests; and yet it is almost impossible that the poultry industry will succeed, except by the introduction of co-operative methods in the selling of poultry products, as well as in the development of poultry stock. Having developed the true co-operative spirit in these branches of farm work, where co-operation is comparatively easy, we may then hope for co-operative methods in bacon-production, with the certainty of great improvement in the quality of the product, as well as in the profits to the farmer.

VALUE OF ORGANIZATION.

The successful orchardist that always sells better than his neighbor, sometimes hesitates to throw in his lot with his less-progressive neighbor. He feels that by averaging with such he is lowering the price to himself. Such is not often the case. As a matter of fact, his less-progressive neighbor, by his want of knowledge of markets, and possibly of the relative merits of his own products, is an easy victim for the shrewd buyer, and sells his output often below the market value. After a few actual deals of this kind have been closed, it is almost impossible for the best sellers to realize proper prices. Every well-informed grower has had experiences of this kind, which emphasize the fact that the only way to secure proper prices is to place the selling of the whole, as far as possible, in the hands of skilled

salesmen. Thus the growers who lack the commercial instinct are protected from the wily ways of the apple-buyer, and the best salesmen will be able to improve his prices.

The members of the co-operative associations in Ontario sold the greater portion of their crop for 1906 at \$2.25 per barrel. Many of the outside growers did not succeed in selling their earlier varieties at all, and on any sales they did make they did not secure more than \$1 per barrel, the equivalent of \$1.50 free on board. One apple-buyer reported that he had secured two thousand barrels in Southern Ontario at fifty cents per barrel. The only explanation for this is want of organization among the growers.

ORGANIZING AN ASSOCIATION.

To organize an association is a comparatively simple matter. It is expected, of course, that the whole subject has been discussed in the neighborhood, and that the expediency of organizing is conceded. In such cases a preliminary meeting is usually held, for the purpose of selecting officials. The officers that are usually appointed are a president, vice-president, secretary and treasurer, together with five or more directors. Sometimes the office of secretary and treasurer is combined. It will be found better, however, to combine the office of secretary and manager. It is desirable that all the officers should command the confidence of their fellow fruit-growers. Perhaps the most difficult office to fill would be that of manager; nevertheless, it is a matter of experience that men who have made a success of their own business by generous methods do not fail when they are placed in charge of a co-operative association. Having decided upon the officers, the next step is to secure incorporation. The exact steps for this purpose will be somewhat different in each Province. The secretary should write to the Provincial Department of Agriculture asking for information with

may be expedient, sometimes, to delay incorporation until such time as a larger business would warrant it.

The advantages of incorporation are evident. Until the association is incorporated, some one member must be legally responsible for all obligations connected with the business, but may not legally be able to get the usual compensations that go with such responsibility. A claim for breach of contract or for damages might arise, through no fault of the one who took the responsibility. He would not only have to go to the expense of defending the suit, but also would have to depend on the generosity of his associates for reimbursement. The risk is not great when the business is small and all the members well known to each other. Incorporation, however, costs nothing, practically, and places the responsibility where it belongs, on all in proportion to the benefits derived.

EVAPORATED APPLES IN BRITAIN.

The British trade in evaporated apples is almost monopolized by the United States, New York State having an overwhelming proportion of the business, while California gets most of what is left, writes W. A. McKinnon, Canadian Commercial Agent in Bristol.

Figures just issued by the British Government, for the year ended December 31, 1906, indicate that Canada is far behind the United States in exporting evaporated fruit to the United Kingdom. The import figures are as follows:

	Quantity.	Value.
Total imports	cwt. 24,164	£48,736
From the United States...	" 21,197	42,718
From Canada	" 408	708

CANADIAN PREFERRED.

As in many other lines, I have the most hearty assurance of those engaged in this trade, that the Canadian product will be welcomed, and that, quality and price being approximately equal, supplies from Canada would have a decided preference in this market.

PACKAGES.

Three packages only need be mentioned: the 50-pound boxes, the 25-pound boxes, and the one-pound cardboard carton. These packages, I am told, are quite satisfactory to the trade, though there is room for a two-pound package, to be retailed at slightly less than 1 shilling, the object being to have it a little cheaper than two of the one-pound packages, which sell retail for sixpence. The bulk of ordinary fruit comes in 50-pound boxes; the 25-pound boxes, and still more the carton, should be reserved for fancy fruit. With regard to the carton, it is essential that it should be made attractive, neat in shape, tastefully printed, and (as some recommend) lined with a waxed or oiled paper.

GRADES.

The trade recognizes three grades, namely: prime, choice (sometimes called extra choice), and fancy. In determining the grade, color is the chief requisite, and of course a clear, clean white is the most desirable color. Size of rings is a secondary consideration, though fair size is expected in the "fancy" grade. There is, however, no fixed rule for determining whether a box of apples is in fact entitled to the grade mark under which it may be offered; the only standard is a somewhat vague one, set by the packers themselves in competition with one another. That is to say, if a certain shipper's "fancy" or "choice" is inferior to the average of the same grades shipped by his competitors, he will very quickly lose his reputation. Grading, therefore, though not artificially exact, must be carefully attended to, and the standard observed season after season.

PACKING.

The packing must, of course, be carefully and neatly done, the package being substantial, and completely filled with fruit. I am given to understand that "facing" is allowed and even expected; that is to say, that the upper layer is expected to be arranged with particular care so as to be attractive, and the quality of fruit used in it may be somewhat superior to that through the package. What is not expected is that "fancy" fruit should be shown on the top layer, while



On the Umlaas River, South Africa. Kaffirs in Everyday Costume.

These are the fellows who do much of the handling of meat imported into South Africa, and sent sometimes hundreds of miles inland. In regard to them, Mr. J. A. Kinsella, in his report, "Agriculture in Other Lands," says: "I have seen labor of all kinds in many parts of the world, and I am of the opinion that the dirty, oily, half-naked, strong-smelling Kaffir is the most undesirable man on earth to be allowed to handle the fresh or frozen food eaten by white men."

reference to the incorporation of associations, and he will receive full instructions how to proceed. In British Columbia incorporation will probably be under the Agricultural and Horticultural Societies Act. In Ontario, the Co-operative Cold-storage Associations Act will be available. There is no special act for such societies in the Maritime Provinces, but the General Stock Company Corporation Act will cover the case, though the fees are larger than in the case of Ontario and British Columbia.

In the appendix will be found samples of constitutions and by-laws suitable for the organization of co-operative associations. Of course, in all cases the constitution and by-laws must be in accordance with the Act under which the association is incorporated. With this limitation, the provision of the constitution and by-laws may vary to suit the circumstances of each particular case. In Ontario most of the co-operative associations have a constitution and by-laws similar to that of the Forest Fruit-growers and Forwarding Association, which will be published later. It will be noted that the by-laws in this case anticipate trade in apples only.

Of course, where the business is small, it is quite possible to ship and sell co-operatively without incorporation, if the members have perfect confidence in each other and in their manager. It