

PRESIDENT'S ANNUAL REPORT

TO MEMBERS OF THE NOVA SCOTIA FRUIT GROWERS' ASSOCIATION.

Ladies and Gentlemen:

As President I welcome you to the town of Wolfville, and wish to take this opportunity of expressing to the Association my deep anxiety for its welfare and my best wishes for a large and successful meeting. I have attended all annual meetings of the Association since January, 1897, and as your President regret my absence this Session.

Not knowing the programme to be presented, I offer you an address of a general nature, dealing briefly with my observations gathered in different parts of the country over here. As you know, I am one of several delegates on a lecture tour on Canada through the British Isles, each delegate putting forth the claims of his respective Province. At the Birmingham Fat Stock Show held on December 1, 3, 4, 5 and 6 I was in the Canadian booth, interviewing and giving information. Through the kindness of Mr. J. Howard, Agent-General for Nova Scotia, and Colonel Campbell, the Canadian Government Emigration Agent at Birmingham, I was able, on November 30, to purchase in the market a barrel of Nova Scotia No. 1 Kings, and to arrange the apples in baskets, making a fine display which was greatly admired and commented on. They cost 27 shillings, and bore the name of W. E. Young, White Rock. I may add they were honestly packed. The only other apples on view were a box of Ontario Greenings from the Imperial Fruit Show, which the Ontario Government Agent in London sent on. I had two cards printed, one stating— "Grown in Nova Scotia, Canada"

and the other— "Nova Scotia apples won first prize in the British Empire Section, Imperial Fruit Show, Crystal Palace, 1922, for best Cooker and Dessert varieties of 20 boxes each."

I find the Maritime Provinces handicapped by lack of suitable propaganda. The different agents comment on the fact. Apart from the booklet on Eastern Canada, published at Ottawa, there is nothing on Nova Scotia. Ontario and British Columbia Provinces have abundant literature, in addition to the booklet on Western Canada published at Ottawa. If each of the thirteen emigration agents for Canada in England, Scotland, Ireland and Wales had 1,000 copies of a booklet on Nova Scotia by the Royal Print, it would be a good investment. On the other hand, some excellent propaganda for Nova Scotia has been done by the Canadian Official Press Bureau which the Federal Dept. of Immigration recently established in London, under the direction of Mr. W. T. Cranfield, a journalist with a wide and intimate knowledge of Canada and a unique position on the British Press. During the past few weeks no fewer than four articles dealing with apple-growing in our Province have appeared in good class English papers with a combined circulation of 280,000. The Bureau was of assistance to me in making widely known my mission in England, and I regard the establishment of this Bureau by the Ottawa Government as an important step in the right direction.

I have met many people here who say they always buy Nova Scotia apples when they can get them. I had enquiries as to where they might be obtained. I referred them to J. H. Goodwin & Sons, Covent Garden, London. I also had an enquiry from a man in Wigan (Lancs.), who wrote:—

"This year I have purchased a large number of W. D. Burgess' No. 1 'Wagner' apples, of Sheffield Mills, N. S., and have found them most reliable, and evenly graded."

Our membership is the one vital part of our Association that must be carefully guarded. The members must be kept interested in the work. The cost is so small (\$1.00 per year) that I hope everyone who is not already a member will respond quickly. Unless the Agricultural Instruction Act of 1912 be re-enacted at the next session of Parliament, our Association will have to raise its membership dues, or forego the publication of its annual report.

We should note with pleasure the beginning of a survey of Nova Scotia's resources, in Hants County last summer, by F. H. Kitto of the Natural Resources Intelligence Branch, Ottawa. Many agricultural problems may be investigated at the Experimental Farms under the direct observation of the investigator, but there are other problems which cannot be so investigated. One is the determination of the status of the fruit-growing industry in any given section of the Province. We want to know if fruit growing offers better opportunities in such localities than stock-raising, dairying, or special lines of agriculture, or if certain combinations of these industries are more popular. The problem is not solved by striking a success here and a failure there. The only way is to get at the average. Such a survey should show:

- Farms for sale;
- Location of lands suitable for development;
- Successes and failures, and their underlying causes;
- Methods of orchard management, and the influence of each.

In spite of the two gales in August and October, we have gathered a good crop of apples, and, judging from sales which I have noticed over here, marketed them at satisfactory prices, considering the large increase of all apples imported this season over last season. The market was somewhat affected by the sending of so many windfalls; we should not encourage the marketing of any fruit of so low a grade as not to be recognizable as belonging to the species. This Association should put itself squarely on record as opposed to such a practice. It is ruinous to fruit-growing, because anyone who is trying to form a liking for some particular apple will be entirely discouraged by the taste of such stuff. Here the old saying will help us:—"The real worth of anything is just as much as it will bring."

Although our reputation for honesty of pack is being maintained, is it not a fact that more No. 3's and culls are caused by careless and improper handling than are produced by natural causes before the crop is harvested? I refer especially to

picking by the barrel. How often one sees in our local papers that a man has picked 50 barrels in a day for one grower. If the grower saw the apples in the warehouse, before packed, he would come to the conclusion that such a practice is not popular.

We cannot depend entirely on the reputation of our fruit unless we put it on the world's markets in the best possible condition. There is no doubt we are raising crops on cheaper land, and selling them for better prices with less expense, than in any other part of Canada, or America. Do you know the cost of laying down in boxes of British Columbia apples, in comparison with ours in barrels? The cost of laying down at Covent Garden of British Columbia apples in boxes, by way of the Panama Canal, is 4 shillings and 11 pence, and overland 5 shillings and 9 pence, against a Nova Scotia barrel at 6 shillings, which leaves an appreciable difference in our favour. Nova Scotia thus enjoys a distinct geographical advantage over the more distant Provinces of the Dominion.

For a long time to come we must continue to pack the bulk of our crop in barrels. But we should not be contented to pack all our fruit in this way. Our Gravensteins, Macintosh Reds, and Cox's Orange Pippins should be packed in boxes. When the barrel leaves the wholesaler and goes to the retailer, the identity of our apples is lost, because the retailer, either the barrow-luckster or the shop-keeper, turns out the apples. I ask these people what apples they are, and the invariable answer is "American". Now, in the case of the box, the consumer can see if they are Nova Scotian, British Columbian, or American. Although the Western fruit lacks flavour, you do not hear a word about lack of uniformity or grading, and honesty of pack. We have so many advantages that we should succeed if we just keep right at it, and we are thankful for the past and for the promise of the future.

Do we fruit growers give sufficient attention to advertising? Do we strive to create a demand for our produce? The Imperial Fruit Shows are one form of advertising and of creating a demand. But we must not be content merely with producing prize-winning boxes of apples; we must establish the reputation of our fruit firmly and securely, so that it will carry its trade mark everywhere in the markets of the world. We must exercise the greatest care in growing, packing, grading, and handling the fruit, so that when a merchant or an individual in any quarter of the world buys a barrel or a box of Nova Scotia apples he will find it exactly what its reputation to be.

At the different towns I have visited, I noticed some very attractive cards on all classes of dried fruits, which suggested the idea of having a display-card packed in our barrels, such as this:—

"If you wish to enjoy the best of health, eat Nova Scotia apples, the world's finest produce."

On the back of the card might be printed:

"Please place in window."

This would draw attention to our fruit.

I am afraid we do not sufficiently appreciate our geographical position as Nova Scotians, which must be a great factor in determining our future. In my lectures I have set forth the pre-eminent claims of Nova Scotia,—its ideal climate, the fertility of its soil, its enormous natural resources, the comforts, conveniences, and surroundings more closely resembling conditions in the Old Country, and, of course, its nearness to Britain.

Although Imperial Tariff Preference is for the moment a dead issue, and the voice of the people has made a decision, there can be no doubt that public interest will eventually revive it, possibly in days when the issues are less complicated, and then we may confidently hope for a more favorable decision.

The Nova Scotia Fruit Growers' Association is an educational organization, and educational work must therefore be its chief task. Any measure of success that may have attended our efforts in the past is due to the closeness with which we have followed this ideal. Whatever progress we make in the future,—and progress is essential to the very existence of such an organization as ours,—will likewise spring from the educational policies which we initiate and carry out.

It is only proper on this occasion to record our appreciation for the different agencies of the Departments of Agriculture, both Federal and Provincial, for the manner in which they have served the fruit-growing interests. They have been at all times responsive to our needs, and by legislation, demonstration and experiment have done much to protect and build up our industries. It is hard to realize what fruit growing in this Province would be today without the instruction and assistance of such agencies as the Experimental Farm, Kentville, the Agricultural College, Truro, and the Dominion and Provincial Entomological services. In particular, we regard the passing of the Agricultural Instruction Act, 1912, as a milestone in the agricultural development of this Dominion, and particularly of our own Province. We note with the utmost concern that, unless re-enacted at the next session, this important legislation will lapse. We would regard it as nothing short of a calamity to agriculture, and particularly to the fruit industry, if this beneficent legislation should fail of renewal, and we would most strongly resist any failure to provide for those lines of work which have been carried on so effectively in the past, by its aid. The least this Association can do under the circumstances is to express in a resolution its appreciation of the benefits that we have received, and its earnest desire that such essential support be continued. I hope such a resolution will be adopted and signed by the members present.

Both Federal and Provincial Governments are putting forth every effort to place immigrants upon the vacant land of our country, and it is obvious that new efforts in agricultural education is vital to the success of any such policy. If strangers to our agricultural practices are placed upon our land, without tuition and without assistance, many more failures are bound to result than would be the case were proper instruction first provided.

The success of the Three Counties Exhibition held in Kentville last October was due largely to Professor Blair. In spite of the season the fruit exhibit was one of the finest ever displayed. We were wise, I think, in not exhibiting at the Imperial Fruit Show held in Manchester, and in deciding to rest on our laurels of 1922. I understand that the Show next year is to be held in Birmingham. The United Fruit Company must be congratulated on their exhibit and the high honours they received

at Manchester this year. Everywhere I hear comments on the fine pack this Company is putting on the market, and its promotion of the principle of co-operation in fruit-growing has placed all fruit-growers in this Province under a real obligation.

I wish, on behalf of this Association, to offer congratulations to our valued friend and member, Mr. W. T. Macoun, for winning the medal donated by J. E. Carter, of Guelph, Ont., for the man doing the most during the year to advance horticulture; this medal was presented last March at the banquet of the Canadian Horticultural Council.

People often enquire about Dr. Cumming. I tell them of the esteem in which he is held by all, and say that he knows the needs of the people and the legislation required, and that so long as he holds the important position of Secretary of Agriculture for Nova Scotia, the farmers and fruit growers will always get any reasonable support.

I know that the Wolfville Board of Trade, under whose auspices this 60th annual meeting is held, and the town of Wolfville and its citizens generally, will make your visit pleasant and enjoyable.

J. ELLIOT SMITH.

Dec. 28, 1923.

PRUNING OF TREES

It is generally conceded by both scientific investigators and commercial growers that fruit trees should be pruned during the first two or three years of their life. This pruning is designed to produce a well balanced tree with a strong framework capable of carrying heavy crops as the tree grows older. Experiments have shown that as a rule unpruned trees come into bearing earlier than those which are pruned. Failure to prune trees when they are small however, commonly results in serious trouble in later years. Such trees frequently develop too many main branches, but crotches are formed, and the percentage of breakage is heavy.

When the tree has passed the formative period the necessity for pruning is not quite so obvious, but most authorities are agreed that even after the tree reaches bearing age it is still advisable to pay it an annual visit with the pruning shears. The object of this is to remove all interfering branches and to open out the tree so that the sunlight can penetrate to each fruit spur. The labour thus expended is fully paid for by the improvement in the grade of fruit produced.

Ask for Minard's and take no other.

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Those who invite the Rakwana Maid to their homes have the finest tea to serve guests, and at the lowest cost per cup.

For the Golden Orange Pekow contains the most priceless tea on the market, yet because each package produces 450 cups (twice the usual number) it really is the least expensive tea.

Rakwana Golden Orange Pekow
THE BEST OF THE FINEST FLAVORS.

We are Headquarters for FLOUR AND FEEDS

And carry a full and complete stock which we can supply to customers and ship out at shortest notice.

No Order Too Large, None Too Small.

QUOTATIONS GLADLY FURNISHED

FLOUR and FEEDS		COAL	ALSO
Bran	White Middlings	Screened Springhill	Lime
Barley Meal	B. O. and C. Chop	Screened Inverness	Calcined Plaster
Western Oats	C. Meal	Screened Acadia Lump	Cement
Cracked Corn	Egg Mash	Acadia Nut	Selenite
Poultry Scratch	Feed Flour	Acadia Stove	Cedar Shingles
Rolled Oats	Farina	Besco Coke	Laths
Graham Flour	Robin Hood Flour	Welch Nut Coal	Cedar Posts
Northwest Flour	Best Pastry Flour	Welch Stove Coal	Liverpool C. Salt
		Welch Egg Coal	

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WOLFVILLE, NOVA SCOTIA

WHOLESALE AND RETAILERS