

## How Nova Scotia Growers Have Overcome Trade Conditions

By A. E. Adams, Berwick, N. S.

WHILE Nova Scotia depends more on the English market as an outlet for her fruit products than any other fruit producing district on this side of the Atlantic, it is curious that she appears to be the least affected by the present unfortunate war. While other districts seem to be panic stricken, and while thousands of barrels of good apples will never be packed and marketed, Nova Scotia's apple "business is carried on as usual." The cause of this splendid confidence is to be found in its cooperative organizations working through their Central Association, the United Fruit Companies of Nova Scotia Limited.

During the first nineteen days of its operations this year (from September 11th to 30th) this organization shipped 70,000 barrels of apples and marketed them so well that good returns were obtained for the whole. In addition to this over \$70,000 was distributed to its members by October 3rd as an advance payment for fruit shipped. That is an accomplishment that the writer feels safe in stating has not been equalled by any similar organization in the Western Hemisphere.

The manner in which this organization met the threatened increase of ocean freight rates by the international combine is now a matter of history but its other transportation operations are not perhaps so well known. Its western shipments were handled with a despatch that establishes a record. The United Fruit Companies is never content to do things as others do them, and therefore when it had apples to

ship west it never considered for a moment the old method of shipping cars as they were ready and then keeping tracers after them.

It adopted other methods. On September 11th it started twenty-nine of its forty-seven warehouses packing Gravensteins. On September 12th it started a special train of twenty-nine cars from the Valley to Winnipeg.

Arrangements had been made with the C.P.R. for especially fast haulage for that train. The C.P.R. sent special men to various divisional points where delay was likely to occur, to prevent it. It was 5 o'clock in the afternoon when that train left the Valley, at 8.30 p.m. the next day it passed St. John, having negotiated the weakest link in the chain (the transference from the D.A.R. to the I.C.R. at Truro, and the divisional point at Moncton and delivery to the C.P.R. at St. John) without delay.

Engines were waiting at every divisional point to pick up this special, every divisional point passed wired advices to headquarters, and at three o'clock p.m. on the 15th, it pulled into Winnipeg. On the 15th a similar train was started with similar results and later in the week yet a third train. This splendid service not only reflects the greatest credit on the United Fruit Companies' methods but serves to demonstrate what excellent service the C.P.R. are prepared to give when shippers will cooperate with them.

The same number of cars shipped on different days could not have made Winnipeg

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