

YEAR AMONG BROTHERHOOD OF THE FRUIT GROWERS

The General Manager of United Fruits Companies, Kentville, Tells Of Work Done.

(By A. E. McMahon)

The season of 1921 has seen a most basic, yet to the outsider, a scarcely noticeable change in the attitude of the "Brotherhood of Fruit Growers," both toward the industry and toward each other.

Toward the industry the attitude of the grower is now one of quiet confidence and optimism. During the years between 1900 and 1918 the Annapolis Valley apple grower had a long, hard pull. Prices were low and supplies comparatively high. Destructive competition from Ontario, New York and the Central States was so keen as to often bring the returns in red ink. Periodically speculators of the Anderson type would purchase and get delivery of the fruit, and fall to pay. Others would insist on the growers taking the account of sales when they lost on a purchase and keep all of the profits when they made money. The shippers of the old days waxed fat on a charge to the grower for handling his fruit, a rebate on the freight from the railway, a rebate on the freight from the commission house selling the apples in England. The grower's share was very often less than the shipper's rebate, his interests being secondary to the interest in substantial rebates.

Of such conditions was the United Fruit Companies born yet before they began to function properly the Great War upset marketing conditions and the Annapolis Valley apple grower with success almost within his grasp had to wait until 1919 before taking the place in the apple markets of the world that geography, climate, topography and soil had for years decreed that he should take.

The Annapolis Valley is now marketing its third successive good crop at prices that will average about the same as the two previous years. Last year the average net return to the United Fruit Companies was \$3.85 for all grades of all varieties. Under the United Fruit Companies system of averaging in grades and varieties, many growers of clean, high class lots of fruit received as high as \$4.10 per barrel tree run for their entire crop.

Three years of excellent prices and three years of first class, almost bumper crops and the trees well burdened for a fourth, means that a moderate amount of change has come over the market and an equally important change has taken place in the management of the orchards.

The high relative prices of the past three years taken together with the knowledge that in the United States which is the largest single producer of apples that are marketed in competition with our own, the number of apple trees has decreased almost as much during the past twenty years as the population has increased, confirms the opinion that the coming twenty years will see apples selling generally for a relatively higher price than the past twenty.

As previously indicated remarkable changes in orchards management have taken place during the past few years. During the war, confident that the position they now occupy would be theirs, Annapolis Valley growers did not allow their orchards to deteriorate, although the profits were nil and the Valley had exceeded most parts of the country in the percentage of men overseas, and in the production of essential food stuffs. With the close of the war, their orchards in good condition, the Valley growers began to use Nitrate of Soda and other fertilizers more liberally and to spray and dust more thoroughly than ever before. The prices on these and other commodities being kept low by superior buying and distributing organizations of the United Fruit Companies.

These in brief are the reasons for the spirit of quiet optimism or confidence in the future of the apple industry which has become crystallized during "The Past Year Among the Brotherhood of Fruit Growers" in the Annapolis Valley.

Much could be written regarding the savings and the more efficient methods which the growers have developed for themselves through their own organization, the United Fruit

Companies. To-day it is not the firm that pays the largest rebate to the shipper that gets the business of transporting and selling the fruit. It is the firm that quotes the lowest rate and gives the best service.

Every third man in the villages is not now a fertilizer agent getting from twenty to forty per cent commission on questionable goods brought in at most expensive rates by way freight, half cars, etc. Straight ship loads of fertilizers are brought in and distributed at minimum cost throughout the Valley by the United Fruit Company organization. We no longer have all sorts of spraying material at higher prices than prevail in Ontario. The United Fruit Companies handle the bulk of the insecticides distributed in the Annapolis Valley and in addition they manufacture several lines in their own plant. Since this change came about the retail price of such lines as Arsenate of Lead, Arsenate of Lime, Dett, etc., has often been one half the retail price in Ontario, and much lower than the retail price in the United States.

With the development of distinct membership, set about beating the adverse exchange to the United States and the duty by developing dusting machinery in Nova Scotia. The Lloyd Manufacturing Company were approached and arrangements made to build 75 machines which were all disposed of satisfactorily. The Perfect Spray and Dusters Limited of Mahone Bay were encouraged to start building a hard dusting machine by an initial order for 25 machines. The Perfect Spray and Dusters are now building their first Power Dusting Machine on comparatively new lines and in order to encourage this industry as well as give their members the best machines obtainable for the least money an initial order for 50 of the Perfect Power Dusters has been placed by the United Fruit Companies.

Arrangements are now under way for the making of Copper Arsenic Dust, according to a new formula in Nova Scotia. Formerly only the mixing of the ingredients was done in Nova Scotia, but a trial batch of around 50 tons will be manufactured and if satisfactory the formula can be adopted, for the whole 700 tons of dust used by the United membership in 1923.

With the starting of the new Cannery Factory in Aylesford the United Fruit Companies are now able to turn a large proportion of their low grade fruit into Canned Apples. Their brand "Lawitha" being pronounced by experts as one of the best and the prices received from London prove it to be one of the most popular Canned Apples now on the market.

The pack of apples put up by the United Fruit Companies is standard throughout. A man buying one barrel of their brand gets an absolutely fair sample, no better and no worse than the whole output of all the 48 warehouses in the United Fruit Companies, for that grade and variety. This uniformity is attained by the United having its own private inspector, who visits all warehouses every week and keeps the pack absolutely uniform. The market is always willing to pay more for such a standard pack as is evidenced by the fact that in 1920-1921 they not only returned to the growers more money than even the most reckless speculators paid in any known instance, but they returned more money per barrel than any independent speculator is known to have received.

The economy with which the apple growers are having their immense business handled has been favorably commented upon by outside firms. The total turnover in 1920-1921 was upwards of three million dollars and the expenses in connection with it were one and one-tenth per cent of the total.

It must be said that growers outside of the companies often benefit almost as much by the existence of the company as do the members. Reductions in freight rates, good sales and low purchases brought about by the management of the United are very often followed by the same benefits falling to growers outside the membership. The action of the United in bringing in special freighters to break the ocean freight in 1920 resulted in saving not only one dollar per barrel for themselves but the same amount for every person holding apples at that time in the Annapolis Valley. All growers, whether outside the company or in now freely admit that the existence of the company means better business for each and every one, and they are not at present, as in the past, inclined to remain outside the United Fruit Companies' organization and attempt to take an unfair advantage of the organization that their neighbors built, by playing the company off against the spectacular in the disposal of their fruit. Realizing that the stronger the United is made the better it will be for all more growers are now applying for

membership in the local companies than the present warehouse room can accommodate.

So in addition to the spirit of optimism and confidence the spirit of co-operation has during the past year taken a stronger hold than ever before on the "Brotherhood of Fruit Growers."

REAL ESTATE NOTES

(Berwick Register)

According to information obtained from the Registry of Deeds, real estate sales in the Annapolis Valley have fallen off about 50 per cent, during 1921 of the number of sales averaged for the two preceding years. The Valley Real Estate Agency's sales for 1921, have, however, so far totalled over \$350,000 as against about \$500,000 for each of the years 1919 and 1920.

During the present year The Valley Real Estate Agency have had a larger number of sales exceeding \$20,000 than in any previous season. On the other hand, in Kings County particularly, the \$5,000 farm is almost a thing of the past, sales at this price being solely confined to Western Kings and Annapolis Counties. Sales during the past few weeks made by the above Real Estate Agency, which may be of interest, are the following: George Watkins farm, Lower Church street to Edwin J. Parks, \$20,000; the well-known John P. Morse property, Melvern Square, Annapolis County, to Captain Carter, Amherst, and Mr. Davier, Dartmouth, \$20,000; Mr. Rufus Barnaby property, Kenville, to Brenton Davison, Gasperau, \$20,000; the Frank Morse property of Berwick West to Charles Wood, Oxford, \$15,000. Other sales are those of James Kennell farm at Port Williams to Dexter Collins, of the same place, one of George Pine's farms at Somerset to James Kennell; the Mrs. Jessie Parker place at Wilmot to Thomas H. Todd, Halifax; Frank Tupper's place at North Kingston to James Messum; E. J. Strong place, Clarence, to J. M. Davies, Glace Bay.

Real estate conditions in the Annapolis Valley are, we believe, on a sound foundation and, of course, future prices will be largely influenced by the condition of the apple market. With the great shrinkage in the total world's acreage of producing orchard during the past twenty years together with our own geographic advantages which are accentuated by present high rail freights, the outlook is promising indeed, and that with the return of prices of all commodities to a more normal basis, farms will not probably be higher, yet we look for a firm demand and ready sale for properties that are fairly priced.

WHAT IS A JOB?

A job indicates some service position means pay. A steady job is man's best friend. It sends a man to sleep at night without anxiety as to how he will land or where he will land without work. A steady job pays a man while he is improving his ability to earn more and hold down a good position. Moving out of one job into another job is sometimes necessary, but more often it is an evidence that you are a drifter and not a doer. Leaving one job and waiting to find another is the biggest speculation on the market to-day. Good jobs are hard to find now, for where there is a good job, there are many applicants. A good suggestion is: Stick to your job.

AYLESFORD FARMER MEETS WITH HEAVY LOSS

On Saturday evening last at about 10:30 a fire was discovered in the barn on the Post Road, near Aylesford, belonging to J. W. Welton. Both Mr. and Mrs. Welton were absent from their home at the time, attending a political meeting and when word was taken there, the entire meeting rushed to assist at the fire, but it was too late and nothing in the barn could be saved. Four horses, one belonging to Mr. Welton and the other three to men from a distance, who stood their horses in the barn, then going to the meeting, were burned, also an automobile, carriage, flock of hens and everything the barn contained was destroyed. It was only with difficulty the house was saved.

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What the Leaders Say on the Election

Seen shortly before midnight, when the overwhelming defeat of the government was a foregone conclusion, Mr. Meighen said that he had always felt that conditions surrounding the contest made the result most uncertain. He admitted with a smile, that



PREMIER MEIGHEN

he was disappointed, but added that he felt no personal animosity toward anyone.

"I have nothing to add to the statement I gave out," he said. "Have you anything to say about your own future movements?" the premier was asked.

"No," replied Mr. Meighen. He went on to say that he felt defeat less because he was conscious that he had fought the fight to the best of his strength and ability.

Premier Meighen received the returns in his own private office. Mrs. Meighen was with him, as well as his little daughter, Lillian, and his son, Max. Hon. G. D. Robertson, Sir James Lougheed, Dr. Alfred Thompson, Hon. James Calder, Hon. Martin Burrell and others called upon him during the evening.

Ottawa, Dec. 7.—"The people by their defeat of the Meighen administration, have shown that they agree with the attitude which the Liberals have been taking in the house and in the country during the past couple of years," declared Hon. W. L. Mac-



MacKENZIE KING

Kenzie King, leader of the Liberal party, on receipt of approximately complete returns from the election at an early hour this morning.

"The people of Canada," Mr. King declared, "have shown by their overwhelming defeat of the Meighen administration that they realized the truth of the charges of autocracy and usurpation which I have been making against the Meighen government since Right Hon. Mr. Meighen took control of the affairs of this country. When the total Liberals and Progressives elected are considered, it must be admitted that the Meighen administration has been ignominiously defeated."

"The people have also shown that they are heartily sick of coalitions, and it is a matter of great satisfaction to me to find that the Liberal party was returned with a clear majority over both other groups in the house of commons. It can carry on without any thought of coalition of log-rolling with either group.

"The fact that three provinces, Quebec, Nova Scotia, and Prince Edward Island, have voted solidly for the Liberals is in itself evidence that the Liberal policy has appealed not only to one class or group or race, but to all classes."

MISSIONARY SERVICE

Rev. J. H. Bartlett, pastor of Charles Street Methodist Church, Halifax, delivered the anniversary mission services in Gordon Providence Memorial Church, Bridgetown, on Sunday, December 4th. His subject for the morning was "The Four Points of Service" and for the evening "The Harvest." A feature of the service was the singing with the choir of the "Sixty Days, and the Canadian Girls a Training."

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