

to buyers. Buying apples in the Annapolis Valley, however, is a precarious proposition. The man who can make money buying apples from the Nova Scotia growers must be brighter than they are, and that class of men are scarce. The grower knows too much about the business; he is receiving daily quotations from foreign markets, he knows how to pack and market his own product, for he has been doing this for years, so if he cannot get his price, he handles his own stuff. Only a few men of the many who have bought apples in the Valley have amassed wealth, more have been financially ruined than those who have got out with a whole skin. Buying apples here is no get-rich-quick game. One Ontario man who entered the field in 1909, is reported to have left \$30,000 behind him when he pulled out.

#### CO-OPERATION OF THE GROWERS

Cooperation has been talked for years, and attempts were made some years ago to organize the whole district on a comprehensive scale. This scheme though good in theory, failed through being too large, and attended with too much initial expense. Three years ago the first successful attempt was made at Berwick. Twelve men organized the Berwick Fruit Company, Limited, incorporating under the Nova Scotia Joint Stock Companies Act. The idea expressed by the organizers was to commence on a small scale, put up a good pack, gain the confidence of the market, sell for cash f.o.b. cars, or if sales were not quick ship on consignment to good houses. The organization was a success from the beginning. The first year this concern handled 7,000 barrels, getting better prices than the average grower and earning enough in commissions, etc., to practically pay working expenses. In 1908 some more good men were taken in and the output was about 15,000 barrels; more members came in,

and in 1909, 22,000 barrels passed through the packers hands, netting some \$45,000.

The Berwick Fruit Company, in its first year's operations, consigned about one half of its output; a uniform and square deal have gained for their brand a reputation that will sell thousand barrel lots by cable just as readily as by personal interview. Last year the output was practically all sold f.o.b. cars at the warehouse; and cash or draft attached to Bill of Lading are the usual terms.

The company sells over a wide range; three cars of Gravensteins were sold in the Canadian West, going as far as Moose Jaw. Five cars to South Africa buyers at \$4.50 per barrel, was a satisfactory deal for both buyer and seller, and a feature of the business is that both these extremes want more of the same stuff. Inspired by the success of the pioneer company, others are being formed. A general cooperation act of the Nova Scotia Legislature makes the process of organization easy and inexpensive. Five cooperative companies operated last year, handling about one-tenth of the crop. This year ten are at work, all owning their own packing houses and controlling probably 25 per cent. of this year's crop.

As a means of getting nearer together a central organization has been formed, composed of representatives of all the tributary companies. This central organization has a board of directors, and general manager, and we look forward to a not distant day, when the central company will sell and buy for all the subsidiary companies. This central company in 1909 chartered three steamers, and shipped 25,000 barrels to London in their own ships, saving fifteen cents per barrel freight to shippers and incidentally making \$1500 clear money, which is laid aside for the rainy day which is liable to come some time.

The day of small things in the apple business has passed, and the prospect now is that in a few years cooperative associations will practically control the output of millions of barrels from the famed Annapolis Valley.

### Practical Experience in Fruit Growing

Alexander Smith, Enfield, Ont.

I go over my orchards every spring and prune regularly. We then have no large limbs to cut off, as I think a little each year is much better than to miss two or three years and then give a severe pruning.

I have generally had root crops of some kind or beans in the orchard. We would not advise sowing barley or oats in an orchard unless one wished a sickly light colored foliage on their trees.

As we work a large farm we do not need to sow clover to plow under, as we usually have plenty of good farm-yard manure. I believe in cultivating an orchard early in the spring to start the trees off quickly, but would plow early in the fall, as late cultivation will start a growth of wood that would be injurious to the trees. Plow or disk the orchard the last thing in the fall, as it will be found a great help in the hurry of spring work and help with the early cultivation of the orchard.

#### DOUBLE PROFIT FROM BEES

As an apiarist, I find that we obtain double profit from our bees. We produce tons and tons of honey each year. Aside from this, the bees are invaluable to our orchard and alsike clover. They are double croppers. Through their work in pollinizing the blossoms they ensure us a good set of fruit and an abundant crop of alsike seed. All scientists are agreed that bees and insects are much more efficient agents of pollination than the wind; and of the



Gathering the Strawberry Crop on a Farm near Streetsville, Ont.

Notice the building provided to shelter the berries when picked.