

times is solely due to the appreciation of finding conditions in accord with one's idea of what constitutes pure food standards.

"VARIETY OF PRODUCTS."—Fruit syrups, jellies and grape juice were as carefully prepared, only the methods differed. The appetizing spiciness of the homely catchup or "ketchup," was being concocted on a scale never conceived of by kitchen presiders.

Crimson tomatoes, round and flawless, after being washed and allowed to drain, were cooked, and by machinery forced through something resembling a sieve. The skins and seeds were retained, but the pulp passed through a feeding pipe to great copper kettles, where the other ingredients were added and the boiling accomplished.

The same cleanly despatch in the bottling was noted, only in this case glass figured, and the cork-fitted tin tops were also clamped down by machinery.

"IN COMPANY WITH THE FOUNDER."—It was doubly interesting to go over the place in company with the man who founded and has brought it to such a state of perfection. To listen while he spoke of the early methods, which had only the domestic example to follow, even to the sealing by the old-time resin. Of how experience had sometimes been dearly bought, and what led up to the actual beginning of the business. To preserve from waste what was left over from shippings of fruit, for Mr. Smith was in the fruit and nursery business before the venture. This was the economic utilization which seems to have been characteristic of him throughout his career.

"CONDITIONS SOME THIRTY YEARS AGO."—Some twenty-five or thirty years ago, when weak sight compelled him to give up a professional career, the mountain farm did not offer any attractive possibility, as viewed from the worldly standpoint of those days. The trained ability and broadened outlook of the scholar soon took cognizance of the small profits accruing from the prevailing methods of produce disposed. Persistent study and careful reasoning of every aspect of the problem and the confidence inspired by an essay in the nursery field which proved successful, encouraged him to enter the fruit business.

"IN THE MIDST OF THE FRUIT LANDS."—By being located in the midst of the fruit lands, possessing a certain knowledge of the country and possibilities, he was enabled to pay more for the quality he wanted than could be obtained elsewhere. Doing away with the commission man's profits in disposal, he located shipping stations and sold to the consumer direct. Soon, however, in filling cans, a few crates or buckets would be left over, and with the feeling aroused over his venture, there was practically little return for the odd crates when sent to the commission house.

"HOW THE PRESERVING CAME ABOUT."—So the preserving was undertaken in a small way, and although his nurseries are accounted to have the most home-grown stock of any in the country and his fruit business has grown enormously, the preserving one has now become a foremost Canadian development. Throughout his career Mr. Smith seems to have always applied his energies to the problems confronting him and to have been clearly observant and fully aware of the value of economic principles. As an illustration one might refer to a small mountain stream, which by diverting, fills a reservoir-like expanse, wherein ice forms. All the cold storage required is supplied from this source. An additional boiler in the engine room heats the water supply by the steam exhaust, which is allowed to pass through. Thus the usual waste of steam is utilized to heat the water, which takes its place. During the cold weather this is also sufficient to supply heat to the factories.

"THE IMPROVEMENT OF QUALITY BY PROPER NUTRITION."—Nature's laws and the perpetration and improvement of quality through proper nourishment has been the life study of this man in building up his nursery business and fruit farms. It seems peculiarly fitting that such experience and appreciation of responsibility should now be applied to the problem so essential to our health. Only a man imbued with the highest sense of what constitutes true value and economy would so conscientiously apply such principles to the conducting of his business. Ordinary business acumen would find great temptation in the midst of such abundance to overlook the purity standards in the opportunity for gain.

"NO WASTE OF FRUIT OR LACK OF FACTORIES."—During the day Mr. Smith referred to a statement in the daily press regarding the waste of fruit in the district and the lack of factories to take care of it. He took exception to it, as one interested, and said that the fruit going to waste was fruit unfit for jam factories. Only hand-picked and choice qualities were used, and what onlookers could see on the ground had fallen through various defects. A severe storm might dislodge quantities, but those would be immediately gathered. As for factories, there were enough at present to take care of all the fruit obtainable, and the output was sufficient to supply the demand.

Some people might be inclined to say, "Why all this to do about jam. It only represents a very small portion of food consumption?" That may be, but it is as essential to health and well-being that the smallest portion should be as pure in quality and rich in nutriment as the greatest portion of the daily diet. The principle involved is the same, only applied in a lesser degree.



## A Paradise for Pomona

ONTARIO has her fertile and fruitful garden territories, where the vine and the orchard flourish. It is a province that may well be called a fruitful stretch, when we consider the peaches of Niagara, the tomatoes of Kent, and the apples of the hardier north. But if we seek the land of the apple, that part of the Dominion where Pomona might well make her home, we must turn to the East and consider the Annapolis Valley and the pleasant orchards of Nova Scotia. The apple may have been associated with original sin and our subsequent misery; but none of the race of mankind seems to have borne any grudge against the apple. It is associated, on the contrary, with domestic joy and comfort. On a winter evening, when the curtains are drawn and the fire is blazing merrily on the hearth, what more cheering than a piled-up plate of apples and one of your favorite old books to read?

We hear so much about the golden West these days—and truly wonderful are its resources and inspiring is the contemplation of its future—that we are in some danger of forgetting the stalwart provinces on the Atlantic and the part they have played and will play in the progress of the country.

From the commercial standpoint one may say that the apple is the asset of Annapolis. Mr. Ralph S. Eaton, one of the most

enthusiastic pomologists in Canada, gave a most interesting summing up of the apple situation in Nova Scotia at the beginning of this year, in which he showed that the average export of the last five years has been over twenty times that of the same period twenty-five years ago. So many of our readers are interested in apple culture that we may reproduce part of Mr. Eaton's report:

"Greater confidence than ever is felt in the market. In spite of the increased production the good paying figure of \$2 to \$2.25 average has been well maintained. Greater confidence is felt in ability to control enemies. The coming and going of little scares about San Jose Scale and Brown Tail Moth—which pests are now being regarded by many as blessings in disguise—are inducing a steadiness of faith that man is to have dominion over these enemies and he better settle down to real business in enlarging his output. Orchardists are now fully persuaded that commercial fertilizers and cover crops warrant extension without regard for hay land and stock, and as their crops have increased they recognize their ability to handle the greater quantities with as much ease as the smaller and with infinitely greater satisfaction.



"This pertains when even such crops as 3,000 to 4,000 barrels are harvested and the inspiration and ambition and confidence increase in greater ratio than the business. Men are beginning to recognize that fruit growing can be extended as successfully as other lines of industry, and, as they separate the profits of the orchard from their other crops they realize the greater superiority of the apple trees as money makers. Four years have passed since the writer submitted publicly a tabulated statement showing the net profits of some dozen full-grown, well cared for orchards to be about 16 per cent. annually on a valuation of \$1,000 per acre. Though the two succeeding years were, perhaps, the worst in our history, yet that statement has since been verified and strengthened by actual experience and endorsed by a special committee of the Fruit Growers' Association appointed to examine it. Ten years ago a \$20,000 orchard was considered so only on paper. Four years ago a \$50,000 orchard, no matter what its area, was thought impossible. This year some young orchards getting nicely under way, hardly commencing their business career, will pay, if markets respond as expected, better than bank interest on \$60,000. Ten years hence a \$100,000 proposition with an output of over 10,000 barrels of apples is likely to be a reality."

Now, is not that an encouraging prospect? We have so many questions from would-be immigrants as to what is a good investment in Canada. Would it not be well for some of our intending settlers to take the orchards of Nova Scotia, as well as those of British Columbia into consideration? We do not mean to suggest for a moment that the West is not a radiant country; but the East is also "a-callin'" and it would be worth while for some of our cousins in the British Isles to listen. The immigrant, who would prosper as proprietor of a fruit farm, should have both capital and experience before venturing in that capacity into a new country.

Mr. Eaton refers encouragingly to the increasing export from Nova Scotia, remarking, in connection with this fact: "Again, in favor of this increased ratio of export from Nova Scotia is the fact that more trees have been planted during the last ten to fifteen years than in any period of our history and these are just coming into bearing. A still larger ratio of planting is expected in the old way of 40 permanent trees to the acre and the system of intensive planting is yearly becoming more popular. The writer has demonstrated that 'fillers' can be transplanted with not more than one or two years' check and no longer need the beginner in orcharding worry over the purchase or the clearing up and the fencing and cultivation of twenty acres of land in order to plant 1,000 apple trees. These can be easily planted on two to four acres if desired and the encumbersome larger areas to contain them permanently may be considered later when time and means are smaller factors. With early-bearing varieties as fillers applied to this system the ambition of any orchardist to harvest 1,000 or 2,000 barrels may be realized in eight to ten years from the start instead of a lifetime as heretofore discouragingly considered."

Mr. Eaton is a prophet of good and golden things. He "figures" the production of apples in Nova Scotia for 1925-30 to be three million barrels.

"With the above prospects in view," says Mr. Eaton, "is it not most natural that fruit-growers should desire a competent station in their midst for reliable experimentation and illustration. It is believed that this is about to be established. The practical work of this station as relates to our business has been publicly discussed from time to time. It seems an opportune moment to emphasize another phase of work and influence which should emanate from this institution, which is becoming almost as practical as the practical which should go hand in hand with it. Though we live in a new country we have learned to give thought to our conditions of living beyond the mere money getting. The appearance of the interior and surroundings of our homes have received some attention. Have the exterior surroundings had sufficient. In general we claim to have a beautiful country. Nature truly has done much in her hills, valleys, streams and meadows, but the individual homes of our land need much as a rule to prevent them being positive disfigurements to the surface of our land. And yet the owner of a country home has just the opportunities to utilize nature's production in trees, shrubs, flowers and sward to making our country really beautiful. It will certainly be recognized that with abundant area of profitless land the farmer has too often made the mistake of getting unsightly buildings and all his money-making fields, appliances, etc., close to the road and left no place for developing those features that could make country homes so attractive.

"Never in the history of the Western continent has as much interest been taken in landscape gardening as within the last ten years as shown by the public parks and suburban residences of the cities. Never has landscape art been such a study or the nursery man been so taxed to supply material for beautifying home surroundings. To the credit of the executive of the Fruit Growers' Association be it placed that in selecting a situation for this station the business of which is to illustrate, not only matters pertaining to fruit, but those bearing an arboriculture, floriculture, landscape gardening and forestry, a property has been selected that in addition to meeting the practical requirements will naturally and conspicuously lend itself to embellishment with all that will stimulate and inspire the visitors of the future with the taste and ambition to improve their own home surroundings."

