



A Successful Vineyard in a North-Eastern Portion of Ontario, where the Seasons are Cold

The vineyard here illustrated is that which belonged for many years to the late Judge Mosgrove, of Bell's Corners, a short distance west of Ottawa and close to Lake Britannia. The late Judge Mosgrove had a great love for his vineyard, and in spite of the handicaps incident to its location, he succeeded in growing successfully many varieties of grapes that were believed to be too tender for that district.

## Co-operation in Fruit Marketing in N. S.

S. C. Parker, Berwick, Secretary of the Nova Scotia Fruit Growers' Association

THE export of apples from the Annapolis Valley of Nova Scotia, has grown from 35,000 barrels in 1893-1894 to 750,000 in 1909-10. This is only a beginning of what is to come. Ten years will see this output doubled and twenty years will mean an annual output of from two to three million barrels of apples from this section of country, one hundred miles long and from four to ten miles wide.

Situated as this valley is, its extremity about one hundred miles from Halifax, an ocean port with many steamship lines making it their winter terminus, and with good harbors for small steamers at Kingsport, Annapolis and Port Wade, right in the orchards, a system of shipping has grown up that is unique in the history of apple marketing. In the early years of the industry there were few if any buyers. The district was removed from the great centres of population, and the quantity of apples was so small that outside buyers did not come in to look after them.

London was the principal market and the early growers individually picked, packed and usually consigned their fruit to that market. It was all very easy; a dozen English commission houses had resident agents making their headquarters here for the fruit season. These in turn had local agents at every shipping station, and the farmer handled his crop,

be it large or small, in his outhouse or cellar, hauled them in small lots to the shipping station, where the agent combined them in carload lots and forwarded to the consignee. The consignor heard no more of his goods for about four weeks when he received his account sales with a check for the net proceeds. This was a species of cooperation but the profits were all on one side. The transportation companies took a generous slice. The general agent took all his conscience would allow, and divided the pot among his sub-agents. They in turn provided for their subs.

"The greater fleas had lesser fleas upon their backs to bite 'em;  
The lesser fleas had smaller fleas, and so ad infinitum."

Then the consignee charged commission, insurance, brokerage, wharfage, lighterage, cartage, portage, and half a dozen other 'ages, or sometimes lumped them all in a lot as "our charges." The growers fretted long under this burden, but individually were helpless.

### MORE STORAGE NEEDED

Ten years ago the export reached 300,000 barrels, and a new system was inaugurated to meet the increased output. More storage room was needed, and the erection of frost-proof warehouses on the line of railway was begun. These were

built in some cases by English commission houses, some by local dealers, and some by the growers combining. Here large quantities of apples were collected, packed and shipped under a more uniform system. This, too, was a species of cooperation, but still did not put the profits in the right place. Once inaugurated, the warehouse system grew with astonishing rapidity. The farmer who a few years before was growing a few score or possibly a few hundred barrels, was now getting a thousand or thousands. He needed more frost proof storage and expert help for packing. In 1910 every station on the Dominion Atlantic Railway between Annapolis and Windsor had from one to six of these buildings, from 75 to 150 feet in length, and with storage capacity of from 5,000 to 15,000 barrels each. To these warehouses the fruit is brought as picked from the trees, and here gangs of skilled packers work by day, and in the rush seasons often by night, turning out carloads of straight lots uniformly and skillfully packed.

Another revolution quite as remarkable, has come in the past decade. Before the warehouse system was established, and farm packing was the rule, individual consigning was also the rule. In 1900 probably 75 per cent. of the output was consigned by the grower in small lots to the commission men. Now the universal tendency is to sell as picked, "tree run," as it is technically called, and in 1909 probably 75 per cent. of the crop was sold