

CO-OPERATION IN CANNING AND EVAPORATING.



WHETHER or not the canning industry in a community can be made to pay depends in large part upon the manner in which it is instituted and conducted. There is certainly room here for co-operation on the part of those who make a specialty of growing fruit and vegetables, but the wisest kind of judgment must be followed, and the best business management employed. Never has there been a time when the use of canned goods was more general than to-day. This mode of successfully preserving surplus fruits and vegetables at a time when there would otherwise be no adequate market for them, carries profit to an army of agriculturists. At the same time it benefits the consuming masses, providing desirable food products throughout the entire year at moderate cost.

That farmers may here successfully co-operate has been proved many times. For example, in one Connecticut town last season, two score farmers in this manner found a ready market for their product, which in turn was preserved in such unusually fine shape that the management readily sold all at figures decidedly above the market for ordinary canned goods. This factory, employs 80 to 100 people several months in the year, mostly members of farmers' families, and in September its weekly payroll was \$600. It puts up tomatoes, pickles, squash, onions, peppers, cauliflowers, apples and small fruits, the product last year including 20,000 cases of tomatoes (of 24 cans, each weighing three pounds), 1,200 bbls. catsup, 28,000 gals. of bottled preparations, and other stuff in proportion. The object is to make the best product possible, and farmers are encouraged to bring only choice vegetables and fruits to the factory. One man raised 1,213 bushels of first quality tomatoes on one acre, which, at 30c. per bushel, brought \$363.90, also 12 tons of squash from half an acre, at \$10 per ton.

We have consistently maintained, however, in former seasons, and again repeat it, that any community may well go slow about believing literally all the claims made by promoters, whose only purpose is to sell machinery and apparatus at high prices, perhaps loading down the local association with a burdensome debt sufficient to more than offset all profits for five years. There are plenty of reliable concerns with requisite machinery for a model canning plant, who will quote same, or erect and equip factories ready for use. Only use your judgment and avoid the impositions of those whose claims are not worthy of confidence. Evaporating of fruits and vegetables may also be done co-operatively, but usually it is better not to try to combine a cannary with an evaporating plant.

While considering the advisability of establishing a canning factory, do not lose sight of the market conditions in a broad sense. The fact must be recog-