Cooperative Cold Storage

By E. L. McCaskey.

OOPERATIVE enterprise among farmers may accomplish wonders; but before it can be of maximum benefit it must be broadened in its application. If cooperation is to reach out to the consumer or even to the retail grocer it must supply his wants 12 months in the year.

I do not need to describe the marketing system as it is at present. It is just a matter of dumping. Crops are rushed to market as soon as they are successfully harvested. No account is taken of the fact that while all of a crop may be marketed in a few weeks, its consumption extends

over 12 months. Even in the case of perishable products the marketing season is short compared with the season of consumption. In my studies of cooperation in Canada I fail to find that cooperative societies have done anything to cater to the demand of the consumers outside of the regular marketing season.

Here it is that the middleman finds his just excuse for existence. Take eggs, for instance. Eggs are produced largely in the spring months. Consumers use almost as many in the winter months as they do in the summer months. A cold storage man sin. He buys up the eggs when farmers are marketing them by the million, holds them over, and sells them when the actual production on the farms may be counted in thousands. By so doing he prevents a glut in the spring and keeps prices up to the producer. He prevents an egg famine in the winter and keeps prices down for the consumer. He renders a service all round. It is the same in the matter of fruit. Fruit is marketed in the fall and consumed in the year. The cold storage man carries fruit over and parcels it out to the retail dealers as consumers demand it.

COOPERATIVE COLD STORAGE.

If the cooperative society is more efficient than the apple buyer, then why should not a cooperative cold storage be more efficient than a cooperative cold storage? If we can afford to get together in societies to ship our fruit, poultry and eggs to the cold storage man, why not go a step further and hold that fruit, poultry, or eggs until it is needed by the retail dealer, thus eliminating another middleman.

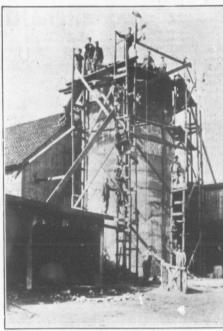
I am aware that I am here proposing a more advanced stage of cooperation than has yet been reached in Canada. The organization of a selling agency is comparatively simple. Little capital and only a medium amount of marketing ability are required. The cooperative cold storage is more complicated. It would require much capital and business ability of the first order to manage it. Still, it appeals to me that the cooperative cold storage would be a logical outgrowth of the cooperative marketing society.

Perhaps the cooperative fruit society is not large enough to build its own cold storage. The egg circles certainly could not afford such an Then why not community cold expenditure. storage? I would like to see it tried out in some community where there are several cooperative societies dealing in farm produce who could combine in building the cold storage warehouse, and I would suggest that the warehouse be run as a separate association, each different society

FARM AND DAIRY taking some stock at a fixed dividend, with provision for paying off the capital investment on the amortization plan.

CHANCES FOR PROFITABLE OPERATION.

One has only to compare the prices of eggs in April or May and again in November and December to realize the possibilities of profitable holding for winter market. With poultry it is the same way. Sometimes it threatens to be a glut and prices are at a minimum. At other times prices are fully 50 per cent. higher. Fancy bexed apples, which command only a fair price in the fall, might be sold on the winter market at a fancy price. It certainly would enable all



A Permanent Silo that Proved Its Right to the Tills This cement silo was erected in connection with the cattle barns at the Boys' School, Shawville, Que. Since its completion the barns adjoining have been burned to the ground and re-crected, but the same silo is still there and uninjured by the heat of the fire

societies involved to hold their perishable products in case of a glutted market to ship at a more favorable time or to hold until they had had an opportunity to look up a more favorable market.

Perhaps one of the greatest uses to which a community cold storage could be put would be for the pre-cooling of fruit, particularly early apples. Fruit packed directly from the tree, placed in the baskets when warm, and shipped to market is very subject to decay. The slightest bruise would be the ruin of the fruit. Where the fruit is taken directly from the tree or bush and cooled in the cold storage warehouse, decay is much less rapid and the fruit ships much

I don't expect to see community cold storage on an extensive scale in Canada for many years to come. I believe, however, that it will come as a follower up of the cooperative marketing societies that are becoming everywhere prominent.

Winning Out in the Farming Game James Jack, York Co., Ont.

HE best lawyer," an astute old Ontario barrister used to say, "is the lawyer

that wins most cases." The best farmer is the one who makes the very best of all the activities of his farm. The farmer must make profit along a number of lines or be in danger of go ing to the wall. That he may make progress along several lines is his guarantee against los and his assurance of success if he will but star out on his right of way till he wins out.

Here is an illustration: A farmer near Hamilton specializes in truck gardening and winter

buttermaking. The truck farming keeps him up to his limit during the summer months, but in the winter has the time to devote more especial to his buttermaking. His aim is sell only the best type of vegetable These must be of the right size and texture. Those that are not up to his standard are fed to his compoultry and hogs. The same applie to his grain. His grain is carefully screened and the best sold for fare prices either for seed or on the ma ket. With this money he purchase average grain for feed and this alm with his own average grain makes t his feed ration. Average grain as average vegetables do well enoufor feed, while a good profit is re ized by selling the grain and veg tables of the highest excellence. B his profit does not end there. The skim milk and the buttermilk from the buttermaking go for the feeding of hogs and calves and poultry.

WHERE THE FARMER PROFITS. The point that the farmer make is that he is careful to stay on a part of his job till he makes it m No by-products are allowed to go t waste. This farm is especially ada ed to gardening and dairyingparticular lines of activity select The main thought is to make the activities highly remunerative. the same time the side lines are a carefully guarded. All thought luck has been andoned, and a and energy put in their place.

Experience will suggest what sp lines the individual farmer may b adopt. Experience proves, too, the the side lines will pay for all care time expended upon them. Wh many of us fail is in not having stuff in us to stay at the work

hand till it yields a profit. For instance wi the rush of the seeding is on, the ten tion will be to get the seed in early at the pense of proper tillage. This is an old mistal but it always shows the folly of the farmer makes it. Seed that is "bogged in" or the bed that is ill prepared, will yield more oppointment than profit. While the season a great deal to do with the yield of a field is equally true that the farmer who works land thoroughly is almost sure of a fair of under any circumstances approaching the non and is in the way of a bumper crop when season is propitious.

SIDE LINES FOR PROFIT The farmer must push each branch of work to the winning of profits or go to the On no one line is he a large profit maker. I in mercantile lines may think otherwise, b facts are that the average farmer works

(Concluded on page 7)

August 13, 1914 Why Alfalfa

FEW years ago Farm in Easte is indefinite enough t desirable notoriety. their first serious atte I saw their field it black medick, pigeon weeds without number pleasure to inspect. not understand why th old me that he had w

ntil June 1st and the The mistake he mad ng. He should have or at least another s. have had an opportun give the alfalfa a pro ultivating the ground alfa is to kill weeds. he horse or cultivator but in giving the weeds he million and then k nother crop has start he ground again.

THE MATTER

| have heard this | ounds that the middle y and that seed sown minate. Last summ alton Co., Ont., where specialty. They were ding for the year, a July, and a dry seas he field and found that surface soil brought aking an ideal seed b tion had conserved a me farm they have a alfa in the spring wi e middle of July witho riably the best stand l er method.

It is always well to re ires more lime than a mer in Eastern Ontar ng ago, "This alfalfa ut it is not up to much a pretty sickly crop." ne belt. Part of his turally he couldn't grov ieve, though, that half te would have made l lfa advocate, as other c vorable. Aside from li milizing ingredient mo ould be supplied in the d phosphate if good al

WINTER K Winter killing usually c n of good drainage an alfa. Of course some er and alfalfa, and as ather, we will just have d make the best of it. hat report in a recent is: the visit of the editor s at Macdonald Colle d me to heartily end thed there-that Grimn alfa for this climate. In ved hardier than the great difficulty, hower , which sold for \$1 en at that price, however rs to secure a few pour rate of six to nine pot w their own seed from t hree years ago when i been entered for a prize