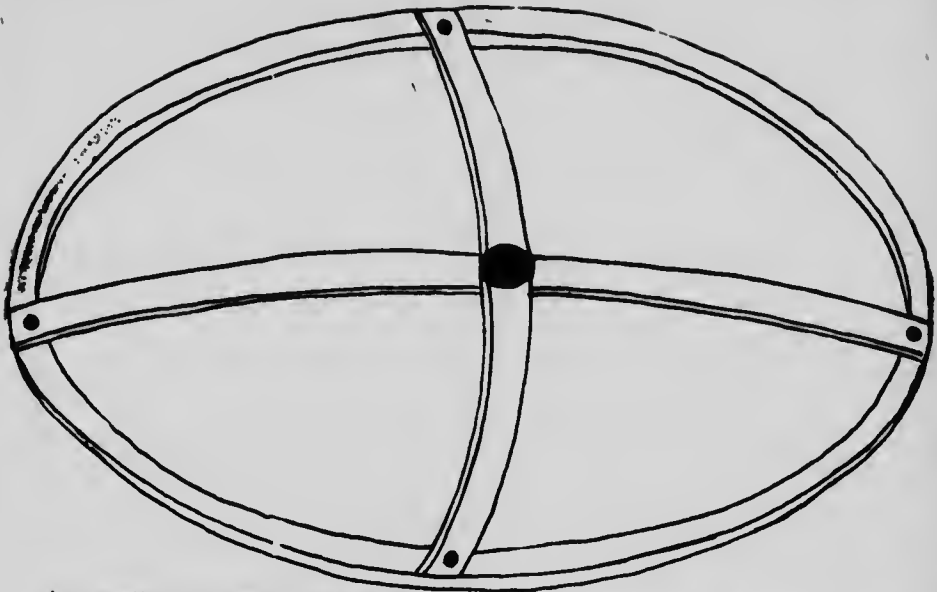




An excellent device for pressing the heads in apple barrels. The circle is a little smaller than the head of the barrel, and is made of iron, 1 in. wide and $\frac{1}{4}$ in. thick. The cross bars are made of heavy waggon spring steel. This enables the head to be put in place with the minimum amount of pressure on the head, and avoids bruising the fruit.

Packing in boxes requires more care than packing in barrels. For extra fancy fruit, it is well to line the inside of the box with fancy paper in order to present a better appearance when opened. Excelsior is often used in the top of the box, but it should be covered with paper to prevent the dust from settling among the apples. Place the first course by hand with stem end down. The remainder may be carefully poured in; but for the best results it is better to place all the fruit in layers, making sure that it is packed solidly. Place a piece of heavy paper on top of the fruit, press carefully, and nail the head on. If the fruit is properly packed it should require but little pressing to prevent the fruit from moving. The harder the fruit is pressed the greater the danger of bruising. Brand the box in accordance with the Fruit Marks Act. Always use stencils for branding. Pencil writing on a box is unsightly, and does not give the purchaser as good an impression as neat stenciling.

Some varieties, especially the softer ones, will bring better prices if each apple is wrapped in paper. The paper prevents the fruit from moving and becoming bruised and gives a finished appearance to the case. Only extra fancy fruit will pay for the additional cost of wrapping.

MARKETING.

In so far as commercial fruit growing is concerned, the business end of the enterprise, that of marketing the crop to the best advantage, is second in importance only to that of producing fruit of the best quality.