

As will be seen in our apple reports, the prospect for first class winter stock is brightening; indeed, has been good all along. It would appear that Europe could use our whole apple crop, if it were sent forward gradually, and not too rapidly. But our whole crop is not going forward. Much of it has already blown off and can only be sold as windfalls to evaporating factories at home; much is wasting in the orchards for want of hands to gather, or because the owner thinks the value so little, he will not bother with them.

Owing to these circumstances we are continuing to forward our apples direct to a British salesman, believing that there is more money in so doing than in selling at home at 50 cents a barrel. So far (October 22) we have received returns for about 200 barrels partly fall apples, and the average net price has been from \$1.00 to \$1.50 per barrel.

On October 20, a letter was received from the agent of the Canadian Government, who says:—

"Apples from Montreal have been selling at from ten shillings to twelve shillings a barrel at public auction. The English crop has been a total failure, and, in addition, recent storms have simply ruined the orchards. During the early part of this month the English crop must all be put on the market, as it will not keep, and later on prices will be better. There is just one thing to be remembered, that the demand is limited, and any extravagant shipments to load up the market will certainly be attended with loss. On no account must rubbish be sent, but the very best picked fruit."

About the same time we received from Montreal apple buyers, circulars such as the following:—

MONTREAL, October 17th, 1896.

APPLES.—The receipts have been very large, our own receipts being close to 1000 barrels per day. Yet, by push we have been enabled to sell most of these as they arrived. Prices have been good compared to other markets. The utter collapse of the English market and the great losses sustained by shippers there, has shut off all orders from the other side. Prices here rule steady. Best fancy winter apples, \$1.40 to \$1.75. Fair to good, \$1.10 to \$1.30. Culls, 80c, to \$1.00 per barrel. Good Spies, Greenings, Baldwins and Kings sell best.

We can use all the apples sent us, and you will get a great deal more money in return for your fruit from here than anywhere else.

MONTREAL, October 14th, 1896.

DEAR SIR.—We have several letters about the prospect of apples. It seems worse than when we issued our circular on September 5th. Demand here is very slow at \$1.00 to \$1.25 for medium to fine winter fruits; good red Snow apples, \$1.25. The British markets have been in a terrible state for the past two weeks, scarcely making freight on several lots, while good stock would scarcely pay for barrels. They claim this is owing to so much soft, poor stock being sent forward, which no doubt has had a lot to do with it; still we thought that, at moderate prices, they could have used even larger quantities than have gone forward. In this we have been disappointed; perhaps the lower prices will cause larger consumption now and results may be better, and there should be better demand here from this forward.

We advise shippers to ship only best fruit; buyers are very much more particular in a full market than when stock is scarce, even though they are paying next to nothing for it. We are situated to handle apples to the very best advantage; our representative is in Britain now, and if our friends leave their goods to our judgment, we shall do the best we can. We have sold all we could here lately, for we feared shipment across would make less money. Any shipper that may prefer to sell here, or to be shipped to Britain, give your orders and they will be carried out to the letter; but we think you had better leave it to us, for we have prices, quantities going forward, and all particulars every day.