

brokers in turn agreeing not to sell for anyone for a less commission than the brokers charge, viz., five per cent., plus eighteen cents a barrel, all the importers agreeing to abide by the same terms.

The Buyers' Association is composed of the wholesale men who buy the fruit in the sales room. These men contended in their own interests that no one but the original members should be admitted to the sales room without being elected by their association. Firms that are heavy buyers have repeatedly tried to get in but without avail. This is naturally so when these people are charging one to two shillings a barrel for buying. In consideration of their having the monopoly of the room they agree not to buy in any other auction room.

"These are indeed a splendid set of organizations, all so perfected as to absolutely assure their own interests. The importers to get the farmers to send the fruit to the market where it shall be doubly tolled by brokers and importers, and a third organization agreeing to buy the fruit providing no outsider is permitted to interfere with the prices. The parties naturally look with admiration on their splendid structure and the mill works well, netting the first two organizations five thousand dollars a day. These organizations do not look with favor on our cooperative organization for the simple reason that it seriously interferes with the working of their machine."

We have seriously interfered with this set of organizations. Last year they held a joint meeting and agreed to grant the United Fruit Companies special terms, which they assured us could be obtained

by no other shipper or combination of shippers. It was unnecessary, however, for us to accept their terms, as we found another way of marketing our apples in the north of England.

Fruit Inspection in the Prairie Provinces

G. W. Baxter, Chief Fruit Inspector for Eastern Ontario and Quebec

THE prairie provinces, extending from Port Arthur to the western boundary of Alberta and British Columbia, and from Edmonton to the international boundary, present exceptional features to the fruit inspector, as they are the main Canadian market for imported fruit, and therefore the market in which competition between American and Canadian fruit is most keen. The district is divided into nine sub-districts—Port Arthur, Winnipeg, Brandon, Regina, Medicine Hat, Lethbridge, Calgary, Edmonton and Saskatoon. A permanent inspector is located at Winnipeg, and one at Calgary, while temporary inspectors are stationed at the other points during the busy months between August and December.

Until apples commence to move in car-load lots, it is seldom necessary for the inspector to leave the central point, as practically all other varieties of fruit are diverged from these centres in less than car lots, and can be inspected before being re-shipped. Whenever possible, the wholesales have

cars consigned to the most convenient point and reshipped from there, as this means to them a saving of freight charges and a quicker delivery. The inspectors receive information as to the movement of these cars through the courtesy of the wholesalers, railway officials, and, in the case of imported fruit, from the customs official.

The Inspection and Sales Act does not require that fruit packed in "open" packages shall be graded. The only requirement is that it shall not be over-faced, and it is pleasing to note that the old custom of placing the larger and better fruit on the top and bottom of the package is practically a thing of the past.

The inspection of apples and pears constitute the greater portion of the work. These are practically all packed in "closed packages," which are required by the Act to be branded with the name and address of the packer, the variety of the fruit, and one of four grade marks: Fancy, No. 1, No. 2 and No. 3. The three former grades are defined in the Act and it is the duty



TEA ROOM WITH CONSERVATORY ATTACHMENT

ANY attractive, cozy room, providing it contains a tea table in a more or less out-of-the-way position, is eligible, so they say, to be called a tea room. The term it would seem is a broad one—its pleasurable inclusions many.

It happened that this particular tea room is so sunny with its group of long casement windows, that it might equally well be called a sun room.

Opening directly from it by glazed doors, is the plant and bloom-filled conservatory. In the centre is a fountain—

a choice one of rare treatment. The complete effect from the tea room is best described by the word, alluring.

But that isn't all—it's soothing, to tired nerves, is all that restful greenery with its spots of bloom color.

U-BAR GREENHOUSES
PIERSON U-BAR CO

ONE MADISON AVE. NEW YORK
CANADIAN OFFICE, 10 PHILIPS PLACE, MONTREAL

To daily chum with the plants and do little things for them, will turn many a lagging winter hour into quite the most joy-receiving one of the day.

All of which has much to do with the reason for our building so many conservatories.