

perfect fruit, of large size and excellent appearance; and that, therefore, only the most rigidly exclusive grading will result in the selection of such Canadian pears as will win a place in the esteem of the public, in competition with the shipments already familiar to them. One further fact is of importance, namely, that pears are sold individually or by the dozen, after passing through the hands of the importer and wholesaler; that each individual pear which comes from Canada is scrutinized first by the retailer, before being placed on show, and then by the consumer when it is purchased. The presence of a few pears in unsatisfactory condition reduces the retailer's profit, and as a consequence renders him less anxious to repeat orders for fruit from the same source. The Canadian exporter should therefore,—

1. Grade carefully so as to have only one size in a package, and to exclude rigidly all under-sized or defective fruits.

2. Pack carefully in uniform packages, plainly marked with the name and address of the shipper, the variety and grade of the fruit, the word 'Canada' always occupying a prominent position.

For further information regarding the British and European markets for Canadian fruit, the reader is referred to the evidence of Mr. W. A. MacKinnon, Chief of the Fruit Division, given before the Select Standing Committee on Agriculture and Colonization, in May, 1903. The evidence may be had free on application to the Fruit Division, Ottawa.

N.B.—No postage is required on letters addressed to the Fruit Division on official business.