

whenever it touches them they are killed. I used only the horse-power sprayer on them last season, but will try the knapsack or a barrel on the stone-boat this summer so as to get close under the trees and thus get all of them covered.

MARKETING.

The marketing of plums demands considerable attention. I have always followed the rule to pick only the plums that are ripe; that is, all that are finely colored but not soft. Pack into 12 quart baskets (some prefer 8-quart baskets) and ship to orders, which should be arranged ahead as much as possible. We pick off the same trees for from three to six days, and never send any but the best to market. Many growers pick their plums a week ahead of ripening, and pick all at once, putting on the market what is nothing but a miserable apology for a plum, the fruit being really not fit to eat. It is a shame, and certainly a great mistake from a business point of view, to put plums on the market in so green a condition as to be unfit to be used. You cannot sell your plums well if you pick them too green. If you have secured no regular customers to take your plums, send the fruit on to a reliable commission man (and there are many of them), who can be depended upon to do the very best for an equally reliable customer.

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