

Fourth lot, 60 packages, were sold at \$1.23 in London, and netted 64.7 cents in Grimsby; Fifth lot, 11 packages, were sold at \$1.90 in London, and netted \$1.34 in Grimsby; Sixth lot, 32 packages, were sold at \$1.07 in London, and netted 64 cents in Grimsby.

These differences seem inexplicable, but the correspondence and my reports from Grimsby and from our agent in London, indicated that every time when the pears were superior in quality, in size, and just right in condition, they fetched extreme prices and there was a great demand for them; whereas, when the pears were small in size or not in good condition, they struck a poor market. If you read the correspondence you would see the reason for the extreme differences in price in the same markets for fruit from the same shippers. Here are the returns from A. H. Pettit & Son; First lot 6 packages, were sold at \$1.59 in London, and netted \$1.14 in Grimsby; second lot 5 packages, were sold at \$1.22 in Manchester, and netted 83 cents in Grimsby; Third lot, 15 packages, were sold at \$1.21 in Bristol, and netted 72.6 cents in Grimsby; Fourth lot, 80 packages, were sold at \$1.14 in London, and netted 55.5 cents in Grimsby; Fifth lot, 242 packages, were sold at \$1.97 in London, and netted \$1.40 in Grimsby; Sixth lot, 132 packages, were sold at \$1.60 in London, and netted \$1.14 in Grimsby.

The larger the lots the better they sell. If I were to quote you all the large lots only I would give you the best prices in every market. I mean, an appreciable quantity will fetch higher prices in than five or six cases of a sort. All you want at this meeting are instances giving general information. I want to read a few letters in that connection. This is from the Consignee in Covent Garden, London, in regard to the size of pears: "We notice that most of your fruit is small. Now a small pear on this market does not sell well. It must be large, bold, clear

stuff. That is the reason of the success of California Pears." Now, that is the same firm that sold pears of ours later on at good prices when we sent what they wanted. "We think the size of pears you send should be no smaller than 60 or 62 in a case. When you get them up to 100 and 122 in a half bushel case, that is very small."

#### PROTECT THE FRIENDLY BIRDS

THE fruit grower is rightly indignant when at length after many years of careful cultivation and patient waiting he sees his first crop of beautiful cherries devoured by the Cedar Waxwing; but when he considers the benefit these birds confer, he should "forgive and forget." As advised on page 312, we should rather plant cherry trees purposely to grow food for them, and thus encourage them as helpers in our industry; for although they destroy great quantities of cherries, they are chiefly engaged in destroying insects, which if allowed to increase would be still more harmful. Forbes, in the report of Michigan State Horticultural Society, says, "This bird eats one hundred canker worms daily," and Beall, reporting for the United States Department of Agriculture, says, "The Cedar birds eat a certain amount of insect food at all times, when it can be obtained, and the greatest number of insects in the month of May, with a decrease during the succeeding months until September, when the percentage again rises, and that the young, while in the nest, are fed to a great extent on insect food."

#### OATS AS A COVER CROP

SINCE the great freeze of 1898, when whole orchards of fruit trees were destroyed and when nearly all the peach orchards in the County of Essex were killed at the root, unless some winter protection was given, the importance of cover crops has become more and more acknowledged