

tries furnishes a most interesting theme for study and investigation of methods and systems in comparison with those practised in America. London, the great distributing centre of England, and into whose markets the produce of the world finds its way, has two central markets, "Covent Garden" and "Spitalfields Market." The former, being older and larger, and situated in the heart of London, supplies a large portion of the inhabitants, including the *élite*. The latter is situated in the east part of the city and supplies the poorer classes of the great metropolis; and in times of glut or congestion of any product in the market is by far the better of the two. Both markets practice the same methods of buying and selling. Each is protected by a shed, covering several blocks, the space of which is divided into stalls, auction stands and temporary storerooms, every available foot of space being utilized. The curbing surrounding the market is lined with wagons from which produce is sold. The rent for wagon space averages about £1 per month, while in the interior, stall space rents as high as £5 per foot, the proceeds of which go into the city funds.

The markets open for the receiving of produce at 4 a.m.; and for the next two hours everything is astir getting things in readiness for the morning sales. Hundreds of wagons empty here their tons of produce. By six o'clock sales begin. The first visitors are the retail grocers from all parts of the city, who hurriedly purchase what their customers demand and rush back to business. Following these come the hotel stewards and boarding house agents. Between ten o'clock and noon the wealthier classes make their purchases. Succeeding them come the commission men, who deal largely with the outside trade.

The English market lacks the variety and taste of display characteristic of the typical American market. This is due to the conservative tastes and habits of the English people, and makes it one of the easiest markets to be supplied by the commission man or the producers. Fruits sent by cold storage and rapid transit from all parts of the Occident and Orient, packed and arranged in many ways, find their way into this market at seasons of the year when the home supply is exhausted, practically producing a continuous market the year round. The commission men are made up chiefly of Jews, who are thorough business men and excellent salesmen. Their busiest time is during the apple and potato season. Apples are disposed of in hundred and thousand barrel lots by auction sales. Sample barrels only are exhibited at the auction block. To the outside trade in the smaller cities and towns out of London sample baskets of fruit in stock are sent, by means of which the trade is enabled to purchase. Those seeking sales in the English market find that to receive the highest prices, uniformity of package, packed to suit the consumer, is the secret of success. The English buyer appreciates the attempt of the seller to establish a reputation by the shipping of first-class, graded goods, and never forgets either in price or patronage.

The city markets of continental Europe vary greatly. In some of the countries high types of markets may be found; but generally the opposite is the rule, and in many instances the methods employed seem indeed antiquated. In Holland the market gardens of the cities are on the docks bordering the canals passing through the streets. Produce is sold from these docks and from the boats. Market hours are from 4 a.m. to 10 a.m. All sales are made in a quiet way and with a lack of interest. While the fruit and vegetables are spotlessly clean, they are crudely exhibited, usually in second-hand baskets, barrels or crates, occasionally in piles in the bottoms of the boats. All flowers are most artistically arranged and find ready sales, as the Holland people are great lovers of flowers.

In the Austrian cities the markets are conducted in open squares set aside by the government. The produce is sheltered by small tents, awnings and huge umbrellas during the market season in spring, summer and fall. Warehouses and retail dealers consume the products in the winter. In Vienna tolls or fees are collected on all produce sold within the city limits. As the bulk of the fruit and vegetables is sold from wagons and temporary stands, order and display are practised but little. The hucksters' business is tremendous. It is estimated that at least one-third of the city's population is supplied with food by them. The apple shipments to the cities of Austria from the surrounding country are made chiefly in boxes, each specimen being wrapped in tissue paper. Only first-class fruit is shipped in this manner, from seven to eight hundred apples being placed in the box. Second-class stock is shipped in barrels, carefully graded and labeled.

The city markets of Italy are very unsystematically arranged; vegetables, fruits, wines, macaroni and cheese are exhibited in the same booth, giving an intermingling of odors. Yet in spite of this irregularity of arrangement, the Italian is noted for his wonderful methods of display in showing his products. Peaches, piums, prunes and grapes may be seen exhibited on fresh leaves and in baskets lined with cut tissue paper of different colors; onions braided into strands of corn husks, pyramids of "palmagean" and "switzer cheese"—all efforts being made to exhibit in as attractive a style as possible. This is a feature observed among the "Dagoes" in our own country who make our best hucksters and street vendors. From early morning until late in the evening, the Italian market is a continual babble. The produce found there is chiefly made up of home products, a large amount of which is shipped abroad.

The German markets are patterned quite extensively after the plans and methods of the English and French markets. They are very clean and systematically conducted.—Large quantities of foreign fruits of various kinds may be found at all times of the year in these markets, for Germany does not begin to produce fruit in sufficient quantities to supply the home demand.