

APPENDIX No. 5

A. Oh no, the grower does his own picking.

Q. That includes the cost of the box and the material, &c.

A. Yes, the material, paper, nails and handling.

Q. What does the box cost?

A. Fifteen cents.

Mr. WINSLOW.—That is, knocked down?

Mr. FOGGO.—Knocked down.

By Mr. Douglas:

Q. What is it made up?

A. It depends on the bulk you are handling, from $\frac{1}{4}$ of a cent to 2 cents more.

By the Chairman:

Q. Have you not a co-operative system there?

A. I am a member of a co-operative association.

Q. And you sell through that co-operative association?

A. The Co-operative Association packs and sells the fruit.

Q. Do they market it?

A. They market it but they do not sell direct to the consumer.

Q. That is the point. Don't you think it would be better if the Co-operative Association could deal directly with the consumer and handle the business at both ends?

A. I have already said that under present conditions I do not see how it would be possible to get the bulk of the crop direct to the consumer. Under present conditions it does not appear possible to cut out the middleman. There is no commercial business that I know of that is distributing stuff in such a way that it can get it direct to the consumer. It might be that were we organized in an absolutely perfect way, with cold storage and other facilities in the different markets, we might be able to come approximately near to what you suggest. In the meantime we cannot.

Q. Have you not cold storage at present?

A. We have no real cold storage system at present; we are making arrangements for providing cold storage to a certain extent. I may tell you that cold storage is going to tend to the betterment to a certain extent of existing conditions, but it is not going to advance us one step towards a true solution, or towards a real remedy, of the difficulties under which we suffer.

Q. If your Co-operative Association had a man, say in Winnipeg, and you were to ship the apples to him he could market them to the best advantage, and if necessary put them in cold storage.

A. But you see under present conditions there is the consigned stuff coming in. That has to be taken away and distributed at whatever it will return. If we were going to handle our stuff separate from that, or separate from the people who are handling that stuff, I am certain we would lose, and we would be worse off. We would lose the benefit of this jobbers' organization. If we had to distribute the stuff ourselves we would be meeting a stronger body than ourselves who, instead of drawing on us and taking and distributing the whole of our fruit as they do now, would simply fill in with more American stuff, which they would sell at whatever price they could get for it.

By Mr. Douglas:

Q. Has that demoralized the condition of affairs obtained in previous years?

A. To a certain extent.

Q. But not to the same extent?

A. No. As I have already told you, our crop in previous years was not a great one. On the other side, the conditions being the same, they have never until this year had a very big surplus crop to dispose of.