

Winnipeg should be a great shipping centre for Ontario fruits of all kinds. Strawberries are sold there by a commission firm at 18 cents a box. These berries come, we are informed, from Oregon. Berries from Ontario could be sold in Winnipeg with handsome profit at 10 cents a box. But before this can be done an opening must be made in the market against the active opposition of the aforementioned commission firm, a proper car must be found to carry the

berries thither, and the railway companies must be induced to build and to use this car.

What is true of berries is true of most other Ontario fruits; there should be an ever-increasing market in the west. Cooperation and patience in establishing the market, a little experimenting on cars for shipping, and a deal of suasion towards the railway companies, are necessary to the accomplishment of this important object.

FRUIT TRADE WITH THE WEST IN A CRITICAL CONDITION.

THE Fruit Division, Ottawa, gives out the following statement: Numerous requests have been received from Manitoba and the Northwest Territories for Ontario fruit of the best quality, put up in neat and attractive packages of the sort that western dealers prefer to handle. There are immense possibilities in this western trade for the Ontario fruit growers, but up-to-date methods of packing and shipping will have to be adopted at once, or the whole of this great and growing business will be captured by the Americans.

Fruit Inspector Philp, of Winnipeg, writes that matters have come to a critical stage, and that unless Ontario now makes a determined bid for the trade the market will be occupied almost exclusively by fruit from California, Oregon and British Columbia. In the case of apples, even Kansas and Missouri are likely to be strong competitors. According to Mr. Philp, the packages wanted in the Winnipeg market are the following: Early apples, the bushel box; pears, the half box, holding twenty pounds of wrapped fruit; peaches and plums, the crate holding four boxes, similar to those used by California shippers, and which are well known in all Canadian markets.

It is very important that Ontario shippers should realize the critical stage at which this trade has arrived, and that they should make a united effort to capture the western market, not only by perfecting the details of their own end of the business, but by taking up the matter of transportation with the express and railway companies in order to secure if possible a better and quicker service to Winnipeg. At present fruit is frequently forwarded by express from Toronto to Winnipeg via Smith's Falls, and even via Montreal, to connect with the through trains. The result is that the fruit is on the road from 18 to 24 hours longer than it would be if sent via North Bay, and consequently it does not arrive in Winnipeg in the best condition. If the carrying companies can be convinced that Ontario growers are prepared to maintain a steady shipment of fruit in modern packages, and not merely to send west the fruit that the east does not want, put up in all sorts of antiquated shapes, there is little doubt that adequate service will be provided at a rate which will compare favorably with that now enjoyed by Oregon and California shippers.