



Members of the United Fruit Companies, Ltd., of Nova Scotia, as They Gathered During the Summer for Their Two Days' Annual Meeting at Berwick, N. S.

be well packed, sound and healthy in every way. Apples with scab or diseased in any way will not be allowed into the country.

During the short season for Canadian and American apples on this market, a great many thousand boxes of Washington apples are sold. One firm alone handled fourteen thousand boxes, which consisted for the most part of Wine Saps, Rome Beauties, Jonathans, Spitzenbergs, these varieties being very popular. It is claimed that these apples mature more quickly than eastern Canadian apples and for that reason they arrive here at the end of October in much better condition than eastern apples do at the end of November. If apples from the State of Washington can be marketed to such good advantage it would seem that British Columbia fruit should also find a ready market. One dealer stated in an interview, "There is no reason why we should not be buying all our apples from British Columbia instead of from Washington."

The British Columbia packers know the conditions under which Washington fruit is packed for export, and the kinds mentioned will show them at once which of their own fruit would find a sale here. Some trial consignments to South Africa would surely create a demand for the high grade British Columbia boxed apple, which would mean a permanent market. If arrangements can be made for space in the cold storage chambers on the Canada-Cape steamers from Montreal, the British Columbia apple should be shipped across Canada in refrigerator cars for immediate transfer to the steamer. In connection with possible consignments to South Africa, there is on file at the Department of Trade and Commerce, Ottawa a list of firms who would give every attention to consignments.

The imports of fresh apples and pears from Canada by New Zealand during the last fiscal year were over double those of the preceding year, amounting to 715,167,

as compared with £7,293 in 1912-13. No other kinds of fruit were imported into New Zealand from Canada to any considerable extent.

Packages for marketing fruit should be procured in good time.

## Liverpool Sales Organizations\*

A. E. Adams, Sec'y, United Fruit Companies, Ltd.,  
Berwick, N. S.

COOPERATION lessens considerably the cost of getting our products to the consumer. Let me give just one illustration of the terrific toll that is being taken out of the fruit of the organized growers. At our annual meeting, Mr. J. N. Chute reported on conditions in Liverpool as follows:

"Liverpool presents problems totally different and much more difficult than London. Here are organized forces that are really formidable. Their rules and regulations have been framed entirely in their own interests and at the expense of the shipper.

"There are three associations, the broker's, the importer's and the buyer's. It is of course obvious that none of these associations look after the interests of the shippers. The various organizations are composed as follows: The Brokers' Association consist of some seven brokerage firms who own the building, and who being established for a great many years consider they have a monopoly of the fruit auctioneer business of Liverpool. They are very wealthy men and are willing to advance any amount of money to responsible men who can secure apples for them. They make a flat charge of two per cent on gross sales and fourteen cents a barrel.

"The Importers' Association is composed of men like Simon Shuttlesworth, Pritchard Hamilton and others, who go out to various countries and secure fruit. In consideration of the fact that the brokers advance the money with which these men conduct their business they are compelled to put all their fruit through the sales room, the

\*Extract from a paper read at the last annual convention of the Nova Scotia Fruit Growers' Association.

## Last Year's Prices for Nova Scotia's Fruit

The United Fruit Companies of Nova Scotia Ltd. obtained the following prices last year for the fruit handled for their members. The cost of handling the fruit by the Company was only four cents a barrel:

	No. 1	No. 2	Coop. No. 2	No. 3
Gravensteins, general average .....	\$3 26	\$2 83	\$1 50	\$1 11
Gravensteins, complete average .....	3 36	2 81	1 95	1 12
Blenheims .....	2 52	2 01	1 50	1 02
Ontario .....	2 22	1 75	1 20	1 15
Kings .....	2 84	2 32	2 10	1 35
Ribstons .....	2 03	1 75	1 00	70
Emperors, general average .....	2 60	2 10	1 53	1 14
Emperors, complete average .....	2 81	2 43	1 53	1 14
Wolf Rivers, general average .....	2 56	2 10	1 20	1 08
Wolf Rivers complete average .....	2 67	2 10	1 20	1 16
Pewaukee .....	2 20	1 70	1 68	1 30
Bishop Pippins .....	3 15	2 83	2 02	1 25
Greenings .....	3 00	2 42	1 65	1 31
Wealthy, general average .....	3 27	2 20	1 72	1 21
Wealthy, complete average .....	3 57	2 80	2 00	1 15
Wagners .....	3 05	2 42	1 72	1 25
Seeks .....	2 87	2 30	2 05	1 60
Talman Sweets .....	2 20	1 80	1 26	1 18
Pomme Gris .....	3 30	2 60	1 63	1 60
Red Starks .....	3 40	2 30	2 10	1 50
Starks .....	3 60	3 02	2 35	1 75
Mann .....	2 76	2 16	1 90	1 47
Vendevere .....	2 70	2 14	1 80	1 39
Golden Russets .....	4 60	3 80	3 10	2 55
Baldwins .....	3 51	2 80	2 20	1 60
Northern Spys .....	8 50	2 85	2 15	1 40
Red Russets .....	3 21	2 61	2 10	1 70
Fallawaters .....	3 10	2 54	2 00	1 60
Ganos .....	3 60	3 02	2 90	2 35
Ben Davis .....	3 51	2 83	2 43	1 74
Salomes .....	3 75	3 02	2 93	2 20
Coopers Market .....	4 00	3 50	3 30	2 60
Nonpareils .....	4 15	3 60	2 73	2 50