

Scotland, regarding the prospects of sending tomatoes to Glasgow profitably. On February 20, Mr. Findlay replied as follows:—

'I am in receipt of yours of the 21st ultimo regarding trying experimental shipments of tomatoes during the approaching summer season, to arrive from the middle to the end of August. I feel little or no profit would be gained on shipments reaching the Glasgow market at that period, as it is then the very height of the Scotch season, while the market is likewise handling heavy consignments from English, Guernsey (Channel Islands) and French growers. I have inquired the opinion of the leading fruit brokers and also of various large retail fruiterers in Glasgow, and all are unanimous in expressing their opinion against the venture being a profitable one, unless you can manage to get them forward to arrive about the middle of July or thereabout (or in the event of a partial failure in some of the producing centres).

'Regarding the size of the tomatoes, just now tomatoes of about five and a half to six and a half inches in circumference, and averaging about eight or nine to the pound are the ruling size, and I doubt if a smaller species would find a ready market in August, as then the Scotch are plentiful and quite half as large again, and smooth-skinned varieties.

'The popular colour on the Glasgow market is a deep red. Tomatoes which are more or less wrinkled do not sell freely here especially at that season. The packages most in vogue are square boxes containing about 12 to 15 pounds; one broker suggests 12 to 18 pounds, and in the event of the latter being adopted to have a division in the centre. The Canary Island shippers forward theirs in 12 pound boxes, four rows deep per box, and four boxes being strapped together down the ends, and as a box is required the connecting straps are sawn asunder, thus leaving the remainder still intact.

'The market here is supplied from May to October with Scotch, English, Channel Islands and French, and from November to April by Canary Island tomatoes.

'For your guidance I give you the wholesale prices generally ruling in August for the various countries' produce:—

'Scottish, 4d. to 5d.; English, 3d. to 4d.; Guernsey (Channel Islands), 2d. to 3d.; French, 1½d. to 2d. per lb. I also obtained the following average retail prices from the largest firm of retail fruiterers (Messrs. Malcolm Campbell & Co.), who are also importers:—May, 8d. per lb.; June, 6d. per lb.; July, 5d. per lb., and August, 3½d. per lb., for Scotch tomatoes. Perhaps these prices may be of service to you as to the possibility of profit at the lowest returns of, say, French produce.'

Notwithstanding the unfavourable prospect two special varieties of tomatoes were planted at the Experimental Farm and forwarded to Glasgow in four shipments which left Ottawa on September 3, 9, 16 and 23. The tomatoes were wrapped in tissue paper and packed in two tiers in boxes 5 x 11 x 20 inches, holding about 21 pounds net. The results were as follows:—

	Cases.	Amount Sold for.		Shipping and Selling Expenses.	
		\$	cts.	\$	cts.
Shipment No. 1.....	12	13	12	4	02
" " 2.....	14	8	50	4	20
" " 3.....	17	9	47	8	33
" " 4.....	11	4	00	3	19
Total .....	54	35	09	19	74

Average price sold for, 64 cents per case.