(Address by W. S. Blair at the Nova cotia Fruit Growers' Convention)

the face of it does not seem to be much, only one barrel to ten people, and expansion should be possible. In this connection it is well for us to remember that while we have in the Valley about 130,000 acres in apples, there is, according to the Ministry of Agriculture, 150,000 regular to the Ministry of Agriculture, acres in Great Britain or five acres to This russet apple seems to be increasing result. Undoubtedly the Crimson Gravevery one in the Valley. The average in popularity, colour is not looked for enstein and other highly colored fall pronuction is estimated at three tons in the russet apples and the fact that apples should go over in boxes, in fact per acre or 450,000 tons, approximately this apple is yielding in texture and does it is doubtful if they can be successfully six million barrels. So with home production, and importations there is a distribution equal to one barrel to four in its favor. soon as ours are out of the markets.

We have a very great advantage because of being near this great mar-ket, and it is safe to say we can keep in 1. Lack of care when harvesting. the apple business with profit longe than any other country because of thi fact alone. It would be folly, however for us to suppose that other barrel apple exporting centres of Canada and the United States will not quickly recover from this temporary shortage of crops. They will be strong competitors in the future without a doubt and we must be determined only by experimental work, prepared to give a little better attention and it would seem wise to take steps to the growing, handling and packing to solve this question and remove the of our fruit if we are to get all we should loss now resulting from "slacks."

to the packing house. This loss is not just due to one person lacking in efficiency it is because too many of us lack in efit is because too many of us lack in efficiency. Could we get it into our heads to handle our apples like eggs would mean more dollars to us as growers we could, because of this possible financial gain, do better than we do. That such financial gain is possible will be more apparent in years when we are faced by keen competition and it is for these periods that we should prepare ourselves.

The bulk of our fruit has a dull appearance, not the bright, highly finished look of that from many other places. This finished appearance may in a large

finished appearance may in a large

turity so evident on more inland grown

One of the objects of my visit to Great
Britain was to find out whether Nova
Scotian apples as at present packed are
likely, in the future, to return profitable
prices to the grower, Because other sections
have not had a surplus of barrel apples. have not had a surplus of barrel apples we now have. There is a lack of firmness to ship, the British market in this trade to much of our fruit which should be has been left almost entirely to Nova overcome and varieties having firmer Scotia. The small shipments sent from other sections were very closely watched to determine if possible just where improvements if any might be made.

When your fruit lands in Great Britform, and other than the Cox's Orange there is not as far as we can see the control of the shipment of the control of th when your fruit lands in Great Britain all of it is not just what you would wish it to be. The appearance is very often unattractive, both as to berrel and fruit, but fortunately the quality of the fruit, is satisfying to the consumer. You have had remarkably good distribution and the shipments to any other strain of this variety. We good distribution and the shipments to any other strain of this variety. We have not been more than the markets can hope for good prices for our fall.

Orange there is not as far as we can see qualities superior to the Bienneim, are in this we have had a similiar experience with the leading English sorts which have fruited at the Kentville Experimental Station. The Worchester Pearmain may be of some value for limited plantings as fall apple, it being of high color and of fair to good quality.

The box apple trade was given congood distribution and the shipments have not been more than the markets can hope for good prices for our fall readily use consequently prices remained uniformly good and will continue so until the balance is marketed.

The extent of the markets available in that country of some forty-five million, people may be better understood by a reference to importations which reference to importations which stand and for which good prices will trade has been large from British Columbia to the Ministry of Agriculalways be paid. The Wagner is probably and the Pacific States and will amount according to the Ministry of Agricul-according to the Ministry of Agricul-ture amounted to about 276,000 tons, one of the best apples but it does not or nearly four million barrels. This on entirely measure up to what we want, the face of it does not seem to be much. The Red Stark should be planted rather

people for the year. This importation is spread over the whole season, the apple from southern countries following stack. There does not appear to be Pacific province of Wealthy which little

2. Over-ripe fruit. 3. Faulty judgment when packing.
4. Rough or unnecessary handling during transportation.

5. Too deep tiering on ship.

6. Too high temperature during ship-

loss now resulting from "slacks."

om this market.

If we are to secure top prices an improvement in appearance is necessary. The offerings of Virginia, Maine State and Ontario apples in barrels was small to deed but when these were put up for the province of the fruit supplies from English sources with the hope of determining to what extent this increasing industry may from year affect our returns from fall the province of the fruit supplies from English sources with the hope of determining to what extent this increasing industry may from year affect our returns from fall the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the hope of determining the province of the fruit supplies from English sources with the hope of determining to what extent the province of the fruit supplies from English sources with the province of the fruit supplies from English sources ndeed, but when these were put up for shipments. As already stated there is sale there was no uncertainty as to pre-ference. Their superiority centred largely around appearance both as to color and English crop unless they are of high around appearance both as to color and freedom from bruises. We can improve overy much by giving more attention condition and are suitable for the fruit go the handling of our fruit. We sustain a great loss on the farm, on the road to the packing house. This loss is not just due to one person lacking in efficiency to ship fall apples, of the cooking class

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OUR APPLES IN THE MARKETS

measure be due to spraying with sulphur and not of high colour, to advantage.

It seems desirable that we should go there is little likelihood of one method years can we expect to profit from large averaging superior to the other. There shipments of fruit below the No. 1 and the conclusion that only on exceptional averaging superior to the other. There apples beyond that required for local markets, except of sorts which because

> grown fruit is not what one could call attractive nor is the quality in general attractive nor is the quality in general to our attractive nor is the quality in general very high, except in a few varieties of the fruit handler on the other side to have good fruit because he can build some do and some don't. Some hogs subjusted the control of the fruit handler on the other side to have good fruit because he can build some do and some don't. Some hogs subjusted the paper, read it for a few years do and some don't. Some hogs subjusted the paper, read it for a few years for nothing and then send it back to the publisher, marked "Refused." These hogs don't pay anything.

to probably a million boxes for this season The box apples seem to drift into a different trade from the barrel apple box and barrel fruit of good quality must result. Undoubtedly the Crimson Graving. The affect of shipping immatur box fruit was fully demonstrated durin any one cause alone for this, but many more than cleared expenses of transporta-factors may contribute. Briefly they tion. The Cox's Orange is a variety that we can hope to make more money out of in boxes than in barrels. On the whole there is some opportunity for more ex tended box shipments, but the bulk of the fruit we now have is more suitable

or the barrel trade. As to marketing there is little doubt but what the two systems, that of private sales and sales by auction work out to the advantage of the grower. If either method were adopted entirely results would not be so good. One method bal-

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seems to be the desire on the part of the No. 2 grades. various selling organizations to increase their trade, and no one realizes better than the English tradesman that to do this the best service possible to each and every shipment must be given. We should not lose sight of the fact that the prices returned are determined largely by the condition of the fruit offered, and any improvement in this respect must be to our advantage. It is to the to our advantage. It is to the advantage

shipments of fruit below the No. 1 and No. 2 grades. The No. 3 we know have returned good prices for the past two seasons, but a return to normal condition will prove that any gain from such ship ments will not be to the grower, and th more of this we can eliminate from our

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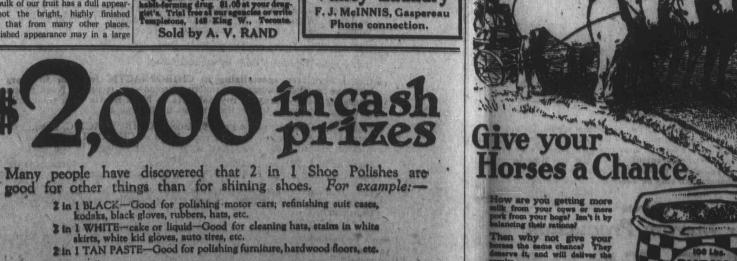
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No. 95 From Halifax, arrives 10.05 a.m. No. 98 From Yarmouth, arrives 3.20 p.m.

No. 97 From Halifax, arrives 6.17 p.m. No. 99 From Halifax (Tues. Pri., Sun.) arrives 12.18 a. m.

No. 100 From Yarmouth (Mon. Wed . Sat.), arrives 4.28 a m.



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