

## APPENDIX No. 5

*By Mr. Foster (Kings, N.S.):*

Q. Where was your market for the balance?

A. The home market, Sidney, Halifax, Newfoundland, New Brunswick and South Africa.

Q. Have you made much progress in the German markets yet?

A. Well, two years ago we put in over 200,000 barrels; last year we didn't do much.

Q. Was that trade satisfactory?

A. Very satisfactory.

Q. What, in your judgment, is needed in order to develop the German trade?

A. I think we want nothing but good apples, and with the duty off as it is now it is very satisfactory.

Q. How about the facilities for transportation from Halifax or St. John?

A. We are handicapped there, we have no direct service, we have to ship via London.

Q. That is a handicap. Has a representative of the Co-operative Companies ever been sent over to the German market?

A. Yes, one went over there this fall.

*By Mr. Douglas:*

Q. Do you not think it would pay you to cultivate the home market?

A. Sure, that is a very important market.

*By Mr. Best:*

Q. Would it not improve the apple industry if you insisted upon the members of the co-operative societies spraying and pruning and fertilizing their orchards, that is the way we do in my country, a man should not be a member of a co-operative society unless he agrees to do that.

A. Yes, that is a strong point, that should be emphasized, and it should be made a by-law in every co-operative company.

Q. Have you any inspectors in your company?

A. Yes, we have our own inspectors; you must remember this is only our second year in this business and all these points are being taken up and approved of. Some of these companies have by-laws providing that no person can be a member unless he sprays, and of course thinning and pruning comes in also.

*By Mr. Foster (Kings, N.S.):*

Q. Do you think that with so many inspectors there is uniformity of standard, particularly between the Government Inspector and the Inspector of your Company?

A. Yes, we have no complaint in that connection, the Government inspectors are doing good work for us. With regard to their standard we do not think it is quite as good or as high as that of our own inspectors.

Q. You do not think it is quite as high?

A. No.

Q. You mean that you are working under a different rule, not following closely the Fruit Marks Act?

A. We are trying to improve on it if we can.

Q. You are trying to make it better; whereas the Government Inspectors are simply fulfilling the conditions required by the Act you are giving full measure and running over?

A. When we are sorting the Gravensteins we put absolutely clean fruit for No. 1, the Government standard is 90 per cent clear of spot, worm holes or other defect.

Q. Do you hear any criticism against the Government Inspectors that they are trying to force farmers outside the co-operative societies to join those societies by means of a strict observance of the Fruit Marks Act?