

expert is of opinion that our plums will not carry in carload lots. If, however, it is decided to make up a carload lot, the services of Mr. Bassford, Californian expert, are at your command by wiring me. Of course you will understand that, after Mr. Bassford's decision *re* condition of fruit on account of weather, this committee is not prepared to guarantee a minimum price, as originally proposed.

“W. H. HAYWARD,

“*Sec. Ex. Com., F. G. A.*”

To this circular we had no answer, accepting the services of Mr. Bassford. I might, perhaps, conclude this part of the subject by saying that your Committee were unanimous in their decision not to send the car. It was a great disappointment to us, and I believe a disappointment to the fruit growers generally, but such a wet season has not been experienced for years; for not only did the fruit industry suffer, but the grain crops were in many localities greatly injured; and even supposing that we had decided to send the car, we should, I believe, have found an insuperable difficulty in the fact that the grain and the fruit would have required attention at the same time and during the first spell of fine weather.

Before taking a survey of the future, I would like to thank several gentlemen who have particularly helped us in our work, and have shown such a kindly spirit towards the interests of the fruit growers generally that I think they may well be counted on as helpers for the future, if so be that the Association should consider it wise to keep on and not turn back. They are—

Hon. Mr. Cotton, who has throughout taken a deep interest in the work in hand.

Mr. Allan Cameron, traffic manager of the C. P. R., who did all in his power to make the work a success, by granting free passes to the expert and to Mr. Wilson.

Mr. J. J. Mulhall, manager of Cold Storage, at New Westminster, who, in our interview with him prior to the beginning of the fruit season, promised us his aid in the icing and storage of the fruit while waiting for shipment.

And last, but by no means the least, our friend Mr. R. M. Palmer, who from first to last has taken an active interest in the work, and without whose aid I fear what has been done would have been greatly lessened.

We owe these gentlemen, one and all, a hearty vote of thanks, and for myself I take this opportunity of personally thanking Mr. Palmer for his ever-ready aid.

Now, taking a survey of the past and looking out for the future of the plum industry of our Province, we find—

1. That the art of fruit packing, as it is understood in California, is not practised generally in British Columbia.

2. That the shipping of fruit in carload lots, including the refrigerating of the cars, is and has been quite imperfect.

3. That the methods of distribution of fruit in distant markets require more consideration.

4. That the methods regarding the above three points have been adopted in California only after long and costly experience, and to-day represent the utmost of knowledge existent in regard to shipping fruit.

5. That as in all probability there will be heavy crops of soft fruits, especially plums, this season, and that while we may reckon on good home demand, yet, if the bulk of the fruit is thrown on the home market there will be a demoralization of prices.

6. That in that case, express shipments cannot be relied on altogether, as prices may go to a figure which would leave nothing to the grower.

7. That in that case the conclusion is forced upon us, that car-lot shipments, through regular trade channels, must come to afford relief.

8. That the efforts of growers should be concentrated on the making up of car-lots of fruit, thoroughly good and well-packed, to compete with California and Oregon fruit on equal terms.

9. That the efforts of the Fruit Growers' Association might with advantage be continued along the same lines.

This survey must in no sense be taken as an arbitrary statement of affairs of the fruit growers, but is put forward to invite criticism and suggestions as to the problems to be dealt with, and with the certain knowledge that no system, however good, can succeed without the earnest support and confidence of the fruit growers generally.

W. H. HAYWARD, *Sec. of Committee.*