

mer pear ; no pear can take its place while it is in the market, but we doubt the wisdom of planting it for export. We have tried several shipments of it every year for five years past, and failure has resulted more often than success. Under ordinary conditions failure is certain ; but, if a low temperature can be guaranteed from start to finish, success is probable or almost certain. Last September, for example, we forwarded 1120 cases of Bartletts to Glasgow for our shipping company, and the loss, considering our markets here, was nearly \$1 a case, and all without government guarantee. The

trouble seems to have been a defective link in the cold storage chain.

But when we forwarded firmer varieties, such as Duchess, Anjou, Louise, Bosc or Clairgeau, success and satisfactory returns usually followed. Such varieties as these, therefore, should form the principal part of all large commercial orchards.

A neighbor, Mr. D. J. McKinnon, has shown his confidence in commercial pear growing by planting out 9000 trees of such varieties, and he is maintaining them at a large expense of cultivation, with an assurance that he is making a safe investment.

MARKETING PEARS.

 THE methods used in marketing pears vary so greatly in different parts of the country that it would be impossible to describe them all in detail here. The season of the year, whether summer or winter, the distance from market, the purpose for which the fruit is intended, as well as many other conditions peculiar to the markets of different cities, all have their effect in determining the methods used by the successful pear grower. The California grower packs his pears, mostly wrapped in paper, in neatly constructed boxes, shipping them in carload lots to New York, Boston, or other eastern cities, or perhaps to London. The fruit is sorted and packed directly after it is picked from the trees, and is expected to ripen in transit and open up in prime condition for eating 3,000 miles or more from the orchard. The grower of the Le Conte and Kieffer pear in the Gulf States also packs his fruit in wholesale methods, using barrels or boxes, and ships it in car lots or sometimes even in train lots, to northern cities. On the other hand, the

Eastern gardener may ripen up a few bushels in his house and deliver them direct to his retail or wholesale customers. Large quantities of pears are consumed by the canneries, both on the Pacific Coast and in the Eastern States. The large crop of Kieffers, which is now getting to be such an important factor in the pear market of Eastern cities during the autumn months, is very largely taken up by the canneries, especially in Baltimore, and the trade in canned Kieffer pears is very rapidly increasing. For the canning trade the pears are almost always shipped in baskets of the type of the Maryland and Delaware peach basket, and the baskets are generally returned to the grower to be used over and over again. The price is often as low as 15 to 20 cents a half-bushel basket, and 25 to 30 cents is considered a good price. At this price Kieffer pear growing is immensely profitable. This can be readily understood when we realize that the yield is often more than 1,000 baskets per acre.—*Year Book of Department of Agriculture.*