

as a miscellaneous lot of sizes and shapes are used, growers can never expect to make sales f. o. b. by the box. This is the hope of our business, for with well defined grades, so that a distant buyer can know just what quality he is buying, and a uniform box and uniformity in style of packing, there is no reason why such sales should not be made, instead of the present ruinous method of consignment, leaving the distant buyer to put his own price on the fruit when it has, perhaps, crossed the sea.

A year ago I sold to a first-class house in Paris, France, a lot of my XXX boxed apples, Baldwins and Spys, at \$1.72 delivered in Montreal. I had an enquiry again last year from the same house, but the excessive foreign crop prevented the deal. However, this points out the proper method of sale, and every means to that end should be encouraged.

I am inclined to think the penalty, 25 cents a box, too high, for the box itself only costs about 10 or 12 cents, and the size is only one bushel, which often sells in our own markets for about 25 cents. According to this section, if a man

were by mistake to use a box varying ever so slightly from the measurements, and were shipping in thousand lots, his fine would amount to hundreds of dollars.

Dishonest Packing

The practice of topping or over-facing and dishonest packing of fruit generally is thus referred to in the Market Growers' Gazette, London, England.

"Honest packing is undoubtedly the keynote of the success obtained by the Canadian, Nova Scotian and French products. Salesmen have many classes of buyers to deal with, and if growers wish to reach the best buyers they must pack the best quality, for no buyers of first-class fruit will be deluded, at any rate twice, into buying a top layer of the finest fruit with nothing but inferior stuff below.

"If this secondary fruit had been carefully and fairly packed and sent separately, another class of buyer, the largest one, would have purchased it. This would mean much quicker sales, and for the whole consignment a better price. It does not follow that because a buyer should pack as though he had a conscience he should pack without using his intelligence.

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