

The PRESIDENT—It is all cash to the shipper; but they sell on credit to some extent. Of course we lose on that. The commission men who sell our cargoes give a month to three months' credit. That is a point against us again. We should try and pass by some of these middlemen. Where I made the best sales I made them direct to the retail dealers. I had no trouble in large cities in selling direct to the retail dealer 500 and 1,000 barrels; and if I dealt fairly with him on one cargo, and gave him a brand that came up to the representation, I was perfectly prepared to sell to him again. That is why I impress on you to establish a brand and be particularly careful that you are never under that brand. Let it be a little better than your representations, if possible, but never under. Once they have established confidence in you they will buy here free on board; they are willing to trust you then because they have tested you.

Mr. A. ALEXANDER (Hamilton)—In a conference of fruit growers held in Crystal Palace, London, last September, this point was taken by Mr. Rivers—son of the celebrated Mr. Rivers—that the fruit should be graded in three classes: choice, fine and ordinary. They referred to the brands on butter, and the confidence they gave dealers at a distance in ordering. The members of this association should come to some understanding about this matter of branding. The dealers and merchants who sell the fruit will then know exactly what they are getting when they order, and by the publishing of fruit lists and prices they know exactly what the prices are. Then, would it not be possible for our fruit growers to have some co-operative agency in one or two of the principal centres in Britain where this fruit might be sent, with this brand upon it—put under the supervision of an inspector appointed for the purpose? The fruit growing interest of Ontario is of sufficient importance for this association, even if they asked Government aid for it, to have three or four inspectors to brand fruit as marked by the growers. At a conference held in Cheswick in connection with the Royal Horticultural Society nearly all came to the same conclusion in reference to this matter of fruit. As to farmers growing too many varieties, they suggested that the farmers or growers should combine and furnish the same kind of apple, so that it would be worth while for buyers to go into the district and buy. Let every grower be his own inspector, like Mr. Woolverton, until others are appointed, and brand their fruit so as to inspire confidence of British buyers.

Mr. DEMPSEY—We never need fear English competition, because the varieties of apples they are compelled to grow in their orchards are, strictly speaking, the most hardy varieties, and generally the variety that is inferior in quality, and they calculate on Covent Garden market about a shilling a bushel. The high prices—eight to ten shillings—are generally for apples grown in gentlemen's gardens by their gardeners. I have seen English apples sold for one shilling a bushel, and ours right beside them selling for 21 shillings a barrel. The English buyers admit the great superiority of our fruit over theirs.

Mr. SAMUEL BRIGGS (Hamilton)—I was over in England at the time of the Colonial Exhibition, and I don't think the English people were more astonished at anything that we showed than the fruit. Mr. White, of Covent Garden, a commission agent, told me: "I must tell you one thing, that you Canadians and Americans make a great mistake in sending fruit over here sometimes. We can't depend on it. Sometimes we get a good lot; sometimes we get a very inferior lot. If we could only impress on the shippers of Canada not to send anything over here but good, first class, A 1, we could always get good prices for it, and there would be no difficulty in selling any quantity."

CHRYSANTHEMUM GROWING.

Mr. J. A. MORTON (Wingham) gave the following address:

In the absence of the gentleman whose name appears on the programme in connection with this subject, I feel constrained to make a few remarks; not that the subject will be better treated by me, but in the hope that in the relation of my experience some hints of use to those who may have attended this evening's session in the expecta-