

if it is not tight and solid these apples will roll and bruise themselves until they come to be discolored with the rolling that they have had, therefore the barrels must necessarily be packed tightly so that they will hold without any movement at all of the fruit. That in itself destroys or disfigures a large number of apples, particularly adjoining the pressed end of the barrel. We have tried to overcome that. We have tried excelsior from Nova Scotia, and sometimes when the apple was decayed this excelsior got mixed up through the fruit, or sometimes when the fruit sweated, as it will sweat in barrels, this excelsior broke up first when it was dry and brittle and settled down through the barrels and this sweating made it adhere to the apples, and when they were turned out nearly every apple had to be rubbed off before it presented anything like a decent marketable appearance. We tried putting in paper heads, that is, I had some heads made about a quarter of an inch thick from paper pulp. These I got from Maine, and we had these put in barrels so as to prevent the necessity of too heavy pressure, and as the fruit shrunk or any of them decayed the paper itself would gradually press out again and hold the fruit in its place, thereby saving some of that loss which is necessarily entailed when the apples are pressed in without any heads. However, I have not found anything that I think is really practical. Paper boxes, that is, paper pulp boxes made with round edges, that is, pressed in squares, possibly will take the place, but I don't think we have yet got to that point where we can produce a paper box which will enable us to lay the apples down at the least possible expense in the Old Country—the box will cost too much money, something the same as our wooden boxes. We want to get a package which we will be able to sell there for some other purpose if we can. Second-hand barrels with the heads on, sell at about sixpence each, and that in a measure is taken into account when a man is buying the barrels—he knows when he turns out the barrel he can get sixpence for it. Then again, in the shipping of our apples there are faults in handling by the transportation companies. Apples are not handled very often as they ought to be handled. We have fought against them on this side and on the other side, claiming that they have not the right to handle the fruit in the way it was handled. I believe that now, through constant contention and striving with them, our steamship people are doing better than they have ever done before. I have myself stood on the bottom of a gangway and defied them to let the fruit down, so long as I stood there, in the way they were letting them down. They were letting a barrel slide down twenty-five feet, and I have seen them go down with a chuck that would burst the heads right out. After having a meeting of shipowners we have shown them that their interests as well as our interests and those of the producers on this side were intimately connected, and that they could not destroy the fruit in that way without injuring themselves; and we all know that the nearest way to get at a man's care of anything that we have to entrust to him is to get at him through his pocket. (Hear, hear.) He is more apt to respond to anything that is in his interest. I believe the steamship company now feel that, and in the last five or six years our trade has been handled better than ever before, and I believe that they will do anything in reason. That they will give us special space I cannot expect, because our export trade is of such short life that they cannot afford to put upon the route steamers fitted up for our trade. You could not ask them to do that; it is too expensive to run a steamer for three months and lay it up for the other part of the year. If anyone has an interest in steamers he will know how expensive it is and we cannot ask them unreasonable things. I would, however, ask and do ask that they would not put our fruit into a vessel which is unsuitable for carrying fruit. Many steamers have gone out with ten or fifteen thousand barrels of apples that have not capacity for more than seven. I have lost thousands of dollars for that reason, but the fruit was there and had to go some way, for we were afraid of frost at this end and our time was limited. In regard to the hope of putting on the English market our grapes, pears and plums, I would say at present I do not believe we can produce a grape that is going to meet with the requirements of the British public. They want a meaty grape, with less seed, and a grape that they can masticate. They bite their grapes and chew them; they masticate their food. They are not satisfied to swallow pits and pulp all in a lump. There are peculiar flavors about our grapes, so that it seems the taste has to be educated. We have grapes there that come from Lisbon and parts of France which meet the require-