

a big price, thinking the scarcity and looks will sell it, not stopping to think or seeming to care about its effects upon the stomachs of the consumers or upon their own reputation as fruit growers. They remind me of a story I heard at a fruit growers' meeting in Rochester about a down east Yankee who was pretty sharp and had taken advantage of some of his neighbors in sundry horse trades and other deals, and among others had cheated a fellow by the name of Jones. It happened there was a protracted meeting in the place and a good many were converted, and among the rest this sharp Yankee saw the error of his ways and professed conversion. One night he got up in the meeting and told the brethren that he knew he had been a great sinner, but he was going to do better and if he had wronged any of them he asked their forgiveness, and if they would come to him he would make restitution. Next morning Jones was at his house long before daylight and rapped at the door. The man wanted to know what was up and what he wanted so early. "Wal," says Jones, "you know what you promised last night in the meetin', you said as how you was goin' to pay all of us fellows back you had cheated and I thought I'd get here 'arly, for I knowed there would be a terrible rush." These fruit growers think there is going to be a terrible rush and the market will be glutted and they want to get there first. The consumer buys it because it is the first in the market, takes it home before he has a chance to test it, and is disgusted with it. The children, who are willing to eat anything that is fruit, devour it, and there is a sleepless night and perhaps a doctor's bill to pay. In consequence that man does not bring home any more fruit for a month. This class of fruit is not ordered from the grower by dealers who have any regard for their reputation, but is consigned by him to commission men who generally sell it to retailers, who dispose of it to consumers. I have corresponded with some of the leading commission men in London, Toronto, Ottawa and Montreal, and they all admit that it is an evil and hurts the market for better fruit; but they say it is a difficult question to deal with. They admit there are tons of grapes sold every year at high prices that are not fit to eat. People buy them because they are first in the market, but the retailers say they seldom come back for the second lot. The commission men of course do not like to refuse to handle this early fruit, for if they did they would lose the handling of the remainder of the crops, and it often sells at high prices and they make a corresponding profit. Nevertheless one of them told me he frequently had losses in handling it. His customers would come back after he had made returns to the grower complaining of its rotting on their hands and he had to help make good their loss. The only remedy suggested by them is from one who thinks the commission men should combine and refuse to handle it and thus drive it from the market. I leave the question with you, trusting some way may be devised to remedy the evil.

The SECRETARY: I think the evil of selling frozen grapes should be included with that of selling immature fruit. They were hurried into the markets, and people who tasted them did not want any more, and people who had stored good grapes in their cellars found no sale for them.

Mr. McNEILL: This matter of selling green and frozen and immature fruit is doing a great deal of damage to the fruit grower, but the remedy suggested is only a partial one, though not altogether ineffective. Another partial remedy may be had in the matter of co-operative selling. It appears to me that in Ontario we are a little behind the times in selling our fruits; and many of these evils might be remedied if we could go in for some system such as is working on the other side of the line. Instead of shipping individually, if it were possible to ship co-operatively, and thus secure some union, the temptation to ship green fruit would be removed. Just so long as there is competition, immature fruit will be put on the market, because the man who ships the first fruit gets the highest price, and therefore he considers it essential that he should have fruit from his own orchard. I have orders for grapes every year if I can put them in at a certain date, and with the invoices of my first shipments I always say: "This fruit is not matured, and does not represent the quality of our grapes;" but I cannot afford to refuse to sell green fruit. We all do it; everybody does it. If people can get a colored fruit that looks all right they want it, and there is not a shipper among us that does not do it. The best price I get is from this immature fruit. We pick just as soon as it gets black, and

we have a
am satisfi
if I can pu
where the
we could n
to remove
in the ship
crop as wel
ways for m
off, because
would be in
pay any inc
Fruit Comp
in different
ing that th
of the mark
other fruits
growers her
composed o
to bear upo
which they
out appoint
they should
is not advan
but in some
grape distri
satisfactorily
representati

Mr. W.
in fruit grow
we can say s

Mr. L.
of our Societ
and fruit gro
storage hous
sent out und
those things
that we must
he will rise a
has to go dee

Mr. CA
growers find
stand for a f
men do not g
picked before
if picked bef
for canning p
They come in
of the latter
it. Mr. Orr
much better.
moist atmo
is a question
afraid to leav
are ripe, beca
cannot ship ap