

THE PRESIDENT'S ADDRESS.

BY MURRAY PETTIT, WINONA, ONTARIO.

Again we are permitted to meet and extend to each one that friendly greeting we owe to each other as horticulturists. All are interested in one common and grand industry, that of horticulture in all its various branches, an association less selfish than any other association, having only as our object the benefit of mankind, the building up of the Province in which we live, and the health and wealth of its people; for health is wealth. What association is to-day laboring more earnestly for this than the society of which you and I have the honor to be members, by encouraging the growing of fruits, flowers and vegetables, and ever advocating the doctrine that every land-owner in this Province, no matter how small, can have a fruit, flower and vegetable garden, thereby bringing health and happiness to his family? What is more elevating to humanity than the outgrowth of our industry? What more advances the wealth of our Province than the work in which we are engaged? What to-day has placed our beloved Province more in advance of the other provinces than the fact that fruit growing has become a success in all her borders, largely through the work of this Association?

Now that every home in our land can be fully and cheaply supplied with fruit, and an abundance for export, should we not turn our attention more fully and earnestly to better means of transportation and development of markets? The abundant crop and low prices of the past season warn us of the danger of over-production. When we consider the fact that hundreds, if not thousands, of acres are yet to come into bearing, this is a question of great importance to the fruit growers of the Province of Ontario. Apple culture has engaged the attention of our association, at their annual meetings, for the last thirty years, new varieties continually claiming our attention, but it would appear to me that the time has fully come when the question of transportation and the development of new markets should engage our careful consideration. While we claim to be a progressive association, and welcome the advent of new additions to the already large list of choice varieties, we might now leave their development to our fruit experiment stations, where their true value, hardiness, productiveness, and quality, as well as their adaptability as to locality and soil, might be fully tested, and not, in our ambition to secure a mine of wealth in some new and untried variety, forget that almost millions of barrels are being produced now of exceedingly fine quality, the value of which might be enormously increased could we place them upon the markets of the world in proper condition and at reasonable cost. Thousands upon thousands of barrels this year are scarcely bringing freight and commission charges in the British market, and we ask ourselves can it be possible that after subsidizing railways and steamships for the transportation of our products we are now called upon to pay the total value of the product to these companies to carry them to their destination, or does the fault lie at the other end? That part of the transaction we do not see. Reports as to the prospects that reach us are very encouraging, but returns are most discouraging. Much fault is laid at the door of the packer, but this I cannot endorse as being general. We have before us to-day an object lesson, and one we might carefully study for our future guidance. Large quantities of choice apples wasted in the orchards. "Why?" Because of doubt and uncertainty in regard to the system of marketing on the other side, and, to add to the doubt, the increase in freight rates, which are usually made when the quantity to go forward is large. Let us analyse the matter as it has stood with many a shipper this season. Freight from, say Toronto to Liverpool, \$1.07½ per bbl. by the car load; insurance, say 3c per bbl.; cable charges, 1c per bbl.; receiving, delivering, and sale expenses, etc., 18c per bbl.; commission, 5 per cent., this year, on selling price of say 8s. per bbl., 10c, and he has the respectable sum of \$1.40 against him. Now, out of the small balance of 52c in his favor, there is one barrel to pay for, 28c; picking, 10c; packing, 10c; cartage, well, we will only charge half what they do on the other side, because we can do it ourselves, 5c, and we will throw in small items, such as nails, postage, telegrams, stationery, etc., for the sake of doing business with those large receiving firms in the Old Country, always remembering the

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