

The coming fruit grower will plant varieties that will yield large crops suitable to the demands of consumers. Let us hope that the coming consumer will be educated to consider quality in making his purchases. To get the required varieties the grower will deal directly with responsible nursery men. He will when the fruit is produced hold that responsible nursery man to strict account for wrong fruit trees or plants furnished to him. The discouragements of present growers along this line should suffice for several generations.

The fruit itself will be reformed. The poorer samples will not cluster in the lower portions of the packages while their fairer friends are pushed up to the top. By some method of inspection or rejection the coming fruit will be what it seems.

The fruit commission-man will be reformed or extirpated. Growers cannot much longer produce fruit to increase the joys of express companies and commission men. The beautiful fruit which it has taken a lot of pickers' hours to prepare in good shape for transport is now shamefully and hopelessly bruised by express men in a few moments. Cheaper, better and more varied means of transportation we must have. When the future trolleys permeate our country in all directions reaching many villages and country places, fruit will be better distributed. How many farmers in the clay portions of Lincoln and Welland are supplied with peaches and many other fruits that are almost or altogether going to waste in the fruit growing sections.

We do not now reach the large home market in our own counties. In many of our counties there is no large production of the fruits generally. Their townspeople pay a pretty good price for the well bruised result of the express man's energy, while we pay him a high price for bruising it.

In the rural sections of much of Ontario where at least during the summer months fruit should constantly appear on the tables it is rarely seen. When the future farmer lives up to his best interests in this connection there will be a marvellous expansion of the home market. The commission man ought to become a direct buyer. In time his agents will meet the fruit growers at the stations and buy directly. Near the large American cities this system is in vogue. Growers there have had their fill of the commission business. We have had our fill. Emptiness is perhaps the proper word. The other fellows have been filled at our expense.

The coming fruit grower will recognize four principal points of the compass. The present one knows only three—east, west and north. He has not learned that there is a south which shelters millions of trained fruit eaters who, after their own season has passed, must get fruit from the north. The idea that southern fruit may find a northern demand is already well understood. The idea that later northern fruit may find a southern demand has not penetrated the cranium of the Canadian fruit grower. It will do so in time. From July 1st, 1893, until late in 1897, Canadian small fruit entered the United States free of duty. In the year 1896 nearly \$36,000 worth of small fruit entered Buffalo. I have not the figures for Detroit and Niagara Falls, but I know that immense quantities were entered at those points. Buffalo and Detroit by what we should call a lucky chance are placed contiguous to the two principal fruit growing centres of Ontario. This southward current of Ontario fruit was increasing in volume at a rapid rate. With a free entry it would soon have counted many thousands and would have penetrated further and further south. Who would have been hurt by this state of affairs? Not the American fruit consumer; not even the American fruit grower, because his season of fruit production would be past. The Canadian fruit grower was liable to suffer; he would have been called upon to carry around a load of money which just now would be a queer experience. He would have perspired freely in producing fruit for those who wanted it; now he perspires in his efforts to sell fruit to those who don't want it.

The effect of throwing back upon fully supplied local markets the \$36,000 worth of small fruit that found an outlet at Buffalo is of course disastrous to us. What were our Canadian fruit growers doing during the fourteen years of free entry into the United States? Clamoring for the exclusion of American fruits, and succeeding in their efforts.