

great resources or industries to support a railway, or that are capable of rapid development. During my fourteen years residence in the Province, I have seen several so-called "popular managements" both of railways and steamboats, and the result in every case has been total failure, involving the ruin of the proprietors, and conferring no lasting benefits on the public.

Leaving the question of rates, and referring to the alleged combination between us and the steamers to the injury of the shippers, I have to say that no such combination exists. For our part, we simply receive our tariff rates to Halifax, neither more nor less. We are in no wise interested in, or responsible for the steamer rates; and I have no doubt the steamship owners have a sufficiently good explanation to give regarding their charges. They, however, can speak for themselves. One thing I may say in respect of the uniform \$1.00 per barrel rate, viz., that the steamers made concessions, and properly so, from the Annapolis district, in order to prevent apples being sent *via* Boston.

For the information of your Committee, I put myself in communication with steamship lines from other ports. I attach copy of my letter, and from the replies received I select that of Mr. Allan C. Smith, the representative of the Anchor Line at New York, as it gives all the information required in a clear and comprehensive manner, and contains several statements of interest to, and deserving the attention of the Fruit Growers' Association. I may here add that, whatever may be done in the future as regards the steamer rates, our rates are already so low—averaging only from 15 cents to 17 cents per barrel—that I can hold out no prospect of any further reduction on them.

In conclusion, I cordially reciprocate your desire that a mutual good feeling may be established, and hostility and prejudice allayed between all concerned. I should be delighted at such a result, but frankly confess I am not very sanguine of its attainment. After fourteen years' experience of Nova Scotia I have almost come to the conclusion that it is waste of time to attempt to eradicate misconception and misconstruction. During all that time I have preached and taught and proved that our rates are low and reasonable, and less than those charged by other companies in like circumstances. To-day the clamor is as virulent, and the misrepresentation as unfounded as when I began. No sooner is a false report refuted at one point than