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**Export Apples in Boxes**

Editor, THE CANADIAN HORTICULTURIST: From my observations in Great Britain, I believe that the best way to sell Ontario apples is to take them there and market them personally and stand behind every box and replace every box not satisfactory on seeing it yourself. Open and examine every box complained of. Sell faulty boxes for what they are worth, and set your price on every perfectly packed box, the top market price.

The auction system of Liverpool deserves the highest commendation. I would not say that it cannot be improved, but those auction brokers deserve great credit for having devised such a system of handling fruit. I sold nearly all my apples by auction and stood behind every box.

The dealers in Great Britain expect to get better apples from a box than from a

barrel. First-class apples in what they want. For the good of our growers, we should give them long lines of every variety that we have to offer. Send the first quality all wrapped in paper and tied in boxes, never unwrapped or rolled in loose. Our associations should have a representative in the Liverpool market to control the whole British trade and authorized to stand behind every package. Within four or five hours travel from Liverpool are practically all British markets including Glasgow and London.

Cold storage ought to be utilized at an ocean port in Canada. Cable can direct apples to any market. Cold storage ought also to be utilized as subsidiary at Liverpool, but not at London or Glasgow. I have not mentioned Manchester but I am afraid it is going soon to rival Liverpool as a distributing point for apples.

I agree with you in regard to branding



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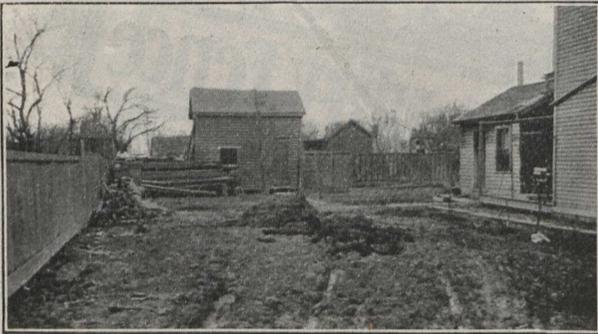
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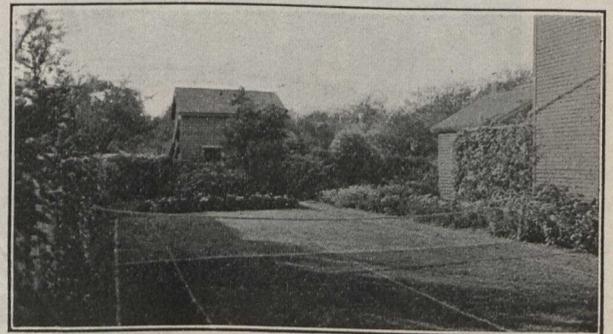
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