

British market was said to be dull and glutted for pears. Now, all pears are not alike in the British market; the buyers won't pay the same price for all pears; and the nett returns at Grimsby showed a much greater difference than the selling prices in Great Britain, because you have the very same freight charges, and the very same insurance and other charges to take off the low-priced pears in England, as off the high-priced pears. The first shipment of pears that went over realized all the way from one dollar a case at Grimsby to forty six (46) cents a case at Grimsby; that is, one portion of the same shipment fetched a dollar and the other portion forty-two (42) cents. I took the average of all the highest prices at which the pears in each shipment were sold, and then the average of all the lowest prices. In the second shipment they netted from sixty-three (63) to fifty-five (55) cents per case; the third shipment from ninety-six (96) to seventy-six (76) cents per case at Grimsby. The smaller sized pears fetched the lower prices I have mentioned. This year, these pears were not creditable to Canada. I am not imputing any blame to the shippers at Grimsby beyond saying that the pears this year were small, and not creditable to Canada as showing what we can do usually. The weather was unfavorable during part of the season, even to the extent that some shippers were not able to send pears at all after the first shipment. If we could send forward the best quality of Bartlett pears we would have an enormous market, I am sure, because the people like them so well there is an almost unlimited demand under ordinary conditions at the prices I have mentioned. The very best prices that were gotten for any considerable quantity were six shillings and threepence (6s. 3d.) a case in England for these small cases. That would nett at Grimsby one dollar and twelve cents (\$1.12) cents a case containing from 26 to 30 lbs. The difference in price between the varieties was hardly noticeable. In one case the Duchess fetched from four shillings and sixpence (4s. 6d.) to four shillings (4s.); and in another case the Keiffers fetched from four shillings (4s.) to three shillings and sixpence (3s. 6d.).

The English market likes not a monster pear, but a large pear, or rather a large medium size; about 70 pears to the case weighing 28 pounds were a fine size. They would weigh about three to the pound. Those would be pears of first-rate size.

PEACHES. I want to deal next with the matter of peaches. We sent altogether 324 cases of peaches. For one small shipment we realized one dollar and fifty cents (\$1.50) a case nett at Grimsby, and for a great many other shipments we realized 32½ cents less than nothing at Grimsby. That was a loss of the total expense of carrying them to England, because they sold for nothing there, in fact were condemned by the health inspectors. They were carried in the same refrigerator car, in the same part of the ship, and at the same temperature as our pears which fetched those prices I have mentioned. Those were mainly the Bartlett and other tender pears. It was not that the cold storage was not sufficient; it was that the Crawford peaches sent from Canada had not the qualities in them to let them be in good keeping condition in the English climate 20 days after they left Grimsby by any system of cold storage we have yet devised. A few peaches each time were excellent, and a few peaches each time were rotten, and a number of peaches each time were pithy, dry and tasteless. There comes the difficulty of making a commercial success of shipping peaches. If they are picked just the least little bit too green they have almost no flavor and are not mellow when they come out of the cold storage. If they are just right they stay right; but if they are a little too ripe they go to soft rottenness on the other side the day after they come out of cold storage. In some cases where the peaches were sold for good prices the purchasers brought them back next day and demanded their money back saying they would get the health officer to condemn the peaches unless they were settled with at once. There is the difficulty: unless you have some means of determining just when the peaches are sufficiently ripe, and not too ripe, you would have so many losses that they would take away all the profit from those that were in good condition.

Mr. BURELL: Did you see anything of the African peaches, the Cape peach, because I was told by friends in England that they had arrived in very good condition and realized splendid prices.