

tion of the fruits produced is in evidence. This is largely due to the rapid increase in transportation facilities of recent years, and to the general trend to co-operate in every important fruitgrowing section, both in the purchase of supplies and in the selling of the product in car lots. Much greater progress along these lines is likely to be made in the next few years than has taken place in the past.

Transportation companies, both the large trunk companies and those of lesser degree, realize more than ever before, the magnitude of the business offering and in prospect, and its profitable character from a revenue producing standpoint, and are competing with each other for the business. This should result in better facilities, more satisfactory service, and it is hoped, lower charges for the service rendered.

It has been fully demonstrated that all known insect pests and fungous diseases may be fully controlled, and kept in check by the careful and prompt application of the approved remedies. There is therefore no good excuse for the production of diseased and inferior fruit in these days of enlightenment on this important phase of the subject. It will be only a matter of a short time when the fruitgrower who produces and attempts to market any considerable portion of this class of fruit, will be laughed out of court, and will be compelled to engage in some other occupation more suited to his abilities and powers of attainment.

Very few fruitgrowers maintain an efficient system of accounting and cost in connection with their business. This desirable and necessary department in every successful manufacturing establishment, is ignored by the majority of fruitgrowers, no doubt largely from the prevalent idea that it involves a very complicated set of books, would take a very considerable amount of time to carry out properly, and in the end would not change a result. I believe, however, that some simple system of keeping a fairly accurate account of the cost of producing each individual variety of fruit, and the relation between the cost and price received, a comparison of the profits accruing from crops produced under the very highest and most intensive culture, with those produced in the ordinary slipshod way on one's own farm, would work a greater revolution in methods and practices in a few short years, than an army of lecturers and speakers could possibly hope to accomplish. This feature of farm practice is worthy of careful consideration and if worked out in a simple, practical manner, would be productive of astonishing results.

The future of the fruit industry of Canada was never brighter than it is to-day, the prospects before those engaged in it were never more attractive, the field for extensive aggressive effort in all the fruitgrowing provinces was never more inviting. Markets are opening up which will tax the best effort, not only of those already engaged in production, but of thousands more who will be welcomed to the ranks of a class of people who in this country are recognized as a very important factor in the evolution of Canada's future greatness.

In closing this comparatively brief and incomplete review of the conditions surrounding an industry in which I have been actively engaged for more than thirty years, I desire to say that any errors, omissions or imperfect conclusions, have been mistakes of the head, and not of the heart, and I again express the hope that I may succeed in inducing at least a few of those who are not succeeding as well as they might, to occupy advanced ground in the New Horticulture in connection with the fruit industry of Canada, as well as in presenting to those who may contemplate entering upon fruitgrowing as a life work, a fair resumé of the conditions under which such an enterprise may be successfully undertaken.

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