

and Government: "That having gone as far as he has gone this year at the request of the Fruit Growers' Association and others to try and open up a trade in Great Britain for Canadian fine and tender fruits, that any further information that is needed in regard to packages and methods of packing and methods of transportation, and even methods of distribution in Britain, that can be gained by trial or experimental shipments—that information on all these lines that can be gained will be gained this year for the fruit growers by any reasonable amount of attention here and also in Great Britain. On the British side, what I think needs to be done further is, in addition to what I have said, to have a departmental agent at Covent Garden market in London and at the markets in Glasgow and Liverpool, when regular shipments are sent forward, who would inform fruit buyers, fruit salesmen and merchants, in say fifty surrounding places, by either telegram or telephone or post card a day before, that an auction of Canadian fruit was to be held at a certain hour, and thus try and bring in the additional competition of country buyers to that of the operators in the cities alone. We want to get our Canadian fruit back into the towns of England as well as into those great centres, and so we hope this year to do these things and profit as well as we can by the mistakes that we made and which we paid for rather too dearly, I fear, but by which we gained information which we could not have got in any other way than by experimental shipments on the fairly large scale which were made." (Applause.)

Mr. G. E. FISHER: I would like to ask the professor if, in building the box, he has any regard for the size between the thickness and the length? I consider that the length of the box should be some multiple of the thickness. For instance, this Burlington box, when turned up on its edge, which is the only proper way to ship, is just twice as long as it is wide.

Prof. ROBERTSON: The only objection to that one thing from experience is this, that on board steamships unless you have some thicker packages there is a very great degree of loss of space. Steamship space is about six feet high. If you are two inches short there is a good deal of space that is wasted that you have to pay for, whereas if you have thin packages as well as a package like that I think it would serve the purpose of getting the space filled up.

Mr. FISHER: But in arranging the length of your box in proportion to your thickness the length must be some multiple of the thickness in order to have it pack properly to assist the stowage, so that there will be no waste of space in stowing.

Prof. ROBERTSON: I don't know that I have ever given that any thought at all.

Mr. FISHER: In any package I have ever had anything to do with arranging the proportions of we have always given that matter consideration. We have it so that they will always pack both ways.

Prof. ROBERTSON: Take the California and the French fruit packages, there is not one geometrically proportioned as to length and thickness and width.

Mr. FISHER: I think they should be. There is another matter I would like to ask. I don't exactly understand what our relation is to the Government in securing cold storage accommodation on the vessels. If I understand you rightly, you said that all we have to do is to ask for it and we shall have it. Now, I ask for it now—(Laughter)—that the vessel people be instructed to give our shipments of perishable fruits space as long as they have space, without any regard to anybody else. We were told that we could not get space earlier than two days before the vessel sailed. Now, that practically did away with our securing space, because if we could not secure space earlier than two days before the vessel left we could not prepare the shipment and have it there in time.

Prof. ROBERTSON: The arrangements are like this—and then I will speak of what we may do this year. The steamship people in Montreal made a bargain for half of the space for people who were shippers outside of Montreal as long before as they like, but one-half of all the space of each steamship must be held for Montreal shippers, to give them their fair share, and that I suppose cannot be gotten till two days before, but the other half of the space may be bargained for as long before as the men will make the engagement. Then this is the same also with regard to the fruit, that the Government

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