

actly the same conditions, and handled in exactly the same way, one would arrive in perfect condition and command a high price, and the other would arrive in a rotten condition and have to be thrown away. To a certain extent we have solved many of the problems, but do not pretend that they are all solved, but we have clearly proved that in certain conditions we have succeeded in carrying forward fine peaches satisfactorily while pears have been sent forward almost invariably with success. As far as the carriage is concerned, grapes have been sent forward pretty successfully, but we have been met with the difficulty that the English market, as a rule, does not appreciate our grapes as the Canadian market does, so that that trade is still in an experimental stage.

We found, notwithstanding the excellent reputation of our cheese in England, that which is made in the summer and is forwarded in the hot weather, does not command the high price and reputation that does the June and September cheese, and to-day we are trying to solve the problem of bringing about a condition of affairs under which our cheese, shipped all through the season, may be successfully put on the English market, so that in future July cheese will be sold in England at as high a price as June or September cheese and enjoy as high a reputation.

We also found ourselves in a position to investigate the transportation of our principal fruit product, the apple, and found ourselves face to face with the complaints formulated by the fruit-growers and shippers of this country. These complaints were loud, and we felt it necessary to do all we could to find out just where the faults lay.

Two years ago last summer we sent an agent to England to supervise all that was going on in the English market in connection with our Canadian food product trade. He watched the arrivals and made a carefully detailed report. That season we sent only one agent over. I myself and Prof. Robertson also made a trip to England that season and investigated the condition of affairs there. The reports from our agent were of such a character that they gave us an immense amount of information, but still not nearly enough, and next year we sent him over again with an assistant, and again this year, as a result of the value of the reports we received, we had no less than four agents spending the season in England and looking after this branch of our trade. The chief agent, the one whom we sent over first and who had the most experience, was detailed to watch the Manchester and Liverpool trade with headquarters at Liverpool. We also had an agent stationed in each of the cities of Glasgow, London and Bristol, and during this last season we have had constant reports from these various officers, and now have in the hands of the commissioner of agriculture and dairying, an amount of correspondence and evidence, which,

when sifted out and worked into a report, will be of enormous value to those engaged in the trade in this country.

In connection with this, however, we found another state of affairs. While these gentlemen reported to us the condition of arrival in England of our Canadian fruit products, we had their reports of their arrival very frequently in a damaged condition, and the problem was to find out just where that damage occurred—whether it was in the original package, whether it was in the transportation with this country from the point of production to the port in Montreal, Halifax or St. John; or whether it was in the ship going across the ocean. Therefore, to complete the investigation and to make it as effective as possible, we came to the conclusion that it was necessary to have officers on this side at the ports of shipment who would report upon the condition in which these various articles were put upon the ships. Therefore, I appointed several men in Montreal, Halifax and St. John to watch the condition of these products as they arrived in the cars from up the country, as they were handled in the port of shipment, and as they were put upon the ship. By reason of the appointment of these officers, I have had what I consider to be a pretty complete chain of evidence as to the way our fruit products have been handled and have gone forward. We have also been able to get a great deal of evidence which was of the utmost value, in my opinion, and which has largely determined my views as to the Bill which passed the other day, known as the Fruit Marks Bill, in regard to the packing of our apples especially. Now, in this connection, two or three things have developed. As I remarked a little while ago, in regard to the cheese, when we first began our work we did not really undertake to investigate the cheese trade. We thought that that trade was pretty thoroughly established on a firm and profitable basis. We knew that Canada had a very high reputation on the English market for cheese. As a matter of fact, we sent over between 60 and 70 per cent of all the cheese sent over to England, and that cheese had a most enviable reputation on the English market. But, we took it as a matter of course that our summer cheese was not as good as the rest; and most people in this country thought it could not be as good as the cheese made in June and September. The summer cheese was, to a certain extent, hurting the reputation of all our cheese in the English market, because it was sold as Canadian cheese—which it was—and the reputation of its comparatively poor quality injured that of all our cheese. It was true that it was sold as Canadian July or August cheese, but its sale had an injurious effect upon us in the English market. Therefore, in the course of our work, we directed our attention to find out in what way that difficulty could be overcome. We found out