

for ultimate returns if we want to keep this trade, which is an important one. We produce more than we can consume ourselves, and our American friends don't want our apples except our Spys, and now and then when they have a failure in a crop of other apples, but they are always asking for Spys, no matter how large their crop is; we all know from experience that the American demand is large for our Spys, and they will pay a good price for them. The Spys are worthy of it, and will, I think, meet a growing demand both there and also in Europe. Spys have not been quoted and sold as high this year as Baldwins in Great Britain, for the reason that most of the Baldwins that have been going forward have been very highly colored. The Baldwin is a better known apple than the Spy amongst the general public there, but the Spy is working its way up to the top and will stand where it deserves to stand, at the top, its intrinsic value being away ahead. The Newton Pippin from the Hudson Valley is the only apple that can compete with it; it is crisp and juicy and holds its flavor longer than any apple that I have seen. I have seen Spys in May and June that were as crisp and juicy as at any other time of the year and when other apples had lost all their flavor. With regard to the grading of apples, I contend, and have all along contended with our exporters of apples, that the proper way to do was to grade them No. 1 and No. 2 and sell them as such, and if they are not No. 1 the man who puts them up should be punished if it is possible to punish him. (Hear, hear). I say we make a mistake in trying to defraud the consuming population of Great Britain; we are only hurting ourselves ultimately as well as doing a wrong. A man who systematically defrauds the consumer over there will find that it does not take him long to wreck himself. They will look with suspicion whenever that man's brand is on the barrel if they have once been cheated, and I don't blame them for doing it. Very often I have been ashamed myself to see a packer with a good reputation destroyed because he has bought indiscriminately, and possibly he may have allowed his own men to put up fruit fraudulently, that is, they are falsely packed. I don't say but what we have plenty of men in the trade that pack honestly, and are getting the best market prices for their fruit. I believe the majority of our exporters agree with me, and will be quite satisfied that the apples should be graded No. 1 and No. 2 and sold as such. There is no need of any other way of going about it at all. Let the apples be sold as No. 1 or No. 2 and they will bring their prices. We have people there who are buyers of No. 2 fruit. The vast consuming population throughout Lancashire and Yorkshire have not the money to spend that people have in other places, and they will take a No. 2 apple and pay what it is worth. If we produce only No. 2 fruit we should expect only No. 2 prices. Now as to packages. Barrels seem to be, as far as I have seen, the only package in which we can ship apples to advantage. Packages have been tried from all points—from Lisbon, from France, from Belgium, from Denmark, and even from Tasmania. I think you will find boxes as a rule too expensive; I don't know what Mr. Woolverton's boxes cost him.

Mr. WOOLVERTON: Twelve dollars a hundred.

Mr. SHUTTLEWORTH: They hold about a bushel, that is thirty-six cents for three bushels, the cost of the barrel; what is the cost of the paper?

Mr. WOOLVERTON: Seven or eight cents a box, perhaps ten.

Mr. SHUTTLEWORTH: That makes it expensive.

Mr. WOOLVERTON: Then there is the expense of wrapping, probably about four cents a box.

Mr. SHUTTLEWORTH: That adds very materially to the expense. I believe myself that if we could keep the quality of our fruit extra superior, that that expense would be compensated by the increase of the price that we might obtain for fruit on the other side. However, if they all go into it, it will have its levelling effect. The barrel seems to me to be the most convenient package to handle fruit in. We have not seen anything that would take its place, taking cost into account. As exporters of fruit we must try, if possible, to reduce the cost of the fruit laid down in consuming markets; that should be one of our principal aims. In packing apples we know that it is necessary to press those apples. A good many of our apples are partially, if not wholly, destroyed by the pressure necessary to keep them in their places, that is in holding them down. The barrel is rolled;

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