

the boys for knocking or throwing the mangold wurtzels about, but he allows them to work their own sweet will with the apples. Then the packers come in a hurry, take no trouble to see that the apples are properly sorted or to settle them in the barrels, and often leave them lying around the orchard for weeks before shipment.

Then comes lack of skill, and this is entirely the fault of the dealers. Mr. McMillan was right when said in Parliament that the dealers did most of the packing, and were to blame if the work was improperly done. The first thing to be got rid of is the idea that everybody knows how to pack apples properly. It requires time and experience to acquire this knowledge, and every farmer's son or workingman in the country is not capable of taking charge of the work without some training and instruction. But we find that many buyers ignore this, and hire some local man to buy and pack apples, and the result is poor sorting, slack barrels and open heads. Prof. Robertson, in his evidence before the Agricultural Committee, says that apples packed by the same man and in the same locality are often found, on arrival in Europe, to be uneven, some being slack and wet, while others are tight. When one knows the way in which many apples are handled, this does not seem strange. For instance, some are packed just as they are picked from the tree, others are placed in piles in the orchard, often in the sun, and left for a week or two; some are taken into the barn or shed and packed there. Often apples are packed in the orchard, and left lying around for a week or two before shipment. These different ways of handling account, in many cases, for a difference in the condition of the fruit on its arrival in the markets of Europe.

As regards lack of honesty, both the farmer and the packer are to blame. It always seems strange to me that while farmers expect to carefully clean their wheat, barley and other grains, and properly sort their potatoes before taking them to market, when it comes to fruit everything goes, literally speaking, and when the buyers start to sort their apples they naturally grumble and find fault. Then the dealer is not honest when he sends careless, inexperienced men to do the work, who run over the farmer's fruit, scattering and destroying what they do not take. The packing season is very short, and the work must be done expeditiously, but that is no excuse for the waste and destruction that goes on in many orchards, especially when there is a good crop.

Taking the figures given by Prof. Robertson along with others that I have been able to analyze, we are safe in concluding that not more than one-third of the apples shipped across the Atlantic from this province arrive in good condition and are classed as tight, another third are classed as slack and slightly wet and the remainder as slack and wet. The prices would average about thus: When the tight sold for sixteen shillings, the slightly wets sold for twelve shillings and the remainder for seven. Consequently, if we ship this season 150,000 barrels of apples at the average price in London of four dollars per barrel, the gross value would be \$600,000, providing they all arrived in first-class condition. But under present modes of packing and shipping,

The first class would sell for.....	\$200,000
The second class would sell for.....	150,000
And the remainder for.....	87,000

Making a total of..... \$437,000

or a direct loss to Ontario farmers of over 27 per cent. or nearly \$170,000, on the season's business. It seems too bad that over one-quarter of the value of the production of our orchards exported should be lost between the grower and the consumer, but I am sure that every experienced dealer will allow that I am well within the mark when I make the above calculation.

As in other human affairs there are many things about the apple export trade not understood by the dealers, and if we are to stop this great waste and put the business on a proper basis we must have both in the grower and the dealers more care, more skill and more honesty. Our

apple trade has a great future both in our own Northwest and in Europe and it is the duty of the Government to see that this great industry is not ruined by the ignorance or dishonesty of either producer or dealer. If the Government would take hold of the matter, purchase a few hundred barrels of fruit in some good apple section, have them properly packed under the same conditions as those ordinarily prevailing, and then follow them up and note on their arrival in London the effect upon the selling price of the different treatment they had received, something in the way of definite and practical knowledge would be available. Private firms can hardly be expected to take this trouble, and if they did would naturally want to retain the information gained for their exclusive advantage.

It is no use expecting that a revolution can be brought about in the trade at once, but if the same intelligence and enterprise that have made it possible to export other lines of farm products which are far more perishable were brought to bear on the export apple trade we should soon see the trade assume the position among our export industries that its importance demands. Ontario grows the best apples in the world. We have large areas suitable for apple culture, and it is greatly to be deplored that from 25 to 50 per cent. of our apple crop should be rejected by the packers as culls and at least 30 per cent. of the remainder lost in transport. It must be a very profitable business that can stand such losses and still survive.

Cheese and Butter-Makers' Association

Next Annual Convention in Ingersoll,
Jan. 31st and Feb. 1st.

The Board of Directors of the Cheese and Butter Makers' Association of Western Ontario, met at London on September 13th, to arrange for the next annual convention of the association. There were present Messrs. T. B. Millar, president, London; John Brodie, secretary-treasurer, Mapleton; Geo. H. Barr, Sebringville; Geo. E. Goodhand, Milverton; James Morrison, Brantford; W. W. Brown, Attercliffe Station, and T. E. Nimmo, Ripley. The secretary reported that the town of Ingersoll had invited the association to hold its next annual convention in that town and had made a grant of \$50 towards the prize list for an exhibit of dairy products, and also the use of the Town Hall together with light and heating free for the meeting. On motion the directors unanimously decided to accept the invitation and to hold the second annual convention of the association at Ingersoll on Wednesday and Thursday, January 31st and February 1st next. The exhibit of cheese and butter will be made a special feature of the gathering, when \$150 will be given in cash prizes.

Trade with Jamaica

There has been some little interest shown of late in the public press and elsewhere in regard to increasing trade between Canada and the Island of Jamaica. Many optimistic statements have been made in regard to this trade and its future development; yet, when we come to examine the facts in connection with the existing trade conditions between the two countries, the outlook is not quite so hopeful as we could wish. The long distance both by water and rail, and the absence of any direct line of steamers from a Canadian port, except one steamer a month from Halifax, make the number of our food products which can be sent to that island very limited indeed. The Canadian products for which there is a fair market in Jamaica are. Fish, flour, cheese, butter, potatoes, canned goods of all kinds, oats, hay, boots and shoes, carriages,