

### Trade With Grocers

The keener the demand, the better market. This is a truism that is not amiss to repeat once in a while. Fruit growers as a general thing ship to jobbers, who in turn sell to the retail fruit dealer or grocer. There are, however, many buyers among both jobbers and retailers who are anxious to get in touch with large shippers and who are ready to take good sized shipments regularly—ready to pay, too, a better price than the market for a dependable article. Some of these buyers are in Eastern Canada and some are west. An excellent means of reaching them is by advertising in a newspaper which they consult for market quotations, etc. Such a newspaper is *The Canadian Grocer*, published in Montreal, Toronto and Winnipeg. *The Canadian Grocer* enjoys the name of being the best news medium of the green fruit trade, as this relates to green fruit as merchandise.

### Our Reputation Is Extending

"The reputation of Canadian fruit is apparently extending to all parts of the world," said Mr. Stone, of the firm of Morris & Wellington, whose nurseries are at Fonthill, while in conversation recently with *The Horticulturist*. "We have lately received an order from a party living at Kuangung, China, for several hundred dollars' worth of fruit trees, including apples, pears, cherries, plums, peaches, apricots, ornamental stock and an assortment of small fruits

and roses. The check paying for the consignment accompanied the order.

"It may be interesting to readers of *The Horticulturist* to note that the climate of Manchuria is not unlike that of the Niagara district, as it seldom goes lower than 10 below zero and as high as 100 degrees in summer. Our firm has previously shipped to such foreign points as Great Britain, France, Germany and Russia, but this shipment to China is the most foreign we have ever made, as well as being one of the best orders of the kind received from any foreign customer. The purchaser of this stock intends experimenting with these trees, and as splendid pears have been grown very successfully in Manchuria he is hoping to branch out extensively in the fruit line. The consignment was shipped by C. P. R. to Vancouver, where it will go straight to Shanghai, and thence forward to New Chwang, Manchuria."

### The Value of a Tree

Trees are valuable from every standpoint. Railroads taking planted lands often pay \$30 to \$300 each for trees occupying the land, and there have been instances where \$600 in cash was paid for trees standing on condemned property. It pays to plant trees—all kinds of trees—fruit, shade and ornamental, and when laying out parks, public and private grounds, windbreaks for farms, shelters and belts for landscape effects, there is one indispensable class, namely, the evergreens. They include



## SMALL FRUIT PLANTS GARDEN ROOTS

**Gooseberries**—Josselyn, Red Jacket, Downing, Pearl and Houghton. \$1 per doz., \$6 per 100; \$2.50 per doz., \$10 per 100.  
**Currants**, Black—Lees' Prolific, Champion, Naples. \$1 per doz., \$6 per 100.  
**Currants**, Red—Moore's Ruby, Childs' Ruby, Red Cherry, Victoria, Versailles. \$1 per doz., \$6 per 100.  
**Currants**, White—White Grape. \$1 per doz., \$7 per 100; 50c per doz., \$2 per 100.  
**Raspberries**—Miller, Cuthbert, Japanese Mayberry. \$1.50 per doz., \$10 per 100.  
**Black Berries**—Taylor's Prolific, Snyder. 50c per doz., \$3 per 100.  
**Grape Vines**—Warden, Moore's Early, Campbell's Early, Salem, De cware, Eaton, etc. \$1.50 per doz., \$10 per 100.  
**Strawberries**—Clyde, Williams, Splendid, Saunders, etc. 50c per 100, \$4 per 1000.  
**Strawberry Raspberry**—Tree Strawberry. \$3 per 100, \$20 per 1000.  
**Garden Roots**—Asparagus, Pa'motto, Conovers Coossal. \$1 per 100, \$6 per 1000, 2 yrs.—Rhubarb (divided roots), Linnaeus, Victoria, \$4 per 100, \$30 per 1000—Sage Roots, 50c per doz., \$4 per 100.

FOR FURTHER INFORMATION APPLY TO

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