

desire to make experimental shipments and will get carload lots, the Department will provide the cold storage expense, railway cars from the starting point to Montreal, will keep a man there as we did last year who will see that the fruit if not put immediately on board the ship is cooled or put in cold storage, and will ensure such space on the steamships thoroughly cooled as the fruit-growers will notify us beforehand they want. Of course you cannot put space in a ship in a week, but any authoritative information in regard to the amount of space wanted in time to provide that, the Minister says will be provided this year for trial shipments of fruit of the tender kinds. Now it is very well to discuss varieties and methods of growing fruit, but unless the fruit can be marketed at a profitable price of course the whole business must fail—(hear, hear)—because a large orchard with a small demand for its fruit is only a source of expense to the man who owns it. Now, how can the demand be made steady, and be made as far as possible at profitable prices? Well, first of all by taking away as far as practicable the risk of loss to the fruit merchants, the men who now in Canada handle the fruit. During the summer I have taken a great many opportunities of going into the fruit shops, both retail and wholesale, and talking to those people. One thing that keeps a man from paying even a fair price is the risk he runs of having the fruit somehow go bad on his hands. Now, I think that main risk is caused because of the fruit leaving the fruit-grower's hands in a warm condition. That applies to nearly all kinds of fruit that I have seen this year. If the fruit could somehow be cooled before it leaves the place where it is grown its natural term of life would be nearly quadrupled, and then that risk would be very much lessened. There is a tremendous loss in Toronto this last year from peaches going there and going bad on the streets, in the shops, even with cold storage there, because they get very warm, and men had to get rid of them right off before they got worse. If they had been cooled before they started, or held back a few days, it would be a great protection to the whole fruit-growing interest. It would pay the fruit grower to put up a small cold storage building in his own place at a cost perhaps of \$250 complete, enough to hold five or six tons of fruit. I only suggest that, now, as being a most desirable means whereby the fruit-grower can protect himself from great loss and ensure that the merchants who get fruit from him will have more confidence in the future trade with him. Then the next matter that will affect the demand for fruit is to make it possible for the consumer to get the best quality of fruit in the best condition. It is not easy in Canada in many markets to be quite sure you can get a perfect package of fruit in good condition. If you buy California fruit you can get a package with every single specimen of fruit like every other one; but if you buy a basket of Canadian grapes or pears or peaches you will find some very good fruit and some rather poor fruit; not the good always on top. I am not speaking at all of any tricks of the trade. I am speaking now of the need of catering for the best class of customers by a uniformly fine article which they can rely upon being the same all through. Now, a cool place to handle fruit will give every grower a chance to send that kind of fruit to market, and that will mean that every family both here and in England, and in England particularly, would eat twice as much and three times as much and by-and-bye, six times as much Canadian fruit as they now consume. I have been enquiring of the householders in Ottawa this season why they don't eat more fruit. They get home one basket, and one part of the fruit is good and two-thirds bad, and they don't buy more. That applies to all perishable products, so it is most essential whatever the Government may do in cold storage, either at warehouses or at steamships, that every fruit grower should provide himself for some convenience for protecting the fruit as well as he can protect it, so that both he and the merchant will have more confidence that they are not likely to lose what they buy. Now, the home market is the best market for everything we grow in Canada. I say that without any qualification at all—that out of every \$10 worth grown in Canada \$9 worth is eaten at home. But if you have a dollar's worth at home that the people do not want, then the other \$9 worth is not worth so much; so that while the home market is the market to cater for, the home market price may be determined by what you can get in the foreign market, as the rate per basket of many kinds of fruit in a few years will be determined by the rate per basket or case you can get in Liverpool or Glasgow or London. That brings me to speak of this next, that the price of Canadian

fruits, at a during the observe, wi arising from morning I high as oth first requisi to have it g the fruit is That mean value. I d so, and the sleepy—tha gives fruit that it will fruit there t within three such a cond tive value. from our ow is the quali they get to flavors; but merely wan much the be per case for sound condi should do d ties of gett difficulties in put your bes these difficul that is most two largest l in the shade cool fruit by the fruit itse first peaches way of cooli were packed simple cooli handle his fr serious thing safely and at London was

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Making a tot tional charge more as the fr grow delivery would be a li Perhaps I mi markets. I t

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