

## Reckless Fruit Sales

THE only justification for the present reckless method of shipping our choice fruits on consignment, to be sold at whatever prices the buyers choose to offer, is their perishable nature. While we were negotiating a sale our fruit was rotting, and we were forced to take any offer rather than lose it all. But this method of sale has been taken advantage of by the buyers, until it has become ruinous to the grower. In some cases they agree not to bid against each other, but rather that one should buy and divide up, in which case there is little hope of getting value for our fancy stock, no matter with what care we pack. How shall this be remedied? The only way is by the making of sales at the point of shipment, or at some storage house where the fruit can be held for the grower until sold.

## Cold Storage Stations Will Help Sales

NOW here is the chief advantage of the cold storage stations to the fruit grower. By storing at a proper temperature he can hold his fruit long enough to make sale for it, and thus have something to say about its value. Apples may be stored for almost a year, if need be, and therefore there is little more excuse for shipping them on commission than there is groceries or dry goods. With pears almost the same thing is true, and with peaches and pears to a lesser degree.

Of course it is foolish to store No. 2 stock. The less expense one puts upon it the better, and the sooner it is converted into money the better. But with No. 1, or fancy stock, the case is quite different. It is worth the added expense of storage and of seeking suitable purchasers.

Cold storage houses, built on the most approved plan, have sprung up all through the

section from Rochester to Buffalo, says the Rural New Yorker. It is not unusual to find a town with 300 or 400 inhabitants with a cold storage house holding from 40,000 to 50,000 barrels. This is one of the greatest blessings to the grower. It relieves the market from the influx of fruit early in the season, and prolongs the period when the fruit can be put on the market. By the aid of refrigerator cars it can be sent to parts of our country and at seasons never possible to reach before. The men who control these depots are searching out sections where they can place the fruit, and though they do it for their own profit, the benefit is received by the grower as well.

## Germany a Good Apple Market

FOR some years past a few Ontario apple growers have been shipping to Hamburg and with considerable encouragement. This season the results have been more than usually satisfactory, Baldwins, Russets, Greenings, Ben Davis and Spys selling at from 20 to 28 shillings, with strong demand.

The first car load of apples from this continent to Germany went forward in 1896. It is stated that almost half as many apples have gone to Germany in the year 1903 as during the whole of the years previous. From 1896 to 1903 a total of 480,000 barrels went to Hamburg.

## Laying Out an Apple Orchard

NOW that plans are being made for spring planting of orchards, it is well to consider details and have everything in readiness. Mr. W. C. Abbott, of Hudson Heights, Que., writes:

Sir: If you had to plant in the spring an apple orchard of 1,000 apple trees, how would you proceed in order to have the work done in the best and most expeditious manner possible?

If the ground has been either summer fallowed, or cultivated with corn or potatoes