

have made an estimate that it takes about 8 barrels of Gravensteins on the trees to be worth as much as one barrel of cranberries on the vines. One of my neighbors sent four barrels to the city of London, which netted him within a fraction of \$4 per barrel. It cost him \$1 to pick them off the vine; twenty cents for the barrel; and five cents to pack and haul to the station, which gave him \$2.75. In round numbers you take Gravensteins at 60 cents per barrel, that is what they netted this fall. Take seven or eight barrels, which were worth on the trees about the same price, \$2.75.

I may also tell you that the cranberry business has not suffered as much as the apple industry, and another thing too, there is no prospect for the next ten years of over-stocking our markets. Greater progress was made in clearing up and getting out new plantations this year than any year before. One gentleman in my neighborhood has commenced to cultivate a swamp of ten acres, and he is going to spend \$1000, if necessary; has put in two dams, gates, etc., for the purpose of flooding, irrigation and constructing ditches. As he says, if he can get 6% on his capital, it is better to invest his money that way than place it in the bank, because no bank director can pull up his bog and run away with it. The bog will not "burst" up and banks do. (Laughter.)

The PRESIDENT.—Q. What money is there in raising cranberries at \$5 per barrel?

A. First, and foremost, the land is worth nothing out of which you construct your bog—you could not use it for any other purpose that would bring you an income. Now, you put on that bog an outlay of from \$75 to \$100, and then you will have a piece of land which will be worth twice the amount of your outlay. Most of the bogs cost less than that. We will plant the bog with vines. The first and second years you will have to hoe and cultivate it to give the vines a fair chance; and the third year they will bud up for a crop, and in the fourth and fifth years they will bear enough to pay all expenses. If all conditions are right, you will have a crop worth four or five dollars per barrel, which will pay you for all the expenses you put on it, and from that time onward it will be all profit.

If you flood your bog, you will have to make a dam and put in your gates. The flooding will have to be done in the fall, and the water kept in all winter, and let it out in the middle of May.