

OUR EXPORT TRADE.

Mr. SHUTTLEWORTH: In dealing with the fruit I have always thought that the allied interests of the grower and the handler of the fruit could not be divested of mutual confidence. We cannot very satisfactorily take the place of both buyer and grower. We cannot here as growers act as sellers. Our interests as growers are such that they demand our personal attention; therefore there has to be some intermediary. There has to be a middleman; possibly he is a necessary evil. I probably represent one of those evils. I am here to define my position. I think, on the whole, we have enough honorable men in business who can be trusted to handle the interests of those who produce. I don't say that all men in business are honest, nor do I say that all growers are honest either. My experience extends over twenty years, since the time when, as a boy, I could look into the barrel, almost, I packed apples. I have handled them and watched them from beginning to end, and my experience many times has been bought very dear. I find that we have honest men and dishonest men in both departments. We ought to have mutual confidence if we are going to do business. I don't believe it is practical for our growers to be distributors of their products in the foreign markets, especially because they cannot be here to grow it and there to sell it at the same time; so we have to have an intermediary. The first thing we must understand is what is the consumer's demand. It is no use trying to force upon consumers, who are the buyers of apples, an article they don't want. It is pretty uphill work to give them a good article after they have been running in a rut, particularly the English consumer. He is not very apt to take on new varieties and say he likes them better than those he has had long experience with. If they ask for a Spy grow them a Spy; if they ask for a Ben Davis grow them a Ben Davis. We have made mistakes as growers in that we have tried to put upon the market an article that is not really required. You should understand the whole of the conditions that exist. I believe it has gone out in one of your reports that the Ben Davis is one of the best exporting apples. I say intrinsically the Ben Davis is nowhere, and as soon as the demand for that variety of apple is supplied then the surplus supply will have to be slaughtered. The Ben Davis is almost entirely used for show purposes. It is an apple that is not good enough to rot very easily. (Laughter). I won't say anything about the Missouri or Kansas Ben Davis—I believe that they are better than our Ben Davis; but to recommend the production of an apple which can only be used for show purposes would be a mistake—not that we will feel it so much as those that follow us will. The Spy is a superior apple intrinsically. It may not be so heavy in its yield, and it may not come into production so early, but it is an apple that will command a price and eventually drive all the other apples out of the market—the Pewaukee, for instance, which is not a good apple. We must take into account the fact that in European countries they are producing a better article every year. They are not asleep any more than we are. They are just as cute and just as shrewd and looking as far ahead as we are, and every year they are producing a better article and putting it up in a better shape. Last year we had twenty Frenchmen come over to examine the American packages to know how it was done and see the advantages of it; and they found that out. I believe, this year, they obtained our barrels, or barrels made in the same way, and put their apples upon the market exactly as we put ours upon the market. They are close to the market and they are also growing a good quality of fruit. I don't mean to say that their apples are as good as ours. I believe that we have some varieties of apples that are superior to anything grown in the world. I don't believe that they can produce the like of our Northern Spy anywhere—not in Denmark, where they produce good apples, or in Belgium or in Northern Germany. I have not seen any apples coming equal to our Northern Spys. As an illustration, I would ask if you had two barrels of apples, one a barrel of Ben Davis or Pewaukees and the other a barrel of Spys, and you had a family of boys and let them have free access to these barrels, how long do you suppose your boys would be in finding out which were the best apple? Now, if you think that the English consumer, who is willing to pay a good price for a good article, is not as capable of judging as your boy is, you make a grand mistake. I believe that we can produce the best varieties, and I don't think that we should look for immediate return. I believe we must look