

THE APPLE BUSINESS.—II.

FRAUD EVEN IN LIVERPOOL.

Mr. Pritchard went on to show, although this was not perhaps just the sort of impression he intended to leave, that queer practices are not confined to this side of the ocean—that they extend to the innocent, dull-headed receiver in Liverpool.

"Dealers in Liverpool," said Mr. Pritchard, "would sooner have a faced barrel than one running even all the way through. They are not deceived, because any barrel can be turned out on demand, and dealers see just what they are getting."

M. H. Peterson said that, while this style of packing did not injure us in Liverpool, it would injure us in markets where buyers were not on to it.

Mr. James showed very clearly, however, that while Liverpool dealers may not complain of such packing, Canadian producers are very much injured by such a system even in apples sent to Liverpool. "The complaint does not come from the dealers," said the latter. They are not deceived by the facing, and are probably able to sell a little above actual value a barrel packed in that way. It is the consumer, the man who buys for his own use a barrel in which the centre does not agree with the top, who kicks."

THE AUCTION SYSTEM IN FRUIT-SELLING.

F. D. Cummings, of Portland, Me., gave a new turn to the discussion. He read a paper, in which he advocated the substitution of the auction for the commission system in disposing of fruit on this continent. "It is not," he said, "considered exactly safe to leave uncounted money with a stranger, he knowing it to uncounted, and expect him to make returns of every penny and the profit earned by the money. But that is just what we do when we send fruit to a commission house for sale on commission. The unsatis-

factory nature of the present system is shown by the sort of laws it has been thought necessary to introduce for its regulation. In one State the law provides that a commission man may be called upon to show cause why he did not obtain the highest market price on the day of sale ; in another the producer of the fruit is given the right to go through the books of the commission merchant for the purpose of seeing what his fruit really sold for ; and in New York an attempt is being made to pass a law obliging the commission man to include in his return the name of the retailer to whom he has sold. How much better and less cumbersome the auction system, with its straight, clear-cut transactions."

REJECTIONS IN LIVERPOOL AFTER AUCTION.

But Mr. Cummings' chief grievance was with the manner in which American apples are handled in Liverpool. "They have the auction system there," he said, "but they have also the right of rejection for practically 36 hours after purchase. There should be no right of rejection. Prospective buyers have the right of examination on arrival ; they can, and do, use their hatchets to open any barrel they wish ; they can demand the dumping out of the contents of any barrel when the auction is on ; and still, after all this right of examination, they can reject practically 36 hours after purchase. This gives buyers an unfair avenue of escape, if the market goes wrong in the meantime. Once a sale is made there should be no right of rejection afterwards."

A LIVERPOOL VIEW OF IT.

"We must remember," said Mr. James, "that Liverpool is the greatest apple market in the world. We must remember, too, that the buyers have their views, and we as sellers cannot hope to dictate to them just