

A. Yes. I think we have nothing to complain of. Whenever we have good fruit we are satisfied with the results.

*By the Chairman:*

Q. Do you think you get a fair price in comparison with the price which the consumer pays?

A. Well, the consumer pays an enormous price compared with what we get. We often feel we would like to have some of that too.

*By Mr. Thornton:*

Q. Under your system the consumer gets his fruit at a reasonable price, doesn't he? That is to say, just the actual cost of picking and packing and barreling, and the charges of transportation and handling at the other end. Now, you do not think you get an extravagant price for your apples?

A. No.

Q. You do not think you get too much for them?

A. No.

Q. Well then, the consumer gets the fruit at a price as near right as can be?

A. We do not sell to the consumer. On the other side a large buyer will probably be at the auction sale, and he sells the fruit out to the retailer, who in turn, sells to the consumer.

Q. Then the apples pass through the hands of two middlemen after they leave your hands, before they reach the consumer?

A. Yes.

Q. Under your present system?

A. Yes.

Q. Then in the case of apples shipped by other people, how many middlemen are they handled by, three or four?

A. Well, it would be practically the same, only our man is on the spot looking after the sales. He sells some himself and that saves the salary of one man. What he cannot sell he puts into the auction rooms, and this fruit goes through the same channels as the other fruit of which you have spoken.

*By Mr. Bowman:*

Q. Has any fault been found with your packing?

A. No, we get quite a lot of compliments. Of course we are not perfect yet, and when there is a bad crop of apples it is pretty hard to live up to the scripture.

*By Mr. Thornton:*

Q. You do not know anything about the profits which the two middlemen make after the apples leave your hands?

A. There is no way of telling that.

Q. So you do not know whether the consumer pays too much for his apples or not?

A. I presume he does, if he pays the price that we hear he does pay.

*By Mr. Bowman:*

Q. Have you had any losses owing to delay in transit from your locality?

A. We have been held up considerably from want of cars to the Northwest and have lost very seriously.

*By Mr. Douglas:*

Q. How do you handle your apples intended for the West?

A. We put them into barrels and ship them.

Q. Have you an agent there?

A. We send a man into the West, who sells the apples direct to the trade.

Q. How did your returns from your Western sales compare with your returns from your European sales?