

under glass, and are astonished, if not incredulous, when they learn that they grow in the open air like pears, apples, etc.

"One of the wholesale salesmen in Manchester entrusted with the disposal of your fruit, told me that he had sold 20 cases of pears in an hour, and every one of them was opened and found in prime condition. The price was \$1.22 per half bushel case.

"This is a very abundant fruit year in this country, and glutted markets have kept the prices low. I will send you papers containing press notices of our exhibit. If you are sending any grapes with the next shipment, I intend to make a public display of them also, and will urge Potter to do the same in Manchester."

The following letter from Messrs. Potter & Co., the consignees, is also of interest. It is dated Manchester, October 6th, 1900 :

"Sir,—The major portion of your Commerce shipment has been sold, the Bartlett pears fetching from 97c. to \$1.22 a case, with some wasty ones at 49c., and a few absolutely worthless. These latter we think must have been against the brine pipes and the temperature has been too cold.

"Tomatoes will not pay for sending; they are too cheap here. Your box fetched 61c. The sixteen cases of peaches have sold for \$1.46 to \$3.17 a case, but a very large proportion of the fruit was bad. Details of all marks to follow. The bushel cases of pears were too large and don't sell well.

"Peat moss will not do for packing. It does not keep the fruit well and certainly looks badly when cases are opened. Keep to the fine shavings and paper. We enclose sample of paper the Californian pears are wrapped in and they carry splendidly. The wax paper also does well and is good looking.

"The peaches seem best packed without wadding. The Elbertas are soundest but the Crawfords take much better; they are so showy. Some fruit has been picked too green to ripen.

"The apples of course came splendidly. Please send in future full details of marks, grade, variety and size of package. We had great difficulty in sorting out en quay. A good consignment arriving a couple of weeks before Xmas would do splendidly we feel sure."

Under date of October 10th, Messrs. Potter & Co. write :

"Sir,—We cabled you to-day 'Net 105.' This is the approximate net proceeds of the 882 packages landed. The charges have not all come in yet, but we do not think the actual result will vary much from this figure.

"We are sorry the result does not equal the 97c. you wanted to make the shipments pay, but you have certainly made more by this fruit than any other people in the market. More than this, you have given the fruit a good standing and the public like it and will ask for it again, so that the result cannot be measured merely by the cash return."

The following is an extract from the "Journal of Commerce," Liverpool, dated October 8, 1900,—

"The enterprise of our Canadian cousins has for many years been a factor of considerable importance in regard to the trade of this country, for Canada has year by year been sending supplies of various kinds in ever-increasing quantities. For some years past attempts have been made by Canadian fruit growers to find a market for their surplus produce on this side of the Atlantic, their efforts meeting with varying success, but at last there is reason to think the time has come when Canadian grown fruit will compete on exceedingly favorable terms with the home grown article, and this not only in the hardier class, but also in fruits of the most delicate description. When the earlier shipments of fruit were made a few years ago the result was almost sufficient to give the project a death-blow, for the conditions under which the produce was carried were not at all such as to improve the fruit during its passage across the Atlantic. The butter man of Montreal required a temperature of 22 degrees for his produce, the beef exporter wanted 28 degrees, the fruit could not do with anything under 36 degrees nor much above 40 degrees. Consequently when all these classes of goods were placed in the same cold chamber on board the steamer, some portion of the consignments had to suffer, and the fruit, fared the worst of the lot, for when it was opened on this side and exposed to the warm air of this country, the tissues of the fruit burst and it wasted away within 24 hours, the experiment thus ending in failure. The matter was reported to the Canadian authorities, and after some further experiments, through the efforts of Hon. Sydney Fisher, the Dominion Minister of Agriculture, shipments were made in steamers which provided the temperature requisite for the proper carrying of fruit, the produce being carried in a special chamber cooled by the Linde system. The improvements have, of course, been gradual, and success came very slowly, but it is thought now that the general principles under which fruit can be carried to the best advantage are pretty well known, and that only in minor details can the system be improved. One of the important points connected with the carriage of this class of produce is the necessity for keeping it at a temperature which, while sufficiently low, is not allowed to vary to any extent. Considerable difficulty has been experienced on this point, for the best-meaning engineer may temporarily neglect this portion of his charge, and the mischief is done, in most cases beyond repair. A thermograph, or self-registering thermometer, is now provided for each chamber fitted for the carriage of fruit, and this provided a record of the actual changes of temperature during the voyage; thus it can be seen at a glance whether the fruit has been carried under proper conditions or not.

"A recent shipment of fruit by the Manchester Commerce arrived in this country in the pink of condition, and samples have for the past week been exhibited at the office of Canadian Pacific Railway, James street. There passers-by were