

### EXTENSION OF FRUIT GROWING.

days we found difficulty in peddling out the product of one acre

The question next arises, can we still further expand our markets? they appeared full in every direction last year. I say we can. Last year I received a letter from a friend in Yarmouth, Nova Scotia, saying why do you not send grapes here? they are retailing at 18c. per pound. Now, I had offered grapes to all the best dealers in that town for several years at prices current. Last year about one and-a-half cents per pound here, equal to about 3c. there, and succeeded in getting no orders, the dealers, doubtless, getting them as cheap from Boston, from whence daily boats came, and that in spite of duty. The retail dealers, doubtless, put their heads together and decided that it would be more profitable to buy grapes at 3 cents and sell at 18 than to do double the business and sell at 10 cents, or four times the business at 7 or 8 cents. I

have seen this same thing in all our towns up north, such as Fergus, Mildmay, Walkerton and others, some years ago. But gradually some smart chap makes a break and sells lower, and discovers that where he formerly sold 10 pounds at 15 cents per pound, and wasted five pounds while waiting for monied people to come and buy at these high prices, he can now sell a hundred pounds, and do it so quick that he has very little waste, and, moreover, that he can buy cheaper when he sends to the place of production for 100 pounds than when he bought 10 pounds from a city dealer, and so the educating process goes on, and that is what we call opening up a market. The town that formerly used 100 pounds per week now uses 1,000 pounds, and yet there are hundreds of towns yet to know the blessings of cheap fruit; hundreds of towns yet where the greed of the retailer has yet to be foiled or where he has yet to learn the funda-

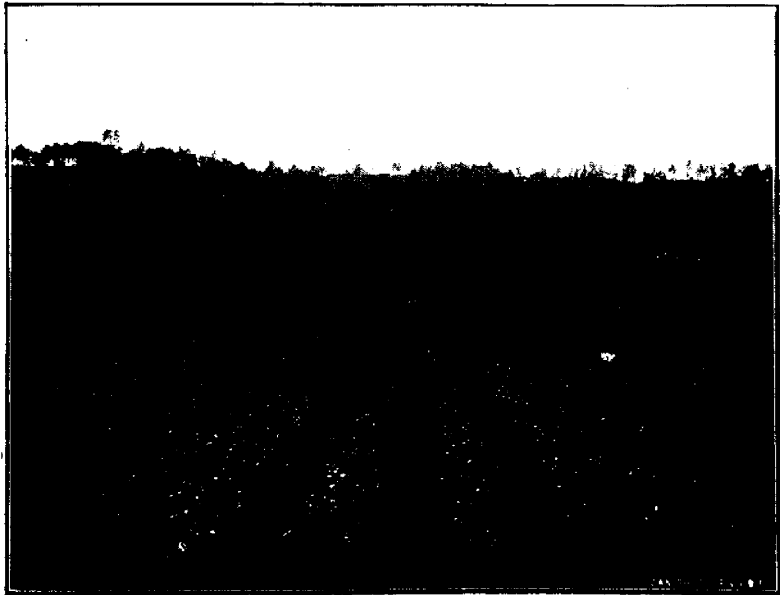


FIG. 1092.—A BLOCK OF 60,000 APPLE TREES AT HELDERLEIGH.