

## COMMISSION SALES IN GREAT BRITAIN

A CANADIAN IN ENGLAND.

While I do not believe there is as much fraud connected with the sale of Canadian apples in British markets as has, sometimes, been charged, still I believe there is considerable fraud. Openings for such are evident, even though many firms are quite too honorable to take advantage of them.

I advise Canadian growers to have a Canadian, preferably one of themselves, to represent them in England. Such a man might confine his attentions to Liverpool and endeavor to certify the correctness of Liverpool returns, or he might have a roving commission, with authority to see books of any brokers whose returns are questioned by the shippers. Brokers would, no doubt, be quite willing to agree in advance that their books should be open for inspection by any accredited representative of the shippers. The idea is capable of elaboration in many ways. As far as engaging a man over here to

influence the bulk of the sales is concerned, I cannot see any necessity for outlays on the part of Canadian growers for such a purpose. If the fruit is carefully put up on the cooperative principle, so that large lots of any given variety and grade will turn out uniformly, barrel after barrel, the demand will not only be easily found, but is already waiting.

To put it briefly, the goods will sell themselves if they are right, and what the Ontario grower wants is the assurance that he will get all the fruit produces, less actual and necessary expenses for freight, dues, and commission. It must not be difficult for the growers to get transportation on extremely easy terms for one or two representatives, whose expenses for say one month, November 15 to December 15, would be a very small matter in comparison with the sum that would be required to keep a man employed over here by the year.

## SPRAYING COMPETITION CHALLENGE

W. H. BRAND, GRIMSBY, ONT.

In your issue for October I find some representations which, in the interests of both the purchasing public and ourselves, require correction. They are found under the headings "Spraying machines at Toronto," "Little Giant Sprayer," and in the advertisement of their manufacturers. They are: "Besides being the cheapest machine on the market, it is also the only one that automatically sprays two rows of grapes as well as small fruits at the same time. These machines are now in perfect running order having long since passed the experimental stage. Fruit growers may feel assured that they are obtaining the best when they purchase a Little Giant Sprayer. Mr. E. D. Smith is using one of their sprayers and does not possess one of the Spramotor machines. This sprayer is the most complete machine on the market. Unreliable agents tell you they sell a machine just as good, but don't be deceived; buy a Little Giant which has stood the test on many large fruit farms during the past summer and has never been known to disappoint. The Little Giant is a Canadian made machine that many try to imitate but have not succeeded." etc.

Now, as Wallace Power Sprayers and myself appear to be directly included in these sweeping assertions, I deem it well within my right to draw attention to the positive facts and prevent the uninformed from being "deceived" by such statements and place them on the correct basis to judge which make of machine produces a correct spray, enough of it, holds it long enough to do thorough work at each stop, is the most economical in the use of mixtures, produces the most paying results, requires the least expenditure for help while in operation and would really be "the cheapest" for them to invest in.

A proper spray is one composed of very fine, mist-like atoms not coarse (like that commonly called a "Scotch mist"), and is one that will

not drench the foliage to the dripping point when applied from nozzles passing by at a reasonable walk. If it be too coarse it will gather in drops and carry with it the very ingredients desired to deposit. The same thing results from directing even the finest spray too long in any one spot. In doing this it carries with it components such as Paris green, which is not perfectly soluble in water; blue vitriol, white arsenic, etc., as these remain in a very fine but heavy powder. A proper spray, properly applied, is no heavier than an ordinarily light dew on the foliage. To obtain this proper spray we require machines capable of generating very high pressures—as high as 200 pounds sometimes—and furnishing enough volume of spray to accomplish thorough and speedy work in whatever we are spraying. Not only so, but, as we sometimes find it absolutely necessary to halt at a tree in order to finish it thoroughly, or, on account of using extension rods have to make a stop at each tree, we must have a reserve force and extra room for the storage under that force of sufficient mixture to do the work required. In the most economical of power sprayers, this force is compressed air—a quantity which is free to all and only requires placing in proper shape to do many things other than apply the brakes on railway cars. This is the agent employed in wallaco machines, and in most of them it is got by power from the wheels or axles of the vehicle that carries the outfit as the horses (or horse) draws it along. Our pumps are made finely enough to compress air to 40 or 45 pounds pressure without the use of liquid. After we get the required amount of air to do the work contemplated, we turn the suction on liquid and run up a pressure of 200 pounds if it is required. (Most people run between 70 and 160 pounds.) The length of time we can stand and spray depends on the size of the machine and the number of nozzles being used. The