

one snugly and securely. It will pay to put a few folds of soft paper in each end of the barrel and press the contents carefully but firmly together, so that not an apple can move, no matter how the barrel is shaken about. It will pay to neatly line the inside of the barrel as it is being filled up with some thin nicely tinted paper. And when the head has been put in and all firmly secured, it will pay to have a trade mark of your own with which you brand each barrel of fruit thus put up. Does some one say, "Nonsense, this will cost you too much in time and fussing." Let us see. Take the Baldwins; put up in rough and ready style they will bring eleven shillings; put up in this careful way they will bring fifteen shillings, which is one dollar more per barrel. This will pay for a whole day's work. Surely a man can put up more than one barrel in the most careful manner in a day. And it costs no more for the barrel and the transportation when put up in this way than when put up hastily. Now try this on a barrel of Ribston Pippins. Still quoting from Mr. Cochrane's circular, we find that a barrel of the rough and ready sort sells for fourteen shillings, but put up with care brings thirty shillings, a difference of sixteen shillings or four dollars per barrel. Will not that pay? Or is that difference perhaps exceptional? Let us try the Golden Russets and see whether a difference of seven shillings per barrel, say a dollar and seventy-five cents per barrel, will not pay.

But perhaps some one will say, "ah yes, this is all very well on paper, but if I select my apples in this way, when I have rejected every defective apple and every wormy apple I will have but a few barrels of perfect fruit, and the great bulk will be left on my hands wholly unsaleable; oh no, this will never do, I must make the good apples sell the poor." Let us look at this, and bring it to the test of figures. Say you would have one hundred barrels of Golden Russets if put up in the rough and ready style; these would bring you sixteen hundred shillings in Liverpool. We believe the cost of shipping apples to Liverpool averages five shillings sterling per barrel. The cost of transportation then of the hundred barrels would be five hundred shillings, which would leave the shipper eleven hundred shillings for his hundred barrels. Say that by this process of careful selection the quantity is reduced to sixty barrels. These would bring, according to Mr. Cochrane's quotations, thirteen hundred and eighty shillings. Deduct five shillings per barrel for freight, three hundred