

prize fruits from which to order, all which advantages are lost if nomenclature is disregarded.

We have given these few hints for the benefit of such exhibitors as are in the habit of finding much fault with the awarding of prizes, hoping that a consideration of these few points may help them to a more correct judgment.

WISER BY EXPERIENCE.—“Well, neighbor,” says my friend Ignavus, “have you learned anything new this season about *fruit packing*?”

“Yes, two or three things. A fruit grower can hardly pass through a season of practical work and learn nothing. I have learned (1) that it pays to ship large and small specimens in separate packages, and mark them accordingly. We know some appear to think the fine specimens should all be saved for topping, and the small ones should be used for filling up.”

Said Ignavus, “Of course I would not think of packing that way for near markets, where I want to establish a reputation, but you know I ship my poor stuff to a distant city, well topped, and have it sold without my name being attached.”

I say “Shame on such a sham kind of honesty;” don’t you, brother fruit growers of Canada?

Ignavus adds, “Anyway the buyers expect such packing, so they are not deceived.” But is it any reason why we should be a set of cheats because “buyers expect it?”

We therefore lay down another principle, viz: (2) *It pays to be honest*, aside from principle, and aside from self-respect which accompanies such a course. “Put conscience in your barrels,” said a buyer to one of our firm some five or six years ago, and we believe the advice to be golden. At all events it was the means of bringing us an offer from a Glasgow house that surprised neighbor Ignavus, it was so much higher than was current. Only a few days before, he had been watching our packing which was going on inside the fruit house. “You make too many culls,” said he, “it will never pay you; nobody else thinks of such waste, and yet others get quite as good prices as you do.” I said I believed it would pay, and so it has proved.

Another item to be laid upon memory’s shelf is, that (3) it pays to secure plenty of fruit packages long before you want to use them, for it saves your time when you are very busy; it saves your money, since you can buy them early at a reduced price; it saves loss, for sometimes