

*Results of Sales.*

| Package.                                              | Net Weight of Fruit. | Cost of Package and Packing. |         | Average Sale Price. | Average Net Returns to Grower. |         |
|-------------------------------------------------------|----------------------|------------------------------|---------|---------------------|--------------------------------|---------|
|                                                       |                      | Total.                       | Per lb. |                     | Per Package                    | Per lb. |
|                                                       | Lb.                  | Cts.                         | Cts.    | \$ cts              | \$ cts.                        | Cts.    |
| Northwest standard box, Early Crawford lot.....       | 20                   | 15                           | 0.75    | 0.87½               | 0.392                          | 1.96    |
| Northwest standard box, Elberta lot.....              | 20                   | 15                           | 0.75    | 0.53½               | 0.113                          | 0.56    |
| Woolverton crate, three 6-quart baskets.....          | 27                   | 26                           | 0.96    | 2.03½               | 1.146                          | 4.23    |
| Woolverton crate, three 6-quart baskets, 2nd lot..... | 27                   | 26                           | 0.96    | 1.174               | 0.425                          | 1.58    |
| Hunter crate, six 6-quart baskets.....                | 54                   | 51                           | 0.94    | 4.003               | 2.83                           | 4.14    |
| Michigan bushel basket.....                           | 56                   | 17 2/3                       | 0.31    | 0.716               | *0.053                         | 0.94    |

\* Loss.

Crates occupy so much space that 20,000 pounds cannot be put in a car when they are shipped alone, so that in straight earloads of crates the freight charges would be more and the net returns less than those shown above. From 480 to 560 Woolverton crates may be loaded in a car, making their weight for freight expenses range from 36 to 41.6 pounds. About 240 Hunter crates may be loaded in a car, which, divided into the minimum weight for earload shipment, gives 83.3 pounds for which freight has to be paid on each crate.

*The Northwest Standard Box.*

For western markets and select trade in eastern markets the 20-pound box is the most satisfactory peach package. As a carrier of fruit when well packed it has no equal. For long distance shipments it is rivalled only by the Georgia carrier. The latter is slightly cheaper in original cost and cost of packing (0.5 cents per pound), but the wrapping of the fruit in the box means days to the life of the peaches by preventing bruising, and isolating fruits that start to decay prematurely. Western wholesale houses are very reluctant to make f.o.b. purchases of any other type of peach package.

New packers may be taught in a short time to pack in boxes and with a few days' practice most packers become proficient. Packers will pack from 70 to 120 boxes per day. The cost of package, packing, and mailing is 0.75 cents per pound of fruit.

*The Woolverton Crate.*

The Woolverton crate is a new package designed to protect peaches marketed in baskets and to allow the marketing of the popular "leno" or heaped baskets. For local express shipments it is an ideal package as it carries peaches well, is not easily pilfered and is a good display package. For long-distance shipments it carries peaches well, but on account of the space it requires is not adapted to earload shipments, since sufficient packages cannot be loaded to make up the minimum weight. The package is to be criticised for long-distance shipments on account of the liability of the fruit to bruise by its jarring about in the baskets.

It is a package that can easily be adopted by the growers since they are accustomed to marketing in the elimax baskets. Its initial cost and cost of packing are slightly more than that of the box, being 0.96 cents per pound. From general observations during the season it is evident that this package will readily wholesale for from \$1.25 to \$1.75 in the prairie markets, netting the grower from 1½ to 3 cents per pound for his fruit.