

A. The Oscar Brown Company was their representative.

Q. When Mr. Ricardo was manager of that organization he had a selling agent in Calgary who distributed the fruit to the retail dealers.

A. Mr. Ricardo is still manager of the Coldstream Fruit Company, and is president of the Okanagan Fruit Union of which I am a director. As a matter of fact the Coldstream orchards were the only ones in that district that were producing any apples at the time; that is nobody except that company had any necessity for any organization to distribute or sell their fruit, because the trees were not producing. But the moment the rest of the valley came into production, Mr. Ricardo, Mr. Agur and Mr. Kidston set to work and established this association and the Okanagan Fruit Union to handle all the Coldstream Estate Company's stuff.

Q. Do you say that Oscar Brown has now got control?

A. No, I said the Coldstream owned the Oscar Brown Co. and sold out four years ago.

By the Chairman:

Q. What would it cost to put that box of apples, the picking, packing, freight, &c., on the Winnipeg market from the Okanagan Valley? The actual cost?

A. I am sorry I cannot give you the exact figures if you lump the whole thing together; I can give it without the picking.

Q. Well, the whole cost?

A. 78 cents.

Q. That will be the cost?

A. That will be the cost from the time the apple is picked until it reaches the jobber.

Q. About what would you consider a reasonable price for fruit in Winnipeg—a box of apples?

A. We have heretofore considered a reasonable price, according to variety, as \$1.35 to \$1.50 a box.

Q. At Winnipeg?

A. F.O.B. at the shipping point.

By Mr. Sutherland:

Q. Do you know how many boxes have been shipped out of British Columbia this year?

A. I have already given the number of cars—we have shipped about a thousand cars of fruit, all told.

Q. About how many boxes of apples are included in that?

A. About 470,000.

By the Chairman:

Q. Coming back to that other point, how will that cost compare with the cost to the American shipper—the 78 cents?

A. In what way?

Q. In his expenses, in laying the fruit down in the market, is it more than the British Columbia grower?

A. His freight would be practically the same, only his cost of production and handling box, etc., is very much less.

Q. I understood you to say that the cost of picking and packing would be less, that would necessarily put them in a position of putting their fruit on the market at less expense.

A. The American cost of production is from 15 to 25 cents a box less than ours.

Q. Why?

A. Because the cost of labour in British Columbia is from 25 to 40 per cent higher.