

is honest enough to own it—you can't fill him up, he is hollow to the boots—(laughter)—but the trouble is, he will not eat it unless it is forced on him in his own country. And my theory is to keep right at it, keep sending them grapes. But do not go home with the idea that you know more than those who are over there in trying to make this a success. I think yet exporting fruit will be a success. Now the fruit-growers have as good a right to have patronage bestowed on them as the butter men have. The California people studied the interests of the people they were selling to, and put up their fruit in packages and got good prices. I was talking to one of the best fruit men in Winnipeg, and I said, "I am sorry you get all Kansas apples." "Well," he said, "we don't get the Canadian apples as we want to get them." That is a trade that has never been spoken of at any of our meetings, and I think if more attention was paid to the Winnipeg market good results would come to us as fruit growers. We should try to follow out these directions that we have heard.

Prof. ROBERTSON: Prof. Saunders a good many years ago was a pioneer in this work of shipping some grapes to England in connection with the Indian and Colonial Exhibition, and perhaps some experience gained then would be valuable at this point.

Prof. SAUNDERS: I might give an item or two of that experience, as I think it is appropriate at the present time; and anyone who has undertaken to make an Englishman eat what he doesn't want has undertaken a large contract, and is raising opposition in the mind of such party that is not easily got over. I think the best way in which to coax along this grape trade is to try and send them those varieties of grapes which are most nearly what the Englishmen want, and those varieties which Mr. Pettit has referred to here and which Mr. Whyte has referred to, where there is an absence to a greater or less extent of that characteristic which is sometimes designated as "musky" and sometimes "foxy," which is got from the wild fox grape blood of this country in the grapes. At the time of the Indian and Colonial Exhibition I had charge of the fruit exhibit, and in arranging in the spring the large pyramid of preserved fruits I came home here and with the aid of some of the most active members of this association, who most cordially went into the work, we succeeded in getting together a very large exhibit of fresh fruit, and among the rest sent over a large number of varieties of grapes. Now those grapes were exhibited under the auspices of the Royal Agricultural Society, and the very best judges that they could find appointed to examine and report on those grapes, and they would not have anything to do with any such grape as Niagara, but said, "Those are not the kind of grapes that we have been in the habit of using;" they didn't like the flavor of them; they had not been educated, as Mr. Burrell has remarked, and this process of education is a little difficult when a man is not a willing subject. They were not willing subjects. While they reported favorably of such grapes as the Delaware and others of that character, and most favorably of all on one of the small white grapes which was exhibited, which had no musky or foxy flavor in it at all, they said "that is the kind of grape we want in England," and I think it is much better to proceed cautiously in this matter and not overload the British market with grapes that they don't want, but try and work our Canadian grapes in first by sending them those varieties that most nearly approach to what the Englishman regards as a good grape. Then, after that, we may work in these Concords and other grapes possibly to better advantage. I think this discussion will be productive of a great deal of good. It is well that we all have an opportunity to ventilate our own ideas in this matter, but at the same time we should understand that in all our food supplies that we have been sending to England and all that we hope to send, as far as success has attended that effort, the greatest success has followed the endeavor to meet the tastes and prejudices—if you may call them so—of the party we are endeavoring to supply, by providing not only the right sort of fruit but putting it up in the right sort of packages and just in the way which purchasers want. If we can capture the market in any way, by guile or any other method, it is all lawful in trade, and we should try every means in our power I think to meet the prejudices of our customers so as to please them and try and cultivate as large a trade as we possibly can. It is the Englishman's money we are after, and the more of that we get the better we shall feel, and he has no objection to that provided he gets the thing he wants. (Applause.)