

not worth growing. It was probably the variety known as *Wistaria brachybotris* or the short clustered variety.

A good specimen of the white *Wistaria* is seldom seen, the only one that I know of in this section is a plant growing on the verandah of a house at the northwest corner of Herkimer and Macnab streets, Hamilton. This specimen could be seen flowering beautifully every year in July, and was a pleasing and conspicuous ornament to the residence.

PLANTING PEONIES.

SIR, I am planting some peonies in the fall, and as the soil is very poor and sandy, would you kindly tell me whether I should replace the sand with some other good soil that would be better for peonies. If not, what kind of fertilizer would you advise me to enrich the soil with, and how deep should I plant the tubers.

London, Ont.

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Answered by Wm. Hunt, O. A. C.,
Guelph:

If the soil is very sandy, it would be best to remove it to about a spade's depth and replace the same with a good admixture of well rotted manure thoroughly mixed with it. Fertilizers would be of very little use in very sandy soil. Each plant should have a space of ground prepared for it in the manner I have mentioned at least two feet square.

The tubers should be planted so that the tips of the young crowns are about half an inch under the surface of the soil. A mulching of long strawy manure about two inches in thickness placed over the plants in November would benefit them. Remove the mulch in early spring.

OPENING FOR EUROPEAN MARKETS.

Will you kindly permit me to use the columns of your valuable paper to call attention to a number of lines in which I believe an excellent opportunity is offered for the extension of our trade with Germany, Belgium and Holland.

At the present time there appears to be a good opening for trade in fresh, dried and evaporated ap-

ples in Germany, where the latter pay a duty of \$1.25 per 110 pounds and the former enter duty free. It is true that an act has been passed imposing a duty on fresh fruit from Canada, but it has not been brought into force, and will only become operative by Imperial proclamation. Large quantities of evaporated apples from the United States are sold annually in Germany, and as the quality of the Canadian goods is admitted to be better, there is no reason why we should not be able to compete with the Americans.

In Holland only fancy evaporated apples are wanted. The duty is 5 per cent. ad valorem for both fresh and dried fruits.

Belgium will take considerable quantities of both dried and fresh fruits, particularly Spy, Baldwin and Greening apples in boxes. Fresh apples are free of duty, but 10 per cent. ad valorem is collected on dried and evaporated goods. Canadian cheddar cheese, if mild, will sell even in competition with the best Holland. It would bring about 20 cents per pound retail, leaving an ample margin for profit after paying freight and commission, and the duty, which is slightly over one cent per pound. It is particularly to be noted that only a mild cheese is wanted. Belgium takes annually 23,000,000 to 32,000,000 pounds of Dutch cheese, 6,500,000 pounds of Swiss Gruyère, and 2,100,000 pounds of fine cheese from France. Practically none is made in Belgium. Tinned meats, game, poultry and tinned tomatoes are also in demand.

If Canadians are to secure a share of this trade they will have to get out and "hustle" for business. The merchants as well as the consumers of Belgium and Germany are very conservative in their tastes and methods, a statement that we often hear but do not fully appreciate. Americans and Canadians will buy and test a new article simply because it is new, but with the European consumers the opposite is the case. The merchants over there have their trade established and are content. Why should they change? We must show them that it would be to their advantage to do so. In this connection I desire to emphasize particularly the advisability of Canadian shippers sending over liberal samples of their food products for distribution. They will find it profitable to do so, and to quote prices freely. At first goods would have to be shipped on commission, but when a footing is gained business can be done on a cash basis. It is, of course, necessary above all things that goods shipped shall be carefully packed and true to sample, as this is the only way to gain and hold the confidence of the merchants.

It may be mentioned that the Canadian agent in Belgium, Mr. D. Trean de Coeli, 75 Marche St. Jacques, Antwerp, will be glad to answer inquiries and to give all the assistance in his power to enable Canadian shippers to make satisfactory connections in that country. If liberally supplied with samples, he will see that these are properly stored and distributed to the best advantage as occasion offers. Among the firms who may be consulted, and who will handle consignments on a reasonable commission, might be mentioned Alfred R. Stedens, Hamburg & Luisenhof, Germany, and J. Tas, Ezn, and the North Atlantic Trading Company, both of Amsterdam, Holland.

W. A. MacKINNON,

Chief, Fruit Division.