

3-4 GEORGE V., A. 1913

Q. Do you think it would pay in the long run to try and get a uniform system of shipping nothing but No. 1 to the West and the European markets? Do you think in the long run it would pay?

A. No, I do not think you can afford to throw out No. 2; you may do without No. 3 but not without No. 2.

Q. You would bar No. 3 then?

A. Our No. 2 apple is practically as good as the No. 1 only smaller.

*By Mr. Douglas:*

Q. But if the trade demands No. 1 would it not pay you to satisfy the trade?

A. Certainly, if we could get the same money; in the Old Country there are only two shillings difference between the price of No. 1 and No. 2.

*By Mr. Thornton:*

Q. We must not overlook this fact that we are up against the situation that when we ship No. 2 apples to the Western market they go there as Ontario or Nova Scotian apples and they are put alongside and in competition with the British Columbia and Washington Territory fruit—I am speaking more particularly of Ontario apples—and when those No. 2 apples are compared with the No. 1 apples from the other competing points it must give us a bad reputation. Do you not think in the long run that, considering the future prospects of the apple trade in Nova Scotia and Ontario it would pay to ship nothing but No. 1—that is looking to the trade of the future?

A. Yes, I have no doubt that your point is well taken where they take No. 2 from Nova Scotia or Ontario and compare it with No. 1 from British Columbia or Washington the comparison is not favourable to our fruit.

Q. We have had this matter before this Committee now for five years, and I may say that every member from the West, irrespective of the locality from which he came or the party to which he belonged has said, "We want your Ontario apples, but we do not want anything but good fruit, the poor quality we do not want at any price." We have been told that in this Committee from time to time by the Western members. Now if that is the case would it not pay us to ship nothing but the very best to these markets when the cost of picking and packing, barrelling, transportation and handling is just as large on a barrel of No. 3 as it is on a barrel of No. 1? It gives us a bad reputation to be sending out this inferior fruit.

A. Yes, no doubt of it.

*By Mr. Douglas:*

Q. Is it not true that the Americans do not send in anything but the very best?

Mr. RUDDICK.—Two grades.

Q. Even if you do have to add a little to the price of your No. 1, I do not think it is the price that is sticking the West?

A. We can dispose of No. Two's in the Old Country, where they are appreciated. It is too expensive to send them to the West.

*By Mr. Thornton:*

Q. Would not that destroy your market in the Old Country? It would be very bad just to ship No. Two's there.

A. Nova Scotia is making a reputation in the Old Country this year for No. Three's. Two-thirds of the apples shipped there this year were No. Three's.

Mr. THORNTON.—From your evidence to-day we have this fact staring us in the face: would it not be better to let our inferior fruit rot on the ground rather than ship it to a market where it spoils the reputation for all Ontario or Canadian apples, as the case might be? That is what we are up against all the time. I know No.