

Canadian Fruit in England

"While in England last winter," said Mr. M. E. Kyle, of Oakville, Ont., to *The Horticulturist* a few days ago, "I found the Fruit Marks Act had done a great deal to improve the standing of Canadian fruit on the British markets, although even yet some of the fruit shipped from Canada is not what it should be. Unless shipments of inferior fruit can be stopped, our trade will continue to receive more or less injury.

"While in Bath I entered a grocery store, where I saw several barrels of very inferior Baldwins. I asked the proprietor where he had obtained such rubbish, and he informed me, much to my surprise, that they were Canadian apples which he had purchased at auction in Bristol. He had, he claimed, lost at least \$50 through his purchase of that one lot of apples. I was so struck by this information that I sent to Bristol and had one of the Dominion inspectors come to Bath to inspect the apples. Unfortunately the grocer had lost the heads of the barrels and it was impossible to trace the shipment.

"On being asked if he did not think that United States growers might be taking advantage of the good reputation of a Canadian apples to send their apples under a Canadian label, as has been done with shipments of United States cheese, Mr. Kyle replied that he could not say definitely, although he rather doubted it. "American barrels," he said, "are of a different shape, being smaller and having a different hoop from the Canadian barrels, although it is quite possible some of their shippers may have obtained barrels similar to those used in Canada.

"A very large trade," Mr. Kyle continued, "can be done by Ontario shippers who once become known as reliable packers. One large importer expressed his willingness to me to handle 500 to 800 barrels of Canadian apples weekly, if the quality of the shipments could be guaranteed. I have seen Spys, Baldwins and Russets retail for 8 to 12 cents per pound. Outside a special demand for fancy large apples in the large cities from November to May, small apples seem to be generally preferred. As apples in England are generally retailed by the pound, the buyers like to obtain three or more for a pound instead of one or two large ones. Apples which weigh three-quarters of a pound are not liked for this reason."

"Ontario growers who have fine large apples should be able to obtain handsome prices for them if they would ship them in boxes and wrap them with paper. While it costs more to grade uniformly and wrap fruit in this way, the increase in the prices obtained should much more than pay for the trouble and additional expense incurred. Leading buyers told me that if our growers would take the same trouble in packing and grading their fruit as is taken by the California growers, much better prices could be realized. There is hardly a city of any size in Great Britain in which there are not dealers who would be glad to handle fancy fruit

from our Ontario shippers, especially if shipped direct, but if our men are going to open up this trade they will have to make a search for these dealers. Once an Ontario shipper has found such men to handle his fruit it should be possible for him to work up a very fine trade."

Shipping Apples to the Old Country

"The great bulk of my apples," said William Rickard, M. L. A., of Newcastle, to *The Horticulturist* recently, "go to the old country, being shipped to Glasgow, Liverpool, London and Manchester. Up to the present I have preferred the barrel package. The box has not yet demonstrated its usefulness for the shipment of the bulk of the crop. It has, so far, been devoted to the fancy apple trade, but may yet, however, grow into favor and become more generally used. Even this year I think the standard barrel will be used for the bulk of the crop.

"The Montreal, Liverpool and Glasgow dealers do not want boxes, although some Ontario shippers who have forwarded all their apples in boxes have done well. It is a question in my mind whether it would be possible for Liverpool dealers to handle 150,000 barrels of apples a week, as they frequently do, were all the apples to be shipped in boxes."

Two Shipments of Apples

Ontario apple growers who export to Great Britain meet with queer experiences, some of which are hard to account for. One of these was drawn to the attention of *The Horticulturist* lately by Mr. W. H. Dempsey, of Trenton.

"On March 25 last," said Mr. Dempsey, "I loaded a car of apples; three days later I loaded a second car. The apples in each of these cars were equally good. They went to Portland, and were shipped to Liverpool on the same steamer, but were consigned to different buyers. The apples in both cars were branded the same. One car realized about two-thirds more than the other. The apples which brought the lowest prices were reported by the buyer to have sunk six inches in the barrel, and that the juice was running out between the staves. The other reported the apples in his car in perfect condition."

HOW DID IT HAPPEN?

"What I would like to know," continued Mr. Dempsey, "is how one load of apples could have been injured in this way, while the other remained in such perfect condition? I am satisfied both firms were honest and reported the case as it was. When I was loading the second car, which was the one bringing the lowest prices, the engine in the yard was doing considerable shunting and the cars were being jarred rather severely. I have thought that the apples may have been injured by the shunting. On the other hand, the injury may have been caused by heat in the hold of the steamer, as one lot of apples might have been