

the hundreds of buyers who come three days a week from all part of Great Britain.

The charges are actual and open and sales are printed on catalogues which are issued broadcast so that no mistakes can be made, nor can varied commissions be charged which is not the case under private sale methods. In the one case, goods are offered publicly and practically the whole of Great Britain competes for them, and in the other, competition is limited to the customers of one small receiver; and these croakings remind one of the flea telling the elephant not to push.

The Liverpool brokers have really been the best friends of the Canadian apple growers. The competition among themselves to get business has caused their agents to scramble over each other making advances in many cases to questionable men to get business and, at least, has been the means of handling thousands of barrels that would otherwise not have been handled had the banks been depended on to furnish the money or the trade been left to the few independent dealers who, of course, would have bought at much lower prices. This evil the brokers have seen the necessity of remedying, however, and hereafter only reliable men will receive any assistance from them.

A WORD ABOUT CO-OPERATION

From the brokers' standpoint, it is immaterial by whom apples are shipped or pack-

ed. They are there to sell the fruit, like brokers in any other business and, where a man of ability and integrity and with the necessary experience is manager of the co-operative association everything runs well. There are managers, however, who insist upon such large side commissions that there would be nothing in it for a broker to handle the stuff and there are other managers without the experience of many years; in both the latter cases, the results are the same. Also there are many districts not adapted for co-operation, the growers being interested in mixed farming and when they should be picking their apples they have so many things to attend to that they prefer selling out and out to dealers. If a broker were to receive per barrel what some managers get, they would not be long in getting rich. This does not apply, however, to a few genuine men who are making a success of managing co-operative associations. I know of many cases where individual dealers have shipped to the Auction and obtained higher prices than the associations who consigned or sold f.o.b. for practically the same fruit.

Growers sometimes ask "why cannot we sell our apples as we sell our cheese"? I reply, "Because cheese and apples are entirely different products." The former, after its arrival in Great Britain, can be held with safety indefinitely, while the latter must be sold and got into consumption after an ocean trip.

When the market goes wrong, many people who contract purchases here are unable to pay for the fruit and the stuff has to be sold at the Auction in a poor market, although possibly the contractor has had many previous shipments which have cost him much less than he would have paid at auction.

Naturally the millenium in the trade would dawn could everything be sold here at satisfactory prices but the growing districts are so extensive and there is such variation in quantity and quality and in condition after landing that an occasional slump is unavoidable, and the biggest shippers have found that the Auction averages the best prices and is the safest and cheapest method of getting highest prices.—Eben James, Toronto.

National Apple Show

Great preparations are being made for the National Apple Show to be held at Spokane, Wash., U. S. A., on Dec. 7 to 12. It is expected that premiums will be offered amounting to over \$35,000, consisting of cash, irrigated tracts of land, farm implements and articles especially adapted to orchardists' use. While called the "National Apple Show," the exhibition is fast assuming an international character. The management is encouraging, with good results, exhibits from all over the world.

Special premiums are being offered for exhibits from the provinces of Canada and all general classes are open for them also. The following prizes are offered for the exclusive benefit of all foreign countries that compete, including Canada: For the best two barrels or six boxes of apples, one or more varieties (may be exhibited in box, barrel, plate or staged).—First prize, \$100; second prize, \$50; and third prize, \$25.

Our provinces should make both individual and collective displays. Exhibits are expected from Kelowna, Nelson, Revelstoke and other places in British Columbia. It is hoped that Ontario and Nova Scotia and other provinces also will be represented. Individual growers, fruit growers' associations and all others interested can obtain copies of the premium list by writing to the secretary, Mr. H. J. Neely, 223-224 Hutton Place, Spokane, Wash.

Scotchmen Visit in Canada

The Scottish agriculturists, who toured Canada during the latter part of August and early in September, visited the famous Niagara fruit district. At St. Catharines, they visited the farm of Mr. W. C. McCalla and were accompanied by leading fruit growers of the district and prominent men of the city. They visited also the St. Catharines Cold Storage and Forwarding Co. and the grapery and wine cellars of Mr. George Barns.

From St. Catharines, the party journeyed to Beamsville, Grimsby, Winona and on to Hamilton. Among the places visited were the Beamsville Canning Factory and the farms of Messrs. Hamilton Flemming, Beamsville; A. G. Pettit and H. L. Roberts, Grimsby; Murray Pettit, E. D. Smith and J. W. Smith of Winona. The day was a most enjoyable one, the visitors expressing many complimentary remarks in reference to the growers and the scenery of the district.

A few days previous, the Scotchmen visited the famous melon patches of the Montreal district, under the guidance of Mr. R. Brodie, of Westmount. Their surprise and pleasure at seeing such large, luscious melons growing in Canada was great.



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