

## APPENDIX No. 5

ization for putting stuff into your province, with all due deference, I think you are in error.

Q. In Southern Manitoba American apples are coming in all the time, but we rarely see British Columbia apples.

A. That is exactly what we complain of.

Q. The Americans are putting the fruit in there in the small towns. Where is your fruit going?

A. The people that put the American stuff into the small towns are handling our stuff and distributing it on exactly the same lines, and in exactly the same way as they are distributing the American stuff. The appearance of the American stuff in these small towns is only an additional proof that the American is swamping our market and is getting the bulk of the stuff there.

Q. If we see American fruit going into these towns and no British Columbia fruit, we must come to the conclusion that the Americans are putting more energy into the business.

A. No, I do not think so.

Mr. ROBB.—What do you pay for American fruit?

Mr. SCHAFFNER.—In boxes?

Mr. ROBB.—Yes.

Mr. SCHAFFNER.—We pay \$2.

Mr. THORNTON.—Mr. Foggo has already told us how the American fruit comes in at slaughter prices.

The WITNESS.—There may be another reason why in these small towns you get American fruit instead of our British Columbia fruit, and it is this. Our Number One is slightly better than the American Choice stuff. They may dispose of our fruit in the towns and cities and the American stuff which is slightly inferior, would naturally go to the smaller places.

*By Mr. Schaffner:*

Q. When you speak of a small town, the average population numbers about 1,000 people. That is the condition which exists to-day?

A. Yes.

Q. Now for some reason or other British Columbia apples are not visible in our towns as they should be.

A. That is the case because the bulk of stuff that we have had to distribute has been very small up to date, and the bulk distributed by these markets has been American stuff, but when we come to produce in the near future, as we are going to, the quantity of fruit that we can produce we are going to have enough to spread our apples all over these provinces—unless in the meantime we are forced out of business.

*By Mr. Douglas:*

Q. Speaking from the Alberta point of view there five years ago the proportion of British Columbia apples was five boxes to one of the American, and to-day the proportion is just the other way around. You did have practically the whole market of Alberta a few years ago.

A. Surely not—I mean that a few years ago we only shipped fifty cars. You cannot say that was all the stuff that was used in that market.

Q. Not all the stuff, but I mean to say that it was a big proportion compared with what the United States sent in.

A. It could only possibly mean that nobody was eating apples.

Q. Of course our population has largely increased in five years. Take the centres of Edmonton and Calgary, the Coldstreams people first put their selling organization in, they had a depot and distributed their fruit, they did not let the jobber handle it.