

These apple houses are paying investments for capital, and should pay a high percentage on the investment in apple growing districts. At Brighton and Colborne the charge for storage is six cents a barrel for the season, with the use of a packing room, and this for a house holding 10,000 barrels would yield an annual rental of \$600. The storage houses are made use of by buyers operating at distant parts, who ship to these houses and bring their gangs of packers to put them up in winter, the Grand Trunk charging eleven cents a barrel on the through bill of lading for the stop-over at Brighton.

THE PACKING ROOMS.

OF COURSE men must be comfortable for their work, and excellent packing rooms are afforded by closing off about ten feet of space along the whole length of one side of the building on each floor, with numerous windows, and with packing tables along the wall. These long rooms are made comfortable with stoves, and the barrels brought in for packing and taken out for storage through slide doors in the partition here and there, and afford ample space for all the gangs of packers.

BARRELS VS. BOXES.

NO boxes are used for apples at Brighton, the only package being the standard apple barrel.

"In 1895," said Mr. Dudley, of the firm of J. G. Dudley & Co., "I gave the box package a thorough trial to my great loss. I put up 12,000 bushel boxes, at considerable cost for wrapping paper and work of packing. I shipped them to Liverpool, and when I came to compare my account sales with those of my neighbors, who shipped in barrels, I found I had lost about \$1800; so I have no confidence in the box package."

Probably his conclusion is correct with respect to the auction market, for the broker and his auctioneer have no patience with the

box; but the retailer and consumer appreciate them, and would pay well for them if we could but reach them.

PRIVATE SALES BEST.

WE must not ship our fancy boxed apples on consignment; they must be sold by private sale on their merits. Now that the hurry of disposal is done away by cold storage why should high grade apple stock in boxes be shipped on consignment any more than any other food product?

"You are correct in that," said A. McD. Allan, of Goderich, whom we met at Trenton, "and there is an unlimited opening for private sale of high grade stock. For example, last summer I sold one thousand forty pound boxes of Canadian apples at eight shillings to go to Leith. All that is needed to lead to an unlimited sale of Canadian apples f. o. b. in the orchard, at splendid prices, is to establish *confidence in the grade*. There is still much to be desired in this particular. I have been disgusted during my stay in Great Britain with the incorrect naming of Ontario apples, which much depreciates the selling value; besides, I think, there is yet much to be done by our Government Inspectors. Too much faulty stock goes forward as No. 1, that should be classed No. 2; and the inspectors should be more strict in their inspection, and not allow such grading to pass."

"The trade at home (England)," said Mr. Eben James, of Toronto, "want a large package in a large season, and we have to use the barrel to get the crop cheaply marketed. In the private sale business the box may be all right, but I assure you very often a private sale man will turn down a lot on the least provocation, and you have to get a broker to sell them on their merits; this has been my experience in the past ten years, including four years before I became Woodall's agent. Then again, if you take the cream of the fruit and put it in boxes,