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care in the cultivation, selection and packing of our fruits. Let the grower see to it that he leaves nothing undone that can be done to excel in the production of the choicest fruits, and that when he comes to dispose of it, to allow nothing pass to the shipper but the best. Above all things, teach your children to be scrupulously honest in picking and culling out the apples ready for packing. Never encourage a child to think it smart to get a spotted or wormy apple off on the buyer, by hiding it in the middle of the basket or barrel. Be honest towards your children, yourself, your customers and your country, and you will not only have the satisfaction of reaping reach pecuniary rewards but of being a benefit to your country, a guide to your associates, and an instructor for everything that is just and right in your own family. Let the shipper see to it also that he acts in strictest honesty with his customers. Let the brand always indicate truly what the barrel contains. Let every specimen be sound and clean for a good brand of fruit. And if a *choice* lot is wanted, they should be made of even size and good colour in the barrel. Under no circumstances let the brand indicate anything better than the fruit in the barrel fairly demands. A more difficult question now comes, namely, to whom shall we ship? All the fruit markets of Britain are full of so-called fruit brokers, whose only desire seems to be to make their commissions, and they always do this, no matter how they may sacrifice the interests of the shipper. This class of brokers are what we know as curbstone brokers, and are irresponsible. In conversation, they are quite persuasive, "child-like and bland," as Bret Harte would put it; but do not trust them. Then there is a large class of brokers who, although they are financially responsible, they have not the accommodation to hold fruit in storage, or they do not care to so far consider the interests of the shipper as to hold for favourable markets, but force everything off at auction no matter what may be the state of the market. By all means, it is to our best interests to avoid this class. There is a class of brokers again, who are interested in retail fruit stores, the result of which is that when they handle fruit on consignment the interests of the shipper are cruelly sacrificed, and these retailers are supplied at prices that ensure large profits to the broker. But there is still left a thoroughly responsible and trustworthy class who do all they can to protect the interests of the shippers, and where there is any possibility of realising prices that will ensure profit to the consignor, they will invariably accomplish that desirable end at a very reasonable cost. You will find this class of dealers often at the dock or railway depot examining the goods sent, and trying to make sale to some retailers without incurring cartage or market expense.

During my four months' stay in Britain I visited all the fruit markets, searched out the various classes of dealers and their ways of doing business, and hence I know whereof I speak. It would take up too much space to attempt to name firms, but at any time I will be pleased to give every information in my possession to those who desire to ship. I can recommend good responsible houses in most of the chief towns and cities, whose business records have been looked into or tested. Generally speaking, it is a mistake to ship on consignment to any but the three great distributing centres of trade, I mean London, Liverpool and Glasgow. There is another important point I desire shippers to notice, it is this: That the experience of the past has shewn that fruit shipped to London direct by water, has received much more damage in transit than when shipped *viâ* Liver-