

## APPENDIX No. 5

*By Mr. Webster:*

Q. Does he compete in your market with extra fancy, fancy and higher grade stuff?

A. To a certain amount he does, but not to any great extent in the prairie markets. There is a certain percentage of fancy fruit going into the markets of Vancouver and Victoria.

*By Mr. Thornton:*

Q. Is their choice fruit of the same quality as yours? Number Two?

A. No, it is better than our Number Two.

Q. Better in quality?

A. We have really three grades under our statute, though up to date, owing to not having the bulk of stuff to handle that they do it would be very difficult for us to pack 'Fancy' fruit. As I have already stated, the United States growers have 'Extra Fancy,' 'Fancy,' and 'Choice.' Our Number One is better than their Choice, and our Number Two is below their Choice. The growers on the other side have a big amount of stuff, and their fruit having on the whole a better colour than ours, they can put up and handle the 'Extra Fancy' and 'Fancy'; these grades form really the bulk of their crop. In British Columbia we have a smaller producing area and a smaller bulk of stuff to handle, and naturally do not pack except very occasionally the finest grade. We pack Number One's and Number Two's and our Number 1 is better than their 'Choice'. It is better than their 'Choice' but we compare them with 'Choice' because although their 'Choice' is below the standard of our Number 1 it sets the price inasmuch as they have the bulk of the stuff in that market and consequently that grade sets the price of that commodity and we have to set for our Number 1 the same price as they take for their 'Choice.' Our Number 2 which is practically—I believe I am not exaggerating when I state it is quite as good an apple as their 'Choice', is inferior in respect to colour only and for that we have to take a less price than they get for their 'Choice.'

*By Mr. Robb:*

Q. What is the difference in value between their 'Fancy', 'Extra Fancy' and 'Choice'?

A. I take it as a general rule it is a case of dropping from 15 to 20 cents for each grade.

Q. Per box or barrel?

A. Box—it is box always with us—we do not talk of barrels.

*By Mr. Thornton:*

Q. Well then the great bulk of their shipments to the Prairies Provinces is 'Choice'?

A. Yes.

Q. And you have to meet that with your No. 1?

A. Yes, because there is no demand for better quality than 'Choice'. We have to let our No. 1, which is of better quality than 'Choice', go at 'Choice' price, and we have to take less than 'Choice' price for our No. 2, the difference as a general rule being 15 to 20 cents. This particular year in many cases the return to the grower did not pay his packing charges, freight and duty; sometimes it does not pay the packing charges: that particularly applies to peaches, plums and fruits of that kind. I can give you instances where peaches sold in the Northwest at 30 cents, consigned peaches, the freight and duty on which amounted to 48 cents; yet they were sold at 30 cents.

*By Hon. Mr. Burrell:*

Q. Where was that?