

the South African war. The following is a detailed list of charges ; Freight paid Manchester Liners, \$327.51 ; Manchester ship canal tolls and wharfage, \$13.96 ; cartage and portorage at docks and re-delivering, \$5.74 ; sampling and taring and clearing, \$2.48 ; marine insurance, \$2.52 ; market portorage, \$11.86 ; brokerage at 5 per cent., \$21.94 ; cable, \$3.90 ; amounting in all to \$290.01. This left only \$148.90 net, or a little less than we could have got for the same goods at home. However, we had the satisfaction of having our fruit reach the market in the very best condition, and of establishing a reputation for our fruit that will be worth millions to our fruit growers in the immediate future.

The following extracts from letters from the consignees, Messrs. B. W. Potter & Co., Manchester, regarding this shipment will be of general interest :

“ Manchester, 12th Sept., 1900.

“ Sir,— The shipment ex-Trader landed in capital condition and, if it had not been an extraordinary year, you would have had a very good return ; as it is we have been getting good prices compared to English fruit, which has been almost given away. We have not completed sales yet, but hope to wire you directly with the net result. Now we have pleasure to report on packing. Apples will do very well indeed with wax paper only, no moss or shavings, and packed only in bushel cases—half bushel cases will not pay you so well. Pears in paper and shavings and packed in halves are best. They took much better than the apples and we could have disposed of more. The case of peaches arrived in splendid condition but would not keep and was sold at once realizing \$1.46. Buyers do not like packages which they have to return. Some of the cases were packed too tightly and the fruit accordingly bruised. This is a mistake which we think might be avoided.

“ The marking on the cases leaves room for improvement. Everything is done in such a hurry in our market that it is a distinct disadvantage having to examine a case carefully to find out the variety and grade of contents. We would suggest that you use the plain end of the case for mark, variety and grade, simply putting in bold type say

L. W. KING
87 A NO. 1

leaving off all other lettering. You might use different colored ink for pears and apples.”

“ Manchester, 17th Sept., 1900.

“ Sir,— We cabled you to-day as follows :— Thirty-six net. Pears 97c., bushels \$1.46, halves

61c.; Wilson's \$9.74, average gross proceeds, which we meant you to understand as thirty-six pounds net balance, the pears bringing 97c., bushel boxes apples \$1.46, half bushel apples 61c., and Wilson's patent cases 97c., with box \$1.22, average price. It is a very disappointing return we must admit, but considering the state of the market, the price is a good one. We send you the Shipping Gazette of the 15th inst., and draw your attention to page 10, from which you will see American apples have been fetching from \$1.22 to \$2.44 per barrel.

“ The writer was present whilst the steamer Trader unloaded, and entered the cold chamber, finding it perfectly dry, and he considers that the fruit could not have been carried better, the new arrangement of the brine pipes being a splendid improvement.

“ In nine years out of ten the return for fruit would have been splendid, and it is most unfortunate that you should have fallen across the tenth year.

“ Your own fruit, on the whole, carried best, and we think you must have picked it in better condition, especially the pears.”

The second shipment was made by the steamer Commerce, leaving Montreal September 15th, just in the nick of time for Bartlett pears, but too early for Elberta peaches. The fruit was kept in cold storage while the carload was being made up, and carried by the Hanrahan automatic refrigerator car to Montreal, and thence transferred to the cold storage chamber of the Commerce. There were in all 882 packages, and the total net returns were \$487.67.

The following is a detailed account sales of this shipment, showing the shipments of each shipper, and the selling price of the same :

Z. W.		
1 case tomatoes	61
496 cases Bartlett pears, averaging 74c.,		
\$1.95	\$464 13
56 cases apples, averaging 97c.,	\$1.25..	62 82
5 “ peaches	13 39
A. H. P.		
65 cases pears	59 13
25 “ apples	14 32
11 “ peaches	22 40
E. J. W.		
118 cases pears	122 74
B. B.		
110 cases pears	93 50
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Charges	\$853 04
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Net proceeds	487 65