

way we keep careful track of the amount of fruit sent in by each grower, when it was packed, when shipped, and all other information concerning it.

"The great bulk of our fruit has been purchased by British importers, and will be shipped to three or four different firms. In this way we will save the commission of the middlemen who have generally bought the fruit of our members. We have adopted the Oak Leaf brand, and all our boxes are marked with a stencil. In this way we hope to establish a demand for our fruit which next year will help us dispose of our supply.

WHAT THE GROWERS SAY.

Several growers in the Oakville district who have contracted with the Oakville Fruit Growers, Limited, were interviewed by *The Horticulturist* and all seemed well satisfied with the outlook for good returns for this season's crop.

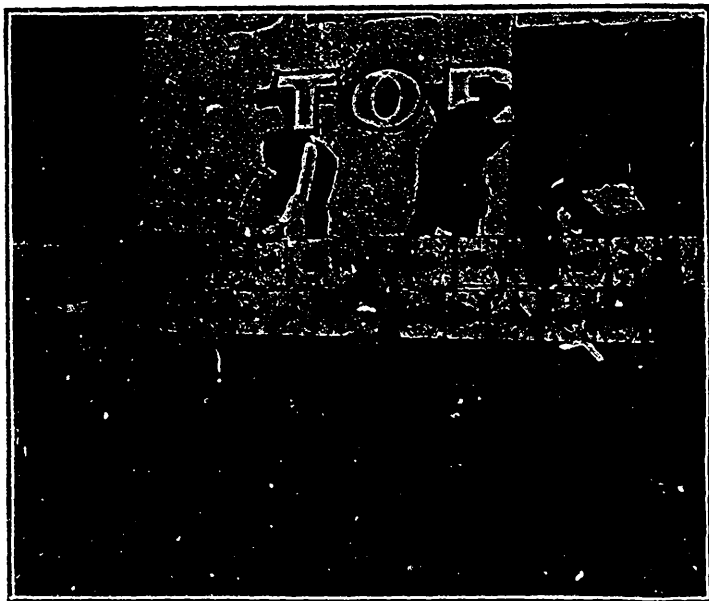
"Selling to the company," said Mr. F. G. McCraney, "is the only way. Selling to buyers is always more or less unsatisfactory. The buyer looks over an orchard and then makes an offer, grading firsts and seconds to suit himself. If the fruit turns out well he takes nearly all, but if it is not good and the Old Country market is dull, only a few are taken and the bulk of the crop is left on the grower's hands. The buyer makes the grade and practically fixes the price as well. He will never make a contract in writing, so that there is nothing to compel him to take the fruit.

"When selling to the company all the fruit is brought in, and Mr. Inglehart and his men do the grading and packing, while the managing committee attends to the selling. I have every confidence in this method, and if rightly managed it should prove more satisfactory to the grower than the old way. It is a new departure in this section, but something must be done to make the apple industry pay better, and I intend to stand by the company. There should be one in every neighborhood."

A BETTER SYSTEM.

"This method is far superior to the old way," remarked Mr. Alex. Belyea. "When sales are made to the buyers the apples are picked and left in heaps under the trees. Sometimes the buyer does not come for days, and often weeks, and the fruit lies there exposed to weather, mice and insects. The top layer of some varieties is damaged by the sun, and the mice and insects destroy many.

"When contracts are made with the com-



At Oakville—Eighty-Five Boxes Ready for the Car