

of grapes. They went to Montreal on the boat and from there in cold storage. They arrived out of condition, and sold at less than cost of transportation; and I believe those few cases of grapes, less than a dozen, were the only packages that didn't pay their way. With the exception of these grapes the packages were all fairly remunerative, and on the whole the Burlington people have made money by shipping to the Old Country. I have done considerably better than we could have done in Montreal with our pears. The worst we have done is about \$6 a barrel, and the best would be \$15 to \$16 a barrel. We have made a good average and feel that we have made lots of money by shipping to the Old Country.

Mr. BURRELL: You are speaking of net prices now?

Mr. FISHER: No; the \$16 a barrel would not be net, but the other prices I have quoted would be net.

Mr. BURRELL: Six dollars a barrel would be net?

Mr. FISHER: Yes, and \$8 a barrel. We got \$8 a barrel net for a good deal of the pears that went by the "Ocean." Now, as regards cold storage against ventilated chamber, I have a friend in Toronto who has been shipping some this year in the ventilated chamber. He packs his tomatoes and pears in peat moss and they do not go into cold storage at all, but they go into a well ventilated part of the vessel, and those packages have arrived in Bristol in first-class order, just as good as those that went in cold storage. Now, if we can ship in a ventilated chamber in safety it will be much more profitable to the shipper, because the cost of transportation was so much less. Between Montreal and Bristol the charge per ton, that is forty cubic feet of space in the vessel, is 17s. 6d., and the additional charge for cold storage is 7s. 6d., making a total of 25s. Now this larger case here containing two cubic feet go twenty cases to the ton, so that twenty of these cases shipped to Bristol would cost 25s. The small case, being four-fifths the size of the other, would go twenty-five to the ton, so that the cold storage to Bristol would cost us exactly one shilling a case.

A DELEGATE: What do you mean when you speak of cooling the fruit?

Mr. FISHER: The only way we cool the fruit is to pick it and pack it in the forenoon up to the time that it gets warm from the heat of the day—the sun and the warm wind. Then I don't want any more fruit packed that day. We pick it and leave it on the table and leave it to cool, let it lie over night and let it cool off all that day. My packing house has sliding windows; it is on the upper floor, and we leave these windows open and the wind plays through them, and this fruit gets pretty well cooled off by next morning, and we let our pickers go on and pick all the fruit they can on the following morning while it is cool, but just as soon as the fruit gets warm we don't want any more of it mixed with that cool fruit; we put it by itself, and then there are girls that wrap these pears in paper, and we go on with our packing, and in the field they are picking and putting in another part of the building.

A DELEGATE: Suppose you have a very hot night?

Mr. FISHER: It will cool off. They will cool off very much more in the night in any kind of room. I think this is a necessary process because of the process of the cold storage people. They have a room called the tempering room, and if fruit goes into their warehouse hot, they don't put it into the cold storage at once; they put it into the tempering room. Within a month I visited a cold storage building in Toronto where they had a large number of baskets that were put in during the Bartlett pear season, and the pears were still in splendid condition, having been kept at a temperature of thirty-eight degrees. They had been sold to the Queen's Hotel, and one of the conditions of the sale was that they should be ripened for immediate use before being delivered to the hotel, and when I called there were a number of baskets sitting about the stove on the floor being ripened for delivery to the hotel. They had been there three days when I saw them, and they were still hard after being kept for several months.

Prof. TAFT: How ripe did you ever put pears in cold storage and keep like that?

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