

THE IMPORTANCE OF GRADING.

skin pale green changing to yellowish green, with dull red on sunny side which becomes bright crimson at maturity, somewhat resembling the coloring of the well-known Louise: stalk, stout and fleshy, obliquely inserted without cavity; calyx, large, half open, in shallow basin.

Flesh—Creamy white, fine, tender, juicy, with very agreeable flavor: good to very good.

Season—August 20th, to September 1st, (1897).

Quality—Good for dessert and cooking.

Value—Good for home market.

Adaptation—Counted perfectly hardy in Grey, Simcoe, Bruce, Huron, nearly hardy in South, and tender in North Ontario County.

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MANY growers seem to think that grading does not pay for the time and trouble incurred, and that it pays better to face up the packages, and hide the rubbish among the better grade. The mistake made by this method is well shown by the following from the Rural New Yorker:

A fruit grower sent a lot of 12 barrels of apples to market, good, bad and worse, all mixed together. They sold for \$1.50 per barrel, although there was a fair proportion of good ones among them. Here is about the way the account would stand:

RECEIPTS.	
12 barrels of apples at \$1.50.....	\$18.00
COST OF MARKETING.	
12 barrels at 25c.....	\$3.00
Freights at 10c. per bbl.....	1.20
Cartage at 5c. per bbl.....	.60
Commission at 10c. per bbl.....	1.20
	6.00
Total net receipts.....	\$12.00
Net price per barrel.....	1.00

Had one-half of the best of these apples been sorted out, and carefully packed in attractive shape, they would have sold much more quickly at double the price per barrel for which the whole of them

sold. Then the account would have stood as follows:

RECEIPTS.	
6 barrels of apples at \$3 per bbl.....	\$18.00
COST OF MARKETING.	
6 barrels at 25 cents.....	\$1.50
Freight at 10 cents per bbl.....	.60
Cartage at 5 cents per bbl.....	.30
Commission at 10c. per bbl.....	.60
	3.00
Total net receipts.....	\$15.00
Net prices per barrel.....	2.60

It is plain that, when the apples were properly assorted and only the six barrels of choice ones were sent, the net receipts were \$3 more than in the other case. Which shipment gave the most profit to the shipper? These figures do not take into account the six barrels of inferior apples that were left at home, which were worth something. Another feature of this matter is the effect on the market. The shipment of these ill-assorted, under quality products, is the greatest factor in the so called glutted markets which are a bug-bear to commission men and producer alike. The above case is not a fancy sketch, but is duplicated in different products and in various degrees every day in our great markets.