

The American grower does not pack under any Act of Parliament; he packs in accordance with the regulations of the ruling Association in the particular district in which he produces. In the North Western States the growers style their pack "Extra Fancy," "Fancy" or "Choice." The growers in these States, for the most part, in fact almost entirely, dispose of their "Extra Fancy" and "Fancy" grades in their own markets, and endeavour to keep off their own markets their second grade stuff, which they call "Choice". I think it is quite obvious why they should do so. If they can keep their second grade stuff off their own markets they maintain the standard of prices of the best grades. If, however, the second grade fruit were thrown on their own markets it would lower and restrict the sale of the better class of fruit. Under such circumstances what do these United States growers do? They ship their second grade fruit into our prairie provinces. They are prepared to, and often do, ship that stuff in at prices that barely pay the freight and duty. To-day, so far as I have been able to gather, they supply the prairie provinces with more than half of the fruit that is absorbed by these markets. I have not got the exact figures, it is impossible to get them at the present time, but of the general accuracy of that statement I am quite certain. Now, gentlemen, the United States growers put that second grade stuff into the markets of the Canadian West in the first place to keep that fruit off their own markets. In the second place, as it is surplus stuff they are prepared to take a very low price for it. In this connection I ask you to remember that they are in the same horticultural area as to fruit growing that we are; and as they are our opponents in our markets we never do get, as the fruit growing States of the American Union get, and as other provinces of Canada get, into the market when there is a short crop in our opponents' district, and when we have a better crop, which, by a process of compensation, would average and bring up the prices of our fruit. Because when we have a big crop our opponents have a big crop; when we have a short crop they have probably a short crop also. But at any rate they have the bulk of crop, they have a bigger crop, and they are using our markets to dispose of their second grade stuff and they are hitting us worse when they have the bigger crop. The result is this: in a market where there is no absolute demand, and no great demand for a particular quality of fruit, or a better quality of fruit, the average price is governed by the bulk of stuff in the market. Now, the American who rules this market, and who rules it with the second grade stuff, sets the price, the slaughter price, and we have to dispose of our fruit at that price. We have to dispose of our Number One's at that price and our Number Two's at a considerable reduction. There is no competition, we do not meet fair competition. We are never asked to compete; we have just simply to meet the conditions which are due to the admission into our markets of this surplus stuff from the other side, and we never can get into the market when our opponents have a short crop and we have a big crop, so that we may average up our prices.

*By Mr. Robb:*

Q. Before you get away from that, do we understand that oftentimes the American grower gets a higher price in his own market than he sells his fruit for in Canada?

A. As I have already stated, sir, the United States grower for the most part sends his second grade stuff into our markets and keeps it off his own market. Of course he gets a better price for his extra fancy and fancy fruit which he retains in his own market than he gets for the second grade stuff, the choice stuff, which he puts into the prairie provinces. When he has a surplus and when he is dumping this stuff into our markets, he is selling in these markets not at a less price than he could get at home for the same stuff, because he does not sell it there. It is surplus stuff and he has got to get clear of it, and is prepared to get clear of it at slaughter prices, because this stuff is all racked and must be disposed of.