

the west is what little surplus is left over after the Ontario and Manitoba demand is supplied. In Nelson, B. C., one grower is able to supply the local demand, with the result that all the other growers in that section bend their energies to filling the demand for the Winnipeg market and other cities in Manitoba and the Territories.

"Ontario growers might be growing three times as many berries as they do, but as long as they oscillate between the local and distant markets, without bending their energies to developing a profitable trade exclusively with one or the other it will be impossible for them to work up a first-class trade with the west. If they are going to work up such a trade it means that they must keep their business engagements, even

if it sometimes means a loss to them to do so, as otherwise the buyers in the west will not have confidence in them and will be slow to give them orders.

"Ontario growers will have, also, to raise the varieties that will prove the best sellers, and pick and pack these berries especially for shipment. Only by definite work of this kind will they be able to compete with the British Columbia growers. One failure to fill an order has a worse effect with a buyer than even a shipment of poor fruit, as a small amount of poor fruit can be sold, if necessary, at a lower price, while if no berries are shipped at all the buyer is left in a bad position. When I was in Winnipeg British Columbia fruit growers were receiving \$2 net per case for their berries."

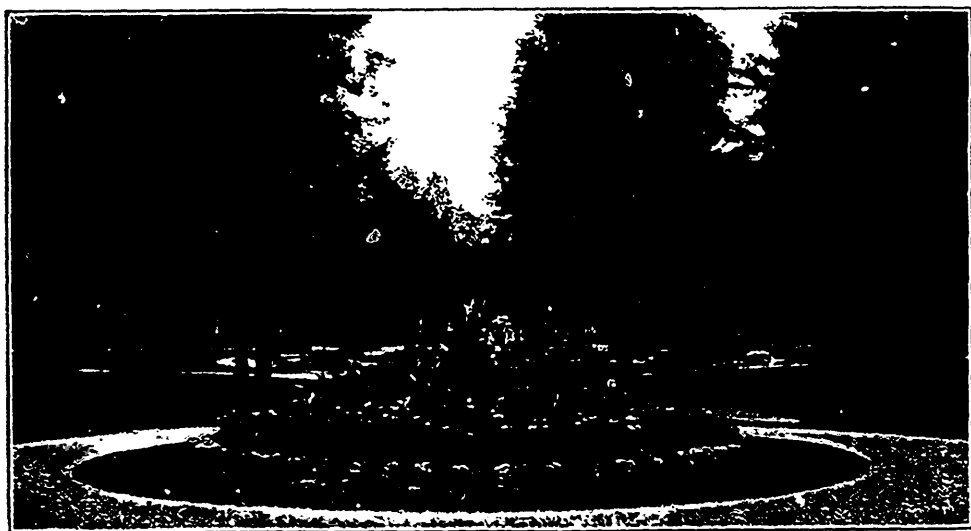
## LONDON PARKS

FOR a city of 40,000 inhabitants London is fairly well supplied with parks. The greatest need in the future will be small play grounds for the children. There is a movement on foot, inaugurated by Ex-Mayor Beck, to acquire small areas

in different parts of the city to be laid out as playgrounds for children, so that we hope to have this need filled also.

### VICTORIA PARK.

Within three blocks of the center of the city Victoria park is located. It has an



Flower Bed in Victoria Park, London, Ont.