TWENTIETH ANNUAL REPORT

—OF THE—

BRITISH COLUMBIA FRUIT-GROWERS' ASSOCIATION.

Annual Meeting, Victoria, January, 1910. Reorganization Meeting, Kamloops, April, 1910.

THE GOVERNMENT OF
THE PROVINCE OF BRITISH COLUMBIA

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1910.

DEPARTMENT OF AGRICULTURE,
VICTORIA, March 1st, 1910.

THE HON. W. J. BOWSER, K. C.,
Minister of Agriculture.

SIR,—I have the honour to submit herewith Report of the Twentieth Annual Meeting of the British Columbia Fruit-growers' Association.

I have the honour to be,
Sir,
Your obedient servant,
WM. E. SCOTT,
Deputy Minister of Agriculture.

Young Orchard. Coldstream Estate Co., Vernon, B. C.

BRITISH COLUMBIA FRUIT-GROWERS' ASSOCIATION.

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TWENTIETH ANNUAL MEETING.

VICTORIA, B. C., February 5th, 1910.

The twentieth annual meeting of the British Columbia Fruit-growers' Association was held in the Women's Building, Victoria Exhibition Grounds, on the above date, with the President, Mr. H. Puckle, in the chair.

Those present were W. E. Scott, Deputy Minister of Agriculture, J. Johnstone, J. C. Metcalfe, Capt. P. Elliston, J. F. Smith, P. H. Wilson, Tom Wilson, W. J. L. Hamilton, W. N. Shaw, G. Heatherbell, Jas. Compton, J. J. Armstrong, J. A. Catherwood, P. M. Wilson.

The meeting was called to order at 10 A.M., when the minutes of the last annual and quarterly meetings were read and confirmed.

The Secretary then presented his report for the year ending December 31st, 1909, and the financial statement for the past year, which were adopted as read.

The report of the Executive Committee was read and adopted, after which the correspondence was taken up. Letters were read from the Hon. W. J. Bowser, the Hon. the Premier, Capt. R. G. Tatlow, and Mr. W. A. McKinnon, Canadian Trades Commissioner.

Moved and seconded—"That the correspondence be received and the first three filed, the last being laid on the table for discussion." Carried.

A letter was also read from R. W. Robertson, which was laid on the table for discussion.

PRESIDENT'S REPORT.

The President then presented his report, as follows:—

I wish to speak for just a few minutes on the aspect of this society and its methods during the past year. I might say that, when we took this matter up at the last annual meeting, we expected to be able to improve our methods to a great extent, but on looking into the business arrangements and constitution, I could not find any way to improve methods until the whole thing was dissolved and started again on an improved basis. I will endeavour to show you how the money was spent last year and the good derived. We held three quarterly meetings—one at Chilliwack, one at Kelowna, and one at Creston. The Chilliwack meeting was the best attended, and more interest was shown there than at any of the others, but these meetings cost in the neighbourhood of $150 apiece, and, as far as I can understand, the people do not consider that they got value for their money. It has been the habit in the past for certain members to attend these meetings and speak on their own pet subjects, not considering to any very great extent the district in which they are speaking at the time. It seems to me that we could get for the $150 some very valuable papers, which would do more good than is done by getting all these people to attend these meetings and then not learn much. If good, reliable information pertaining to their own localities could be printed, and let the people read it at their leisure, it would be far better, in my opinion, than for the same men to travel in the same districts year after year to these meetings. The local people will not attend. At the annual meeting, I think we do right to get men from all over British Columbia to attend and give us their views, and let this be their central depot, to handle all complaints and generally look after all their interests there. I think it is a good move when we pay these men to come down and get them to come here and hold this Association meeting annually, and try to make the annual meeting as strong as possible. We found we were occupying a very difficult position this year, in that wherever Farmers' Institutes are established it was of no use to hold a meeting of the Association. It left only two places where there were no Institutes, where we could get our work in. One was Keremeos and the other Windermere; and now that those two places are forming Institutes, there is practically no scope for this Association, unless they change their methods.

A branch which was taken up, and which was of great value to us years ago, was the supplying of spraying and other materials at low cost to members of the Association. This Association was the originator of A 1 goods in the spraying line, and they were able to bring in first-class materials at low cost, and have been able to control the prices ever since. The mere fact of their having a price-list is a great check on the man supplying these goods, and he will have to meet these prices or the Association will put him out of business on these lines. I think we should stay in that line of business, as a check on the whole Province.

We now have a membership of only ninety-seven members all over the Province. That shows the people are not interested; the Association is not worth a dollar to them. We have got to put it on a basis this afternoon where we will get every man to put his name down and show that he is interested. I think if we can supply the goods we will soon get the dollar. In the past we have not been able to do so; that shows our methods are wrong. I have often heard, on the outside, that Mr. Brandrith was the entire Association. I think it is a mighty good thing for us that we have had Mr. Brandrith. I think, though he is retiring very soon, that a vote of thanks for all his energy during that period would be well merited.

The objects of the Association for the future, I think, we will have to leave till the afternoon, because there will be other speakers and several ideas advanced on the subject. But I think that we will have to give up altogether this quarterly meeting idea, and if there is anything to say to the people, say it in the form of literature; and if there are prices to quote, send them a card; and, further, if there is anything we can do, just go and do it. We could also supply better judges to the exhibitions, who would get out into the orchard and point out the classes of fruit that would be acceptable. But as this is coming up this afternoon, with the reorganization of the Association, I think we will leave the question over till then.

I have nothing more to say, except to thank all the officers with whom I have worked this past season. They have all been energetic and hard-working, and have put themselves to a great deal of trouble to work with the Association always, but our line of work has been misdirected, and I do not think we have hit the mark, as is seen by the number of members we have.

The above report was adopted, and, after a short recess, Mr. Scott introduced Mr. M. W. Rublee, of Geo. Vipond & Co., Winnipeg, who was asked to address the meeting at the afternoon session, on "Fruit Marketing in the North-west."

PRESENTATION TO CAPT. R. G. TATLOW, ON BEHALF OF FRUIT-GROWERS OF PROVINCE.

The President, on behalf of the fruit-growers of the Province, then presented Capt. Tatlow with a case of cutlery, in recognition of his kindness to them in the past, and as showing the esteem in which he was held by them.

Capt. Tatlow: Gentlemen,—I can assure you this is a very great surprise to me, and is so unexpected that I feel rather taken aback. I must say that I do feel intensely gratified that whatever poor efforts I have been able to show on behalf of the fruit-growers have met with your approval. I know that there is a great deal to be done yet, and we have, in my time, only touched on the edge of plans. I had men behind me with the ability and experience to guide me aright, and in that way have perhaps been able to do something in the way of development work. I must assure you that I thank you very much, and would like to make just a few remarks in connection with the trend of affairs. It is only within the last two or three years that we undertook the reorganization of the Agricultural Department, on the lines of which you are aware, being the dividing of the horticultural work from the stock-raising and dairying industries, making two separate branches, and placing them under a technical head in each Department, the whole being under the control of the Deputy Minister. Having decided upon that plan, we had to look around for men who would be most suitable to fill these positions. Of course, there were probably such men in the Province, but we thought it better to apply straight to the large agricultural colleges in the East, and ask for young men educated thoroughly in the latest technical work there. In this way we were sent Mr. Hodson, head of the live-stock and dairying branch, and Mr. Winslow, the able head of the horticultural branch. Under these gentlemen, you know there are large staffs—several under Mr. Hodson in the dairying, poultry, and live-stock department; three gentlemen under Mr. Winslow in different parts of the Province; all highly recommended by the college from which they came. Our object in this was not only to bring out men who had the

technical knowledge, but who would in time obtain the local experience as well. At the same time, we thought that it would not always be wise to send for men to take these positions, and it would be best to educate young men from the Province, and we accordingly made a grant of $50 a term, or $400 for the whole course, to every man or girl going from British Columbia to the agricultural colleges of the East, paying their expenses, and thus placing them on the same basis that they would be if they lived in the East. At this rate, we have got some twenty-one pupils at Guelph, and one or two at Macdonald College. When the time comes that the Government is in a position to have an agricultural college in this Province, in connection with the Department of Agriculture, you will thus have the lecturers already qualified in the Province. You will have gentlemen here with the technical knowledge, added to the local experience they have been able to gain in the Province, so that I hope there will be an agricultural college in connection with the Department in the near future. This is a very necessary thing, and Mr. McBride is heartily in sympathy with the idea, and proposes to carry out the plans under which we have reorganized the Department. There only remains your sympathy and active encouragement, and I am sure that will be obtained, not only from you, but from others engaged in this branch of the work.

I greatly regretted severing my connection with the Agricultural Department, as, though I had no practical knowledge of the work, I found it most interesting, and would have liked to remain with it. I thank you again for the kind reception given me, and the magnificent testimonial of your good-will.

PRESENTATION TO CAPT. R. G. TATLOW FROM DIRECTORS OF THE ASSOCIATION.

Secretary: It devolves on me, the oldest officer of this Association, to express to you, on behalf of the officers of this Association, past and present, our appreciation of the valuable services you have rendered the fruit industry in this Province during your tenure of office as Minister of Agriculture, and they have asked me to request that you will accept this cane as a slight recognition of that service, and we trust that the years are far off when you will require to lean upon it.

Capt. Tatlow: I can only tender you again my hearty thanks for your kindness, and for the presentation you have made me. I also hope it may be some little time before I have to lean on it; in the meantime, I will do what I can to assist you in your good work.

Secretary: I think we should now proceed with the election of officers for the present year. All the members present who are eligible to vote are directors of the Association by virtue of the constitution. Members joining after this next event will not be directors, only members. I now call upon the Deputy Minister of Agriculture to take the chair during the election of officers, and to outline the points he thinks necessary in reforming our constitution.

ADDRESS BY MR. SCOTT.

On taking the chair, Mr. Scott addressed the meeting as follows:—

GENTLEMEN OF THE BRITISH COLUMBIA FRUIT-GROWERS' ASSOCIATION,—I thank you very much indeed for the honour you have done me in asking me to take the chair here. Now, we all know to what proportions the fruit industry of British Columbia is attaining, but it seems to me that a gathering like this, representing the fruit industries of our great Province of British Columbia, is totally inadequate. We have had several meetings of the Dairymen, Stock-breeders, and Farmers' Institutes, lately, when this room has been crowded; and how is it that the fruit industry, which is one of the largest branches of the Department, is represented by so small an attendance? There must be something radically wrong somewhere, and we want to find out what is wrong, and how it can best be remedied. Captain Tatlow just now referred to the very efficient work started by him in reorganizing the Department of Agriculture. Before that, the whole thing was mixed up, and it was hard to say where you were in the Department, but by classifying the different branches, it is possible to keep a grip and control on the working of each particular branch. Now, with the Fruit-growers' Association, it is proposed that it should still continue, but that it should, to a certain extent, be under the control of the Department. That means, in plain words, that it would fall in line with the other Associations which receive assistance from the Provincial Government, and that the Secretary would be one of the permanent officials of the Department of Agriculture. I really think that this Association could be made a potent factor in the fruit industry of British Columbia, but it must be started on the right lines.

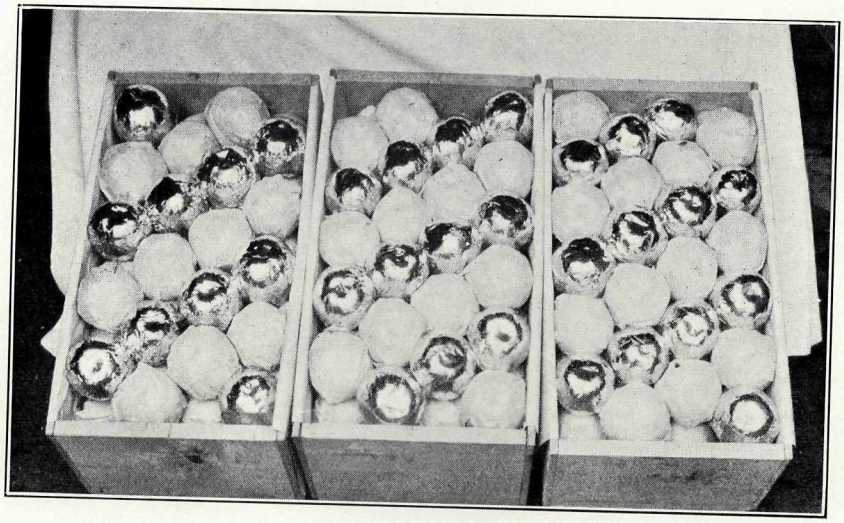
As you all know, I have just come back from the Old Country, where I was engaged in exhibiting your fruit at many provincial centres. Earlier in the year, I was at Toronto and Ottawa on similar work. When we can grow fruit like what I had with me, how is it that we cannot market it to the best advantage? Wherever shown, the fruit is granted by every one to be the very finest grown on the face of the earth; and yet there is trouble in getting the financial returns we should. The returns you have been getting from the North-west Provinces are not what you should receive, and there is something wrong at the bottom of the whole thing. I think that work which could be taken up to advantage by this Association would be to try and get at the root of this trouble. There are one or two suggestions I would like to make as to how this Association could work to good advantage. However, these are only suggestions. The first is, a great deal of useful work might be done in selecting competent judges to attend the local fairs. The second is a branch of work that is very important, and I think may be handled by this Association to very great advantage—*i.e.*, the collecting and selecting of fruit for exhibition purposes. If you are going to get the best results from exhibitions, it is absolutely essential that the greatest care be taken in the selection, grading, and packing of that fruit. I think that a public campaign of this sort is the best sort of advertising the Province can get, and so I think the Association might undertake the work of collecting fruit for exhibition purposes. The third point I would suggest is about the collection of crop reports. It is very necessary that dealers and shippers alike should know how much fruit is likely to be obtainable in the Province, the quality, and various other matters. It would mean quite a lot of work; there would have to be about a dozen reporters in different parts of the Province, to go around and get all available information about the crops.

Another point I think might be taken up to advantage by the Association is the compiling of a list of shippers, both individuals and associations, and the quantity of fruit available from each shipper. This would be very valuable information for the buyers in the North-west Provinces, and also for the shippers here. It entails a great deal of work, and I think could well come within the province of the British Columbia Fruit-growers' Association. Then, we have the question of compiling lists of prices, and information as to best places to purchase supplies, spraying and other materials. The Association has done very good work in the past in this direction, as it has enabled us to get supplies by their instrumentality very much cheaper than through any other source. I understand, however, that these things are now made right in the Province, and there is nothing to gain by taking up this branch any longer. I should, however, have thought that they could have undertaken that work on the same line as heretofore, because if you can buy in wholesale lots, surely you can sell at a lower price to the individual than if the individual went and got the stuff himself. Then, I think that the holding of an annual convention is a good thing, and is a very important part of the work of the Association, but let it be representative of the Province, instead of there being only a few men present, as to-day. Instead of ninety-seven members, you should have one thousand members. Every fruit-grower in the Province should belong to this Association, and I think that when it is reorganized on a proper basis, you will find that every one will belong to it.

Then there is a lot of work also to be done in the marketing, especially in educational work in marketing. As I said a short time ago, we have the fruit, but there is some trouble in the shipping. How is it that some of it arrives in the North-west Provinces in the bad condition in which it does? We want to get at the root of the matter and remedy it, and a lot of useful work can be conducted by the Association along these lines. I want to hear the opinion of the meeting this afternoon, before I say anything more about this.

These are just a few suggestions I make, and perhaps you might find something in them to form work for the Association to take up. But we must make a live Association out of it. As it is now, it seems to me that the work done is very little for the good of the Province. Just now the President said that the Board of Horticulture had been taking up some of the work which the Association had been conducting. In the way of marketing fruit in the North-west Provinces, it is true it did, because the Board considered that things had got to such a state that some action had to be taken. For that purpose we selected the very best man we could find in British Columbia—Mr. Metcalfe—and sent him into the North-west to investigate conditions there. He did very valuable work, and we intend this year to send him to the Prairie Provinces again, if we can secure his services. If some one goes, year after year, to the North-west and investigates conditions there, I think we should soon be able to remedy matters.

Apple Packing—Three-tier Pack.



Apple Packing—Four-tier Pack.

There is one other point I should like to mention. It is proposed to hold a Convention at Kamloops, in April, to go thoroughly into the matter. I think it would be a good thing now to appoint an Executive which will meet there, and go into the whole question. It will give the people in the different districts time to give us their ideas as to how they want this Association to be conducted. If you appoint here, from every fruit district in the Province, representative fruit-growers who would attend at that Convention in April, I think then you could get the Association started on a good, sound basis. Another thing that might be undertaken now is to appoint a committee to redraft the constitution, for submission to the Convention at Kamloops. It will have to be thoroughly gone over and redrafted. The proposed new constitution will then be taken up by the Convention at Kamloops.

Mr. Metcalfe: I think Mr. Scott's idea is a very good one; but instead of having an Executive to carry on the present Association, I think it would be well to appoint a Provisional Directorate, until that meeting, unless you propose simply to drop the Association as it is from to-day. Making this Provisional Directorate representative of the different districts of the Province, you could then have your committee redraft the constitution and by-laws, and submit them at this Convention. Of course, it would not be necessary, I think, then, to elect a President, Vice-President, etc. If the constitutional by-law is to be redrafted, we are practically wiping this Association out as it was conducted before, so I think it would really be a new organization.

Mr. Scott: I think it would be a very good idea to have this Provisional Directorate appointed, to carry on the work until the Kamloops Convention. You should appoint this now, and then at the Kamloops meeting the Association could be reorganized.

President: The business now to be carried on is practically nil. As far as buying paper, marketing, etc., is concerned, a Secretary would hardly find anything to do for the next three months. Therefore, it is entirely nominal to appoint a committee to do anything that would turn up, or the present Secretary could do it until Convention, for there is practically nothing to be done.

Capt. Elliston: Then who would call this Convention?

Mr. Scott: Well, the idea was to appoint a committee now to nominate delegates for the Kamloops Convention. If you get good representative men who will accept—and we can easily do that—to meet at Kamloops in April, they will do more business than if you get, say, a hundred people from different parts of the Province. Get about a dozen good business men, who have the fruit-growing interests of the Province at heart.

Mr. Johnstone: I think it would be a very good idea to appoint a committee from this meeting to attend that Convention, though I do not agree that this Association has been in the past an absolute failure. If it had not been for the visits of Mr. Brandrith and others of the Association, in the Kootenays at least, a great many people would never have thought of going in for fruit-growing. I think the reason that there are so few members is because there has been no one around drumming them up. Had they been drummed up this year, there would have been thirty or forty members from the Kootenay anyway. No one, however, has asked them for their dollar, and I happen to be the only member from the Kootenay. But, of course, last year there was no meeting held at Nelson, and consequently there was no one to secure members for this year. I think it would be well to reorganize this Association, but I do not think it should be allowed to drop quite dead, as we have not been an absolute failure. We have failed because of the want of co-operation existing throughout the Province. I think that a committee should be appointed. We know of certain people in different sections of the country who would be good men to represent us. Let us carry this on and appoint a Convention for April, which shall be empowered to reorganize the Association on the lines suggested.

Mr. Scott: I hope you do not for one minute think that I said that this Association has done no good. I said I do not think it is doing a sufficient amount of good; it is not representative enough of the fruit-growing districts.

Mr. Catherwood: I quite agree with Mr. Johnstone that the reason for the small attendance is simply that the people have not been asked to join, nor, in fact, did they know of it. You know, this last year, the meetings have been cut out wherever there was a Farmers' Institute. We did not know anything of the meetings at Mission, and you only got one or two members from there. It has practically gone out of business, as far as that portion of the country is concerned. Another thing, I think there would be work for this Association before April. I know that, in our local Association, the work is mostly before April. The

principal part of the getting ready for the season, which starts in April, is done before. I think there should be quite a bit of work for the Association before then, if we are going to do anything for this season.

Secretary: Here is a little list I made out a few weeks ago for my own special benefit, but it will perhaps give you an idea of the extent to which the British Columbia Fruit-growers' Association has covered the ground. It is the membership list for last year, 1909, and you will see it covers the Province pretty well.

Mr. Scott: The ground seems covered well enough, but the point I wish to make is that in place of one, or two, or three members at each place, you should have twenty, thirty, or forty. You have not sufficient members in each district.

Mr. Johnstone: That was just my idea in saying that we have only three from Nelson, in place of forty. I know that this work last year was taken away from the Fruit-growers' Association and taken up by the Farmers' Institutes. No one has thought of paying his dollar, but if this is reorganized and some active steps are taken in livening it up, you will get forty to sixty members. We are not farmers, we are fruit-growers. I consider that high-class stock, such as has been advocated at the Stock-breeders' and Dairymen's meetings held recently, is of great importance to the fruit-growers in our district, as we must have some stock, and we have to pay such an enormous price for feed, anyway, that I consider we should feed a first-class animal instead of a poor one, because it gives better results. But we are fruit-growers first of all, and there has been no local live agent of the British Columbia Fruit-growers' Association; that is the reason why we have not forty members.

Secretary: In connection with this representation of the fruit-growers, they say that comparisons are odious, but I would like to compare our membership with that of Ontario. We have an agricultural population of less than 50,000, and while in Ontario they have a population of 1,250,000, they have only 1,700 members in their Fruit-growers' Association, while we have practically 100. On the other hand, the rich Province of Ontario, with its nearly 3,000,000 of population, only contributes a matter of $5,000 a year to its horticultural interests, whereas I do not know just how much our Board of Horticulture costs, but I know that the Government has always been very generous to the Fruit-growers' Association. In comparison with the richer Province of Ontario, I think we are a long way ahead, and I do not think we should be ashamed of our small membership, when we consider the scattered population of the Province. I remember, three years ago, when I toured the Province with Mr. Metcalfe, I am sure we had over 200 members, but we had to beg for them. If they cannot pay their dollar without being begged for it, I, for one, propose not to do the begging.

Mr. Puckle: There is one thing—there are many men who join the Farmers' Institute but do not attend many meetings; they only join to have the privilege of getting pamphlets from the Department. It seems too bad that, to get these pamphlets, fruit-growers must join the Farmers' Institute. It might be an improvement, and also an inducement to fruit-growers to join the Fruit-growers' Association, if they could be sure that by joining they would receive those valuable documents that the Farmers' Institute members receive. I think that would be a very great inducement to many to join, and by reading these various pamphlets it might be of great assistance to improve fruit-growing in British Columbia.

Mr. Scott: It only costs you 50 cents a year to join the Farmers' Institute. You get all Departmental bulletins for the 50 cents, and I think every one should be a member of the Farmers' Institute as well as of the Fruit-growers' Association.

Secretary: I only asked if it could not be so arranged that the members of the Fruit-growers' Association could get the pamphlets as well. I do not mind the 50 cents, but I think that we should, as members of the Fruit-growers' Association, have them as well as the Farmers' Institute members.

Mr. Scott: You see, all literature sent out from the Department is sent through the Farmers' Institutes. If you want information on fruit, just become a member of the Institute. The Farmers' Institutes, up till now, have been doing very valuable work throughout the Province in the way of demonstration work in orchards, and I think every one should be a member of the Farmers' Institute, even if he is going in for fruit-growing alone.

Mr. Hodson: From Mr. Johnstone's remarks, I take it that the people of that district are not quite satisfied with the work of the Institute. I would like to point out that if the work is dead in your district it is the fault of your own local organization. If you are not alive enough to your own interests to give your Secretary able assistance, the people must take the consequences. As far as saying that the Institute is of no value to the people, you can make

it just as valuable as you desire. If your Secretary is an able man and your district backs him up, you can have a live organization as well as other districts. The Farmers' Institute has proven itself a success in other Provinces and States in America, and I think you will agree that the speakers we send out are practical men, who have given you good, sound advice, and if there is anything you want that you are not already getting, drop us a line to the Department and we will try to help you out.

Capt. Elliston: I think we should settle what we are going to do by proposing that we elect officers to-day, and also elect a special committee to represent the different districts of the Province at Kamloops, to take up the matter suggested.

Mr. Metcalfe: I think it would be well to have a Provisional Board of Directors appointed, either at the present meeting, or we could allow the Department to make the selection from men representative of the different districts of the Province. In the meantime, have either the present Directors or a committee outside appointed to redraft the by-laws. In addition to that, I would say that we think that at the Kamloops meeting the Government should ask representatives from the different districts to attend the meeting, so that the interests of the Province be fully represented. I only intend that these Provisional Directors should hold office until the meeting is held at Kamloops. Then it would be up to that meeting to do the rest. You should insure twenty-five to fifty representative fruit-growers of the Province being present.

Mr. Scott: It seems to me that you should appoint Directors on condition that they act till the Kamloops meeting. Can you not make it provisional, just to hold office till then?

Mr. Hamilton: I think that what Mr. Brandrith states is right, that we are still Directors till others are appointed.

Capt. Elliston: You could adjourn this meeting till April at Kamloops, and it would still be the annual meeting I think we have already broken the constitution in one respect, by having this meeting so late. I think it should have been held in January.

Mr. Brandrith: Some six years ago there was a Bill brought in by the then Deputy Minister of Agriculture, Mr. Anderson, allowing us thirty days' grace for our annual meeting.

The question was asked whether the Directors were to be picked from those present, or from every district, to meet at Kamloops.

Mr. Scott: I think the plan is to elect your Provisional Directorate to meet at Kamloops, to be composed of men from all the fruit-growing districts of the Province. They will know the particular needs of their districts, and will each have ideas as to how the work should be carried out. They will exchange ideas at Kamloops and get a working basis to go on.

President: Even if officers are elected now for a year, what is the harm? You are not going to destroy the constitution, only to amend it. So you can elect your officers now, and carry them through the year if you wish. You cannot get a more representative meeting from which to choose.

ELECTION OF OFFICERS.

Moved by Captain Elliston, seconded by Mr. Johnstone,—"That we proceed to the election of officers as in the past, and appoint a committe to revise the constitution." Carried.

The meeting then proceeded with the election of officers for the current year.

Mr. Puckle was unanimously elected President, and, in returning thanks, said: "I have to thank you very much for the honour conferred on me. I have the good of this Association very much to heart, but the only thing lacking is the time. I will certainly do all I possibly can to help along the work, for I know the good it is possible for us to do."

Mr. Jas. Johnstone, of Nelson, was elected 1st Vice-President.

Mr. Johnstone: I am very much obliged to you all. Fruit-growing has been my main object for a number of years, though I am afraid I have been a considerable trouble in the past, but hope to be a help in the future.

Mr. G. R. Brown, of Summerland, was elected 2nd Vice-President.

Mr. W. N. Shaw was elected 3rd Vice-President.

Mr. Wilson was elected 4th Vice-President.

Mr. W. J. Brandrith was re-elected Secretary-Treasurer.

Mr. Brandrith: Gentlemen, I thank you for this renewed expression of your confidence in me, and I will do my best in this short term to advance the interests of the Association to the best of my ability, as I have always done.

Capt. Elliston : It seems to me, in connection with the Provisional Directorate now to be chosen, that there are a lot of people, not members of the Association, who might be on this committee. I think that members should be chosen from all over the Province. Now, there is one man who knows more about the fruit-growers than any one else in the Province at the present time ; that is Mr. Winslow. He has been all over the Province, and knows the most representative men in the different districts. I propose that this meeting leave it to the Department of Agriculture to select a certain number of representatives from all over the Province to attend this Convention. We could not elect here to-day a really representative body of fruit-growers in British Columbia. I therefore move,—"That the selection of representatives be left in the hands of the Department of Agriculture."

Mr. Metcalfe : I would prefer that the Department should be the Provisional Executive instead of the Provisional Directorate. If that is so, I beg to second the motion.

Mr. Scott : I think the idea is that it would be difficult for this meeting to know that the men they selected would consent to act. Mr. Winslow knows the men to approach, and could find out if they would act.

Mr. Metcalfe : I would be quite willing to second the motion that a number of names should be selected and offered to this Committee.

Capt. Elliston : I would be willing to attach that to my motion and make it read : "That the fruit-growers select the names and give them to the Department of Agriculture to select from."

Mr. Scott : Mr. President, I understand from you that all the districts in the Province, except Vernon and Kelowna, are represented here. If so, why should not the Directors here nominate six representative fruit-growers from each of their districts? They should nominate men that are capable, good, level-headed business men and successful fruit-growers, and then these men could be approached by the Department, and surely we will get one out of the six in each district to accept. Then you will have your Provisional Directorate to meet at Kamloops for the Convention. Do not think that the Department wishes to have the naming of the men ; we want the people to have it.

Mr. Metcalfe : It might be necessary that you have an Executive to submit the reconstitution of the by-laws at the meeting.

Capt. Elliston's resolution having been brought up again, it was "Resolved, That the fruit-growers select the names of six representative growers in each district, and hand them to the Department of Agriculture to select from." Carried.

The meeting then adjourned till 2 P.M.

Afternoon Session.

At the afternoon session, the resolutions were first presented.

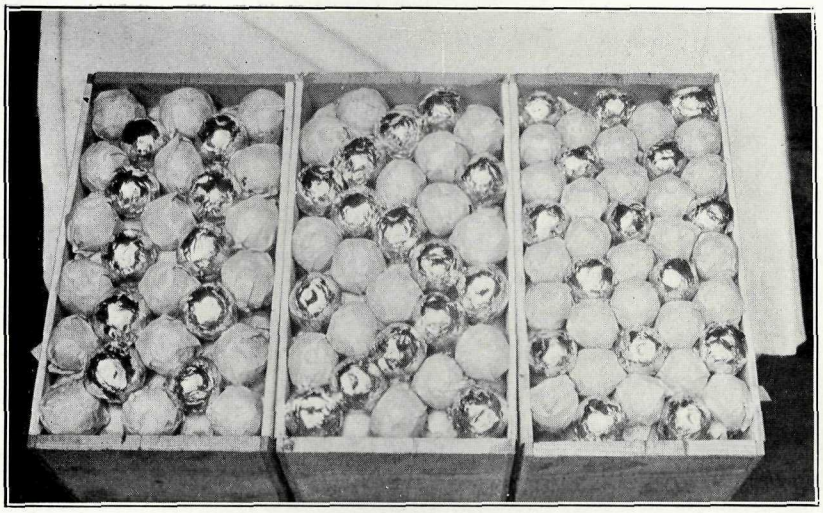
RESOLUTION OF CONDOLENCE.

Secretary : I have here one resolution which I am sure will meet with the cordial support of the meeting. It is only recently that the fruit-growers of the Province met with the loss of a young member, who died under sad circumstances. I therefore beg to lay this resolution before you :—

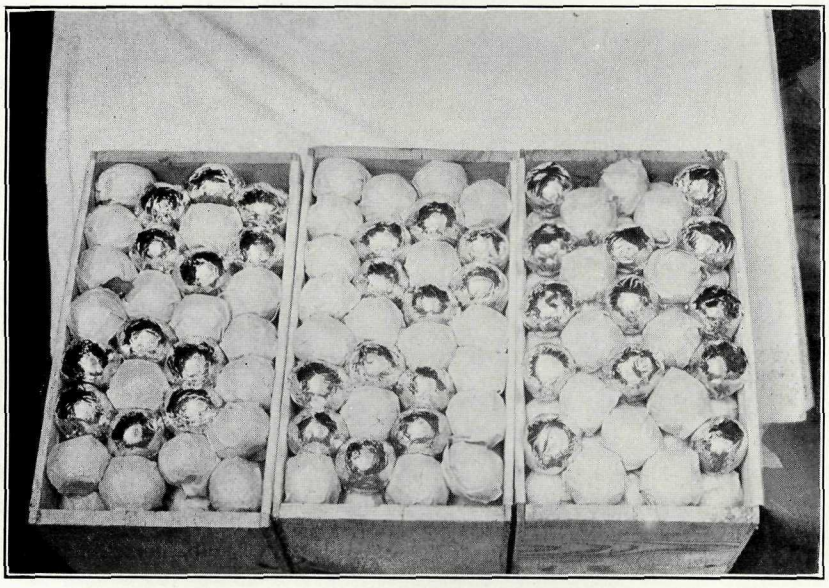
Moved by Mr. Wilson, seconded by Mr. Johnstone,—"That we, the members of the British Columbia Fruit-growers' Association, embrace this, our first opportunity, in convention assembled, to express on behalf of the Association our sincere sympathy with Mr. R. M. Palmer and family in the loss of his son on January 8th, 1910, and in whom we have lost a member with a bright and promising future ; and that a copy of this resolution be sent to Mr. Palmer."

Mr. Johnstone : I may say that Mr. Palmer's loss was a great loss to the fruit-growing industry of the Province at large. His son spent several weeks in our district last year and endeared himself to every member of our local Association.

Resolution carried.



Apple Packing—Four and one-half Tier Pack.



Apple Packing—Four and one-half Tier Pack.

NATIONAL APPLE-SHOW.

Moved by Mr. Thos. Wilson, seconded by Mr. Johnstone,—"That the British Columbia Fruit-growers' Association strongly indorses the proposal for the establishment of an annual Canadian National Apple-show, the first to be held in Vancouver about November of the present year; and we further recommend that the Government be asked to render liberal financial assistance, as soon after the formation of a duly constituted Board of Management as possible."

Mr. Johnstone: We should do everything in our power to further the success of this apple-show. We are certainly not behind our cousins to the south in the quality of our fruit, and I think we should show them that we can have a show of our own to compete with them. I intend to compete in the show at Spokane this year, and propose to do more than I did last year. For that reason, I would like to have a show here, that I can invite my friends over there to come and compete against us with their fruit.

Moved and seconded that this resolution be put on the table. Carried.

DISCUSSION ON RESOLUTION RE DELEGATES TO KAMLOOPS CONVENTION.

Capt. Elliston's resolution was then taken up for discussion. Mr. Winslow was called on to give a few ideas as to his side of the question.

Mr. Winslow: Mr. President and Gentlemen,—I have not any side to it. By that, I mean that the proposals put forward by the fruit-growers this morning predict the development of the society, and the bringing of it into closer co-operation with the Department than has been the case heretofore, which meets with my own official and personal approval. I do not know much about fruit-growing in this Province yet, though I have been over most of the Province, and have had the pleasure of being on the places of most of the best men of the Province. My work has been largely that of administration, and I presume will become even more so. The ideas of Capt. Elliston with regard to this resolution would bring to the Department an even greater co-operation than has yet been secured, in that the delegates who would attend such a Convention as the one at Kamloops would not only be men selected from representative growers, but also men who are strong in harmony and co-operation with the Department of Agriculture. I think it is true that the primary purpose of the Department of Agriculture is to serve our farming and fruit-growing industries, and particularly with the branch with which I am connected is the purpose primarily to serve the fruit-growing industry to the best of its ability. Looking at it from that point of view, I do not know of any way by which the Department could be of more service to the industry than in gathering together a body of men fully representative, as far as men can be representative, of all the districts of the Province. There has been immense progress in the industry for the last few years. The amount of fruit to be marketed will from this year on increase, not up to 10 or 15 per cent., but perhaps by more than 100 per cent. a year. Our problems are not of growing the fruit, but of successful marketing of it. That being the case, it behoves us to do all in our power, with a view to getting more successful marketing of our products. This year we have at least the record of high prices and good returns for our fruit. The causes for that are not far to seek. The whole of Oregon and Washington suffered as we did from the freeze of last winter, and their peach and apple crops were curtailed in consequence. In 1910 the conditions, as far as we can tell now, will be very different, and we will be up against the problem of putting our fruit on the market against the strongest possible competition. A great deal of fruit will be put on the market from orchards not yet commercially competing—orchards four, five, or six years old—and a great many men who have had no marketing experience will be compelled to go on the market with their fruit. So that it seems to me that our particular problems are in connection with the marketing of our fruit. If our Fruit-growers' Association can do anything to bring the shippers together, to create more harmony with the growers, to secure a more uniform pack, I think there would be good work for the Association to do at the present time. I look on this idea, therefore, with favour—having a meeting of fruit-growers to work out the policy of the Association along the lines of progressive fruit-growing. It is undoubtedly true that conditions change rapidly, and it is quite easy for the Association to take up work that is necessary now, but if continued for four years would make the society obsolete. Even so, if such work would be likely to have this effect it seems to me that nothing could be better than to have a meeting of the fruit-growers throughout the Province

to discuss the problems they are up against this year and the coming year, to see what can be done by the Association (and such discussion would be of use to the Department of Agriculture, as it is not above taking advice from them). I think there is nothing that could do this better than a meeting such as the Kamloops Convention could be made.

In personal conversation with the fruit-growers, I have found them in harmony with the Department, and I feel safe in saying that the Department is willing to do all it can to help them, and I am myself heartily in sympathy with the idea of having such a Convention under the auspices of both the British Columbia Fruit-growers' Association, representing the fruit-growers of the Province, and the Department of Agriculture. As to the details of that work, I do not know whether it is open for discussion under the present resolution, but if you wish my personal ideas as to the matter, I will, so far as I am concerned, do my best to make that meeting a representative one, and a successful one for the Association and the fruit-growers. I am heartily in accord with the idea personally, though it is one, I think, that can be improved on, and I think suggestions from everybody would be particularly welcome at this time.

Mr. I. Wilson: Do I understand from that resolution that we elect delegates to attend that Convention in the month of April, in Kamloops, or do we submit names and those will be at the option of the Government? Does it remain with us or the Department?

President: The names are selected by the Department and the Association together. The representatives here to-day are to get the six best men in their respective localities, and hand the names to the Department.

Mr. Johnstone: Those present are on the committee, and they submit further nominees for the consideration of the Department?

President: That is the idea.

Mr. Redman: I rather think we should take a little wider scope. I think, if the Department, some time before April, notified all the fruit-growers through some farmers' body, or even through the municipality, to send in a list of two or three names, then we would get a wider representation. I think, if it was left with the Department, we would get probably all the districts represented then by some official organization.

Mr. Scott: I thought the idea was that, as you have here a body of men who are accredited representatives of the different districts, you have those men make a selection; they know the best fruit-growers in their respective districts, and we could then get our representatives from those names, going in the order that they are given. The first man on the list would be first choice. We wish to get the wishes of the people as to whom they consider would be the best man in each district. We want, in the Department, an expression as to whom the people want as their representatives. Vernon and Kelowna are the only fruit districts not represented here. In the case of those not represented, I think we should apply to the local Fruit-growers' Associations for the names.

Mr. Brydon: It appears to me that if it is a real representation you want, you are putting the cart before the horse. Let the Department first make up their minds how many representatives they want; notify all the Farmers' Institutes or Fruit-growers' Associations, as the case may be, how many delegates you want, and then leave it in the hands of the Associations to send the men they think should represent them. They would be the best judges, and then you would get a good representation. How about the expenses of these delegates that are going to this Convention?

Mr. Scott: If we hold a Convention of this sort at Kamloops, it will, of course, be necessary to make some arrangements by which the expenses of the delegates would be defrayed.

Mr. Brown: It seems to me that it would be almost impossible to get representative men, unless you allow the Department to name them, because in very few of the districts, as I gather, are there Fruit-growers' Associations. There are Farmers' Institutes, but not Fruit-growers' Associations, and there may be representative fruit-growers from these different districts that are members of the Fruit-growers' Association that are not present, and it would be very difficult, it seems to me, to get hold of these men. Then, again, it seems to me that this meeting is going to be a little late if held in April. I realise that the great problem of the fruit-growers in British Columbia is not the raising of the fruit, but the marketing. It seems to me, also, that the present time is the time we should be alive and awake to get the markets in the North-west ready for our fruit. I think that in the Okanagan District there never was such a prospect for the fruit crop, and every one of the growers who has not had

experience in the past will be up against it. It looks as if now was the time for us to be doing something, and to find our market. It is all right to ship to central points, such as Calgary, Regina, Edmonton, and Winnipeg, but the outlying districts are those we want to get at, those which are away from the main lines of the main railways.

Mr. Metcalfe: Mr. Chairman, the point which this gentleman takes is a very good one. The market conditions in the North-west can be summed up in these words: "More fruit and better fruit." There are just three ways to adopt in the marketing of our fruit there. At the present time we deal with the wholesale houses there. If you are not satisfied with the present wholesale houses, it means that you would have to establish your own houses, have your own travellers, etc., and cover the territory now covered by the present wholesale houses. If these Associations are not satisfied with the wholesale trade in the North-west at the present time, they would have to handle the fruit through the retail people, and that means, of course, that you have all the wholesale houses in the North-west at present in competition with you. It would be necessary, if you did that, to send men over representing the different organizations and canvass that country. It can be done to a certain extent by sending out quotations, but I find that the man on the ground gets the business every time. There are only those three methods. As to the point made about this body of men not being representative, I think the gentlemen here represent fairly the different districts of the Province; but, in the event of no representative being present of any particular district of the Province, it would then be up to the Department to write to the Board of Trade, or any other organization in existence in that district, to name a certain number of gentlemen to act on this occasion.

Mr. Scott: I do not know how many delegates it would be necessary to send from the Province at large. I believe it is a mistake to get too many men. You should not make the committee too cumbersome. I think twelve good business men met together would do a great deal more business than fifty or one hundred.

Mr. Johnstone: Would it be possible to hold this meeting before April? In my own case, I had a very successful year last year in conjunction with other growers in my locality, and we would proceed on the same lines as we did last year. We would certainly decide long before April what we were going to do, and I would like to know before April as to whether there is to be any concerted action in the rest of the Province. I would not wait till April. If it is possible to have that Convention sooner, I think it would meet with the approval of quite a number of the fruit-growers.

Mr. Scott: The question of concerted action being taken by the Fruit-growers' Associations throughout British Columbia this year, I am afraid you won't get, though it must eventually come to that. If we are going to market our fruit to the greatest advantage in the North-west, it must be done as from one shipping concern, but I am afraid we are years away from that yet. As regards the date of the meeting, April is the date of your next quarterly meeting, and it would coincide with that. If you had a meeting before then, by your constitution you would have to have one in April as well, as a quarterly meeting. And then, it makes more expense, and where are the funds coming from to pay for them both?

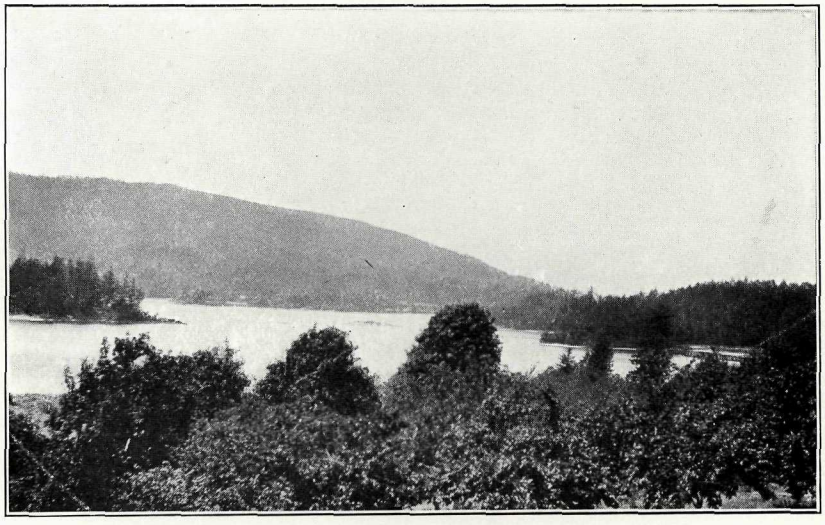
Mr. Metcalfe: I think I made a suggestion that the Department invite to this meeting representatives of the wholesale houses of the North-west. I think this would be a good idea. They want to handle British Columbia fruit, and they have said to me that whenever we could give them fruit they were prepared to deal with us. I do not think a meeting called before April would be very acceptable to them. The first fruits coming on will be strawberries and other small fruits, and rhubarb. I think these men would be willing to meet a representative body of growers, and I think that representatives of the different points, where different varieties were offered for sale, would be able to make bargains with them at that time, as they have told me that if we would let them know where they could meet a good representative body of men in our Province they would buy f.o.b. at our market. I think April would be the best month for this purpose. The Horticultural Board meeting will be held at Kamloops about that time, and I think it would be the very best time we could have for all parties concerned. There is a gentleman here now, representing the Vipond House in Winnipeg, and I would like to introduce Mr. Rublee at the present time, and hear his opinions.

MR. RUBLEE'S ADDRESS.

MR. CHAIRMAN AND GENTLEMEN,—I came in with the idea of making some few remarks along very similar lines to what you have already had under discussion. I find Mr. Metcalfe has met my ideas very closely. There is so much to be discussed, and the time is so short to do it in, that I feel it would be much better if we could all meet at a meeting called specially for the purpose. It is not many years ago that British Columbia's local markets took all the surplus you had. The country is developing wonderfully just now, and it is now necessary to look for outside markets for this surplus. The Prairie Provinces have also kept pace with British Columbia in development; settlers are pouring in, and they all eat fruit, and naturally look to Canadian-grown fruit, if it can be had at the same prices and equally good. All things being equal, we want to turn our trade to British Columbia. It is part of Canada, and I think we should feel that Canada is for ours. I know it has been said that Winnipeg has turned down British Columbia fruit in favour of southern fruit. This is, to a large extent, true, and there is a reason for it. We all admit that a great deal of the stuff coming forward has not been of the quality it might have been. It looks to me as if all this could be adjusted very easily, and shortly, too. I have jotted down some notes to which I wished to call your attention, but the speakers so far have practically covered the remarks I wished to make. I would like to call your attention, however, to the matter of packing. A great deal of stuff goes to the Eastern market and is not in proper condition to put on the market when it gets there. It is not attractive, and not in proper condition. I would like to make a few suggestions along that line. In the first place, a standard package throughout the Province should be used, and I would suggest that it is the same size that is used in the adjoining States. Then, speaking of prunes, they have usually come over there slack-packed. Every one knows that if you pack your goods slack and then ship them for more than a couple of hundred miles, they do not arrive in good condition. Then, there is a possibility, and I have often seen it the case, that they are too tightly packed; they become bruised, and are then, of course, in bad condition. That is a matter that can be adjusted only in the packing. I may say that I understand, in some districts, expert packers are being brought in from the south, and I understand that difficulty will be eliminated to a great extent. It behoves us all to keep our eyes open and be keen for advancement. Then there is the matter of picking. That rests entirely with the grower. He is supposed to know exactly when to pick his fruit. Of course, there is a happy medium to strike in the maturity of the fruit; if the fruit is picked too soon, it arrives green and insipid; over-ripe fruit is also bad. It is entirely up to the grower to strike the medium.

Another very important matter is the matter of loading and shipping in the cars. Many a carload of fruit is ruined before ever it leaves the siding. I am speaking now of the more perishable fruits, and I have in mind a car shipped from Ontario to our house in Winnipeg that was eight days in transit. I sent one of our men down, knowing that it would arrive, to examine the stock. He reported the car worthless. I was not satisfied with his report, and sent another man, who said the same thing. Not satisfied with this, I went myself. I may say that not one package in that car was ever unloaded for commercial purposes. As soon as it was unloaded the Health Officer condemned it. Of course, I tried to give the man business terms. The only intimation I had of this car before it arrived was that it was shipped, not even giving the number, and was due on the Wednesday. It did not arrive till Saturday. After going to the freight office and making inquiries to see what could be done for the man, I found that he had practically ruined the fruit before it was shipped. It was loaded in the afternoon, and no ice was put in the car, but instructions were given on the shipping bill to ice it at Toronto. It is useless to expect anything from a shipment of that kind. That is, of course, an extreme case. You all understand that when fruit is put into a package, every time it is handled it deteriorates. Therefore, it is necessary that it be loaded from the packing-house into the car with as little handling as possible. Then, in loading, see that there is sufficient air between the layers, and then bulk-head, so that they cannot slip. Now, if the goods are packed at the proper stage of maturity, and packed properly and loaded right, I would suggest that the car be properly cooled before loading, and then properly iced to destination, and I see no reason why they should not reach the Prairie Provinces in as good condition as those packed at North Yakima or anywhere else. There are, of course, climatic conditions along the line that would operate against prunes especially, but I am speaking now of the districts growing firmer fruit. There is no reason why they should not get there in good condition and be handled to advantage.

Apple Orchard, Salmon Arm, B. C.



An Orchard District, Salt Spring Island.

In conversation with the railway people, both express and freight departments, at Winnipeg, I have got the impression that they are willing to do anything they can to advance the British Columbia fruit industries, and I think it requires nothing but an application to the proper authorities to get almost anything you want in that line. In conversation with some officials, they said that the British Columbia people could get anything they want down there, and they are going to do anything they can to further our interests. They meant just what they said, too. In a number of instances, where the goods have been improperly loaded and classified, they were kind enough to revise the matter for me, so that I got a very material reduction in freight. Then the matter of the more perishable fruit, berries, cherries, and so forth. There are, as you all know, a number of rates, that is according to the weight, that such goods go there. I am not conversant with the rates at present, but take, for instance, the ordinary shipment, which we will say is about $2.25 or $2.60 each; the next will be a matter of 10,000 or 15,000 lbs. Then they have a minimum carload rate on these particular goods. This might, and probably will, do all right enough for goods shipped in that way; but with strawberries and cherries, I do not see how 20,000 lbs. of strawberries can be gotten into a car and refrigerated properly. Now, lines to the south of us run about 14,000 lbs. They get the minimum weight, and do not raise the rate. With our friends around the Nelson District, it is quite an undertaking for them to gather up in a reasonable time a carload of 20,000 lbs. Then, that taken into consideration with the shortage of supplies in the car, makes it very difficult to get to the Prairie Provinces in satisfactory condition. For strawberries particularly, we have a very large demand. I do not know that there is very much more to say, as you have discussed nearly all the subjects I have set.

I would, however, like to meet any of the representatives from the different districts. As your Deputy Minister remarks, he can get along better with a small committee, and if there are any points which you want to discuss, or any questions I can answer, I would be very glad to do so.

I may say also that the question of ways of marketing in the East or in the North-west has been mentioned. One way is through the auction market. I am not in favour of auction markets myself, except as clearing-houses. If you want them, though, we shall put the very best man we can get in the business, and get what we can in the matter.

I thank you all for your kindness.

Mr. Metcalfe: I might say, with regard to rates, I can corroborate what Mr. Rublee has said, about strawberries in particular. From Seattle to Winnipeg they have a rate of $2, and a minimum of 15,000 lbs. We have a rate of $2.50, and a minimum of 20,000 lbs. You cannot fill any car with perishable fruit, not even with apples; it is not safe to load more than two-thirds of the car. The heat naturally rises to the top of the car, and you will always find your bad fruit on top. It should never be loaded in the sun, and when in the car the load should terminate on each side of the door. Parties shipping carload lots, I think, could ship two or three times a week, with the present rates existing from the American side; but we are handicapped with our minimum and rate. I think this is now a matter for a committee to take up with the transportation companies, when it will no doubt be rectified. I am quite sure that we would get a better rate, but I would rather pay more for shipping in carload lots than put in more than 15,000 lbs.

Mr. Brown: If the railway companies are so anxious to meet with the wishes of the fruit-growers, how does it happen that last year was the most expensive year we have ever experienced in this way?

Mr. Rublee: I do not know anything about the circumstances, but I fully believe, from the conversation I have had with the railway officials in Winnipeg, it probably only requires an application from British Columbia to get this rate. I believe you would get the minimum carload, and the lower rates as well, if you asked for it. There was one little item mentioned by Mr. Metcalfe, that is the matter of refrigerator cars. Under no circumstances should a car be loaded within 2 feet of the ceiling. It prevents circulation, and the car cannot cool properly.

Mr. Johnstone: I suppose it is the intention of the Department to invite the railway and express companies to that Convention? I think that is very important.

Mr. Scott: I think, as soon as we can possibly arrange it, that we should have a Convention such as was held last year between the fruit-shippers and the Express Company and Canadian Pacific Railway. Of course, last year, we went into that question very

thoroughly, and I believe we got some concessions that did a very great deal of good. The best way to handle the matter, I think, would be to appoint at the Kamloops Convention a few men to go right to Winnipeg and interview the transportation companies there. I do not see how you could get these Express and Canadian Pacific Railway officials to attend the Kamloops Convention ; but we should have a separate meeting, because we must get the best transportation facilities possible and cheap rates. Last season there was one carload which took ten days to get to Edmonton, and half the time without any ice. In the summer time the fate of that fruit is assured.

Mr. Catherwood : It is a question that interests us very slightly at Mission. Up to the year before last, we shipped nearly all small fruits by express from there. They went through at the minimum rate, at the net weight of the fruit. The year before last they raised every package five pounds more to the crate. At Winnipeg and Brandon there was some kick made by the larger wholesale houses, and the express companies there cut down the rates, and from Winnipeg and Brandon the agent at our point had instructions to rectify his books, and he changed them back to the old rate. At all the other points it remained at the other rate. We went after the express officials at our end of the road, and they told us that these were the instructions received from the Railway Commission ; they were discriminating against the Eastern growers when they gave us the net weight. You could not get a fruit-grower there to believe that, but that was what they told us, and we could not contradict them. Last year they raised it, and kept it at all points. The year before was just a feeler, and they found they could do it, and so kept it in that way.

Mr. Redman : Our tomato-growers and fruit-growers in Kamloops found that the fast freight was the best solution of the problem. We tried to show them the immense amount of business to be done, and the cheaper price at which it could be put on in the North-west. We were asked to supply all the information possible. They went into the matter, and promised that next summer it should practically come in force. That was largely with tomatoes, but I think it is capable of a good deal of development and extension. There is all the difference between the freight and express rates.

Mr. Smith : I may say that I was one of the persons who took this matter up with the C. P. R. We did not want express rates at all, but fast freight, to take all our produce from Kamloops east and west. A meeting was held at which the Inspector was present, and the result of that interview was that we were given a guarantee of two cars a week, Tuesdays going east and Wednesdays west, and those cars were side-tracked twice during the week at Kamloops, and we could ship anything we wanted—east by that fast freight on Tuesday, and Wednesday to the west. It was taken up by the Farmers' Institute, and I had instructions to meet those officials there and arrangements were made, and we were supplied during the whole season with those two cars. We have had considerable discussion as to rates. We had the privilege of shipping even less than 500 lbs. at reduced rates. We were not restricted to the car at all. Sometimes it took five or seven days to get to Winnipeg, but was never ten days on the road. We could have from 250 lbs. up in the car, and we had some difficulty in the fall of the year in filling the cars with potatoes. If we half-filled a car at Kamloops and sent it up to Ducks to fill, we had to send a man and pay $28 for his expenses, and we were given the assurance that we could send a car and finish its loading at the regular rate of $8. I never met officials at any time who were as willing to comply with our requests as they were at that time. We have had no difficulty in completing a car between Kamloops and Shuswap with potatoes.

Mr. Brown : It seems to me that Kamloops must be a favoured district. We ship potatoes from Summerland to the coast by freight and express. To the best of my recollection, there was about 5 cents a hundred difference between the freight rate and the express rate between Summerland and Vancouver.

Mr. Redman : Of course, we had to fight for those rates; we fought so long that they had to give them to get rid of us.

Mr. Brown : I think that if a deputation from the fruit-growers met with them they might give us what we want, but we have never gone after them strongly enough.

Mr. Brydon : I happened to be at the C. P. R. Conference last year, and I would say that we did not get anything. It was simply a love feast. The officials of the C. P. R. ran the meeting, and the members of the Government coincided with them. At the coast here, we had several resolutions drawn up, and they never looked at them. I would just like to inform Mr. Brown that it was Okanagan from beginning to end. When the Okanagan was

done and the adjacent districts, there was nothing else left, and the time was expired. Another peculiar thing was that that meeting was just arranged so that the Railway Commissioners were sitting at the Court-house, and the Government and C. P. R. officials were sitting over the bay at the same time. We could not be in two places at once. We want all the information possible about shipping and packing our fruit, and I am indebted to the gentleman from Winnipeg for giving us his opinion. I am sorry that our manager is not here this afternoon, but I would like to say that we sent a carload of strawberries into Winnipeg last year. Without making much reference to our crop last season, it was nearly a failure, and so, to keep faith with our customers, who had already bought our cars, our manager went to Seattle and bought first-class berries there. When the car arrived at Winnipeg, he received a telegram that there would have to be some rebate, that there were a great many berries spoiled before packing. It just so happened that he had a friend in Winnipeg and wired to him to go down and see the car. To his surprise, instead of the car being held up and the fruit not in good condition, every crate was sold. Before we got our money for that fruit, nearly three months passed. Always, when a man or a company undertakes to do anything not altogether straight, they try to cover it up, but they were not smart enough. They said the car arrived on a certain day, and it did not arrive on that date at all. Although that car of goods arrived in first-class condition, before we received payment on it we had to accept a rebate to get our money. You see there are two sides to the question. On the other hand, later in the fall, we shipped our prunes from here in carload lots, and the houses received the goods properly packed and put into the cars, and there was never a word about it.

Mr. Rublee: That shows you that you should make a good selection of the houses you deal with.

Mr. Brydon: We have never called into question the character of the houses, but they were simply in Winnipeg, and we were in Victoria.

Mr. Johnstone: I do not agree with Mr. Brydon's remarks as to the result of that Convention, because the year before last I shipped out fruit and it arrived in such condition that it was thrown away at the other end. During that Convention I met Mr. Stout, and he practically promised to give Kootenay District anything that was wanted in the way of shipping facilities, with the result that a syndicate of fifteen shipped our fruit last year. I do not think the fruit was any better last year than the previous year, but last year not one of us had to accept a rebate, and I received $2.25 a crate for my crop. I consider that was a result of the Convention. I evidently come from a favoured district.

Mr. Redman: We heard several times that the Okanagan people were perfectly satisfied.

Mr. Brown: This is the first time I ever heard that we were satisfied. There was a gentleman called Legg, of Vancouver, who told me that the C. P. R. squeezes the life out of the Okanagan, and I can say that to this day that is pretty near the mark. We have never had any favours; we have always bought everything and paid pretty steep. I would just like to hear from Mr. Rublee as to the condition of the fruit from Ontario, as compared with that from British Columbia as to quality, pack, and other points, because we have heard a great deal of the way fruit is packed from British Columbia; but I may say that I received word from Regina, from a man doing a large business there. He says that the people of Ontario are trying their level best this year to make a competition with the people of British Columbia; but he says, "Their fruit is not in it with the fruit we have been in the habit of receiving from British Columbia, as to quality."

Mr. Rublee: Well, there is really no comparison, as far as packing is concerned, as the Ontario people have a very sloppy way of packing. They just shove the fruit into baskets and shove them along. I do not see why British Columbia goods should not take the place of Ontario in that respect. Of course, there is the question of rates, which operates against you here, but as far as the packing is concerned, there is no comparison. Up to date, British Columbia has the best pack.

Mr. Scott: I think a great deal of the trouble, as regards complaints from the North-west Provinces *re* fruit badly packed, is that Associations that handle what you might call the "farmers' pack" do not get a level pack. If you have expert packers, I do not think there will be much complaint of the condition in which it arrives. If you get a district where there are some twenty or thirty people packing, you cannot get an even pack. I think the solution is to have proper packing-houses in the several districts, and then you will get a level, uniform pack throughout the Province.

Mr. Metcalfe : I might say that the results of my observations in the North-west showed that, as far as Ontario was concerned, we were very much ahead. There is no comparison between their methods of sending fruit to the North-west and ours. In the first place, we have not enough room, and in the second place, we have individual growers and shippers, but some of the organizations are putting up a pack equal to anything on the American side. Alberta is just about as far as our fruit goes, and there we compare very favourably with the American products that come in. But you must bear in mind that where one individual shipper or organization does put up this good pack, there are nine not doing it, and, of course, we are judged as a whole. Until we can get uniform packs from all districts, we are not going to show up well. We do not consider Ontario at all ; their methods are not ours. The time will come when Ontario will adopt our methods. They covered the territory from Winnipeg to Alberta last year with their travellers, and the Americans too are just as much alive as we are, and more so. They have travellers all over and solicit orders from that country. The question here is to get more and better fruit, and just as soon as you do that the markets of the North-west will come in. I suppose we have about 15 per cent. of this trade ; Ontario, 35 per cent. ; and the Americans 50 per cent. ; but there is no reason why this should not be reversed. The first thing, though, is to get more fruit, and until then the wholesale men of the North-west say it is hardly worth while bothering with our fruit. Winnipeg alone will take all of our fruit, and when we spread that all over the different Provinces, you can see how small the supply is.

Mr. Brydon : I think sometimes, in this case, the cart is put before the horse, and I think the most important thing is not our packing-houses, but to learn how to grow the fruit. I do not care who the packer is, or under what circumstances he is packing, you can never put up a first-class pack with poor fruit. You can make it look better, but the foundation of fruit-growing is to learn how to grow the fruit. I know that I am right, and that this is what is most needed. Experimental orchards are what are needed more than anything, and scientific men to teach the growers how to grow the fruit to better advantage. I remember when I first started packing ; I had a few Yellow Transparents, not enough to do anything with, and no two apples were alike. But if you get an orchard full of good apples, you cannot help but put up a good pack. I say, with Mr. Metcalfe, "More fruit and better fruit," and you will see the results that will follow.

Mr. Scott : I may say, for Mr. Brydon's information, that it is the intention of the Department to start demonstration orchards throughout the Province. There is a difference between experimental orchards and demonstration orchards. A demonstration orchard means to take a piece of ground and show the people just what can be done by scientific fruit-culture with that ground. An experimental orchard is an orchard in which new and untried methods are adopted. I doubt very much whether the Provincial Government will take up the work at present in the way of experimental orchards, but a lot of good can be done in the way of demonstration orchards, and they will educate the people to a large extent on the line of scientific fruit-growing.

Mr. Brydon was then asked to give his ideas as to the best methods for the Association to pursue in future.

Mr. Brydon : Well, it means to begin over again, and I think, before the Convention meets, the Government or the Agricultural Department should formulate a policy to be laid before the meeting. Then will be the time to make your suggestions pro and con, and then you will be able to concentrate your ideas. I do not see how we can go further than we have in this matter at this time. We know there is need for something, and the Department has suggested this, so that seems to me the best line of procedure.

Mr. Wilson : I propose that a committee be selected to draft a new constitution, seeing that the constitution under which we have been working is of no use now, and that that committee report at the quarterly meeting to draft a constitution and lay it before the meeting for their ratification.

Mr. Heatherbell : It seems to imply that the Government is going to take this Association under their wing, and reorganize it from that point of view. It seems to me we needn't talk about a constitution at all, if it is looked at in that way. If the Government takes it up and runs it on Government lines, I think it would be a very good thing. It is evident that it is necessary for some improvements to come in somewhere.

Mr. Catherwood : I think, when this committee is appointed, they should take into consideration the best efforts made by different Associations as to marketing the fruit. There

have been several attempts made by different Associations, some of them successful and others failures. I think it would be a good plan if they investigate what caused the failures and the cause of the success which the others made. I think the two or three rank failures should teach us a lesson. They would probably do as much good in forming a new one as they did harm in destroying the old ones.

Mr. Scott: If I may just cut into this discussion, as Mr. Rublee has to leave. I wish to propose a very hearty vote of thanks to him for the address he has given us. There is a lot of valuable information contained in it, and I am sure we are very grateful to him for coming to address us. Carried.

Capt. Elliston's resolution was again brought up and carried.

COMMITTEE TO REVISE CONSTITUTION.

The matter of a committee being appointed to assist the Department before the Kamloops meeting was then brought up.

Mr. Metcalfe: As there are to be important changes in the organization, I do not see why these could not be left in the hands of the Deputy Minister and Mr. Winslow, with power to add to their number. The work of the policy of the Association could be taken up at Kamloops. The two things that are necessary to carry on the Association well are funds and an energetic secretary. If the fruit-growers undertake it, you are not aware of what the Government will do, and I think it would be far better for the Government to be with you. I would advise that Mr. Brydon and Capt. Elliston be added, if others are needed.

Mr. Brydon declined, as he had no time at his disposal to undertake anything of this kind.

Capt. Elliston: I think it would be better to wait till the Kamloops Convention before we draw up our by-laws. I think we should leave it in the hands of the Department to draw up a programme for that meeting. It is not a thing you should rush into. Anyway, we could not make a constitution till the next annual meeting; it would not be legal. The constitution will have to be framed and brought before the next annual meeting.

Mr. Winslow: Would it not be valuable, in that case, to draw up some general suggestions as to the constitution, as that would give you something definite to work on.

Mr. Scott: I understood all along that we were not to draw up any hard-and-fast constitution, but to draft suggestions to submit to the meeting at Kamloops.

Mr. Brydon suggested that Mr. Metcalfe's name be substituted for his, but Mr. Metcalfe declined, as being a member of the Board of Horticulture.

Mr. Metcalfe suggested Mr. Puckle's name, and moved, "That the Deputy Minister, Mr. Winslow, and Mr. Puckle be appointed a committee to revise the constitution to bring before the Conference at Kamloops." Seconded and carried.

DISCUSSION RE BIRMINGHAM LETTER.

The letter of the Trade Commissioner in Birmingham was then taken up, and read again, for discussion.

Mr. Scott: I have had a certain amount of opportunity of judging the markets in the Old Country for British Columbia fruit. It simply amounts to this: There is a market for first-class fruit there, such as Spitzenberg, Wagner, McIntosh Red, King, Rome Beauty, Jonathan, and Cox's Orange. But it must be perfectly first-class fruit, the pick of your orchards. If you send Spitzenberg—they were running this year from 10*s.* to 13*s.* 6*d.* a box. That is the pick of your orchards, absolutely perfect. That is the highest price I got for the very finest of the exhibition fruit. You must remember that it costs you $1 a box to send that fruit across and land it in Covent Garden markets, pay selling commissions, etc. With the price at which fruit was selling in the Province, even an ordinary pack, you were getting as high as that. Ordinary, first-class fruit would not bring more than 8*s.* a box, so that I do not think there is any better market in the Old Country for your fruit at the present time. The cost over the C. P. R. seems prohibitive. Cox's Orange were selling up to 22*s.* 6*d.* a case. The peculiar thing about this variety is that Covent Garden is the only place at which you can realise these prices. I had a few boxes at Edinburgh of this variety, and at the conclusion of the show I went to a leading fruiterer to sell the display, and he was willing to take all the others, but did not want Cox's Orange at all. In Edinburgh you could not give them away, and at Covent Garden they were selling at 22*s.* 6*d.* a case. I think perhaps the growers of British Columbia are making

a mistake in going in extensively for Cox's Orange. It seems to me that it is not attractive enough in appearance, and will not be in favour very long. It is not a vigorous tree, and is a shy bearer in some localities. I think it will pay you better to grow Spitzenberg, Jonathan, Wagner, Wealthy, or King of Tompkins, than this variety.

Moved by Mr. Smith and seconded,—"That the letter be received and filed." Carried.

REPORT FROM MR. SCOTT.

Mr. Brown: Would it not be greatly to the benefit of this Convention if we had some report from Mr. Scott as to his work in the Old Country this year?

Mr. Johnstone: First, I beg to suggest that the Government approach the C. P. R. and get special rates.

Mr. Scott: Gentlemen, it seems to me that the press of British Columbia has kept you pretty well posted as regards my exhibition work in the Old Country, but if you would like a short *résumé*, I shall be very pleased to tell you all I can. First, I experienced a great deal of difficulty in securing the fruit, and right here I would like to impress upon the delegates from all districts the great importance of straining every effort to get together a good exhibit from each district. If they knew the good done by fruit exhibitions, and the value accruing as an advertisement, I am quite sure the people would see that a good exhibit was sent from each district. I was very disappointed to find some of the good fruit districts represented by only ten or twelve boxes of fruit. I could have taken two carloads of fruit, and could have done far more justice to the fruit industry if I had had them. I hope this season that, whoever takes this fruit over, there will be a good showing from each district. I travelled over on the "Corsican," and the fruit was put into cold storage when I got to Liverpool. The plan adopted was to take, as far as possible, a fresh lot of fruit for each exhibition. I was not able to do that all through, as I had not a sufficient quantity at my disposal, and at the Royal Horticultural I had some fruit that had been exhibited not less than three times at other Provincial centres in the Old Country. The Royal Horticultural Society's Show was the biggest exhibition of fruit ever put up in the Old Country. There were 480 boxes, or practically 10 tons of fruit. This was put out on a large double-faced table across the hall. That was the Government exhibit, and back of that, facing the wall, a distance of 150 feet, the individual exhibits of the different Associations and fruit-growers were shown. It was all ornamented with smilax trailers between the boxes, and the whole set off with pot-plants, ferns, etc. It made a very effective display, and I can assure you was a credit to the Province. As regards quality, the pack this year was excellent, and a very great improvement indeed on that of last year. There was hardly any sent me that was not put up in a creditable way. The exhibition, as you all know, was opened by Princess Louise, and the place was crowded. Before the show was opened, the Princess came in first to see our exhibit. The attendance was very large, and it is right here I wish to point out the necessity for each district to be well represented. I had cards printed in gold for each district, and you could just walk along the back of the hall where they were and pick out each district's exhibit. A lot of prospective settlers coming to the country would see these exhibits, and they would see the magnificent quality of fruit grown in different districts (here let me say that the Victoria exhibit was a credit, and got the second highest award it could obtain). They would ask for information about these districts and get it. We had four people giving information all the time to these people, so I consider it very important that you should be well represented. We showed altogether at twenty-four different centres. Some of them lasted a week, and the least of them two days, so you can quite understand that it was impossible for one man to be at all of them. I had to secure the services of Mr. Bullock-Webster, who did very valuable work; also Mr. E. A. Bickmore and Mr. Arthur Turner.

The list of medals received amounted to twenty-two and the Horticultural Society's gold medal. We secured nine gold medals, four silver-gilt, nine silver medals, and one award of merit. There were several of these shows that were cattle-shows, at which they do not make any awards, so that fifteen shows secured twenty-two medals. At every place, with two exceptions, outside the cattle-shows, we either got gold medals or silver ones. Of course, the culminating triumph of our fruit exhibit was the King's visit. He had evidently been told by the Princess Louise of the good showing made at the Royal Horticultural Show, and just before His Majesty left Islington he went up the stairs—a thing he has never been known to do in his life before—on purpose to view our exhibit. I think it was a very kindly act of His Majesty to single out British Columbia the way he did. He asked all sorts of questions about

British Columbia. When he was told about the success at Spokane last year, he seemed delighted, and sent this message to British Columbia: "Give my sincerest congratulations to the Government of the Province of British Columbia for the magnificent display which they have made here at Islington." This act of the King's was very valuable as an advertising medium, and after that you could not come near the exhibit without forcing your way through crowds every day. Every newspaper throughout Great Britain had an account of the King's visiting our exhibit. You would probably like to know what I consider the natural outcome of all this publicity work. There is no doubt whatever that it will be the cause of a great influx of settlers to this Province, of a very desirable class, who will go in for dairying, agriculture, and fruit-growing; but you would get three or four times the amount of people to come out if you could get two questions settled satisfactorily. If any scheme can be evolved to make the clearing of our land easier to the settler, you can get hundreds and thousands more people to come out. Another thing is, if you can encourage the immigration of a suitable class of girls to assist in domestic work, you will get thousands of people to come. Lots of men, retired army and navy officers, men who wish to go in for horticulture and mixed farming, in order to live a healthy outdoor life, if they could be assured of getting sufficient help in their houses so that they did not have to make slaves of their wives and daughters, would come out to our Province. I should like to say also, that when you consider the natural advantages we have in this country, our beautiful smiling valleys in the interior, the fine lands of the Lower Fraser delta, and the magnificent timber lands on Vancouver Island, we have a country we should be proud of, and we are on the eve of great development. Publicity work of this sort is to be commended, but I think it should be expanded. When you think of the fact that a Province of the size of British Columbia, with an area of 280,000,000 acres, with as yet only an estimated population of 300,000 people, for that population it is surprising what the returns are. In 1908, the total production in British Columbia minerals, timber, agricultural products, etc., amounted to $60,000,000, more than $200 for each man, woman, and child. There is no country in the world that can show this, and we have a heritage in British Columbia that we should all be extremely proud of.

Mr. Johnstone: Could you tell me how the Kaslo exhibit turned out?

Mr. Scott: I do not want to make comparisons. However, I think the pack from Kaslo was one of the finest packs that it has ever been my pleasure to handle. I like to get some boxes with apples wrapped in stamped papers, because you can dress your show far better. It shows our system of packing and the uniformity of the grade.

COMMITTEE TO REVISE SCORE-CARD.

The Secretary then read the letter referring to score-cards again, also copy of the score-card enclosed; the Spokane score-card, and the British Columbian.

Moved by Mr. T. Wilson, and seconded,—"That a committee be appointed to revise our score-card and present it at the quarterly meeting."

Mr. Metcalfe moved an amendment,—"That a committee be appointed to revise the score-card, and at the same time include the list of comparative values, and submit it to the Kamloops Convention for a consensus of opinion."

Seconded by Mr. Brandrith, and carried.

The committee appointed consisted of Mr. Winslow, Mr. Wilson, and Mr. Brown.

Mr. Metcalfe suggested that a printed card with the decision be sent to all the delegates previous to that Convention.

RE MR. CUNNINGHAM'S ABSENCE.

Mr. Heatherbell: We miss from our midst one of the oldest and best friends of fruit-growing in British Columbia. I refer to Mr. Cunningham. I understand he has been too ill to attend any of these Conventions. I would like this meeting to pass a resolution to express our regret that he is unable to be with us to-day.

Mr. Brydon: It is only through sickness that Mr. Cunningham is not with us to-day, but his heart is. He has given his whole strength to the development of the fruit interests of British Columbia, and if he has made mistakes, as we all do, it has been through an error of judgment. I have great pleasure, indeed, in seconding this resolution, and would add that a copy be sent Mr. Cunningham. Carried.

NATIONAL APPLE-SHOW.

President: There is just one more resolution, which was tabled this morning, *re* the Canadian National Apple-show.

Moved by Mr. Thos. Wilson, seconded by Mr. J. Johnstone,—"That the British Columbia Fruit-growers' Association strongly indorses the proposal for the establishment of an annual Canadian Apple-show, the first to be held in Vancouver about November of the present year; and we further recommend that the Government be asked to render liberal financial assistance as soon after the formation of a duly constituted Board of Management as possible." Carried.

THE DESTRUCTIVE CROW.

Moved by Mr. Shaw, seconded by Mr. Scott,—"That whereas the crow is very destructive, especially so in regard to fruit of all kinds, and decidedly so in the Coast District, be it resolved, That the Government be asked to put a bounty of, say, 5 cents on crows throughout the Province." Carried.

Mr. Scott: I have great pleasure indeed in seconding this resolution. As you know, we had it up at the Central Farmers' Institute meeting, and it was submitted, along with others, to the Minister of Agriculture. I think this resolution here will strengthen my hands very considerably. This is the greatest evil with which the fruit-growers, on the coast especially, have to contend. Crows are getting worse every year, and drastic measures must be taken for their destruction. The personal loss I have had for some years past has been very large, and I find now that if I am going to grow fruit, I must hire a boy for several months, who gets up early in the morning, and does nothing else all day but go around the orchard to keep the crows away. They can be destroyed by destroying the rookeries, by poisoning, etc., and I think if a bounty was put on them for a time there would soon be very few of them about. The amount of good the crow does is a very small factor indeed, compared with the amount of harm. Not only in fruit-growing, but in the fields, I find I have to sow twice or three times the amount of seed that is necessary, as about half goes to the crows. I will use my utmost endeavours in this respect.

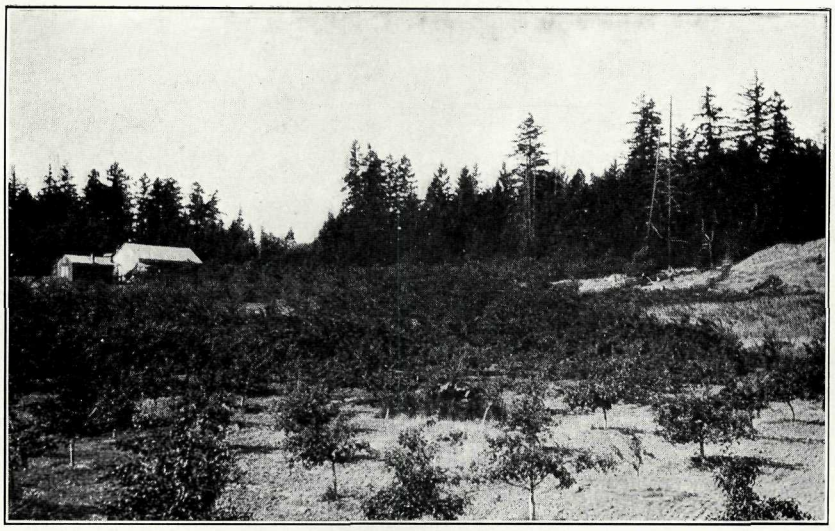
Mr. Hamilton: Could not blue-jays be included?

Mr. Scott: I find that a very effective way to get rid of blue-jays is to get a good-sized potato, cut it in the middle, and put a little strychnine in it. Put it on the fence, drive a nail through it, and you will soon get rid of blue-jays. But I find that this poisoning does not do away with crows. You can fool them once, but after that they keep away from it.

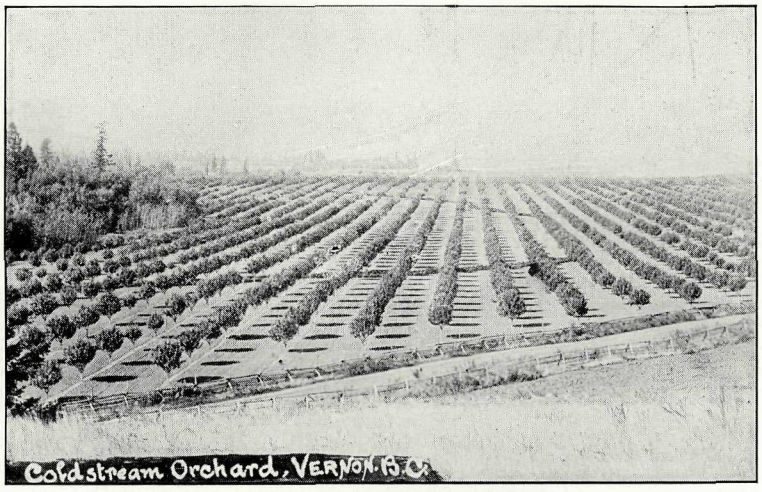
Mr. W. N. Shaw: I can quite indorse what our Deputy Minister has said, and, with regard to poisoning, it is a very serious matter. This year the Government was good enough to grant a bounty in our district. I want this for all districts, not only for our own. Quite a few crows were destroyed, but evidently the thing was too long in being brought about, and the season for destroying had practically passed. The young ones had come out, and instead of having to kill one crow, we had to kill six. I would like to call the attention of the Deputy Minister to the fact that the time to destroy crows should be not after the month of April. Every one left then is responsible for six or seven soon. I used every possible means to destroy them, but it was useless. Not a single crow would touch the meat I laid out for them. I used strychnine, but not a single one would go near it.

"Resolved, That a hearty vote of thanks be tendered to the Women's Auxiliary for the use of the Women's Building during the meetings." Carried.

On motion, the meeting adjourned to meet at Kamloops in April.



Orchard, Salt Spring Island, B. C.



BRITISH COLUMBIA FRUIT-GROWERS' CONVENTION,

Held at Kamloops, B. C., April 12th, 1910.

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The British Columbia Fruit-growers' Convention was called on Tuesday, April 12th, 1910, at 11:30 A.M., by W. E. Scott, Deputy Minister of Agriculture.

On motion of Mr. Campbell (Hammond), seconded by Mr. R. M. Palmer, Mr. Scott was elected Chairman.

On motion of W. J. Cockle, seconded by J. C. Metcalfe, R. M. Winslow was appointed Secretary of the Convention.

The following Committee on Credentials was appointed by the Chair: Messrs. Metcalfe, Cockle, and Campbell.

The list of delegates to the Convention was then approved, and the following resolution was read by Mr. R. M. Palmer:—

EXPRESS RATES ON FRUIT.

"Whereas the express rate for carload lots from the American side is $2, and that from British Columbia points similarly situated to similar Eastern points is $2.25:

"Resolved, That the Dominion Express Co. be requested to reduce the express rates on fruit shipments from British Columbia to North-west points, so as to be on an equality with American express rates on fruit shipments to similar markets."

Mr. Campbell (Hammond): I certainly think that something should be done in the way of reducing the rate on carload lots to equal the $2 rate allowed to people on the other side.

Mr. Helme (Dominion Express Co.): I may say that we have had a $2 rate in effect for the past two years in all points of British Columbia, to Regina, Brandon, Moosejaw, Portage la Prairie, and as far east as and including Winnipeg. This rate was brought into effect at the instance of the Secretary of the Central Exchange, at Revelstoke, about two years ago. With regard to the 15,000 lb. minimum and special rates on lots of 1,500 pounds, I believe this question was discussed at the Convention held in Victoria last March; our President was there at the time and stated he could not afford to haul carloads of freight for less than $400, equal to 20,000 lb. at $2 rate. So far carloads of fruit in 20,000 lb. lots have arrived at Winnipeg in prime condition, and I see no reason why the minimum should be reduced. There are some 500 new cars being built to accommodate this business. So far as carload business is concerned, I may say that up to date there have been only five cars of fruit offered to us during the past two years. However, this question has been referred to the railway people by wholesalers at Winnipeg, and the matter is now under consideration.

[In a subsequent letter Mr. Helme states that, after a voluminous correspondence, the officials of the Dominion Express Company have come to the same decision, that they cannot haul fruit at a lower rate per car.]

Mr. Campbell: Owing to the explanation on the above matter given by Mr. Helme, I beg to withdraw the resolution, but I certainly was under the impression that a $2.25 rate existed, otherwise would not have brought the question before the meeting.

Mr. Helme: I might say, for the information of the meeting, that there was a rate of $2 from Hood River to North-west points, Manitoba and Saskatchewan, cancelled last year and we refused twenty cars of fruit, as on considering the matter we found the business altogether unprofitable, and our management decided that, as we were handling it at a loss, we would give up the business; so this rate was cancelled as far as our company was concerned.

Mr. Metcalfe: Regarding the matter of shipping in carload lots, our people are getting together and expect to ship about three cars a week from Hammond.

Resolution withdrawn.

SPECIAL RATE FOR TON AND HALF-TON SHIPMENTS.

Mr. Campbell moved, seconded by Mr. McKenzie,—

"Whereas a considerable amount of fruit could be shipped in ton and half-ton lots to the same consignees at the same time to better advantage:

"Be it therefore Resolved, That the express company be requested to grant a special rate on ton and half-ton shipments of fruit."

Mr. Campbell: This is a case that was brought to our notice at a recent meeting, and we think it would enable us to market a great deal more fruit if the railway people would allow us a special rate on ton and half-ton lots. At the present time it is not much better whether buyers order 1 or 20 tons at a time, there is really no difference in the express rate; but if the express company could see their way to grant us a special rate, it would assist us very materially.

Mr. Bailey: I represent the Port Haney Board of Trade and am not prepared to say much on the matter, although I am heartily in accord with what Mr. Campbell has said; apart from that, I beg to be excused from saying anything further on the subject.

Mr. Catherwood: If this were done, I think it would induce the small shippers who have only a few crates to forward to combine and make one large shipment, thus helping the growers and also the railway company, who would have only one shipment to one individual instead of five or six shipments to various people.

Mr. Metcalfe: I find a large number of people in the North-west very favourable to this, particularly in regard to strawberries and plums. If we could get the express company to give us a rate on ton and half-ton lots, it would be a great aid to us. I have found in other years that the retailer would take 50 to 100 crates when he could not handle 500 or more. At the same time, I have come to the conclusion that growers on the lower Mainland will have to ship their fruit, plums, etc., by express. Of course, we are a little earlier than in other parts of the Province, and it is an absolute necessity at the present time to ship by express, and if the railway company could give us this special rate on ton and half-ton lots, it would help the growers in this district very materially.

Mr. Helme: We had a rate similar to the one mentioned in effect for several years, cancelled some three years ago on account of its not in a single instance being taken advantage of; however, a request for it was renewed last year but not granted. Of course, it is to be presumed that these rates are considered too high, or this request would not be made, but I think the most I can do at the present time is to refer the matter to our Traffic Department. I think this was brought up in Victoria last year and the situation has not materially changed in that time. We would have no objection to shippers combining; in fact, I think it might assist us to some extent. We would have one shipment to one individual, instead of a number. Apart from that, I don't think it would make any difference; we would have the same handling and the same transportation, but I will be pleased to take it up with our people and advise your secretary of the result.

Mr. Palmer: Would you be prepared to give it a favourable hearing?

Mr. Helme: My mind is open at the present time to give it a favourable hearing, but our President did not see fit to grant it last year, and, under the circumstances, I cannot make any definite promise. It may not be generally known that we consider less than carload rates very favourable to the shipper; they are fully 20 per cent. lower than the people have to pay on the Great Northern and Northern Pacific Railways, and, in addition, we have made them 20 per cent. lower than we charge on all foreign fruit. On less than carload lots we charge about 48 per cent. of our standard rates on British Columbia fruit, and we think we are doing everything in reason, as we are making no profit whatever on the business.

[Mr. Helme has stated subsequently that the company found it impossible to grant the reduction asked.]

Mr. Lawrence: There is one point in connection with this—the arrangement for taking ton and half-ton lots would be very satisfactory to growers in scattered districts; there are many growers who are miles away from others and a few more miles away from the shipping point, and the difficulty is to get the collective shipments together on a certain day to the cars. If half-ton lots could be expressed at special rates, they could send them to the shipping point whenever they were ready. This is a very important point to be taken into consideration, especially in those districts opening up at the present time.

Mr. Helme: It might give rise to discrimination amongst growers, who would not wish to combine in sending their shipments in this way; and as far as the Company is concerned, it would not make any material difference whatever; I believe our management would be opposed to the principle.

Moved by Mr. Campbell and seconded by Mr. McKenzie,—"That the resolution be accepted." Carried.

RE SHIPMENT OF FRUIT.

Mr. Campbell moved, seconded by Mr. McKenzie,—

"Whereas fruit shipped to points, Moosejaw to Brandon, should be taken on the morning train going east, to avoid a transfer at Moosejaw:

"Be it therefore Resolved, That the C. P. R. be requested to have their morning through train accept fruit as well as the evening one, from all British Columbia points."

Mr. Campbell: About the middle of the season last year the C. P. R. stopped our shipping on the morning train, which gave great inconvenience to growers. For instance, the train left Hammond at 3 o'clock in the afternoon, and it meant that all fruit picked after mid-day had to be left over until the following afternoon, thus causing enormous loss, as the majority of fruit cannot be left standing over like that. We would, therefore, like very much to have the morning train pick up fruit, and we do not think we are asking the railway company too much in granting that privilege.

Mr. Helme: I think there has been some misunderstanding about that train, which carried fruit nearly all the year through. There was an order issued once or twice cancelling the privilege, but I managed to get it rescinded. About the middle of the season the railway company issued an order to the effect that the morning train would not wait for fruit shipments, and I happened to learn of this on the morning it was supposed to come into effect, and took it up with the railway company, who said that there were only plums moving and one train would be sufficient; but I managed to get an extension of time in favour of the fruit-growers, and I think it was about the middle of October that the order was again put on.

Mr. Campbell: I know it was quite early in the season that we were not allowed to ship fruit on this train.

Mr. Helme: It was the intention of the railway company not to delay the train, but I think they would be quite willing to accept fruit that was ready to be shipped. The time-card for the coming season is not quite complete in all details, but we have had an advance notice of about what it will be, which is something similar to last year. The Agassiz local will pick up fruit up to North Bend, to be transferred there to the fast train; No. 2 train will also pick up fruit. I think last year we gave a better service than we had given in previous years, and this season we intend to give as good a service, if not better. In the Okanagan Valley they have to get along with one train a day, and in the States to the south they think they are pretty well off with one train service; we give you two in every instance, and in some instances three trains.

Mr. Campbell: I can distinctly remember that for the greater part of last year we were not allowed to ship on the morning train, and, in consequence, were put to great disadvantage with the Vernon people, who were permitted to ship by this train.

Mr. Helme: It is possible, although I certainly was under the impression that this train was taking fruit until near the end of the season, and if this was not the case, I think it must be owing to some misunderstanding with the agent at Hammond. However, whatever was done last year, I think I can promise you that the morning train will pick up fruit this year, for I quite understand that it is necessary that you get delivery of your fruit as early as possible. I might remark that Mr. Metcalfe has criticized the company on several occasions for accepting fruit on trains not making general delivery, but, as far as I can see, this is entirely the fault of the growers. We have had the same complaint every year, and we have furnished agents with special lists of offices and shown the available trains for fruit shipments. Last year we got the railway company to supply us with time-cards giving this information and tacked them on to the freight-sheds at Hammond and Mission, and it is a matter for the growers to see for themselves. I don't know what more we could do in this direction. Of course, these time-cards are liable to change on very short notice, and, as a matter of fact, they do change, but I don't think we can follow a better plan than the one adopted last year.

Mr. Metcalfe: Respecting the matter of delivery I had reference to, Mr. Helme, my attention was drawn to this matter by your agent at Moosejaw. Large shipments of berries were standing there, and your agent asked why my people could not be instructed to ship on the morning train. I was not aware that this was prohibited, and wrote to my people, who replied that they were not allowed to ship on this train, and, of course, the fruit had to be put off at Moosejaw and transferred to the local train and delivered from Moosejaw to Brandon. I don't know if that simply applied to shipments of strawberries, but I think it certainly is a hardship to have fruit left on that platform at Moosejaw, and I trust that you will be able to give these people a morning service, as, in the case of fruit like strawberries and raspberries, we cannot get them shipped too quickly.

Resolution carried.

DAMAGE TO FRUIT IN TRANSIT.

Moved by Mr. Campbell, seconded by Mr. McKenzie,—

"Whereas considerable damage is done to fruit at points of transhipment from rough handling and exposure to rain and sun during the rush season:

"Be it therefore Resolved, That the express company be requested to take better care of the fruit at these points."

Mr. Campbell: This is another question which crops up and is somewhat in conjunction with the last resolution. I have noticed fruit left at the stations, both at Calgary and Moosejaw, during a heavy rain, or probably under a hot sun, and if the express company could meet us in some way, in having a shed fitted up at these points where the fruit could be protected from the weather, it would greatly help to improve the fruit by the time it reached its destination.

Mr. Bailey: There is certainly a great deal of fruit which requires something of the kind to protect it on warm days. I think a shed or covering over the platform, or a cooling station of some description, could be arranged—some cheap affair which would keep the fruit cool until shipped.

Mr. Catherwood: Although I know the express company handles the fruit carefully in most instances, there are times when it is not properly handled. For instance, one of our representatives went east last year, and on the way made observations of the way in which the fruit was handled at the different stations. He mentioned two or three cases of rough handling and exposure to the sun. One was at Calgary, where the trucks were standing in the sun an hour; another at Moosejaw, where the trucks were wheeled over the rough platform and in throwing the boxes of fruit on to the trucks, two boxes were broken and the fruit dropped out and scattered over the track; this was picked up again and thrown into the boxes. Our representative did not know the owner of this fruit and did not report it, as he should have done, to Mr. Helme, but it is just one of the cases of rough handling that come up. In loading the cars, of course we are limited to time; the express men have not the time to handle it as it should be done, and it is very often put into the cars in a ruinous condition, without being properly spaced and without ventilation. This is done because it has to be done quickly; the messengers cannot space it and the growers have no time; it has to be put in in about five minutes, while the railway officials are changing their baggage and mail. I don't know how it is to be remedied, but I think there should be some remedy for it.

Mr. Lanigan (C. P. R.): Regarding the express company handling this fruit business during the period the train is stopping at the different points of call, the express business is the smallest volume of business the railway company has to do, and we have hundreds of passengers travelling over this road, and it is imperative that these people make connection with their transcontinental line; consequently, you will readily understand that it is impossible to delay the trains at these intermediate points. Now, speaking of the question of points of transfer, it seems to me, if I were a fruit-grower, I would try to inform myself of the time that the train passes through without transhipment. Now, take the question of transhipment and rough handling; I know the railway company is anxious to promote this fruit industry, and looks to the time when British Columbia will supply the entire requirements of the fruit market in the North-west. As to men handling it in a rough way, if at any time either a fruit-grower or his representative notices fruit not being properly handled, no matter whether he is interested in the shipment or not, the express company would take it as a favour if such complaint were sent to them in writing; that is the best and most direct way of getting action from the express company, and when you find something wrong the express

company would be obliged to hear of it. There is not an express official but would thank you for information of this kind. It is impossible to have a man stand over every man's fruit; a resolution of this kind is quite in order, but instead of this resolution, if you see anything wrong with the express, and drop Mr. Helme or some other member of the express company a note, I am sure you will get from the express company a note of thanks for your trouble, and I think this is the best way of remedying it.

Mr. Fee: I would take Mr. Lanigan's side, and also the other man's side. In handling the fruit at Calgary, it is handled very roughly; there are not sufficient trucks or sufficient help. I take Mr. Lanigan's point of view, and think that if this were pointed out to the express company they would supply more help, and in this way the stuff would be handled in a better way; and I think this is the point that should be drawn to Mr. Helme's attention.

Mr. Helme: As far as insufficient help is concerned, we are always glad to give the agent at Calgary all the help he asks for, and also trucks. We have trucks there that will accommodate fifty cases each, and, as a matter of fact, they have now about ten more trucks for delivery at Calgary; it is impossible to house everything there, as we are very much cramped for space. We are having a new station, and expect in another year or two to have more room there. I think the fruit could be kept better by providing canvas covers, which would also protect it from rain, which is very unusual during the time the fruit is moving, which is generally a dry season.

Mr. Metcalfe: These two platforms, Calgary and Moosejaw, are very disastrous as far as fruit is concerned. The heavy trucks are wheeled over the platforms, which are in a bad shape, and the jolting of the trucks is ruinous to soft fruit particularly.

Mr. Helme: With regard to the platform at Calgary, it must be admitted that it has been in a very bad state the last season or two. It would cost about $5,000 to build a new platform there, and it would have to be torn up when the new station is completed. I told Mr. Price that it had been the subject of serious complaint with the fruit-growers of British Columbia, and he gave orders then to have it repaired as soon as possible. We will have all the rough places smoothed down and put in the very best condition possible, without entirely renewing it. Now, regarding the general question of rough handling, I may say a great deal of this fruit is handled by men who assist the employees, and in many cases these messengers do not know the carefulness of fruit-handling; and to overcome this, for the last five years, we have had instructions sent out which originated with Mr. Whyte at Winnipeg, very explicit and rigid instructions, too. As far as we are concerned, we have been very strict with our messengers, and as far as lies in our power we will continue to give the business our attention. For the coming season we are having a number of new cars constructed on improved pattern, and we have been promised definitely by the C. P. R., who is building them, that they will be ready for this season's shipping, and I think we can promise you a better system of handling than before.

Resolution carried.

The meeting then adjourned until 2 P.M.

Afternoon Session.

The Chairman called the meeting to order at 2.15.

ADDRESS OF WELCOME.

Mr. Robinson, Mayor of Kamloops, was then introduced, and addressed the meeting as follows:—

MR. CHAIRMAN AND GENTLEMEN,—It is not my intention to take up your time by a lengthy address this afternoon; I know you have come here on business, and wish to get through with that business. However, I feel it my duty to extend to you the right hand of welcome to the City of Kamloops. It is in order that you should have met here, for one of the chief industries, if not the chief industry, at the present time in British Columbia is that of fruit-growing, and we feel here that Kamloops is the finest fruit centre in British Columbia to-day. I know there are many others in British Columbia who wish to claim that distinction; of course, they are all good, but I think Kamloops is the best.

We are glad to see you here on a visit to the city, and hope you will go away with good impressions of Kamloops and vicinity, and I will have much pleasure in having rigs provided for you to-morrow afternoon, in order that you may visit the City Sanatorium, etc., and trust that your visit will be a pleasant one.

I thank you, Mr. Chairman and gentlemen.

Mr. Scott: Gentlemen, it is very unfortunate that the trains were somewhat out of time to-day, and that some of you were unable to be here when the Convention opened this morning. However, we proceeded to business, and I may say that I had the honour of being elected chairman, and hope to do my duty in acting in that capacity.

We have a body of men here composed of the leading fruit-growers throughout the Province, and were very fortunate in securing the presence of Mr. Lanigan and Mr. Helme, of the railway company, and appreciate very much their kindness in attending. As you all know, they have come a long way, and have put themselves out considerably in order to be here to-day, and I know you will all join me in thanking these officials. With regard to the C. P. R., there is no doubt but that they have the fruit industry at heart, and will do everything in reason to promote that industry; but, of course, the fruit industry of the country is now beginning to assume larger proportions, and we look to a record crop of fruit this year, and it is essential that we should have everything in order in reference to the marketing of the fruit. Before I stop, I might say that a great gloom has been cast upon this Convention by the news we have just received of the death of the late Minister of Finance and Agriculture, Captain Tatlow, a man whose sterling worth was known by all who had the pleasure of his acquaintance.

A Resolution Committee was appointed by the Department ofAgriculture, so that everything would be in line at this Convention, and I would now ask you to indorse the following names, or move a resolution to form a new committee: Mr. R. M. Palmer, Chairman of Resolution Committee; Mr. Cockle, of Kaslo; Mr. Metcalfe, of Hammond; Captain Elliston, of Victoria; Mr. W. E. Scott, of Victoria; Mr. Ricardo, of Vernon; Mr. J. J. Campbell, of Nelson; Mr. R. M. Winslow, of the Department of Agriculture, Secretary.

Moved by Mr. F. D. Campbell, seconded by Mr. Agur,—"That the appointment of the Resolution Committee be confirmed, and the recommendations of the committee be accepted." Carried.

DEATH OF CAPT. TATLOW.

Mr. R. M. Palmer, of Victoria, moved the following resolution:—

"That this Convention, having been informed of the sad accident which resulted in the death of Captain R. G. Tatlow, desires to convey our deepest sympathy to his wife and family; and we wish to place on record our appreciation of the great loss that the horticultural and agricultural interests of the Province have sustained in the removal by death of the foremost advocate of the industry; and that a copy of this resolution be forwarded to Mrs. Tatlow and the Provincial Premier."

In moving the above resolution, Mr. Palmer said: Many of you had the privilege, as I had, of the personal friendship of Captain Tatlow, and you all know how endeared he was to us by his many good qualities. No one has done more at any time to promote the interests in which we are now engaged than he did in British Columbia, and we only hope that the work which he helped so much will continue to be carried out.

The resolution was seconded by Mr. Ricardo, and carried standing.

BARGE AND STEAMER SERVICE ON THE KOOTENAY LAKES, ETC.

Mr. J. D. McDonell moved, seconded by Mr. J. J. Campbell,—

"Resolved, That the Dominion Express Co. be urged to guarantee to continue the barge and steamer service on the Kootenay Lakes from year to year without extra charge, so as to give security in the planting of increased acreage.

"That the C. P. R. be urged to establish this year a precooling warehouse at Kootenay Landing, or some other suitable point on Kootenay Lake.

"That the minimum carload should be reduced so as to be no greater than in the States south of British Columbia."

Mr. McDonell: In former years our berries were carried by steamers and were always heated more or less around the boilers of the steamers, but last year we had a barge service which gave great satisfaction to every one. Unfortunately, last year the berry crop was

much smaller than in previous years, and the express company contended that a continuation of this barge service did not pay, and I think they are justified in saying that it did not pay last year, but we are looking forward to a much larger crop for the present year and trust that the express company will be able to continue the barge service on the lakes.

Mr. Campbell: Mr. Chairman and gentlemen,—In considering the question of the barge service, I would like to say that when we submitted this proposition to Mr. Stout and Mr. Helme last year, we told them that, owing to the failure the two preceding years to get the fruit to market in condition, we had only to come to the conclusion that the first few years would be a failure; a great part of the strawberries had been ploughed under and it would take considerable time before the production could be brought up to be profitable. Last year there was an additional acreage planted, but owing to the previous winter, the crop did not come up to expectations; but this was a general state all over the Dominion. We will not distinguish between the Dominion Express Co. and the Canadian Pacific Railway—that is a matter of industrial economy. As far as the development of the country and carrying our business is concerned, we must consider them as one and that they will arrange with themselves; and we trust that they will realise that what we are asking is only a continuation of their broad policy of the past. Taking, for instance, the wheat-fields growing alongside of us, which are now being developed and will make it profitable for them directly and indirectly, situated as we are in the mountains, they do not believe we have the stuff or can produce it. But it is the same with the fruit industry as it is with the wheat industry, and if you were to instruct a board of officials to go about the district and ask individual growers whose acreage they will guarantee if you on your part guarantee to transport their fruit in good condition through to the prairie markets, you will feel quite satisfied that it will be a profitable business as far as your companies are concerned. I don't wish to dictate to the company what to do; I consider that their business; but the distance they have to take our fruit is a shorter distance than the railway companies are transporting a similar kind of fruit to the States and southern markets, and it is up to them to effect a means to suit their own economical system best. The barge system was only a question on our part which has worked out all right, but what we want is for them to take hold of the thing seriously and not in a temporary kind of a way. The net price realised by the grower, generally speaking, was about $2, and that is not enough to induce people to grow strawberries. If the C. P. R. desires to build up a large fruit business there, I think the most direct and cheapest way they can do it is to spend the same amount of money in providing good transportation for the fruit business as they utilise in advertising the country in Europe, etc. There are many Old Country people who wish to come in with a limited capital, a few thousand dollars, which is enough to start in with every confidence of success, if the small fruit business can be carried on successfully, and that absolutely depends upon the proper transportation of the fruit. Quantity and quality can be grown, but the question is to get it to market in a condition that would make marketing a success. A few days ago I was asked by a young Englishman if it would be wise to start in with a few thousand dollars, otherwise he was going back to England; and that is just an example of a great number of cases, and if Mr. Lanigan or some one else would look into it they would find I am stating the case very moderately, and it would give them great results. If they would, with their eyes open, face some direct loss this year, I think they could get individual guarantees that the business would be directly profitable within the next couple of years. We, as fruit-growers, have to go into this thing for several years, hoping at the end of that time to make it profitable; we are asking you to put your money in for a year or two before making a profit, in order to help us develop the country. What I have said about this first question applies also to the matter of a precooling warehouse; it does not matter what refrigerator cars they have, they cannot expect to have the fruit taken to market without a precooling system, and I think they should now make their plans definitely for the coming season.

Mr. Cockle: I would like to take up everything Mr. Campbell has said with regard to transportation of fruit. It all depends upon the proper marketing of the fruit, and if encouragement were given to settlers now coming into the district, a very large acreage would be producing small fruits in a short time. There is a large settlement coming in at the present time, and on both shores of the lake the ground is being broken up and cleared, and if we have a guarantee that we should get the transportation, there is no reason why we should not induce settlers to grow strawberries and other small fruits.

Mr. Johnstone: In this connection I would like to say I had considerable correspondence with Mr. Helme on the subject of the barge system, and it is simply a question now, I consider, with the development of that country, as to whether the express company will continue the barge service or not. The volume of business would be largely increased, and rather than be without the barge we would bear the high rates. I feel that growers would immediately double and treble their acreage if we were assured that there would be no extra charge; this acreage would be made much more valuable than if an extra charge were made; and I simply suggest, if possible, in order to have a very rapid development of that country, that the railway company will see their way to granting this concession.

Mr. Helme: Mr. Chairman and gentlemen,—When these special facilities were asked for last year and promised on a representation of our friends Mr. Campbell and Mr. Johnstone, that if the experiment of putting on a special barge at the cost of the express company proved to be successful last year, and it was to be required for future seasons, that some additional charge should be made to meet the additional expenditure on the part of the company. I believe it did prove successful last year, and no doubt will do so again. It cost about $2,100 last year, and on the fruit handled it cost $1.35 for transporting it twenty-five miles, leaving $1 30 for the balance of the way, say to Winnipeg, the total charge being $2.65; so that the business could not be justified from a business standpoint in any way; but there is another feature mentioned, that of opening up the district and increasing the fruit acreage. Mr. Johnstone states that there has been considerable correspondence between him and me and the management of our company, and the latter thought that they could not be expected to put on that extra service without some compensation, and that is the way the matter stands. Mr. Johnstone—and I suppose he was speaking for the growers—made a suggestion that we make a flat charge of about half the cost for each season, but not more; and that is the way the matter stands at the present time. We accepted his proposition and thought the matter was closed, and I am somewhat surprised at the present time to find that such is not the case. We came to the Convention with open minds and are willing to consider this, but do not feel authorised to do anything at the present time. I am quite certain, however, that the company will consider the matter in a sympathetic way, and if possible meet with the wishes of these gentlemen. With regard to the minimum on car lots, which question was discussed this morning, I understand the principal reason for asking this is because the present minimum of 20,000 pounds could not be properly loaded in a refrigerator car, and we propose overcoming this by providing larger cars. I feel satisfied myself that 20,000 pounds can be properly loaded in a good-sized refrigerator car, and, as most of you know, this question was brought up at the Convention held in Victoria a year ago, and our President stated that we could not afford to haul a car over the mountains for less than $400—that is 20,000 pounds at $2 rate—and stated at that time that if the cars were not large enough we would have larger cars provided, and this, I believe, is being done. It is true that they have a minimum of 15,000 pounds on the other side, and to that I might reply that we have had very few requests for carload rates; in fact, we have had only five cars of fruit offered to us in the history of the fruit-growing industry in British Columbia, and none within the last two years. Our rates on less than car lots are fully 20 per cent. lower than rates charged by other companies, and I hope that the movers of this resolution will be satisfied with the present minimum of 20,000 pounds.

Mr. Palmer: In view of the explanation given by Mr. Helme, will the Kootenay delegation withdraw this resolution?

The resolution was withdrawn.

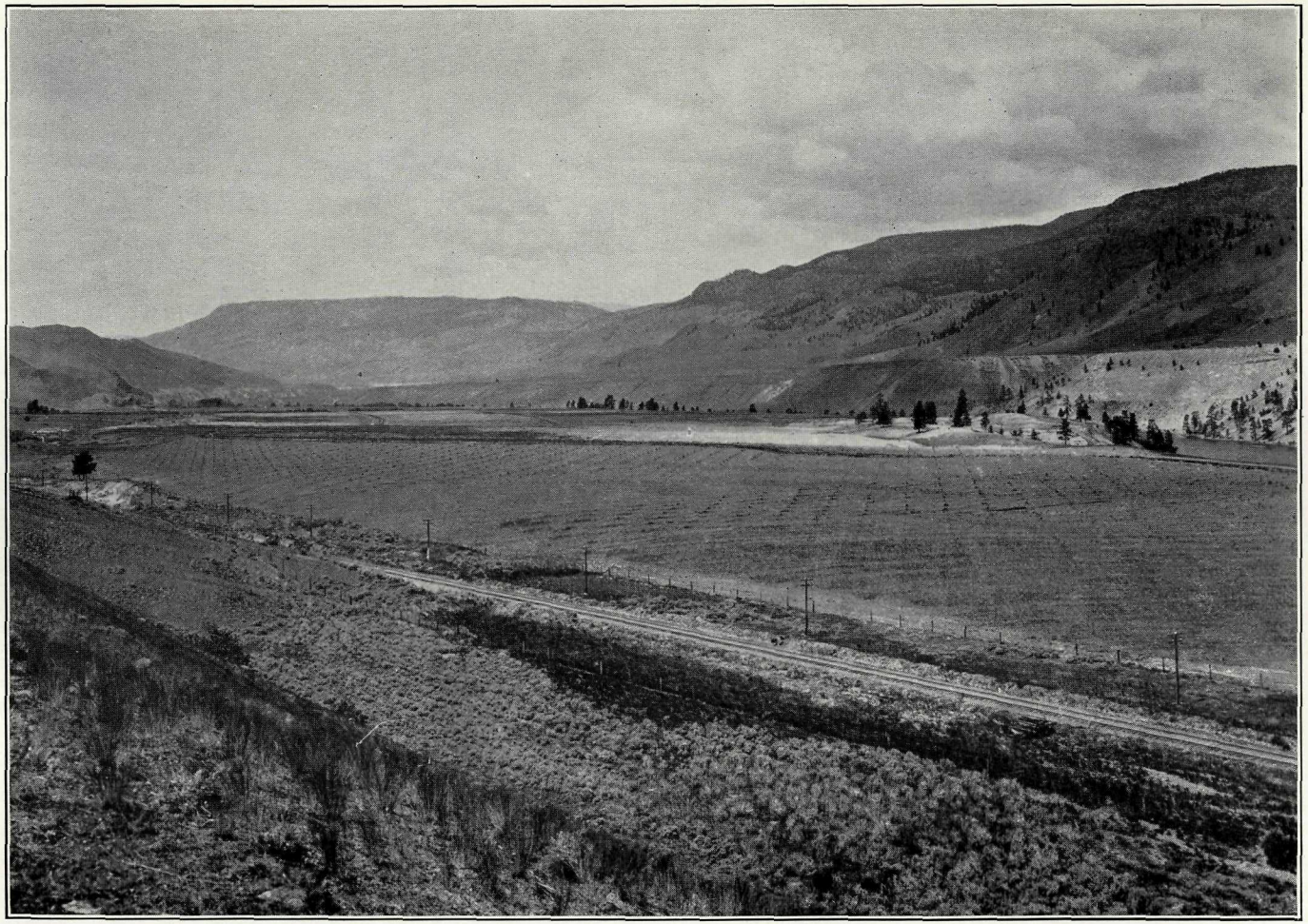
REDUCED CHARGES AND REGULAR REFRIGERATOR SERVICE TO COAST.

Moved by Mr. Earle, seconded by Mr. Lawrence,—

"That the C. P. R. be respectfully requested to make reductions on ton and less than ton lots of all fruits from interior points to the Coast.

"That the C. P. R. be requested to institute a regular service, with suitable fruit cars, for handling the fruit shipments from interior points to the Coast."

Mr. Earle: Mr. Chairman and gentlemen,—I have refrained from saying anything on these express rates, because I have a great deal of sympathy with them in general. I had a great deal of trouble in shipping by express at $1.40 per hundred, as I presumed; but after all my trouble, I found I had to pay $1.60, and it is impossible to make that pay. I am the oldest shipper of this Province, and have been shipping this fruit before most of you were



Yearling Trees. B. C. Horticultural Estates Co., Walhachin, B. C.

born; I have taken a great deal of interest in this industry, and am looking to the development of the fruit industry of the Province. When it comes to small shippers in the Province, I think a reduction should be made. Twenty-one cents a hundred for car lots, and when you come to less than car lots it is 42½ cents a hundred; where does the small grower come in? He has a very small show. The Americans have had the produce of the Province for the past forty-two years; all the gold went on that side, and now all the fruit is going there. Vancouver contains 130,000 people, or about one-third the population of the Province; how are we to have that market with everything against us? I am not saying anything against the C. P. R.; in fact, I dare not say much; but if Americans are getting all this market, I hope the C. P. R. will do all they can to help us. When it comes to more than double the price by ton lots, I think it is too much, and, gentlemen, in order to supply that market, I don't know any other way than to try and get the C. P. R. to put on a regular train for the fruit market up to the Okanagan and to Vancouver about two or three times a week, or as often as required. The Americans are running their trains right in, and can put their fruit on the market a great deal cheaper than we can. We have, on the one hand, to get our boxes from Westminster; then we have the transportation to pay both ways, for the boxes coming and the fruit going, which they are not required to do on the American side, and, in order to compete with them, we have to get up pretty early in the morning. The way the fruit industry of this country is progressing, it will only be a few years when we will have fruit enough to export; but how are we going to send fruit 3,000 miles when we cannot supply our own markets? The Americans are supplying the New Zealand and Australian markets; and, speaking about that, we are running a line of steamers and the Americans are supplying the freight. I say, gentlemen, I was born on the other side, but I am a British Columbian, and have lived here over fifty years, and I have the interests of the Province at heart, and I hope that Mr. Helme will do everything he can to help us. In '98 I shipped a carload of fruit for F. R. Stewart & Co.; I put in the full amount of apples, and then wanted to put in grapes with those apples, and asked the agent to let me put them in, the rate being 30 cents; I was told the rate would be 78 cents. That was in the fall of '98, and, gentlemen, I am out of the grape business since then. Gentlemen, I thank you for your attention.

Mr. Lawrence: While Mr. Earle is at the end, we at Kamloops are in the centre of it, and it is gratifying to hear his advocacy of the small grower, and what he has said should be the policy of the transportation company—to do all they can to help the small grower, and to get all they can out of the Province. The only difficulty we are up against, and which is cropping up continually, is the marketing of our fruit. How are we to get our produce into the prairie markets and the Coast markets? And this is what I should like to say, what Mr. Earle and other speakers have stated, that the matter be taken up by the transportation company, and instead of allowing difficulties to remain in the way of shippers, as in the case of Mr. Earle's grapes, to give us rates which will make the marketing of our fruit profitable. The attention of Mr. Busteed was called to the difficulties of the small shipper last year, but the facilities were not granted. We asked for two shipping days a week for small shipments, so that small growers would be allowed to ship their small consignments on certain days in the fast freight trains and refrigerator cars.

Mr. Lanigan: I have listened with considerable interest to one of the pioneer fruit-men of this Province, but would like to emphasize now what I said this morning; we have all through the West business offices whose duty it is to listen to complaints with reference to service and rates, and these matters have always received full consideration. If they have not, it is the privilege of any person to drop me a post-card, which will receive attention in my office. It is absolutely no use having those offices if the people will not go to those representatives and make known their grievances. This is the way to do business, and any fruit-growers who are here to-day will substantiate what I say. The C. P. R. is vitally interested in the development of the British Columbia fruit-growing, and if there is an obstacle in the way they will always endeavour to remove it. I have charge of the traffic department of the railway and have spent a large percentage of my time within the last year with that object in view, to extend this industry, and if there is anything wrong I would ask the growers to see Mr. Bowles, who is situated at the Coast, or Mr. Haldane in Nelson. It is customary with all railroads to make rates of two kinds, one on less than carloads and one on carloads. There is good reason in that, because, if you get a carload, it is loaded by the consignors and unloaded by the consignees without further risk, and you know exactly the cost of what you are putting into the car, and the bulk is not broken. It costs as much to

haul a car with 1,000 lbs. as it does with 30,000 lbs., and that is why there is a difference between carloads and less than carloads. You realise the question of service is a question of volume of business; the question of rates must naturally be one of volume of business. If you will guarantee to give us a full car, or a large portion of a car, in less than carload shipments, so that the total earnings in that car will come up to what a carload will, we can provide service and possibly look into rates. Regarding the Americans taking up the freight space on the New Zealand and Australian steamers, why don't you take advantage of these cold-storage facilities and contract for them if you have the fruit to offer; they contract their freight as far ahead as they can. That is what the Americans and every other large fruit-shipper does. The cold storage on the Atlantic is taken up for next fall now; a vessel running across the Atlantic must contract ahead as far as possible, and that is the reason the Americans come in and contract. If you have the tonnage and the nerve, there is no reason why you cannot do the same as the Americans do. If there is a large volume of American fruit going into New Zealand and Australia, whose fault is it? The C. P. R. gives the British Columbia fruit-grower lower rates than the Americans, and they are as anxious as the growers are to have British Columbia fruit fill the prairie markets. The volume of business offering in British Columbia to-day is not large enough. Ask any of the dealers why they do not buy, and they will tell you they are not able to get their shipments as requested from the growers in British Columbia.

Mr. Earle: Last year, owing to the winter previous, we had very little fruit in this Province, but this year and now on we hope to have a large volume of business in that line.

Mr. Lanigan: I might remark, in connection with that shipment which took place in '98, that this feature has been changed. There is no doubt that in '98 Mr. Earle's own methods of raising fruit were not in the advanced stage they are to-day, and so with the question of shipping these mixed fruits, and in 1910 a man can ship fruits at a respective rate on each. When you consider all these matters from a business standpoint and any person here at liberty to criticize, I think the best policy would be to take up the questions with our officials, so that we can make the necessary changes, if any; I don't think that matters of this sort should be brought up at a public meeting.

Mr. Palmer: When a question of this kind is fully ventilated at a public meeting, I think a great many good results are found. There are a great many persons without full knowledge of the facts, and when these are discussed it brings about an understanding between all those interested.

Mr. Lanigan: We would be quite willing to put on refrigerator cars on certain days, provided the dealers would name what particular day it would suit them to have the service.

[Effective August 23rd, there is a refrigerator service from main line and Okanagan points, for less than carload lots, one day a week to Vancouver and Victoria, Calgary, Edmonton, Macleod, and intermediate stations. *See* C. P. R. Pac. Div., Circular No. P. D. 128.]

Mr. Metcalfe: Looking over the freight rates of last year, I think we have had very little complaint to make in the matter of fruit rates; the difficulty lies with the grower, and when we are able to ship fruit in carload lots we will be able to take advantage of the facilities already provided.

The resolution was withdrawn.

EQUALISATION OF BRITISH COLUMBIA AND ONTARIO FREIGHT RATES.

The Resolution Committee then submitted the following:—

"Whereas under the present tariff rate it is impossible for British Columbia points to compete with Ontario in marketing their products in Winnipeg and western points:

"Be it Resolved, That the British Columbia points receive the same rates to points as far east as Winnipeg as from corresponding parts in Ontario."

In connection with this the Resolution Committee desires to state that the resolution submitted by the Vernon Fruit Co. (being Resolution "G"), dealing with the equality of rate as between British Columbia and Ontario points, has been fully discussed on a previous occasion with the C. P. R., who adduced evidence to show that there was no present necessity for making such reduction, as the competition was not occasioned by Ontario growers, but by American competition.

Mr. Lanigan: It is quite clear to every one present that there is not enough fruit grown in British Columbia to-day to take care of the markets west of Winnipeg, in order to compete

with the American growers, and certainly, if you cannot supply these western points, it is almost impossible to extend the field of your operations to Winnipeg. It does not matter what rate is in effect in Winnipeg, you have not the fruit to ship, and I don't think the question requires any further consideration.

Mr. Spear: Regarding that resolution, as our output from British Columbia is increasing and doubling yearly and we have already had calls from Winnipeg for British Columbia fruit, but on account of the difference in the rates to Winnipeg and points east of Winnipeg it is impossible to compete with the Ontario goods, I think this is one thing that should be granted, equal rates from British Columbia points, corresponding with similar points from Ontario.

Mr. Agur: In connection with this question, it was thoroughly discussed at a meeting with the C. P. R last year, and it was considered that the railway company was giving us fair rates to the points east, and the question of more fruit covers the whole situation. If we actually have not the fruit, why should we bother the C. P. R about the question of rates?

Mr. Lanigan: What I would like to reaffirm is simply this: When you have the fruit to produce and are looking for markets, we will look after it. The C. P. R. has always helped in advertising British Columbia by shipping their fruit samples to the different exhibitions free of charge, and when you have the fruit to ship we will do all in our power to assist you in the matter of rates.

Mr. Scott: I may say that the C. P. R. have always done their duty in helping the Provincial Government, in taking their fruit samples to the Old Country free of charge.

APPRECIATION OF SERVICES RENDERED.

Mr. Cockle: Mr. Chairman and gentlemen,—The Committee on Resolutions have gone over all the freight and express business this afternoon, and I think it has afforded us all much pleasure in being present here to-day to hear the different questions which have been troubling us discussed and explanations given, and it now gives me much pleasure to move the following resolution:—

"Resolved, That the Convention wishes to express their appreciation of the services rendered the fruit-growing interests by the C. P. R. and the Dominion Express Company, through their Western representatives.

"We appreciate that there are many interests involved that at certain times appear to be a hardship on the shipper, but at the same time we feel that the companies are fully alive to the fruit-growers' industry, as a valuable asset to the prosperity of the transportation companies, and that where any requests have at the present time been proffered we have received a fair measure of consideration, and trust that the resolutions which have been under consideration by this Convention will receive the attention which their importance demands; and that the joint interests thus combined, working hand in hand, will eventually result in the upbuilding of a vast enterprise which shall add materially to the welfare of our fair Province."

Seconded by Mr. Johnson, and carried unanimously.

Mr. Lanigan: I don't know of anything which has given me so much pleasure, and having it so well supported, as that resolution. I can remember when I was a business man myself that I used occasionally to damn the railroad companies. There are a great many cases where there is a certain amount of friction between the railroad and its patrons; the patron does not want that friction, and I can assure you neither does the railroad. The fruit industry is a very favourable asset to the railroad company; at the same time, the railroad does not want anything which is not prosperous to the country. If the C. P. R. or any other railroad fails to co-operate with the business interests along its line, that railroad will be a failure, for, after all, it is not the moving of the goods, but rather the prosperity of the people, which brings back merchandise of a higher grade and consequently brings us a higher rate. We would wish to see the farmers living in substantial houses and sending their children to first-class schools; that is the thing that makes the railroad pay. But, in any event, it is a most pleasing thing to feel that the railroad company is meeting with the wishes of its patrons. We are just as anxious to see you develop your markets as you are yourselves, and if in the future you find the rates are exorbitant, or something else is wrong, I can assure you that every member of the C. P. R. will be entirely willing to look into the matter, and I give you every assurance that the grievance will be rectified.

Mr. Metcalfe: I think we had better hold an open meeting for general statements in regard to freight and express rates in British Columbia.

Mr. Earle: I might say, in connection with this, that I hope the country will repay the C. P. R. for its original aid in the upbuilding of the country.

NORTH-WEST JOBBERS.

W. E. Scott (Chairman): Believing that better acquaintance makes for mutual understanding and more profitable marketing, we have invited the wholesalers of British Columbia fruit in the Prairie Provinces to come to this Convention. I am going to ask the representatives present to-day to address the Convention. (Applause.)

Mr. Morgan: I did not come here to take part in any discussion whatever, but more for the matter of meeting the fruit-growers of British Columbia. I represent the Brown Fruit Co., of Edmonton, and expect to handle a great deal of fruit from this Province. Last fall we were desirous of procuring apples and received quotations both from British Columbia and the United States, the latter quotations being 15 cents a box lower than British Columbia fruit, but we accepted your fruit and paid the extra 15 cents a box, which speaks well for the British Columbia fruit. I am here just for the matter of meeting the growers and knowing with whom I am dealing, and we all realise that in the future your Province will be one of the great fruit districts of Canada.

Mr. Waldron (Northern Fruit Co., Saskatoon): Mr. Chairman, we do not sell very much British Columbia fruit, for the simple reason that we are unable to get it. At the same time, we want to do all we can to further the industry in British Columbia, and I am here in order to get a general idea of prospects for handling more of the goods.

Mr. Symington (Rex Fruit Co., Moosejaw): I would like to express my thanks for the invitation extended to us by the Government of British Columbia to this Convention, to meet the fruit-growers here. As Mr. Morgan and Mr. Waldron have already told you, we have not come with a view of speech-making, but rather to get an idea of the quantity of goods you will have to supply the western markets next year, and in order that we may be able to procure a supply of British Columbia fruit. I have been engaged in the fruit business for a number of years, and it has always been our experience that we cannot get enough fruit, particularly from the Okanagan Valley; at the same time, we are willing to pay higher prices than we can get the American goods for.

Mr. Crumm: Mr. Chairman and gentlemen,—I represent White Bros. and Crumm, of Lewiston, Idaho, and the remarks made here to-day were of considerable interest to me. We are interested in this connection not only as growers, but also as shippers. We handle both Canadian and American fruit, but I don't think that our business comes in contact very much with British Columbia, as our fruit, peaches, etc., are off the market before your fruits come on. Our business up here is to find more fruit to ship. We do business over the Dominion and the United States, and we want fruit which comes in when our fruit is not coming in. We are somewhat familiar with British Columbia fruit and congratulate the growers on the quality of fruit grown in this Province; we know that it is A1 and that is the reason we are anxious to procure it. The discussions heard here to-day have interested me very much, particularly as they were on the lines in which I am interested, that of shipping, and I was gratified to hear Mr. Lanigan, and think that the C. P. R. is doing more than its share in promoting the industry.

Mr. Fee (Calgary): Gentlemen, I am in sympathy with the C. P. R. and think the rates given us are very good, and I was very much pleased to see the way the meeting closed up. In the matter of marketing British Columbia fruit, if we have the goods people don't want them. We had very little fruit last year, but two years ago we had considerable, and I started operations in the City of Saskatoon. I found that the people did not want British Columbia fruit; they told me that it was not as good as the American fruit. I tried to contend that it was as good, but they insisted that it would not bring the price. The consequence was, I was unable to sell your fruit in that country. I came down to Regina and Moosejaw and found the competition with American fruit very serious there also. The reason is that they can put their goods up cheaper than we can. In regard to labour, for instance, it costs about one-third what it does here. I consider this a very serious competition and I think something should be done to remedy it.

Mr. Stockton: I might say that there is more British Columbia fruit sold in Edmonton than any other market; as far as I am concerned, last year I handled all British Columbia fruit that I could get. In regard to Mr. Fee's statement, he never attempted to sell his fruit to a jobber, preferring to sell it to a retailer. We could handle his stuff and give him a better price

than he received for it, and still make a little out of it ourselves. I might say, as Mr. Fee has made reference to Moosejaw, Regina, and his operations in other points, and that the markets are supplied by American goods, that we are in business there to make all the money we can; we handle British Columbia goods when we can get them and make them profitable, and *vice versâ*, and every business man will do the same thing. The cost of doing business is more than 10 per cent. on an average, and we cannot handle them on a 10 per cent. margin when the cost of buying amounts to that.

Mr. Waldron: I don't care to handle goods on consignment, but prefer to buy them outright; we know then just where we are. If we ask for a consignment of stock just when we want it, there is none in the market, and when we don't want it there are about twenty-five wanting to sell you their stock. If we had been buying that stock we would have just enough to supply our own market.

Mr. Crumm: I probably misunderstand the gentleman in regard to the American competition. I might say our fruits are off the market very early, and they do not come in direct competition at all with British Columbia fruit. With regard to the glut a couple of years ago, this was general both in the States and Canada. Perhaps the British Columbia grower thinks he did not get as good a price for his fruit that year as he should have; but I think this applies to growers all over the States as well. I think if the grower sells his fruit f.o.b., he will make more out of it than if he consigns it. We are buyers of fruit, and prefer to buy it f.o.b., and not on consignment. If the growers can co-operate in the marketing of their fruit, and not put it all in one place one day and another place another day, they will find that better results will be obtained.

Mr. Waldron: The grading of fruit in the United States is not uniform, and I don't think we get the best grade of American fruits; these go to Chicago and Minneapolis, and are sold at a very high price, and it would be impossible for us to obtain the price that these goods are sold for. From what I have seen, the British Columbia grade of apples and crab-apples is better than the American grade, both as to colour and quality.

Mr. Symington: Is it customary to brand American apples as they come out of the car?

Mr. Waldron: Not formerly; but the inspector last year required it.

Mr. Campbell: What distinction have you as to the different grades of apples?

Mr. Waldron: They usually give the description of "fancy" and "choice."

Mr. Crumm: With regard to the grade of apples, they are usually graded as "fancy," "choice," and "extra fancy," but the grading in one district may not correspond with the grading in another district; but there is a new law now coming into effect in the United States which necessitates the grading of fruits to be uniform all over the States.

Mr. Lanigan: I don't wish to be looked upon as holding any brief for the jobbers, but I don't think that the shipping of fruit on consignment has ever been satisfactory to the grower, except in very exceptional instances. It has been very unsuccessful to the railway company, and generally disastrous in a great many cases. You cannot ignore the fact that the jobber has the selling organization; he has the cold storage; he urges the wholesaler and consumer to buy. Retail fruit trade is very often done by a class of people who are not very strong financially, and if you intend to meet them direct or on consignment, you will find a large portion of these people to be unresponsible, both as regards returns and the amount they will give. In Edmonton, Calgary, Lethbridge, Moosejaw, Regina, Brandon, Portage la Prairie, and Winnipeg, there are wholesale distributing firms having cold storages and all that class of things for the goods, and these people distribute to the retailer, and the retailer to the consumer. You must not forget that the jobber is doing most of the work in marketing the goods; they are looking to the risk as to whether the retailer is a good or a bad payer, and I don't think the fruit-grower can get away from the fact that the jobber is doing the bulk of the work; he has the selling facilities, and he has got an organization you cannot replace.

The following resolution was moved by F. D. Campbell, seconded by T. W. MacKenzie:—

"Whereas the fruit industry of British Columbia is assuming large proportions, and is meeting with great competition in its natural markets in the North-west Provinces;

"And whereas the duty on Canadian fruit exported to the United States is considerably higher than that on fruit imported into Canada from the United States:

"Be it therefore Resolved, That the Federal Government be respectfully requested to increase the present duty, so as to be equal to that imposed by the United States;

"And be it Resolved, That copies of this resolution be forwarded to the Dominion and Provincial Governments, British Columbia Senators, and members of the Federal House, and the Manager of the St. Catharines Cold Storage and Forwarding Association."

Resolution carried.

Mr. Campbell (Kootenay) moved, seconded by Mr. J. C. Metcalfe,—"That a meeting of the small fruit-growers, the railway and express companies, and the fruit-jobbers be held at the Board of Trade rooms this evening, at 8 o'clock." Carried.

An open meeting was held in the Board of Trade rooms in the evening, attended largely by the delegates, C. P. R. men, and jobbers. This meeting gave definite results in better arrangements for the marketing of our fruit, but was most valuable in creating a better understanding between producers, carriers, and marketing men.

Meeting adjourned until 10 A.M., Wednesday.

ADJOURNED MEETING

OF THE

BRITISH COLUMBIA FRUIT-GROWERS' CONVENTION.

———:o:———

KAMLOOPS, B. C., April 13th, 1910.

Mr. Scott (Chairman): The object for which we have met here to-day is to submit to you the reorganization of the British Columbia Fruit-growers' Association; a committee was appointed to redraft the old constitution and make amendments so that it would be more in line for the business the Association could take up and develop.

The Secretary then read the amended constitution, which was, on motion, considered clause by clause and further amendments agreed upon. The new constitution, as adopted, will be found at the end of this report.

It was then moved by Mr. Robinson, seconded by Mr. Johnson,—"That the report of Committee as accepted be laid on the table and recommended to the Fruit-growers' Association for adoption." Carried.

Mr. Scott: The business of the Convention, as regards the Fruit-growers' Association, has now been finished, and I think it would be a good idea if you would all now join the new Association, when the British Columbia Fruit-growers' Association can proceed to business.

Moved by Mr. Abriel, seconded by Mr. Palmer,—"That we adjourn until 2 P.M." Carried.

Afternoon Session.

Meeting was called to order at 2.15.

Mr. Campbell (Hammond) moved a hearty vote of thanks to Mr. W. E. Scott, Chairman of the Convention, for the very able manner in which he had conducted the several meetings, and suggested that a record of same should be placed on the minutes of the Convention. Seconded by Mr. Campbell (Kootenay) and carried.

Captain Elliston moved a hearty vote of thanks to the Mayor of Kamloops, Mr. Robinson, for his address of welcome to the delegates of the Convention. Seconded by Mr. Agur and carried unanimously.

Moved by Mr. Cockle, seconded by Mr. Brandrith,—"That the meeting now adjourn at the call of the Chair." Carried.

Meeting of the British Columbia Fruit-growers' Association was then called.

Moved by Mr. Palmer, seconded by Mr. Ricardo,—"That the draft of the revised constitution, as approved by the Convention, be adopted by the Association." Carried.

Mr. Ricardo: I think the thanks of this meeting should be tendered the late officers of the Fruit-growers' Association. They took hold of the Association in its infancy, and it is now only because it has become so very much larger that we are reorganizing it.

Mr. Cockle: I think the work carried on by the Fruit-growers' Association has been very successful in aiding the industry of fruit-growing especially, and I think great credit is due to the Secretary of the Association, for it is owing to his work to a great extent that the Association has been carried on so successfully, and I have much pleasure in seconding Mr. Ricardo's motion.

Mr. Johnstone: I would like to confirm what has already been said about our Secretary, and I can assure you that it was Mr. Brandrith who first made me take an interest in the fruit-growing industry of British Columbia. I appreciate his work very much, which has always been done with pleasure, and I hope that he will continue to give every support to the fruit-growing industry of the Province.

Mr. Brandrith: Mr. Chairman and gentlemen,—I wish to express my deep appreciation of the kind remarks made by Mr. Ricardo, Mr. Cockle, and Mr. Johnstone with reference to myself; I consider that I have only done my duty and nothing more; I know my failings, I know what I have lacked, but my heart has been in the work for twenty years and is still in it. Gentlemen, I thank you.

Moved by Mr. Johnstone, seconded by Mr. Campbell,—"That Mr. W. E. Scott take the chair." Carried.

Mr. Scott: Gentlemen, I thank you very sincerely for the honour conferred upon me. The ruling of the Chair is, gentlemen, that the fact of the adoption of the revised constitution of the British Columbia Fruit-growers' Association puts the old Association out of existence, except as to its charter.

Mr. Palmer: I move that we proceod to the election of officers. Seconded by Mr. Campbell and carried.

ELECTION OF OFFICERS.

Moved by Mr. Robinson, seconded by Mr. Palmer,—"That Mr. Winslow be elected Secretary." Carried.

The following Directors were elected: District No. 1, Captain Elliston; District No. 2, W. H. Hayward; District No. 3, W. N. Shaw; District No. 4, J. C. Metcalfe; District No. 5, W. J. Brandrith; District No. 6, R. M. Palmer; District No. 7, F. O. Nicholson; District No. 8, W. C. Ricardo; District No. 9, T. W. Stirling; District No. 10, R. H. Agur; District No. 11, Jas. J. Armstrong; District No. 12, Jas. Rook; District No. 13, Robt. Abriel; District No. 14, Jas. A. Johnstone; District No. 15, J. W. Cockle; District No. 16. J. F. Rose.

Moved by Mr. Campbell, seconded by Mr. Ricardo,—"That the meeting adjourn for ten minutes to allow the newly elected Directors time to elect their officers."

Mr. Scott, calling the meeting to order again, requested the Secretary to advise the members of the appointments that had been made by the Directors, which were as follows: President, R. M. Palmer; Vice-President, J. C. Metcalfe; Secretary, R. M. Winslow; Executive, R. H. Agur, of Summerland, and W. C. Ricardo, of Vernon.

MATTERS IN GENERAL.

Mr. Winslow: The kind of work which was prepared by your committee on the constitution is not at all definite. The meeting is therefore open for suggestions, especially in view of the deliberations of the convention of yesterday and this morning with regard to this work. One of the principal points suggested was that of a proper crop-reporting system for the Province. The chief advantage of this, I think, would be to edueate our people generally as to what we have in the Province to be marketed. It was also proposed by a few members that it would be well to publish a price-list of fruit-growers' supplies, so that any member of the Association would know just how much he should legitimately pay for each article he is purchasing. That is somewhat different from the work of the Association last year, when the Association actually handled the supplies. Another point which Mr. Metcalfe has been urging is that the Association prepare a list of the fruit-growers of the Province for distribution among buyers in the North-west and other points, which would be a thing of considerable value. On the other hand, it might be useful in the Province here if we could distribute to the growers a list of the probable buyers of fruit in other places. It is also submitted that the Association should publish frequently, say every week, a statement of market conditions. This would help to keep our members informed of what is going on in the market. The principal feature of the Association seems to be this annual Convention. Through such a Convention it is possible to bring the men in the industry into very close touch with each other. It was felt quite generally that to have a good strong Transportation Committee, and committees on other questions requiring attention, would result in having our claims more systematically handled than they have been, and we would probably get better results from the transportation companies. On the whole, the Association should be directed towards our mutual education as to the marketing of our fruits, as to the prices supplied and obtained, and everything that will assist the growers in the marketing of fruit. It was also suggested that the Association should consider the holding of an annual exhibition. If we were to undertake the crop-reporting system, it would necessitate a great deal of correspondence all over the Province in order to get a sufficient and reliable report, and that is one of the features which deserves attention. Mr. Palmer has also suggested that classes in fruit-judging should be

An Orchard in Full Bloom.

encouraged. In the past the Association has, on several occasions, undertaken to supply judges of fruit at the fairs, and this should be a principal feature of the Association. These are a few of the suggestions which have been offered with regard to the work of the Association, and your Committee on the Constitution indorses them as being worthy of consideration.

Mr. Mutch: While I am very much in favour of the list of suggestions enumerated by Mr. Winslow, there is one line which seems to me has been entirely omitted, not only from the new suggestions, but also from the work of the old Association—that is, the education of growers as to the best varieties of trees to plant. It seems to me that, in view of the new territory which is being opened up, and the invitation we are extending to people all over the world, that the British Columbia Fruit-growers' Association should devote considerable time to the instruction and enlightenment of people engaged in the fruit-growing business, and give them a definite knowledge as to the best varieties of trees to plant, and the soil most suitable for those varieties. If we do not attend to the right variety of fruit-trees, we are going to be up against it when fruit-trees, planted perhaps by men just starting into the business, come into bearing.

Mr. Scott: I would like to point out that the Provincial Government is trying to do all it possibly can in this direction. In the different districts they have a reliable man spending all his time demonstrating the best methods of horticulture, and while the work has not been in existence long, you can rest assured that the Government will carry out this work to a greater extent in the future. As regards the varieties of fruits, the Provincial Board of Horticulture publishes a variety list which is amended from time to time as occasion requires, and this list is prepared by prominent fruit-growers who act on your Board of Horticulture. With regard to importing trees that are diseased, etc., Mr. Cunningham is our Inspector at Vancouver, and I am sure he will keep fruit-pests out of the Province, if any man can do it at all.

Another point brought to my attention to-day is that there seems to be a certain amount of ignorance amongst fruit-growers as to legislation governing nurserymen doing business in the Province. The Provincial Board of Horticulture requires all nurserymen doing business in the Province to be under bond, and if they sell you stock that is not of the variety or character as represented, or diseased, it is your privilege to have recourse through this bond given to the Board.

Mr. Catherwood: There is one thing which would be a good thing for this Association to take up, and that is the distribution of our fruit. We can grow the fruit and do grow it, but our problem is the distribution of it; what market to get it on and when to get it on the market; and if the Association could do something to solve this, I think it would be something in the right direction. There is another thing, regarding that letter from the Boards of Trade in Alberta, suggesting that some steps be taken in getting the jobber to be licensed. This, I think, is a good step and has been brought up at the Board of Trade at Mission, and if our Government can do something in that respect, I think it would help also. This letter was laid on the table for further discussion. Another thing in connection with the growers: if, when they get some good ideas, they would publish them in some paper. We have the best magazine in Canada in our Province, and I think that if anything to the interest of the grower were published in that paper, and make the magazine the official organ of the Association, it would be a very good feature.

Mr. Earle: When you speak of the Fruit Magazine, I don't think you can do anything better than to go to Mr. Smith and subscribe for that magazine. It is educational and beneficial to all, and ought to be subscribed for by every fruit-grower of this Province.

Mr. Johnstone: I take much pleasure in moving that we make this magazine our official organ.

Mr. Cunningham: While the magazine is very young, it has shown itself worthy of our support, and Mr. Maxwell Smith has done everything he could to assist us, and I have much pleasure in seconding Mr. Johnstone's motion.

Motion carried unanimously.

Mr. Maxwell Smith: Mr. Chairman and gentlemen,—On behalf of the Fruit Magazine Publishing Company, I wish to extend our thanks to you for making our magazine the official organ of the British Columbia Fruit-growers' Association; there is no honour we would appreciate more than being the official organ of this Association, and I don't think I need hesitate now to state that, if your Directors wish to supply the magazine to the members of your Association, we will, for at least the first year, supply it to you for half-price. In doing

so, gentlemen, you must bear in mind we are acting for the interest of the fruit industry of British Columbia in general; that the present price of $1 does not pay for the actual expenses of publishing the same. In the meantime, we thank you for this honour, and will continue to co-operate with this Association for the promotion of the fruit industry.

CORRESPONDENCE.

1. Letter from A. Moritzson & Co., New Zealand, regarding Canadian space in steamers being utilised by Americans.

Mr. Maxwell Smith: Mr. Chairman, in connection with that letter I may state the Fruit Magazine received an identical note as the one sent to this Association, and I have taken the trouble of securing information which, at the present moment, I do not care to publish, but which I think the members of this Association should be cognisant of. It is all true what is stated in that letter. It is a fact that the American Government has utilised these steamers, that a large space has been engaged by foreign shippers, who claim that they could not purchase Canadian fruit at the prices they could purchase American fruit, and, consequently, the space was filled up by American fruit, with the excuse that they could not get Canadian fruit; and while your letter states that Canadian fruit would be given preference, it is a fact that within the last few days application was made to that company for space in a steamer for next fall, and the shipper was told that the space was already engaged. The applicant then asked for space for next year, and was informed that it was engaged for two years. It is an exact contradiction of the statement made by the official at New Zealand, and this statement I give was made by officials in Vancouver not less than ten days ago, and this particular shipper is a prominent shipper of this Province. I am making the statement in order that this matter should be looked into. If our shippers wish to send fruit to the New Zealand and Australian markets, I think the space should be available.

Mr. Robertson: I wish to make a statement in connection with that business. As most of the fruit-growers know, I have been identified with Mr. Duffey in shipping his fruit. Three years ago it came to Mr. Duffey's knowledge in 'Frisco, where he had been operating for a number of years, that there was likely to be a surplus of fruit from Canada. He came up to this country in order to get some fruit; he did get some, and, all told, the shipments he took from here lost him money. Last year he also took some fruit from this country. As near as we could estimate, we figured on the amount of space for which he had contracted for a year ahead. The local agent in Vancouver put a proviso, brought about by the Canadian growers, that he must give preference to Canadian fruit, and he did so to the utmost limit. Some of the growers will know how he pleaded with them for Canadian fruit, but the result was that the shipment fell below the order about 2,000 boxes, and that space had to be filled by fruit from the other side. He is at the present time in New Zealand or Australia, and laying his plans to take every box of Canadian fruit you can sell him, and will pay you a full market price. Now, if the shippers are wishing to consign their fruit to New Zealand or Australia, they are at liberty to do so, if they can get the space. Last year we lost money on Canadian shipments, but are willing still to pay a fair market price for Canadian fruit and to give it the preference. Last year we tried to get space in these steamers, but found that all the space was controlled by one firm, who had contracted for the space a year ahead, and so we could not break into it; the result was, we were offered space for a year from now. We told them we would take some space for next year, and the steamship company were glad to have their space booked up ahead. If the fruit-growers wish to say they agree to take a certain amount of space, they can get it for next year, but they will be held responsible for it whether they use it or not.

Moved and seconded that the above letter be filed.

2. Letter from Ontario Fruit-growers' regarding size of apples. Filed.

3. Letter from United Farmers of Alberta. Filed.

CANADIAN NATIONAL APPLE-SHOW.

Mr. Cockle read the following resolution:—

"Resolved, That we, the members of the British Columbia Fruit-growers' Association in Convention assembled, express our hearty approval of the progress thus far made towards the promotion of the first Canadian National Apple-show to be held in Vancouver, B. C., about the first week in November, 1910.

"That we will give our support and influence in promoting the success of the undertaking, which, we believe, will be of great benefit to the fruit industry, both from an educational and advertising standpoint.

"And, further, we strongly recommend that the Provincial and Federal Governments grant liberal financial assistance to the enterprise."

Mr. Maxwell Smith: If you bear with me a few minutes I will try and give you an outline of what has been done towards the promotion of the first Canadian Apple-show. We took advantage of all the work and experience of the Spokane people for the past two years. I believe in adopting all the good things we can from the other side and eliminating all the bad things. It is the duty of every gentleman present, when he returns to his district, to begin to promote this enterprise by cultivating an interest in the show, and begin to prepare that fruit now; treat your trees, thin your fruit, and cultivate at the beginning of the present season with a view to compete with the competition you will meet at that show. Ontario will not be the only Province represented, but all the Provinces of the Dominion will be represented there. I may say that a few days ago we had a meeting of the Provisional Committee and elected our executive, subject, of course, to their acceptance, but we are hopeful that all will accept office. They are: Sir Thomas Shaughnessy, President; Hon. Richard McBride, 1st Vice-President; Mayor Taylor, of Vancouver, 2nd Vice-President; J. M. Ellis, Acting Vice-President. I was prevailed upon to accept the managership, and it was on two conditions; one was that there was to be no salary attached to it, so that no one could say that Smith was doing any grafting, and the other was that we should pay for the best secretary we could procure. The secretary is to be appointed later; the treasurer was the Comptroller of the City; and H. H. Stoner, E. S. Rowe, and B. F. Dickens, the three members of the executive. That is as far as we have gone, and I think we have the business well in hand at the present time. The amount of money we feel is necessary to carry the enterprise to a successful issue is not less than $30,000, without gate money. We intend, if possible, to offer prizes, most of which will be cash, amounting to $25,000. We are aiming to match the Spokane show, and, if possible, to surpass it. Now, gentlemen, the executive can do their work and I believe they will, but we cannot do it alone, but must have the sympathetic co-operation of the entire Province, and the co-operation of the entire Dominion, in fact. I sincerely trust that the enterprise will be carried to a successful issue.

Moved by Mr. Cockle, seconded by Mr. Campbell, that the above resolution be adopted Carried unanimously.

Mr. J. C. Cockle moved that the next Fruit-growers' Convention be held at Victoria, in the month of January. Seconded by Mr. Ricardo, and carried.

RESOLUTION OF CONDOLENCE.

Mr. Maxwell Smith: Yesterday, at the Convention, there was a resolution passed which was quite in order and in keeping with the feeling of that Convention; but this is a meeting of the reorganization of the British Columbia Fruit-growers' Association, and I think it is right that something should go on the books of this Association in recognition of the sympathy we feel for the family of the late Minister of Finance, Captain R. G. Tatlow, and I now beg to make the following resolution:—

"Resolved, That the British Columbia Fruit-growers' Association, in Convention assembled, in the City of Kamloops, this 13th day of April, 1910, beg to place on record our feeling of deep sorrow at the sudden death of Capt. R. G. Tatlow, ex-Minister of Agriculture and Finance for the Province of British Columbia, and for many years a valued member and supporter of this Association.

"And be it further Resolved, That a copy of this resolution be forwarded to Mrs. Tatlow and family, in testimony of our sincere sympathy with them in their irreparable loss."

Seconded by Mr. Cunningham, and carried standing.

Moved by Mr. Johnstone, seconded by Mr. Metcalfe, that the meeting adjourn. Carried.

CONSTITUTION AND BY-LAWS

OF THE

BRITISH COLUMBIA FRUIT-GROWERS' ASSOCIATION.

———:o:———

PREAMBLE.

The objects of the British Columbia Fruit-growers' Association shall be the advancement of horticulture in all its branches, particularly the promotion of a better knowledge on the part of all fruit-growers as to the marketing of our fruit, and to facilitate successful marketing by securing better conditions in packing, cooling, storage, transportation, and distribution:

(*a.*) By holding an annual convention for the consideration of problems affecting the industry. To this convention it shall be permissible to invite transportation officials, fruit wholesalers, etc.:

(*b.*) By collecting, arranging, and disseminating useful information, more particularly with regard to the marketing of our products:

(*c.*) By co-operating with the Provincial Department of Agriculture in all matters, particularly educational, with reference to horticulture:

(*d.*) By holding an annual exhibition of fruit and other horticultural products, and awarding premiums at the same, and by encouraging local societies along the same lines:

(*e.*) And by such other means as may seem desirable.

NAME.

1. This Association shall be called the British Columbia Fruit-growers' Association, and will be referred to in this Constitution as "the Association."

MEMBERSHIP.

2. Any person interested in horticulture may become a member on payment of $1 per annum to the Secretary. Life membership can be secured by single payment of ten dollars ($10).

3. The members of the Association in good standing shall be entitled to receive regularly the official organ of the Association (if any), a copy of the annual report, such other literature as may be sent out from time to time, and any other privileges that may be provided or arranged for by the Association.

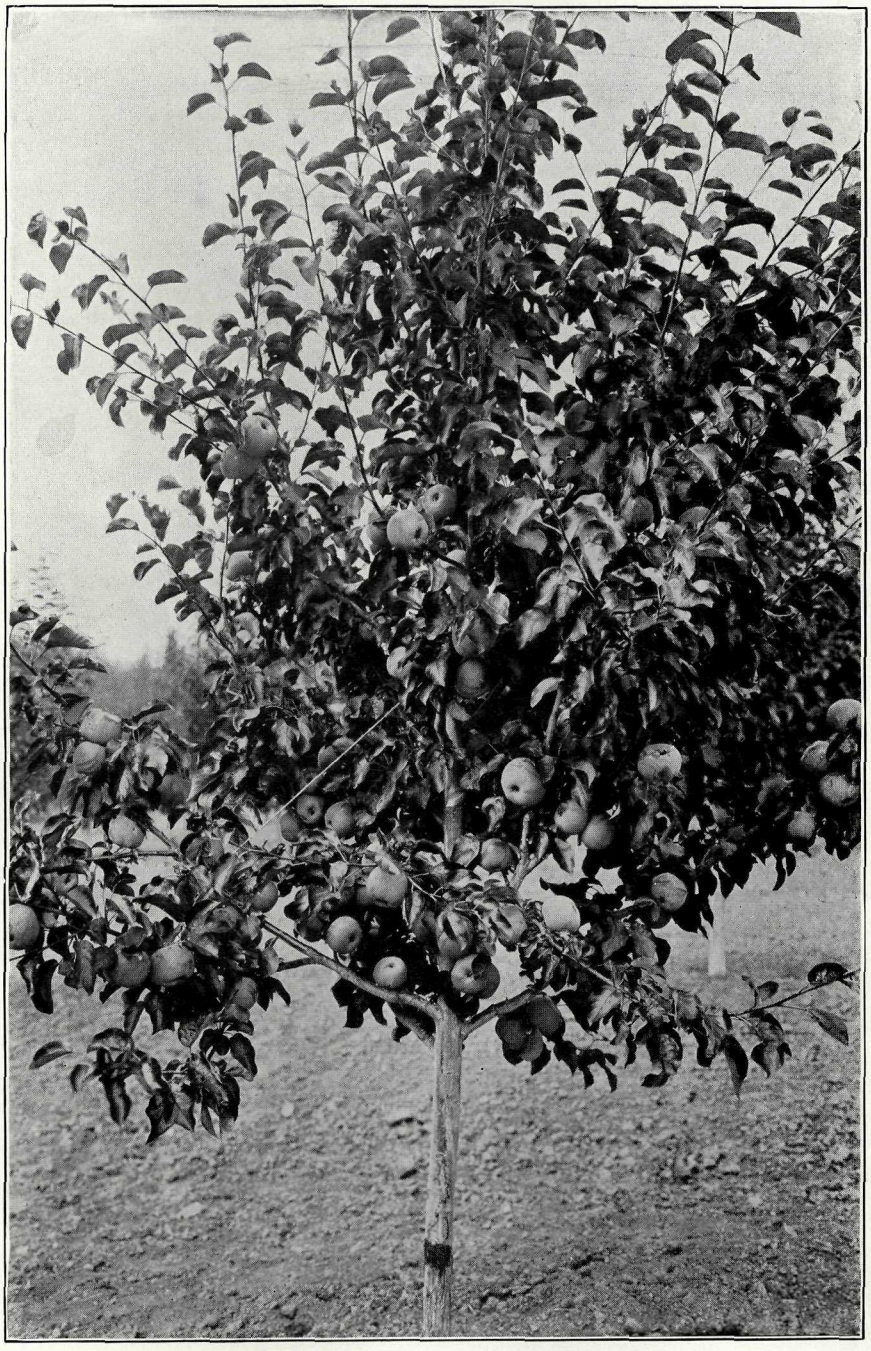
THE ASSOCIATION YEAR.

4. The Association financial year shall end on the 31st of December, and the annual meeting and Convention shall take place in January, the date to be at the discretion of the Directors, at such place as may be designated by the Association in the previous annual meeting.

OFFICERS.

5. The duly qualified officers of the Association shall consist of a President, Vice-President, Secretary-Treasurer, Auditor, and Directors.

6. These Directors shall be elected by ballot at the annual meeting, and shall be equal in number to the horticultural divisions, as suggested in Schedule "A," which may be altered by the Directorate as requirements demand. The Department may, in its discretion, appoint delegates from districts not otherwise represented. The Minister and Deputy Minister of Agriculture shall be Directors ex officio. The annually elected Board of Directors shall meet immediately following the annual meeting. No Director shall hold office for more than three (3) consecutive years, but retired Directors may, however, be eligible for re-election at the end of one year. Five (5) Directors shall constitute a quorum.



Four-year-old Duchess Apple Tree.

7. The annually elected Directors shall, at their first meeting, appoint from their number a President and Vice-President, and also a Secretary, the latter to be selected from the horticultural staff in the Department of Agriculture.

8. The Executive Committee shall consist of seven members, viz.—the President, Vice-President, Secretary-Treasurer, and two other members appointed by the Directors (the Minister of Agriculture and the Deputy Minister of Agriculture, ex officio). Three members shall constitute a quorum.

DUTIES OF OFFICERS.

9. It shall be the duty of the President to preside at all meetings of the Association, decide all questions of order, and make any suggestions he may deem necessary in the interests of the Association. He shall be, ex officio, a member of all the committees appointed. He shall call general meetings of the Association, Directors' meetings, and Executive meetings, as the interests of the Association demand.

10. The President being unable to act, the duties of his office shall devolve on the Vice-President.

11. It shall be the duty of the Secretary-Treasurer to attend all meetings of the Association, the Directorate and the Executive, and to keep the correct minutes of the same; conduct all general correspondence, and issue all press and other reports; prepare the report of the Executive Committee for the annual meeting, and prepare for publication the annual report. As Treasurer he shall receive and account for all moneys belonging to the Association, and pay such bills and accounts as have been approved by the Executive. By virtue of his office he shall be a member of each committee appointed.

12. Before entering upon the duties of his office, the Secretary-Treasurer shall enter into a bond with security when required, to be approved by the Executive.

13. The duties of the Directors shall be to outline the policy of the Association for the ensuing year, in accordance with the needs of the Province, as evidenced in discussion at the annual Convention. They shall hold meetings on the call of the President, when the interests of the Association demand.

14. At each annual meeting the retiring Executive officers shall present a full report of their proceedings to the Association. A detailed statement of the proceedings of the Association, receipts and expenditures for the previous year, assets and liabilities, a list of members, and such information on matters of special interest regarding the work of this Association as the officers may have been able to obtain, shall be sent to the Minister of Agriculture of the Province, within thirty days after the holding of such annual meeting.

15. The Executive Committee shall carry into effect the plan of work outlined by the Directorate, and shall arrange the details of the same.

16. The members of the Directorate, the Executive, or any Committee may conduct, by correspondence, the duties assigned the said Directorate, Executive, or Committee by the Constitution and By-laws, or by the Association, when such a course is deemed advisable and practicable by the said Directorate, Executive, or Committee.

17. In case a vacancy occurs in the Directorate or Executive, the Executive Committee may fill said vacancy forthwith.

COMMITTEES.

18. The Association may appoint such committees from time to time as may be deemed expedient, and the first-named thereon shall be declared the convener of each committee.

19. Actual travelling expenses, and living expenses at the rate of $3 per day, of officers, directors, delegates, executive, and members of committees, when attending meetings in the interests of the Association, may be defrayed out of the funds of the Association, at the discretion of the Executive.

NOTICE OF MEETING.

20. (*a.*) At least three weeks' notice shall be given of each annual and general meeting, naming the time and place of meeting. Notice may be given through the public press and by circular letter mailed to each member by the Secretary. General meetings may be arranged when required at the discretion of the Directors, or by petition from twenty-five per cent. of the members of the Association.

(*b.*) A Directorate or Executive meeting shall be called by mailing, at least ten days before the date of meeting, to each officer a notice of meeting as above provided.

(c.) An Executive meeting may be called by the President at any time, as deemed necessary.

21. Not less than fifteen members shall be a quorum to transact business for the Association.

22. The views of any member of the Directorate or Executive not present at a meeting shall be considered if his written views on any definite subject under discussion are filed for the purpose with the Secretary.

AFFILIATED ASSOCIATIONS.

23. Fruit-growers in any section of the Province may form a local Association with general aims and objects in harmony with the Provincial Association, and affiliate with this Association on payment of a fee of 50 cents for each member. The minimum amount so paid in to the General Association shall be ten dollars ($10) from such Associations, which payment shall entitle the members to all the privileges and advantages of membership in the Provincial Association. Each such Association may elect a delegate to the annual Convention.

24. It shall be the duty of the officers and directors of the Association to encourage the formation of such local Associations, where advisable.

CHANGE OF CONSTITUTION.

25. The Constitution and By-laws may be amended by a majority of the members present at an annual meeting, or at a special meeting called for the purpose of considering the same, of which three weeks' notice shall be mailed to all members, notifying them of all amendments proposed.

SCHEDULE "A."

DISTRICTS FROM WHICH DIRECTORS MAY BE CHOSEN.

1. Victoria District.
2. Duncan and Nanaimo District.
3. Gulf Islands.
4. North of Fraser, Municipality of Kent, and West.
5. South Fraser, Chilliwack, and West.
6. Lytton to Kamloops, including Lillooet.
7. Salmon Arm to Armstrong, including Shuswap Lake.
8. Vernon to Woods Lake, including Coldstream Valley.
9. Okanagan Centre, Kelowna, West Bank.
10. Peachland to Penticton.
11. Similkameen.
12. Kettle River.
13. Arrow and Slocan Lakes.
14. Nelson and Lower Kootenay, Fruitvale, and Columbia Gardens.
15. Kaslo and Upper Kootenay.
16. Creston and East Kootenay.

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