

Feb. 13th. 1932.

Dear Bob:-

Very glad to have your letter of Jan. 23rd. The Perkins letters are interesting. The next time I am in Vernon I will see Chambers and quote him some of the contents, and will write you afterwards. I understand that George Barrat is back from England. When I get the Chance will talk to him of the different points you bring up. It is true, as Perkins says, that we did not have enough small sizes this year to ship as much as we would have liked to the Old Country. I understand that every box of suitable size was exported, and larger sizes than usual were sent over. For some reason the Valley as a whole produced a greater proportion of large sizes than it has done for years. The Crop was also lighter. In 1930 we, personally, shipped 20 cars of Jonathan, in 1931 we shipped 9 cars of Jonathan. Our yield in 1930 was 17435 boxes including Bulk

.. .. 1931 .. 9270
The Jonathan pool has just closed and the small sizes (175 s. and smaller net us ten cents more than the larger sizes, most of which were shipped to our home market. Our account sales for Jonathan, after full amount of deductions have been taken off, some of which will be rebated, net us on the average 79 cents per packed box. This means about one cent a pound.

The following are the pool prices

88 $\frac{1}{2}$ ¢ for XFM. ;	\$1.03 $\frac{1}{2}$ for XFS.
78 $\frac{1}{2}$ ¢ .. FM. ;	.88 $\frac{1}{2}$.. FS.
58 $\frac{1}{2}$ ¢ .. CREM. ;	.68 $\frac{1}{2}$.. CRE.S. .51 $\frac{1}{2}$ for Household.

From what I can learn our deal through the Perkins Co. is going to turn out much better than the FOB. or consignment to Auction proposition which the Independent use. I mean for the 1931 crop. Chambers is convinced that a deal such as we have with Perkins is better than sending the fruit over to the Auction. Without a definite and regular supply of fruit I can see where Perkins could not work up a steady business with accounts such as you speak of in Newbury. About eight or nine years ago a fellow came out to the Associated with a proposition to handle the deal by Truck out of Stafford Park but nothing came of it. This last year or two the regular channels of fruit trade has been badly upset by this Trucking business in the United States. There is no doubt that the motor truck and Chain Stores are going to make a big change in the present method of distributing all kinds of merchandise. If one had arrangements for storage and handling at the Port it seems to me that a trucking business could be worked, but of course there is always the uncertainty of supplies.

I am sorry that the Macintosh did not arrive in better shape. I have no record of when they were picked, but after they were packed they lay around the packing house for about a week before they were taken to Vernon to be put in Cold Storage. They seemed to be in good condition when shipped. Bob Wentworth sent some over from the same lot, and we will have a report on them before long. The Macs. held in cold storage in the Valley and also in the Eastern points have remained in good condition. There is still a lot of Macs unsold, but they are going on the market in good shape.

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It now looks as if we would have some preference on the British market. There will however be a serious opposition to it from the Jew fruit dealer in Britain aided by the support of the American fruit grower and dealer. A reasonably safe market in Britain would insure a much larger shipment from Canada than has ever been made in the past. From the Okanagan anyway there would certainly be much more shipped. This would relieve our home market and give us a chance to make a living.

Your suggestion of me going over to England is much approved of by Jess. I doubt if the Banker would look at it in the same way. Jess says that she hopes you keep on suggesting this trip, as she thinks that it is the only way that she will ever get to England.

The Aga Cooker sounds most interesting, and might prove to be more servicable than gas or power. I think that I told you in one of my letters that we had had a real blow out last Spring after the Power Line came through. We now do all the cooking on an electric stove, and have to keep a small stove in the kitchen for heating the room and the hot water tank. Last Summer we did not light a fire as the water is also heated by the power. The kitchen also contains a refrigerator which seems to keep things indefinitely. The above as well as pumping water and sweeping etc. costs about eight dollars on the average per month. I figured that the old Delco plant was costing us nearly seven dollars a month. The power has made the house work very much easier for Jess to handle.

I have not heard from McAllister since Jan. 7th until just now a letter has arrived in regard to the Company reorganization. His oldest boy has been quite ill, and will be an invalid for some time. I gather also that he has been hit hard by the stock market. He has sent you a copy of his letter in regard to the forming of a new Company as a Family corporation. I had this in mind after we wound up the present Company. Our first proposition, as I figured, was to get rid of the Surplus and advances to Shareholders. I think that this can not be done without winding-up process. I am writing to him about this.

For about ten days we had some cold weather but for the last two weeks it has been bright and fine, just about the freezing point. We are staying very close to our own fire side this Winter, only going to Town on business. Money is very tight in the Valley and a great number of the farmers are right up against it. I do not know how some of them will be able to carry on unless conditions change so that the Banks feel that there is a chance of them making some money this year. In Washington the conditions are much worse than with us.

I hope that if your brother comes this way that he will have time to stop off to see us.

With best wishes from us both.

Yours sincerely,