

what fallen off. In the year 1910 alone 17,000,000 marks' worth (about £850,000) of apples were imported; and in 1911 this figure rose to 42,500,000 marks (about £2,000,000). Australia is stepping with confidence into the competition with America, and is facilitating the trade with herself by means of the much-preferred box-packing. Furthermore, the German public much prefers the Australian apple. Russia, also, is making very energetic efforts to push her trade in particularly fine sorts of apples with Germany."

Does not the foregoing read as a lesson, and at the same time as a further hope, for the New Zealand orchardist? As the article shows, the German public already has a preference for the Australian apple, and New Zealand apples are recognized in Europe (as elsewhere) to be equal, if not superior, to any produced in the Commonwealth.

In comparison to the huge number of consumers, an exceptionally small quantity of apples is grown in Germany, which, with its sixty-seven millions of inhabitants, may be said to present an almost unlimited field to the enterprising foreign fruitgrowers who will take the trouble to find out exactly what the German public wants—and ship it. The chief thing to be aimed at is uniformity of quality and grading.

From my own observations in Hamburg and elsewhere in Germany, it is evident to me that, if properly "nursed," there is no reason why the German market should not be made to prove one of the largest and most remunerative for New Zealand fruit.

For first-class apples, properly graded and packed in boxes, high prices are easily obtainable. The average retail prices for such in Hamburg—probably the cheapest retail market for fruit in the whole of Germany—is no less than 50 pfennigs (6d.) per pound.

It is "up to" New Zealand to come into line in a businesslike manner, and so take her fair proportion of the fruit trade in this great market.

## TRADE BETWEEN VICTORIA AND NEW ZEALAND.

The imports into Victoria from New Zealand for the quarter ended 31st March, 1913, amounted to £284,746, the principal lines being—Horses, stallions £2,310, mares £2,095; bullion, gold, bar, rod, dust, &c., £62,065; hemp, £13,365; fish, £4,315; bran, pollard, and sharps, £1,456; machinery, all kinds, £1,094; tow, £2,295; rugs, £1,414; skins, hides (cattle), £11,488; specie, gold, £100,000; timber, £60,422.

The exports from Victoria to New Zealand for the same period amounted to £137,922, the principal lines being—Bark for tanning purposes, £3,098; books, printed, &c., £8,877; fancy goods, £2,004; fruits, dried (currants, raisins, sultanas), £285; fruits, fresh, £2,111; flour, wheaten, £1,673; rice, cleaned, £3,753; cameos and precious stones, unset, £3,588; leather, £5,016; machinery, all kinds, £6,539; manures, superphosphate, £1,547; oils, eucalyptus, £2,933; rubber manufactures N.E.I., £25,421; skins, hides (cattle), £1,084; stationery, manufactured, £1,392; tea, £8,876; tobacco, manufactured, £16,235; wine, all kinds, £3,075.

## JAPANESE-AUSTRALASIAN STEAMSHIP SERVICE.

A short time ago it was stated in the Press that the Nippon Yusen Kaisha Company intended to extend its present Japanese-Australian steamship service to New Zealand, but as no official confirmation of the statement could be obtained locally, the Department of Agriculture, Industries, and Commerce communicated directly with the head office of the company in Japan. A reply has now been received to the effect that the company is not at present in a position to consider an expansion of its Australian service to the Dominion, or the inauguration of a direct service.

*Winter Show Dates.*—Waikato (Hamilton), June 3-7; Otago (Dunedin), June 3-6; Taranaki (New Plymouth), June 11-14; Southland (Invercargill), June 17 and 18; National Dairy Show (Palmerston North), June, 17-20; Waimate (South Canterbury), June 20 and 21; Dominion Dairy Show (Hawera), June 25-28.