

MARKETS FOR NEW ZEALAND APPLES IN CANADA AND THE UNITED STATES.

THE Department recently obtained reports from the New Zealand Government Agents at Vancouver and San Francisco regarding the market prospects, &c., for apples of the current season's crop from this Dominion, in their respective countries.

VANCOUVER.

The agent at Vancouver, Mr. W. A. James, reported, under date 19th February last, as follows:—

The consensus of opinion among wholesale fruit-dealers and commission merchants in Vancouver is that the present season offers exceptional opportunities for the remunerative shipment of New Zealand apples to Canada. The general indication, based upon present values and the general state of the market, is that apples of good quality should sell for, approximately, 3½ dollars (14s. 7d.) per box, freight and duty paid, at Vancouver, it being understood, of course, that the apples would be in good condition, well graded, and free from pests. The price as noted is the price which shippers should anticipate securing, as the cost of selling and profit would be at the expense of the importer. From the price named, however, the exporter would require to provide, by deduction, the cost of duty. Duty, 60 cents per barrel, equals, per 40 lb. to 48 lb. boxes, 20 cents; fruit-inspection fees, per box, 3 cents; Vancouver wharfage and handling charges, say, 7 cents: total, 30 cents. So that, approximately, apples should be laid down, say, at 3 dollars (12s. 6d.) per box, c.i.f., Vancouver. The rates of duty as noted above are the preferential rates extended to New Zealand, but apples imported from the United States or Australia take general rates of duty, which are 90 cents per barrel of 24 imperial gallons—say, 30 cents per 40 lb. to 48 lb. box, containing approximately 8 gallons.

The view of the trade is that the most advantageous time to ship would be the late March and April sailings from New Zealand. It would not be advisable later than that, the reason being that the early fruit from California would then be reaching this market and coming into competition. It is possible, of course, that some small shipments might be made later. The general view held by the importing trade is that perhaps this market for the two months indicated should be capable of absorbing approximately 20,000 cases, each 40 lb. to 48 lb., which is the usual package of this market.

The suggestion is made from the various commission sources that as soon as New Zealand exporters are able to ship, and can obtain freight-space, they should cable their firm offers. Immediately on receipt of this information the commission man is then able to go to the wholesale houses both in the Province of British Columbia and the adjoining prairie provinces and accept their orders for definite quantities based upon definite terms of sale; then definite orders can be made accordingly. This would eliminate all chance, unless, of course, exporters might prefer to ship to their own correspondents upon consignment and take their own chance upon the market. Cable offers should indicate clearly the number of cases offered, variety, style of box, net weight, wrapped or unwrapped, what grade (number of apples to the box), for what shipment, and terms of sale.

Inspection at Vancouver is very rigid. As to grading, the suggestion is made that it is not advisable to ship apples smaller than 188 to the 40 lb. to 48 lb. box. It is important that exporters should be advised that all shipments should be accompanied by Customs invoices made out in the form as required by the Canadian Customs regulations. These invoices to be signed by the shipper both on the face and reverse, and must be furnished in duplicate for Customs purposes. It is necessary that these invoices should conform to Customs requirements in every respect in order to enter under the British preferential-tariff rates, which are extended to New Zealand (but not to Australia).

The regulations are very drastic in regard to pests, particularly codlin-moth; and it is learned through discussion with the trade that it is not unusual for shipments to be refused entry on the slightest evidence of this pest. One insect upon fruit or case being detected in any one shipment would result in the entire shipment being condemned. It is therefore suggested, as a matter of precaution, that