

whose people are civilized that send foods to England. I find very few exceptions; the British take either fruits, cereals, meats or other animal products from them.

By Mr. Gillmor :

Q. Is there any reason for that? A. Yes; because England has found a most valuable resource in the skilled labour of her mechanics, and manufacturers.

Q. There is no obstruction in getting into the British markets?—A. England buys from whoever sends her the best quality of what she wants at the lowest price. There is one peculiarity, in this connection, that I may mention. The British are great sticklers in the old country for respectability in name, as to the food products they buy and eat. The English purchaser will not buy equally good food from two countries at the same price unless the food bears an equally respectable name. The purchaser over there is guided a good deal by the names of things; he has got into the habit of buying in that way. I once went into a shop over there and found the best Canadian cheese selling at 6d. per lb., while the best Scotch cheddar was selling at 10d. per lb. at the same counter; and yet the Canadian cheese was superior in quality, flavour, appearance and nourishing properties. That was 14 years ago, when the name of Canadian cheese was not as good as it is now. You can now get Canadian cheese offered under its own name and there is no discounting it on that account. But in other things it is not so, as for instance, in beef and meat products. The meat which sells best in the retail shops is labelled "best Scotch." I do not know that it is raised and fed on Scotch farms; possibly a good deal of it is brought up and reared as far west as Calgary, in our own North-west country, and acquires the good name of "best Scotch" when it reaches the hands of the retailer who handles it.

TRANSPORTATION CHARGES.

Before passing on to the next chart let me refer to the opinion which has prevailed in the minds of a great many of our people, that distance from market was the great obstacle to successful admission to the British markets, and also that the great absorber of profits was the circumstance of being so far away from market. I have made some examination of that question and do not find that distance bears any special relation to the cost of transportation. Those of you, who have studied political questions in the larger sense, will remember a remark made once about the British farmer that he would be sufficiently protected always by the circumstance that his competitors had to pay the freight on the goods which they sent in from abroad. Now, the freight charges on our fine food products are a very small proportion of their value to the farmers here. I am going to base my statement on the prices the farmers here realize, and not on the prices the consuming purchasers pay, on the other side of the Atlantic. The actual freight charges on cheese shipped from Ontario and Quebec, where the most of our supplies go from, do not exceed 5 or 6 per cent of the value of the cheese as sold at the factories. That is the total cost for freight charges between the nearest shipping station in Ontario and Quebec and the ports of London, Liverpool, Bristol and Glasgow. I doubt very much if the English and Scotch farmers or dairymen get their cheese carried to the markets for more than one or two per cent less than we do. I have not at hand the details of transportation charges in Great Britain, but I have enough information to show that the average cost of freight over there will be nearly 3 per cent of the value of their cheese, while the average cost of ours is about 5 per cent. In that respect Canadian farmers are not far behind their English and Scotch competitors.

By Mr. Cochrane :

Q. Freight over there is much higher than ours?—A. It is much more per mile per ton. The average freight charges on our creamery butter before cold storage was put on did not exceed $2\frac{1}{2}$ per cent to us, and with cold storage it would not exceed 4 per cent, on the value of the product at the station of shipment, from Ontario and Quebec to Great Britain.