

Our American Competitors in Butter-making.

We have frequently called attention in FARMING to the impetus given to American butter-making by the efforts of the United States Secretary of Agriculture, Mr. Wilson, to introduce United States butter into the English markets. It is now reported that dairymen in Iowa and Minnesota have taken advantage of these efforts, and that quite large shipments of butter made in these States are being regularly forwarded to England. The benefit to the American butter maker is considerable. His own market, large as it is, is apt to get congested. By establishing a connection with England he has a second market of almost infinite capacity to which he can send all his surplus products. He says that the only competition he fears is Canadian competition. The moral of this is that the efforts of the Canadian butter makers should be more determined than ever to retain the English market, on which they have already got such a good hold. There never was a greater need for our Dominion Dairy Department to be on the alert than now.

The Value of a Reputation.

As another instance of the value of a reputation in the production of food products, the way the price of Danish butter is regulated in England may be cited. The English people are the largest buyers of imported food products in the world. As a rule the price paid to the foreign producer of these products is determined by the ordinary conditions of supply and demand, the prices being fixed by what the big importing houses think they can afford to pay, having regard to the chances of sale at the time. But in the case of Danish butter the rule is different. The English importing houses have nothing to do with fixing the price. The price is regulated weekly by a committee representing the Danish producers. The reason of this is, that the Danish butter has established so good a reputation for itself with English consumers that they will purchase it no matter what the price is. Just now Danish butter brings in the English market 14 shillings a hundredweight more than the corresponding grades of American butter, that is, three cents a pound more. This is a very good bonus for a reputation to secure. Of course the Englishman buys where he can buy cheapest, and once convince him that American butter is as good as Danish butter, he will buy American butter. Just now he doesn't think that way; though we are glad to know that he is beginning to have a very good opinion of Canadian butter.

Good News from Prince Edward Island.

Readers of FARMING are pretty well acquainted with the efforts that were made by the Dominion Government and Dairy Commissioner Robertson to establish dairying in Prince Edward Island (see FARMING for March, page 466). In accordance with the original intention, the assistance rendered by the Government has been gradually withheld, until lately it has been withdrawn altogether. The forty factories of the Island are now all owned and managed on the co-operative plan by the farmers of the Island themselves. The average amount of milk now supplied to the factories weekly is about 40,000 lbs. each. This means that the weekly output of Island cheese is about 160,000 lbs.; and that for this cheese about \$14,000 of money is distributed weekly among the patrons. Four years ago \$360 was the sum total of the money distributed per week. A direct advantage of this great accession of ready money is that the farmers now pay cash for their household and other supplies, whereas formerly they bought on credit. They thus are now able to get the advantage of the discounts which ready cash always ensures. Farmers also have bank deposits, and pay by cheque on the bank, something almost unheard of four years ago; and branch banks have been established in the dairy districts to accommodate the growing business of farmers who have ready money to spend or to lend.

The Food Supplies of Great Britain.

An idea of the enormous quantity of food supplies required by the people of Great Britain may be gathered from the following figures of their imports for the first eight months of the years 1897 and 1896 respectively:

	1897.	1896.
Total number of horses imported	36,229	30,716
Horses from the United States...	20,678	14,211
Horses from Canada.....	6,428	7,611
Total number of cattle imported	425,588	392,084
Cattle from the United States...	291,572	279,353
Cattle from Canada.....	73,989	58,824
Cattle from the Argentine Republic.....	58,893	52,360
Total number of sheep imported	459,031	532,680
Sheep from the United States...	148,209	220,026
Sheep from Canada.....	27,532	37,608
Sheep from the Argentine Republic.....	280,316	271,151
Total value of wheat, corn, etc.	£33,165,973	£30,940,994
Total value of meat imported...	18,156,036	16,238,962
Total value of butter imported...	10,797,476	10,200,960
Total value of cheese imported...	3,442,716	2,747,101
Total value of eggs imported...	2,745,582	2,619,550

These figures show what great possibilities are before Canada for the supplying of food products to the English markets. Of all the articles enumerated above, cheese is the only one which we supply in really large quantities. Our supply of horses is only one-third that of the United States and but little more than a sixth of the total supply required. Our supply of cattle is only one-fourth that of the United States, and scarcely more than one-sixth of the total supply required. Our supply of sheep is less than one-fifth that of the United States, and is only one-seventeenth of the total supply required.

The exports of live stock from Great Britain are, of course, not large in quantity, but they bulk well up in value, being often purebred animals for breeding. For the eight months ending August 31st, 1897, the export of horses numbered 20,058 of the average value of £25 14s. 2d. each. Half the horses went to Belgium and about one-fifth to Holland. The export of cattle numbered 2,631 of the average value of £32 5s. 11d. each. The export of sheep numbered 6,144 of the average value of £12 12s. 1d. each. The export of pigs numbered 76 of the average value of £8 8s. 11d. each. The export of pigs was abnormally small, the number exported in the same period in 1896 being 246.

NOTES AND IDEAS.

There is an agitation in England for the branding of all horses imported into the United Kingdom. The agitation is meeting with considerable opposition.

It may be interesting to Canadian readers to know that the average price realized by English farmers for their wheat in the week ending September 4th was \$1.02 ¼ per bushel of 60 lbs., and for their oats 51 ¾ cents per bushel of 34 lbs.

The London (England) authorities are seeking from the Board of Agriculture the enforcement of a regulation requiring evidence of freedom from glanders before any horse should be allowed to be imported into Great Britain. The object is to guard against the spread of the disease by imported animals.

According to the latest "Agricultural Returns," the number of cattle kept in Great Britain is 6,500,497, as against 6,492,582 kept last year, an increase of 0.1 per cent. The number of sheep is 26,340,440, as against 26,705,329 kept last year, a decrease of 1.4 per cent. This decrease is almost wholly in lambs, owing to an unfavorable lambing season. Breeding ewes, however, have increased by 81,110. The number of hogs kept is 2,242,302, as against 2,878,801 last year, a decrease of 18.6 per cent.

The action of the Dominion Cattle, Sheep and Swine Breeder's Association in securing from the Canadian Pacific Railway a reduction of rates for the conveyance of pure bred cattle, sheep, and swine to Manitoba, British Columbia and the Northwest (See FARMING for July, page 699), is receiving most commendatory comment from the stockmen of Great Britain, who look upon it as an excellent stroke of business on the part of the Canadian stockmen. Such "enlightened enterprise," they say, "was never heard of" in this country.

It is estimated that in London (England) there are 700,000 horses. On the supposition that each horse consumes 12 lbs. of hay and 12 lbs. of grain per day, this would make a total consumption of 1,533,000 tons of each kind of food every year. The hay comes principally from England, except when the price is above £4 a ton. The oats come principally from Russia; but a large portion comes from Canada. The Indian corn (which is now used largely as a food for working horses) comes mainly from the United States, though to some extent it comes from Canada, and from the countries on the lower Danube.

Armour & Co., the great meat-packing concern of Chicago, and not long ago the largest manufacturers of oleo-margarine in the world, have (owing to the Illinois anti color oleo law) given up the manufacture of oleo-margarine and gone into the manufacture of butter. They are using for their butter plant the plant they formerly used for making margarine. This will make them the largest butter manufacturers in the world. They own their own cold-storage warehouses, and their own refrigerator cars, and they can control storage on steamships to all parts of the world. They are proposing to handle butter in all the large markets of the American continent, and to ship immense supplies to England. This is, perhaps, the most important move in the dairy business that has taken place for a long time.

CANADA'S FARMERS.

IV.—Mr. John Jackson, of Abingdon.

Mr. John Jackson, of Abingdon, is well known to Canadians generally as one of the very foremost sheep-breeders of America. In his own specialty, the breeding of Southdowns, we doubt if he has any equal on the continent; he certainly has no superior. Since he went into the breeding of purebred stock, now thirty-five years ago, he has won almost every honor that could possibly be won in his profession; and though he is now past sixty years of age, he is still, to all appearance, in the very prime of life, and we have no doubt that he will continue to win honors and add to his reputation for many years to come.

Mr. Jackson was born in Abingdon, where he now resides, and where he has resided all his life. He thus is a Canadian farmer of the very best type—one who has grown up with our country, and by his industry, intelligence, and business capacity helped to make it what it is. That his character and ability are recognized in his own community—where he has always lived and where, of course, he is best known—is evidenced by the fact that after a long and honorable experience in municipal affairs, he is now warden of his county (Lincoln).

Mr. Jackson first imported Southdown sheep in 1880. In 1883 he made another importation; and since 1883 he made importations regularly almost every year until 1893. Since 1893 he has not made any further importations. His total importations of Southdowns, however, have exceeded those of any other Canadian breeder.

Like several other Canadian sheepmen, Mr. Jackson made a good showing at the World's Columbian Exhibition in 1893. At that fair he won more than half the prize money offered for Southdown sheep; and it is said that his total winnings there were more by \$120 than those of any other sheep exhibitor, whether American or Canadian. One of his sheep was sold there for \$400, the largest price brought by any sheep shown at that fair.

Mr. Jackson's record as an exhibitor in Canada is of course well known. Since the Provincial that was held in Hamilton in 1880, he has been an exhibitor of Southdowns at all our leading exhibitions, with the exception of one year (1894); and it is not too much to say that at every exhibition in all those years he has been right at the very top.

Mr. Jackson was for two years president of the Dominion Sheep Breeders' Association, and for two other years vice-president. He is now a director. He is also a member of the Southdown Association of England and a director of the American Southdown Association.