

erally more, ring the door bell in their desire to see the mistress of the house and inveigle her into parting with her cash for nothing but trash.

But the mere mention of these facts does not help matters much. So long as pedlars, etc., can secure the right to go from house to house or from farm to farm and offer their goods they will continue to do so. If a high fee were imposed by each municipality for the right to sell in this way it might serve to shut off a number of the "tramp" pedlars who seemingly are the greatest nuisance.

The whole agency business is the outcome of the methods of doing business in these modern times. In all lines of trade the middleman or the go-between, between the manufacturer and his customer, has forced himself in and there he will doubtless remain until some new methods are evolved. Perhaps the early years of the new century will witness a change in this plan of transacting a large share of the business of the country. If, as The Herald correspondent suggests, machine and implement agents would confine their efforts more to warehouse or office work, they would not leave themselves open to such criticism as we have noted. This plan, accompanied by a judicious advertising of the fact, would serve all practical purposes in any farming community.

Canadian Dairy Products Unsatisfactory.

Many Complaints as to Last Season's Trade.

In the report of the High Commissioner for Canada to Great Britain for 1900, made public last week, there are a couple of interesting though perhaps unpleasant paragraphs for dairymen that are worth noting. They are:

"The exports of butter from Canada to the United Kingdom only amounted to £640,760, out of a total of £17,450,432. In the previous year the import from Canada was £1,113,956. The great feature of the trade in butter has been the continued expansion of the imports from Denmark, which now controls one-half of the trade. A new competitor has also appeared in Russia, which sent last year more butter to the United Kingdom than Canada and its quality is very well spoken of. The impression seems to be general that the quality of the Canadian butter was not as good last year as it had previously been. That this can be remedied is shown by the fact that some of the parcels of Canadian butter imported were as good as any that could be found on the market. A Welsh correspondent complains of an increasing tendency to develop a fishy flavor in much of the Canadian butter. This is believed to be the result mainly of unclean separators, which, in a corrosion of metallic substances, tends to develop the flavor in question.

THE CHEESE TRADE

"Although there has been a satisfactory expansion in the cheese trade during the year, I am sorry to say that a good many complaints reached me on the subject. How far they are founded on fact I do not know, but I feel that I must direct attention to them in order that they may receive proper consideration. I am told that Canadian cheese lack the keeping properties for which they were formerly noted, and some of my correspondents are of the belief that the product is cured too hastily. Others urge that not so much care is taken in the manufacture as formerly, and they have gone so far as to specify particular brands and particular districts as affording evidence of their contentions. On the other hand there are still complaints about the boxes not being strong enough for the cheese, and not fitting in properly. This leads to damage to the cheese as well as to the boxes, and I understand that it is a fertile cause of complaint between the shipper and the importer."

Lord Strathcona submitted the communications which he had received to a Canadian expert, who expressed himself as follows: "The report does not make pleasant reading, but the facts as a whole are true. Personally I do not think the falling off in trade and complaints made are due so much to falling off in quality of Canadian cheese and butter as to the marked improvement that has been made in the quality of cheese and butter of Canada's competitors, chiefly New Zealand, the United States and Russia. The greatest fault found is that Canadian butter and cheese go off flavor quickly. That this fault can be remedied we know, for the products from certain factories in Canada, both in butter and cheese, can beat the world at international contests. It is the average Canadian factory that is losing trade for Canada—the small creamery and cheese factory, with cheap equipment and furnishings, poor butter or cheese makers, and patrons whose only interest is to deliver milk at the factory which will pass a not too particular maker. The remedy is to establish larger factories, employ only first-class makers, who will only accept milk from which gilt-edge butter or prime cheese can be made. Competition is increasing, and Canada cannot stand still."

Several correspondents have complained to Lord Strathcona that the cheese from the Ingersoll section develops a disagreeable garlic flavor.

The above certainly does not form very pleasant reading for our dairymen. It, however, never does to gloss things over. If there is anything wrong it should be made known, in order that a remedy may be applied. As to the general complaint of deterioration in the quality of Canadian dairy products we are of the same opinion as the expert and believe that this fault-finding is caused more by the improved quality of the cheese and butter from

other competing countries. Canada may not have advanced much during the past few years, but we hardly think she has retrograded in regard to the quality of her dairy products. As other countries improve their products it becomes harder for Canadian dairymen to maintain the position they now hold.

In regard to butter, whatever may have been the complaints as to last year's shipments, the butter sent forward this spring seems to be giving excellent satisfaction. As we pointed out in last week's issue reliable reports from the Old Land show that Canadian butter now stands only second to Danish in the estimation of the bulk of the English trade, while many Danish shippers fear it as their strongest competitor in the British market.

Regulations Optional.

Many farmers in Ontario appear to be under the impression that recent regulations adopted by the Ontario Government in regard to the destruction of the Codling Moth on apple trees are compulsory upon all persons. These regulations have been made in accordance with the provisions of the Noxious Insects Act passed in 1900. This is a local option act and comes into force only in those municipalities that adopt it by by-law.

"Weak" and "Open" Cheese.

The Official Referee on Butter and Cheese at Montreal, who is an officer of the Department of Agriculture, reports that a large proportion of the second grade cheese which has been received at Montreal this season, belongs to the class usually known as "weak" and "open." In view of this fact, Mr. J. A. Ruddick, Chief of the Dairy Division, Department of Agriculture has issued the following leaflet, which is now being distributed:

Description.—"Finest" cheese must have a close solid body. The presence of numerous, irregular holes makes what is known as "open" cheese. "Weak bodied" cheese are of the same character with some excess of moisture.

Cause.—Openness in cheese is usually the result of an insufficient development of acidity in the curd before salting and putting to press. An open, loose body is sometimes caused by lack of sufficient pressing. Some curds will not make close, solid cheese under any amount of pressure, yet on the other hand no cheese is ever as close as it might be unless heavy pressure has been gradually and persistently applied.

Remedy.—This effect may be overcome by allowing more acid to develop in the curd before salting; that is to say, more time should be allowed from the drawing of the whey until the curd is salted and put to press. The less acid there is in the curd when the whey is drawn, the longer will be the time required to mature it properly.