

secure their hold of the town custom. Connected with these rural co-operative societies, a wholesale society was established again through Mr. Sonne. The first attempt was a failure, but undeterred by failure, two wholesale societies were started in 1884 and 1887, which were amalgamated in 1896, from which time the wholesale society has been an unqualified success and is doing the largest business of any corporation in Denmark.

The wholesale society has its own manufactories for the production of chocolate, confectionery, tobacco, coffee roasting: its own experimental farm with fields for the cultivation of plants for seed. Every one of these undertakings has been started and is being carried on by and for peasant farmers. The farmers co-operate together for the purchase of feeding stuffs, for the purchase of the manures their land requires and for the articles required in dairy industry. They are thus enabled through their co-operative societies to purchase practically every article they require in their homes as well as on their farms. They have applied the principle of co-operation to every side of their life.

It is less than 25 years since they started the co-operative dairy. The farmers realized that when each of them had to treat the milk of his own few cows in his own badly arranged dairy, the profit from butter-making was much too low, and the idea occurred to them that by some method of co-operation their profits might be greatly increased. They therefore called to their assistance Mr. Stilling Andersen, at that time a dairyman, who devised the plan in accordance with which co-operative dairies are now working not only all over Denmark, but over Canada as well.

The export of butter from the Danish Co-operative Society to England has reached a very high figure.

The English Co-operators are their best customers, taking as much as \$12,000,000 to \$13,000,000 a year. The high reputation of Danish butter is due to the high degree of cleanliness scrupulously observed in every stage of its manufacture.

In the first place, the peasant farmers of Denmark, by co-operating, have been able to secure the use of the best bulls: and further, by a process of careful selection of their calves kept for breeding purposes, the average yield of milk of each cow has been greatly increased. The breed of cows has steadily improved year by year.

Again, the influence of their co-operative creameries continually spurs them to new efforts. Every year sees some improvements which either increase the production or effect a saving.

To stimulate good business methods the co-operative societies give prizes to those housewives who succeed in producing the best milk. The milk which is supplied to the creameries is frequently tested with regard to its purity and percentage of butter fat.

By the adoption of these methods, the co-operative societies have secured a steadily increasing quantity in the average yield of milk per cow, as well as an improvement in its quality.

In 1900, annual yield per cow, 4,328 pounds; average quantity milk for each pound of butter, 26.3 pounds.

In 1901, annual yield per cow, 4,439 pounds; average quantity milk for each pound of butter, 26 pounds.

In 1902, average yield per cow, 4,678 pounds; average quantity milk for each pound of butter, 25.9 pounds.

Thus, while the yield of each cow increases from year to year, the quantity of milk required for the same amount of butter is decreasing.

These double improvements are attributed to the following causes:—

- To the improvement in breeds of cows;
- To the improvement in methods of milking;
- To the improvement in separators;
- To the improvement in feeding;