

cheese became heated and lost in flavor and texture, though these faults would scarcely have been noticed in years of first demand. In some cases the wages and guarantees required have been such that some good makers have quit the business and left the manufacture to less experienced hands. 2. The best means to adopt in order to place Canadian cheese at the front are: (1) Make it profitable for the milk producer to feed and care for the cow and her milk in the very best manner possible. Send proper persons to the farms to give help and instruction where needed. Limit the production of cheese to about six months in the year, thus insuring better quality and higher prices for the cheese and milk. (2) Make cheese in none but properly equipped factories where the temperature can be properly controlled, especially in the curing room. No one phase of cheesemaking requires more attention to day than the curing. It is a special business, needing special training therefor. (3) Employ none but first-class makers and pay these men wages which will tend to keep them in the business—not drive them from it. It would be a calamity to the Canadian cheese trade if the making of cheese were to drift into the hands of inexperienced men. (4) Cheese should be inspected before it is sold, or offered for sale, so that buyers may know what they are buying, and makers may know that they will not have to 'pay the piper' in case of a decline in the market between the period of buying and inspection. (5) Salesmen should know what good cheese is, so that they may protect the reputation of good makers. (6) Cheese should be properly cured before leaving the curing-rooms, and then be transported in the very best cars and ships which money can provide."

T. B. Millar, President Cheese and Butter makers' Association of Western Ontario: "As to what is the cause of this lowering of prestige in the British market? (1) The low price of cheese during the fore part of last season had a very detrimental effect on the average producer of milk, and in many instances the result was the worst lot of milk that I ever saw delivered at factories, and, as a natural result, an inferior quality of cheese was made. I am not speaking of Canadian cheese as a whole, but, in many cases, such was the fact. (2) The wages paid to cheesemakers in some sections are so small that they can scarcely live, let alone employ the necessary help to conduct the factory properly. (3) Then again, we have to contend with poor buildings badly equipped and poor curing-rooms, in which the temperature varies almost as much as the outside air, where in cold weather it is impossible to keep the temperature uniform, and which is so desirable in order to secure good results in curing cheese and in the hot weather to keep the temperature from going up to 86° or 90°, the cheeses being so heated that very often they are spoiled in the curing-room before they are ready for shipping. (4) Lack of proper factory management. As to the best means of recovering this lost ground and placing Canadian cheese in the front rank of British dairy imports? (1) The patrons must realize the necessity of producing good milk and taking care of it in a proper manner, so that it will be delivered at the factory in first-class condition. Then the cheesemakers must reject all milk that is not in proper condition to make good cheese and butter. (2) Pay good prices to first-class men and employ only such to manage the factory, and then expect first-class work. The best is none too good. (3) We must have better buildings. It is not necessary that we should have all new buildings, but those we have can be improved greatly by spending a few hundred dollars on them. The making-room should be a tight, snug building, with good floors and gutters. These should be perfectly water tight. More attention should be paid to the surroundings and sanitary conditions of our factories. The curing-room should be so constructed that the maker could control the temperature, which should be held between 60° and 65°. Every curing-room should be provided with a cold air duct or an ice-box, and supply of ice for use in the hot weather. I do not consider any cheese factory complete without an ice house and supply of ice. Provision should be made for uniform heating during the spring and fall. This can be done in several

ways, but I prefer a coal furnace made for the purpose."

Hodgson Bros., cheese exporters, Montreal: "In reply to your enquiries as to whether Canadian cheese is losing its hold upon British markets, we do not think any such rumors are correct, although at the same time we are frank enough to admit that unless the Canadian factorymen look to the front we shall go backwards instead of forwards. The English farmers have felt for some time past that they would have to improve their quality if they wished to hold their own with Canada, and as a result a vast improvement has taken place in the quality of the English cheese and Canada will have to follow in the same lines if she wishes to hold her own. One great danger we see is that most of the makers in this country seem to be working too much for an average, as there seems to be a desire to make the cheese softer, which requires to be sold more promptly. It is of the most importance that Canadian cheese should, above all things, possess keeping qualities. The Americans lost their prestige entirely through making the cheese too soft, and unless this is discouraged in Canada we may be in danger of occupying the same position as America does. At the same time we do not think Canadian cheese has fallen back as much as the Government have represented, although there is a tendency to make the cheese softer than heretofore."

I. W. Steinhoff, cheese-buyer, Stratford, Ont.: "I think the article to which you refer is in order and should do some good. Permit me to say first, that I do not think the reputation of Canadian cheese or prestige in the British market has been materially lowered. It is a fact, however, that we have not improved the quality of our cheese within the last six or eight years, while consumers are getting all the time more particular and more critical of quality; especially is this the case when the cheese supply is very liberal and the taste is turning more to meats, the importation of which has doubled within a few years in Britain. Probably one reason more than any other why we in Canada have not gone on improving the quality of our cheese is that there has been too much resting on our oars, with the opinion that our cheese had reached the highest pinnacle of perfection in the British market. Especially has this been the case since the victory at the World's Fair, after which every newspaper and everyone who mounted a platform applauded the quality of our cheese. The present awakening upon the part of dairymen in general has been caused by the Hon. S. Fisher, Minister of Agriculture, coming back from England and frankly telling the public of complaints which he met with while there; and the dairymen give ear, while exporters have heard these complaints for the last few years quite frequently. But factorymen are not so ready to listen to exporters, as they are not so personally interested, and the former, as a rule, are suspicious that the dealers in making complaints have something to gain. I think the most common faults, and along which lines we must make improvement, are: Better flavored milk, for which we must look to the farmers; better paid cheese-makers; better exteriors with less mould; and properly constructed curing-rooms with furnaces where the temperature can be controlled at all seasons. I may explain that it is only in the poorer class of factories where makers are not up to date, that we find the rough, cracked, mouldy and dirty exteriors, but the fact that a large portion of our factories are making cheese strictly gilt edge in appearance, makes those that are rough all the more noticeable and troublesome. I have just now a very annoying case of a shipment of August cheese, the customer declaring that they are June and July goods from the mouldy appearance."

A. W. Grant, cheese exporter, Montreal: "Is Canadian cheese losing its hold upon the British market? Yes, I think it is. What is the cause of this lowering of prestige in the British market? Inferior quality. As to the best means of recovering this lost ground, and placing Canadian cheese in the front rank of British dairy imports? The first desideratum is to have good milk and skilled labor, neither of which we have as good as we should