

THE O. A. C. REVIEW

"THE PROFESSION WHICH I HAVE EMBRACED REQUIRES A KNOWLEDGE OF EVERYTHING."

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The Export Dairy Trade

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"Without Some Assistance, There will be a Butter Famine During the Next Few Weeks." (W. Weddel & Co., London, Eng. Report, Sept. 21, 1917.)

"The Situation is above all things Characterized by an Increasing Scarcity of Cheese of all Sorts and Extraordinarily High Prices."

"All Districts Report a Decrease in the Milk Supply in Comparison with that of the Same Period Last Year." (International Milk Market Report, Switzerland, 2nd. Quarter, 1917.)

THE foregoing extracts relative to the supplies of milk and milk products in the chief markets of the world place before us, in brief form, the situation with reference to dairy products. The visible supplies were never so restricted, and the prospects for enhanced prices were never so favorable as at present. This should be encouraging to Canadian dairymen, who need to be reminded that the price received for their goods is largely determined in the great world markets, and not, except in a very limited way, by local markets. Canada is a producer of surplus food products and is likely to continue such for many years to come, hence the need for an Export Trade.

It might be well at this time to take a brief survey of the situation, so far as we can do so, from our necessarily limited knowledge of world-wide conditions.

COMPETITORS OF CANADA.

Our nearest and most dangerous competitor in the British markets for the sale of dairy products, is the United States. At one time the neighboring Republic had a large share of the dairy trade of Great Britain, but increasing home population lowered export prices, and to some extent national dislike of the British which has almost entirely disappeared recently, we are glad to say, caused the Americans to drop out of the export trade and so far as North America was concerned, the field was left largely to Canada. The Canadian farmer was willing to work for lower wages than was the American farmer, and continued to produce milk for the manufacture of cheese and butter, even when to do so meant producing at a loss. Fearing that he might find no other market for his milk, or afraid that he could not engage in some other line of farming having the surety of returns, though small, which came from producing milk, the Canadian farmer continued to haul milk to the cheese factory, and to haul whey home for feeding pigs during seasons when the price of cheese was so low that it is a wonder he did not give up in despair. However, he persevered, and now, during the past two years, cheese milk has been a paying proposition. Other markets have also opened, such as the Condensery, Milk Powder, and City Milk Trade, not to mention good prices received for cream and for live-stock raised on the dairy by-products.