

at the same time we should not forget that there will always be competition of a formidable character, which will require our best efforts to meet.

"Amongst the more common complaints was that of broken boxes, and it was quite evident that the trouble is largely due to the boxes themselves, many of them not being properly built. Every care possible is exercised in handling the boxes by the transportation companies, who are obliged to cooper or replace breakages for which they or their employees are directly responsible. The covers fall off, the heads and bottoms fall to pieces; many boxes are too large for the cheese and others are not high enough in the band, all of which tend to give the shipments an unsightly appearance.

"As a rule our cheese are stored in the transportation companies' warehouses and samples only are taken to the importers' salesrooms, where sales are made according to samples, and delivery is given to the retail men by the transportation company. Of all the places visited, I found the best facilities for storing cheese at the Commercial Surrey Docks, London. The facilities there are all that could be desired. There appeared to be a larger percentage of broken boxes at Bristol than at any other place, this being accounted for by the extra handling the cheese received as a result of having to be reshipped by train, and consequently more complaints regarding the frailty of our cheese boxes were made to me at that place."

"Practically all merchants complain of the losses in weights, which vary from one to three pounds on a box. This bears out arguments of past years against the shipping of our cheese in such a green, uncured condition. I found some lots running from three-quarters of a pound to two pounds a box short I also saw a few cheese weighed singly which fell short from three to five pounds a box. This, of course, was not a natural shrinkage. Evidently they had been improperly weighed at the factories. Not much complaint is made if they do not go over one pound short, in fact I was told that they rather expected it, and considered it a natural shrinkage, but when they fell short two and three pounds, and sometimes more, then there was trouble for someone, as frequently the margin of profit looked for was offset. The lots from the Eastern Section that were running short were generally found to be from factories that were following the practice of shipping to the hoops. Our competitors are much wiser in this respect, and very few Scotch or English cheese are placed on the counter before they are two months old, while cheese from New Zealand seldom reach their destination much under three months. The loss of weight is inseparably connected with their next common complaint, which is that of leanness of quality. This year this defect was more pronounced than usual, as, owing to the great shortage of cheese in Great Britain, the cheese went to the consumer almost immediately after their arrival from Canada. This is a defect easily remedied, and means that we simply must discontinue the practice of shipping our cheese at such an early date.