

Agriculture and Colonization.

trying to send cheese to Great Britain—that this man must have in the first place a first class stock, he must have a first class place in which to show his goods, and he has got to have very nice people to wait on the customers when they come in. He must do that if he expects to hold the half the trade against 13 others who are looking for the same customers. Consequently, we cannot afford to make any change in the winter time nor in the fall nor in the spring, but we have to make this cheese from May to November when the finest quality of goods may be produced, and send these as Canadian cheese to the old country. We must hold our reputation there. You must not make any less cheese but more cheese of a fancy quality, so as to enable us to place ourselves more strongly in the affections of the British people as a cheese producing country, and at the same time place this butter right at the front and get that as an additional market for the farmer, which they must have. This money must be taken in order that we may make an industry in this country prosperous. We have got to do it. We shall welcome any assistance you can give the farmer, anything you can do to build up this butter and cheese industry, because the farmer must be made prosperous and then every other industry in the country will prosper.

By Mr. Sanborn :

Q. Is there no danger of over-production in butter?—A. We have heard for over twenty-five years that there was a danger of over-production. Now, last year we made 53,000 early cheese, what we call heavy bread cheese. We make that heavy bread cheese in the season of the year when the market becomes chilled. We want to make this a fancy quality of cheese. We don't want to send that quality of cheese from this country to the old country as a Canadian product, but we want to send this just in the time when we can make the finest quality, and if we send them the best style of goods that anybody can produce, there is not a particle of danger of over-production. The market is there for us to go right in and possess the land. There are sixty-five millions they pay for butter. What are you going to do? Are you going to let other people supply that market? Not a bit of it. We are Canadians and we are going to have that money every year.

Q. We will have to compete with all the world for it?—A. Yes.

Q. We have got to produce as cheaply as other nations?—A. And so we can, if we adopt the methods. If we cheapen the cost of production which we can easily do by building silos, growing corn, selecting the cows—wiping out those unprofitable servants which have not been profitable in the past and would not be if cheese stood at 15 cents a pound. If we reduce the cost of the production of milk and make a larger quantity of this butter and cheese we are going to have this market.

Q. That is fine in theory, but how are you going to put it in practice?—A. It is going to be put into practice in each section.

Q. It is all over?—A. We have men who have made money this winter. Messrs. Dargavel and Murphy made big profits from May to November. They made winter creamery butter once in a little factory at Elgin, and this year they got over \$7,000 additional money that was centred in that little community. Mr. Dargavel, a leading merchant, says that \$1,000 would cover every solitary dollar of butter that was sold previous to this year. There is \$6,000 of additional money, which makes every one of these farmers well off, so that they can walk into town and pay their debts. They have got the money in their pockets to do it with. It makes them feel stout and strong and honest.

By Mr. Livingston :

Q. Has the assistance rendered by the Government been sufficient to place this industry on a good footing, or do the dairymen require more assistance?—A. We require more assistance. What the Government have done so far has been of great benefit to the country, and has assisted and helped this industry wonderfully. We want better accommodation, we want a swifter line of steamers, we want larger and better refrigerator compartments for getting our butter to the Old Country, and if they can afford to give us any assistance in manufacturing this butter, we want it, we want everything we can get.