

may be the rays of the sun. A true kingdom, a real country for our dairy industry. I point it out hopefully to our entire agricultural population.

And to all of you, who are looking out for a place where you can peacefully pass your short, well deserved holidays, I suggest the district in question. A more beautiful a more agreeable *villegatura* (1) than that you may enjoy on the banks of these brilliant lakes I can never proffer your acceptance.

To farmers, to working men, I say: the soil is good, easy to cultivate, I saw it with pleasure, and it seemed to me as if I were picking up millions from it... for the province, for our worthy treasurer. Farmers, for your own sakes, for the sake of your children, go and see, with your own eyes, this bountiful land.

Such are the resources of Quebec, Gentlemen, and we must be proud of our inheritance.

We shall be successful there, Gentlemen, and I will give you a proof of it, drawn from a source which you will appreciate more than any other.

I am not jealous of the great province of Ontario; I heartily wish her every possible success; but if the figures I am about to submit to you are to be trusted, she must look to her laurels; for we are getting along faster than she, though we had a long distance at first to make up.

The savings-bank's deposits have always passed for a test of the greater or less prosperity of a country.

I lay before you, with great satisfaction, the following table, drawn from official sources.

DEPOSITS IN SAVING-BANKS, OTHER THAN THE INCORPORATED BANKS.

Ontario—30 June 1894.....\$18,581,884
30 June 1890..... 16 833,777
Increase \$1,698,071

Or 10.05 p. c.

Quebec.—30 June 1894...\$17,262,801
30 June 1890... 14 656,060
Increase.....\$2,606,741

Or 17.78 p. c.

During this space of time, then, our progress has been at the rate of 17.78 % while Ontario's has only been 10.05 %!

Evviva, then, agriculture, with its dairy industry.

Seeing, therefore, that such are our welfare, our prosperity, our inexhaustible resources, I must say in conclusion that we have every reason to be contented with our lot. That we wish for no change; that we are living happily under that flag which you, Admiral, good servant that you are of our noble Queen, carry proudly over every sea.

We have known another flag, Mr. President: one that we loved, to which we were loyal, as we shall be to the flag beneath whose shadow we are now living free and happy. The majority here enjoys all its rights, governs as long as our Gracious Sovereign reigns. No one suffers, no one complains; the minority is happy and treated with liberality. So many it be with the whole of the Dominion, for, as long as it is, this great country will continue to enjoy prosperity.

(1) The word is borrowed from the Italian and means the time passed at one's country seat.—Ed.

IMPORTANT CHANGES RECOMMENDED TO DAIRYMEN.

Organization of the Dairymen's Board of Trade necessary for the promotion of their Industry.

The development of the Dairy Industry in the Province of Quebec, in the past five years, has been marked with a success that should certainly stimulate the patrons who have contributed to use every possible effort in the organization of business principles upon which to conduct it, in order that its remuneration may encourage them to make greater improvement in this the one great resource of the Farmers of this Province. The business connections involved that must receive careful attention if our dairying is to be made a permanent success, are of a nature that require the co-operation of all classes having a financial interest in this Province and especially those concerned in real estate. As one of the first improvements absolutely necessary must be made upon the country roads in order to facilitate the hauling of milk one of the most important items connected with co-operative dairying: when our roads are in good condition, the hauling of milk can be done by contract, which will enable us to organize our cheese factories and creameries on a scale that will afford the employment of thoroughly competent men to run them, and make an opportunity for combination factories, which is most essential in order to take advantage of the best market: there is no farmer that can afford to keep a team to send his milk to the factory when, by joining with his neighbors, he can arrange to do it by contract at one dollar and twenty-five cents a ton. The greatest obstacle to successful dairying in this Province, is our small factories, which offer a premium for the furnishing of a poor quality of milk, as they are so anxious to get patrons, the quality of their milk is not considered and they are too small to pay competent men who are thoroughly expert and will use nothing but the best furnishings. It is unnecessary to argue upon this question of our small factories as it is without doubt a plain matter of business. If we have the milk of a thousand cows in each of our factories it can certainly be manufactured at a much lower rate than if it is distributed among three or four factories and it stands to reason that an improved product will result as they can afford the employment of first class experts as cheese makers, who will have sufficient interest in the quality of their goods to refuse all milk that is tainted and of doubtful quality: this would elevate the standard of Quebec cheese on one of the most important points, that of flavour, which our fine water and sweet pastures impart to a remarkable degree, not duplicated on this Continent. Then the advantages that would result from having a uniform standard of quality which it is impossible to get in our small factories, would raise the price of Quebec Cheese five eighths of a cent per pound which would make up the extra charge of hauling milk: that is, factories organized on this large scale could have the milk and make it into cheese at one and five eighths cents a pound, and this great tax of each patron hauling his own milk would be relieved and the hindrance to successful competition on the dairy markets done away with. This is the first business principle that should commend itself to the patrons of the cheese industry

of this Province: the second is the organization of Boards of Trade for the sale of our butter and cheese. If there is one thing more than any other that has contributed to the success of this great industry in Ontario, it is the organization of Dairymen's Boards of Trade, and it stands to reason, when we consider the principles upon which they are founded the first of which is the sale at public auction of their products the importance of this cannot be too highly estimated, as it brings the different factories into such direct competition as to the quality of their goods, that the result is a strife for improvement in which both makers and patrons take part, as the advantages to the section represented by the factories selling for the highest price at public sale are so great that the competition thus involved is bound to improve the dairy product and enhance its value. The fact that the dairy interests of this Province have improved and its butter and cheese entitled to rank in price as favourable at that from any part of the Dominion, has been fully demonstrated and it remains with the patrons to organize for its sale in a way that is calculated to attract public attention and advertise a work that entitles them to great credit: this can be done most effectively by the Board system which has been proved by its success in Bedford district the past season, as the quotations of the sales on the Cowansville Board have done more to give prominence to the development of the dairy interests of this Province than anything outside of Government assistance and factory inspection, which has placed it where it stands to day and which its patrons can in no way so gratefully acknowledge as by enlarging their factory system and organising Boards of Trade in every district in this Province. The question of organisation is most simple, the only thing necessary being a solid determination on the part of the factory salesmen to sell no cheese off the Board, this will at first appear to be a very serious matter, as the local buyers will do every thing possible to discourage their organisation and keep away from the meetings, but if the salesmen will combine and stand firm by the principle of selling their goods by auction to the highest bidder, the buyers, after the first two or three meetings, will make their purchases on the board, as their orders must be filled and the salesmen have it in their own hands. The large exporters in Montreal, with but one or two exceptions, are favourable to the Board System as they well know it is bound to stimulate improvement in the quality of Quebec cheese and inculcate principles that will greatly facilitate business relations: this is perhaps the reason that local buyers as a rule are not anxious to see the Trade Boards organised, but it is a mistake on their part, as they must be established if we expect to have our dairy interests advertised in a way they will gain in public favor and attract the attention of the English consumers, all of which will assist in developing a good market which the local buyer is interested in; a fact well illustrated by their attendance and interest in the Cowansville Board, when it was definitively established, as they would point out with pride and satisfaction when comparing its quotations with those from Ontario in the Montreal and New-York papers. The following is a summary of the first three meetings of this Board: on the 18th of May, the date of its first meeting, there were eight factories represented, but, as the highest bid was

only 6½ cents, there were no sales; on the 25th, there were twenty-four factories represented, twenty-two sold at 6½ cents, two unsold; on June 1st, twenty two were represented, six sold at 7½ four sold at 7½ cents, balance unsold. After this sale on June 1st there was a greater interest manifested and the highest prices paid, which induced over sixty factories to join before the close of the season. The articles and By-Laws governing this Board are here given as they are necessary to illustrate the business principles upon which to organize:

ARTICLES.

I. This organisation shall be known as the District of Bedford Dairymen's Board of Trade.

II. The officers shall consist of President, Vice President and Secretary-Treasurer.

III. The President shall preside at all meetings; may require any person present at the Board of Trade to show evidence of membership, and have power to eject non-members for breach of the rules of the Board. The Vice-President shall perform all the duties of the President in his absence. The Secretary-Treasurer shall keep all the records of the Board, procure telegrams and other information, furnish tickets of membership, and pay out monies on order of the President or otherwise, as the Board may direct.

IV. The officers shall be elected to hold office for one year and until their successors are elected.

V. Members only shall be entitled to vote.

VI. The payment of one dollar to the Secretary-Treasurer constitutes an individual membership for one year.

VII. The fees shall be one dollar for factories up to 200 cows: one dollar and fifty cents for factories over that number.

VIII. It is understood that when a factory has more than one salesman but one shall act at any meeting of the Board and that all buyers shall be honorary members, and not liable to any membership fee, and that said buyers shall have the privilege of voting on all questions and that a buyer or his agent shall be admitted on the one ticket whether owned by the principal or the agent.

IX. It shall be deemed proper for a member of the Board to be accompanied when admitted to the salesroom, by a neighbor or friend who is not interested in buying or selling, without additional charge. It is understood that this is a matter of courtesy, and violation of good faith will be deemed a breach of the rules of the Board.

BY-LAWS.

1. Members only are entitled to all the privileges of the salesroom.

2. There will be a register kept and a bulletin board arranged in a conspicuous place in the room upon which will be placed all telegrams and other information received, to which board and register all members are entitled to free access and shall have the privilege of posting upon said register a notice of all dairy or other produce they may have for sale.

3. Each meeting shall be called to order by the President or (Vice-President) at the hour of 1 o'clock p.m., or at such other hour as the majority of the Board may from time to time determine upon.

4. As soon as practicable, after the meeting is called to order, the President shall offer for sale to the highest bidder such lots of cheese or butter as said buyer shall select.