

The imports of fine food products to Great Britain in 1894 are shown in the following table:—

BRITISH IMPORTS, 1894.	
	Value.
Animals living (for food).....	\$ 44,237,455
Dressed meats.....	110,594,951
Butter.....	65,489,268
Margarine.....	14,818,075
Cheese.....	26,644,708
Lard.....	13,424,292
Milk (condensed and preserved).....	5,252,277
Poultry.....	2,340,246
Eggs.....	18,426,118
Fruit (apples, plums, pears, grapes).....	12,459,544
	\$313,686,934

These ten items of England's bill for foods imported, come to over \$313,000,000. Let me make one remark before I leave this part of the subject, that while Canada sends to Great Britain a very large proportion of the cheese she imports, the cheese item in Great Britain's bill is one of the smaller items; and we might somehow and soon get a larger share of some of these bigger items. Of butter in 1894 we sent from Canada \$438,000 worth out of \$65,500,000 worth. We might also get a share of the item for condensed milk.

The difficulty in making any headway with that in Great Britain has been that condensed milks are a good deal like patent medicines in a way. They are bought in proportion to the advertising they receive. When the Nova Scotia company began to introduce their product a few years ago it met with no commercial success, because the advertising expenses were so heavy the company could not continue to meet them from the sales. If a few depots could be started in Great Britain where this product could be put before the public continuously, at a small cost for advertising they would soon recognize the excellence of the product, as they have recognized the excellence of our cheese, and thus we would get a good demand for condensed milk from Canada.

*By Mr. McGregor :*

Q. There are dried peaches too, Professor?—A. Yes, but I included only these four fruits in this statement. That is a large available market, if the prices be such as to pay us. It is a question of what price we can get out of that market for the quantities we send.

#### SUGGESTIONS FOR IMPROVING THE EGG TRADE.

In case I might not come to it again, let me make a remark here in regard to the item of eggs. I have given a statement of the relative position we were able to take with Moose Jaw butter, which had been kept fairly well. Now, Canadian eggs in Great Britain do not stand very well yet as compared with the eggs from France or the eggs even from Austria and from some of these other countries close by. The greatest drawback to the success of our egg trade has been, I think, that the egg merchants, as far as I can find out by inquiry, collect eggs perhaps once a week or twice a week from all customers and from all sorts of places. The egg-waggons bring in some eggs fresh from the nests, some from the farmers' houses and some from shops, where they had been in the sunlight of a window for ten days or more. Complaints in England are, that taking 120 eggs, 100 are fresh and 20 are stale—not rotten or decayed, but just stale—and that causes a lower price and less satisfaction for the whole lot. The result is the same as if a shipper of butter were to ship 100 packages of the finest creamery butter, and to put 20 packages of decently good dairy butter in the same style of package, and mix them all through the lot. There is not any butter in the lot that is bad, but the mixing