

has been making such good cheese and has been sticking to her own name so pluckily that she has almost got her reputation established. Not long ago a big Glasgow wholesaler was told by a retailer that he could get a "States cheese" as good as "Canadian." The wholesaler said: "You can't do it unless it's 'Wisconsin.'" This incident shows that Wisconsin is getting the renown she has striven for. But the great injury to the reputation of American cheese was caused by the selling of "filled cheese" for "full cream," in violation of the law which requires that all "filled cheese" shall be so branded. Of the total amount of cheese imported by Great Britain, Canada and the States supply about four-fifths. Ten years ago of this amount Canada supplied about one-third and the States two-thirds. Today, of this amount Canada supplies more than two-thirds and the States less than one-third. "This transposition," so the dealers say, "is directly due to the adulteration of cheese made in the United States, as compared with the purity of that made in Canada, and the consequent loss of reputation." Another instance of a similar change of sentiment on the part of the British cheese buyer is found in his attitude towards New Zealand cheese. For over two years the cheese from that colony was A1. The result was that New Zealand cheese was eagerly bought up. This year the New Zealand makers, relying on their reputation, were careless. Their cheese came forward as usual, however, and the British dealers, also relying upon its reputation, bought it up eagerly as before. But this year's New Zealand cheese is not by any means A1. The dealers have, therefore, found themselves deceived. They have lost money and are in no very pleasant mood about it. And New Zealand has lost a reputation which it will take her years of painstaking honest effort to make good again.

#### Possibilities of our Canned Goods Trade.

That the export of fruit from Canada to Britain is capable of immense development is the profound belief of everyone who takes an interest in the well-being of our country, but few people are acquainted with the practical success which has attended efforts already made in this direction. Mr. J. E. Brethour, managing director of the Burford Canning Company, informs us that last year his company sent over seven car-loads of canned apples, which were sold at good remunerative prices. The apples were put up in large tins, six tins in a case. They also sent over as an experiment fifty cases of canned tomatoes, put up in 3-lb. cans, two dozen cans to the case. The purchaser of these tomatoes was so well pleased with them that he cabled for 2,000 cases; but Mr. Brethour was unable to supply them. This purchaser was Mr. John McLeish, of Glasgow, well known as the handler of millions of Canadian eggs. Mr. McLeish said of these tomatoes that their quality was the finest he had ever seen, and quite superior to that of the best French or Belgian tomatoes.

Mr. McLeish is confident that an immense trade could be built up with England in *fresh tomatoes*. Good fresh ripe tomatoes realize in England 6d. a lb., and from 3d. to 6d. can always be reckoned upon. At such a price as this the profit to the Canadian producer would be handsome. Mr. McLeish would recommend a style of packing these fresh tomatoes similar to that now used for eggs, by which each tomato would be isolated so that there would be no rubbing. The tomato recommended to be exported is the smooth, round plump sort, none other should be ventured upon.

Both in canned apples and in canned tomatoes Mr. McLeish is confident that the present Canadian export trade is yet in its infancy. The apples now sent over in cans are used principally by bakers for making the deep apple pies and the dumplings the English are so fond of. But a family trade could also be worked up if the packages were made suitable to that trade. But the English housekeeper has a prejudice against a tin package for fruit, and what is needed is some sort of cheap package that would not offend her tastes.

A neat and cheap glass package is what is especially needed.

Mr. McLeish reports that just now the eyes of all Britain are turned to Canada, and that the prospects for increased trade are very bright. The chance for a trade in canned raspberries and in canned plums, pears and peaches is especially good. Last year Mr. Brethour sent over a lot of raspberries in glass "sealers," put up in sugar syrup. These met with a very favorable reception. The English people do not understand "sealing" as we practise it in this country, and therefore they were astonished when they saw how deliciously the raspberries retained their natural flavor.

But the product in the trade of which Mr. Brethour thinks there is the largest chance for development is sweet corn. Last year he sent over a sample lot of twenty-five cases, in two pound tins, two dozen tins to a case, cooked, ready for use. He was somewhat dubious at first, how the English trade would take to this corn. It is something the English housekeeper is not used to. But the corn was well distributed, and this year he could sell a large quantity of it if he had it. The beauty of this corn trade is that we can grow the corn here to perfection. Mr. Brethour assures us that nowhere on the continent can sweet corn be grown more luxuriantly or more lusciously than in Western Ontario. There thus promises to be a big development in the growth of corn for this purpose. Mr. Brethour informs us that he buys the corn from the farmer in the ear (in the green husks) by the ton, and that in this way the farmer has all the stalks and all the leaves. The forage parts retained by the farmer make excellent silage. Mr. Brethour filled a silo with it and was well satisfied with its feeding qualities.

A special point to be remembered in regard to the possibilities of this trade is that the freight rates are reasonably low. Canned goods can be sent to England as cheaply as to the Lower Provinces. It thus would seem that for canned apples, tomatoes, and corn, and for sealed raspberries, plums, pears, and peaches, and for fresh ripe tomatoes, there is no uncertainty about the practicability and profitableness of a growing trade with England. What alone is needed is a cheap glass "sealer" for the finer classes of goods. Mr. Brethour thinks, however, that we cannot compete with the English producer in jams. That class of the trade in his opinion will have to be let alone.

#### A Compliment to the Experimental Farm.

In our excellent Glasgow contemporary, *The Scottish Farmer*, of a recent date, is an account of a visit to our Dominion Experimental Farm at Ottawa. The account is a very appreciative one, and highly commends the work being done by Director Saunders and his staff of able assistants. Of the Director the writer thus speaks: "Of all the government officials with whom I have come into contact during my sojourn in Canada, I have no hesitation in saying that for absence of mistakes, courtesy, promptitude in attending to your wants, and freedom from all appearance of red tape, Professor Saunders is *facile princeps*. My only regret is that he is not a Scotsman like Dairy Commissioner Robertson, of butter and cheese fame; but then he is an Englishman which is next best." Further on, after giving a detailed account of the working of the Dominion farms, the writer says: "The foregoing will give you some slight idea of the benefit the Canadian farmer receives from these experimental farms. If his water gets bad he sends an account of it to Professor Shutt and gets a report and advice. If his chickens die he makes the best diagnosis he can and sends it to Mr. Gilbert and asks advice, and in a short time he receives instructions and information; and it costs nothing—not even postage. In fact Professor Saunders and his assistants are working for the Canadian farmer all the time, giving him the most up-to-date methods for growing the different sorts of crops, and supplying him with the seed most suitable to his district. And the Dairy Commissioner is doing the same thing for the dairy interests of the country."

## NOTES AND IDEAS.

Australian frozen beef is underselling Canadian and American dressed beef in the English markets by 40 or 50 per cent. There is no way of meeting this opposition except by sending over beef of the very best quality cut up, dressed, and packed in a way to attract customers who are willing to pay good prices.

Swine breeders in the States are agitating for strict regulations by the government providing for the disinfection of stock cars as a protective measure against the swine plague. This is right. Every car used for conveying stock should be thoroughly disinfected after transit. The expense would be trifling, the sanitary gain would be very great.

When should the fattening process begin? The up-to-date stockman who turns out his stock at a profit keeps his steer, his pig, or his lamb in marketable condition during the whole growing period.

Americans acknowledge that Canadian dairy-men have the best of it in the English market, but they none the less confidently assert that "they will get there all the same." The question for us to settle is, "Shall we let them?"

What sort of salt do you use in your butter? Barrel salt will do very well as a fertilizer, or to be given to stock; but is it not a little too coarse and harsh for your butter that you wish to sell in the market at the topmost price? Think about it. Take a pride in your dairy work and turn out nothing but the nicest. Good salt will help you to do this.

## CANADA'S FARMERS.

### II. Mr. Robert Miller, of Brougham.

Of the younger farmers of Canada, Mr. Robert Miller is one of the best known and most highly esteemed. Though even now only forty-one years of age, we doubt if there is any man in Canada who has had a larger or a more successful experience in all branches of the live stock business than he. And he has come by his ability and his success honestly enough. His father, Mr. John Miller, of Thistle Ha', Brougham, is without doubt the Nestor of stock-breeders in Canada, for he has been continuously in the business, and continuously successful in the business, for over sixty-two years. Altogether the firm of John Miller & Son, of which Mr. Robert Miller is the junior partner, have made twenty-seven importations of Shropshire sheep, and ten importations of Clydesdale horses, while their importations of Shorthorns were made almost continuously from the time Mr. John Miller in 1835 made his first importation of stock, and took his first prize at Toronto Show for a Shorthorn bull, up until a few years ago. As is well known, many of what are now known as old-established herds of Shorthorns and flocks of Shropshire sheep, owe their first foundation to purchases made at Thistle Ha'.

Mr. Robert Miller has been associated with his father in business since he was a boy of sixteen. From his earliest years he was a stockman. As early as 1866, he won first prizes for Shropshire sheep of his own breeding at the old district show in Toronto. Since 1884 he has made personally all the importations of his firm. He has also for many years been the salesman of the firm. Some idea of the magnitude of his business may be gathered from the fact that he has in one season alone sold as many as a thousand registered Shropshires. But he does not confine his attention to Shropshires only. He has personally sold into the States large numbers of Cotswolds, Leicesters, Southdowns, and Oxford. In fact, Mr. Miller is known in all the sheep-pasturing states of the Union as one of Canada's most enterprising and most reliable sheep-men.

As a prize-winner at shows Mr. Miller is equally well known. Since his early victory in the sheep show ring in 1866, he has been a constantly successful competitor at all our best shows. At the World's Columbian Exhibition in Chicago, in 1893, he exhibited sheep in thirty-three classes, and won thirty-one first prizes and two seconds. Last year Mr. Miller attended nine State Fairs, and won first place for his flock of Shropshires in every one of them. His successes this year at the Toronto Victorian Era Exposition are recorded in another column.

Mr. Miller's ability as a stockman and as a business man has been fully recognized by his brother stockmen, and he has, in consequence, been elected to many positions of prominence. He was the first president of the Dominion Sheep Breeders' Association, and he is at present Vice-President of the Dominion Shorthorn Breeders' Association, and also a leading director of the Canadian Horse Breeders' Association, and of the Clydesdale Horse Association. He is also Vice-President of the American Clydesdale Association, and a member of the Pedigree Committee of the American Shropshire Registry Association.