

## CANADA'S CONTRIBUTIONS TO ENGLISH TOTAL IMPORTS OF DAIRY PRODUCE.

You understand that at the present time we supply \$16,000,000 worth of the fancy cheese out of \$26,000,000 that is bought by England, and that at the same time we have only about \$800,000 of the butter business in the British market out of \$65,000,000 worth of this product which was brought into England last year. We find by past experience that these people are willing to buy from us if we are willing to cater for their wants. We have been successful to a certain extent, in 1895, because in place of sending 32,000 pounds of creamery butter during the season of open navigation in 1894, we have sent in 1895, in the same time, 69,000 pounds. This we have been able to do through the assistance of the Canadian Government in giving us cold storage on the vessels, and the refrigerator compartments on the cars. Thus we were able to send more than twice the quantity by means of the assistance we received, and I think that is a very satisfactory result. I believe from the preparations going on at the present time that we will be able to double the quantity again in 1896.

## IMPORTANCE OF FINE QUALITY.

Then there is another thing, we will be able to send a finer quality of butter that will be better adapted for the market. We find from time to time, even from week to week, that the shipments that we send over are giving better satisfaction, that we are catering with increased success to the tastes of the people over there. I believe that there is a large market in Great Britain for us, provided that we take hold of it energetically, as I am sure our Canadian people will do. There is nothing we have taken hold of with regard to this matter that we have not pushed to the front. I believe we will not be found wanting now that the Government propose to give us a fast Atlantic service, provided with ample and efficient cold storage accommodation for our dairy products. If they will go further and give us some assistance in the next winter, for the manufacture of Canadian creamery winter butter, we will push this to the front and get \$16,000,000 for our butter as well as for our cheese, thereby making every industry in this country prosperous on account of the large amount of English money that we will be able to bring into this country. That is the main feature of the dairy business that I wish to bring before your attention, and I thank you very much for the opportunity of addressing you.

*By Mr. Campbell :*

Q. Is this new fashion of making butter not more expensive than the old way?—  
A. In the old way it is made by the people on the farm, and as they do it themselves they think it does not cost anything. But I assure you that it costs a great deal more than the new and improved method of manufacturing. For instance, in the old or ordinary way of making the butter on the farm, there is possibly 20 per cent of the cream lost, because they do not take it out of the milk. They think they take all the cream out of the milk but they do not. They put the milk in cold rooms not adapted for making butter or raising cream, and while they think they get all the cream out, as a matter of fact they do not. Now, in the factory, the milk is skimmed by means of a separator and every particle of cream is taken out of it. In this way they make 20 per cent more out of the milk than they would on the farm. In the next place, in the factory we make an article that we can export and get a good price for. The English people will not have Canadian dairy butter at any price. There is no demand for it. In butter made on the farm, in the old way, there is not only a loss of 20 per cent in getting the cream from the milk, but the butter is not saleable as an article of food for export to Great Britain, and that is the real market we have to look to.

Q. Is it more profitable to make this into butter or into cheese?—A. It is more profitable into butter, in the winter time.

*Competition.*—Now, any one knows that if any dry goods merchant in the city of Ottawa has over one half of the dry goods trade of the city and has 13 or 14 other stores competing against him—as there are 13 or 14 other countries that are