

States. Immediately the duty was lowered the Canadian dairyman began to send cream into the United States and last year (the year ending the 31st of March last) we exported \$1,719,919 worth of cream to the United States.

Had this duty not been lowered the probability is that that cream would have been made into butter in Canada and sent to England. The English market was still available and if our dairymen preferred to send their cream into the United States it was simply because they were able to make more money out of it on their hundred pounds of milk from which that cream was skimmed than if the product of that milk had been made into butter in Canada and sent to England. This, too, in face of the duty of 5c. a gallon or 1 1-4 cents per pound on the butter equivalent of the gallon of cream.

Under the Reciprocity agreement cream and butter both will go into the United States free of duty, the Canadian dairyman will have the 5 cents a gallon duty on cream or about the equivalent of 1 1-4 cents per pound on the butter, an additional advantage in future in sending that into the United States instead of sending it to England. He has done it already to a profit, and with Reciprocity it is evident he will have a greater profit in the United States market. We have an eloquent tribute to the truth of these arguments from Mr. A. A. Ayer, of Montreal, the largest dealer in Dairy Products in the Dominion, who said at the Meeting of the District of Bedford Dairymen's Convention held in Cowansville on January 30th and 31st, 1911:

"Do you know that if it were not for this opening to ship cream across the line, and if it were not for this wonderful opening in the West for our butter, the Canadian shipments of butter this year, to England, instead of being something like 27,500 packages, would have been more than 275 000 packages, and that your prices would have been at least 2 cents per pound less than you have obtained this last year, which means a very big sum of money. You see, you had these openings, you had these new markets, which increased the whole level of your prices in this country."

This is proof conclusive that the British Market is NOT the best. We have been sending this product in the shape of cream to the United States because the duty on cream was reduced while the