

If prices have fallen for some time past, the methods of production have greatly improved and permit the obtaining, at the present prices of milk in the factories, of nearly as large profits as a few years ago when the prices of milk were high, but the processes of manufacture less perfect.

Moreover, if prices fall too low, the Canadians will not be the only ones to feel the effect and victory will remain with the countries best fitted for the industry and best equipped for the struggle. Now, it may be said that Canada is a true dairy country. More than any of its competitors, it enjoys the natural advantages essential to success in this branch. With a little good will on the part of the interested, its triumph should ultimately be certain.

Let our farmers and manufacturers then enter boldly on the path of progress and they will have no reason to repent their action ! The chief essentials to success are the necessary skill and intelligent and sustained work.

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#### GENERAL REMARKS

The aim of the dairy industry is to transform on the spot the grosser products of the farm, such as hay, straw, roots, etc., which cannot be easily transported to a distance and sold advantageously, especially when remote from the markets, into products of less weight and bulk, but of greater value ; into products, so to speak, more convertible into money, such as butter and cheese.

These products may then be forwarded to the cities at less cost and with less loss of time ; their sales and the cash returns, by the factory-owners, are effected more profitably and expeditiously, because the latter keep themselves constantly posted on the current market prices and in continual relations with the large city dealers and because, owing to the importance of the transactions to be done, the latter have more dealings with them than with a single farmer visiting the city to sell a few tubs of butter or boxes of cheese. Moreover, purchases and sales by large lots are preferable for all concerned. Further, the dairy industry reduces the impoverishment of the soil to trifling proportions, a fact upon which I shall not insist notwithstanding its importance.