

fore this country in this branch of industry. If we would but take it up in earnest we would hear less than we do of hard times, of mortgages on farms being foreclosed, and tracts of land exhausted through the continued drain of years of grain growing. It is an unfortunate thing that so many people look upon poultry culture as too small a business to hope for any large results from, and yet it is one of the largest agricultural interests in the United States. The value as a product exceeds that of cotton, hay, or dairy products. In the State of Missouri alone the poultry product is about \$15,000,000 annually, and in spite of the fact that in the United States \$500,000,000 worth is raised annually for home consumption the supply is not equal to the demand, and over \$2,000,000 worth of eggs were imported into the States last year. While the poultry products representing cash value is more than either cotton, hay, or dairy produce, it is the only agricultural product which the Americans do not export, and in which the supply is vastly insufficient to the demand. However we may have increased in exports in other departments of our trade with Great Britain and other countries, it is worthy of notice that we have decreased considerably in our egg export. In 1891 we exported \$1,160,359 worth, while in 1895 we only exported \$807,991, or a decrease of \$352,404. Great Britain imported \$18,931,645 worth of eggs, of this sum only \$524,577, or a little over half a million went from Canada. The decrease of import to the United States has been very marked since 1891. In that year it was \$1,074,247, while in 1895 it was \$275,828, or a decrease of \$798,419. Why this decrease? We have good climate, we have cheap food, and under present conditions we ought to be able to obtain labor at a low rate, and here are fields open to us, with a prospect of good profits, and we are making little or no effort to occupy them and benefit ourselves by the returns. We should, under present conditions, be able to compete with the world, and it is our own fault if we don't do it.

From the report made by the Canadian High Commissioner in London, England, contained in the *Journal of Trade and Commerce*, 1894 and 1895, page 316, we find it reported under the heading of "Eggs," "This trade more than holds its own, and its importance from a Canadian standpoint will be realized when it is stated that the value of imports is nearly £4,000,000 sterling a year—the imports from Canada show a small but gratifying increase, and the price obtained appears to be higher than in former years. There seems to be no reason why, with proper care and attention, the import from Canada should not be larger than it is, and I refer specially to the reports of agents upon the subject. The following are extracts from correspondence

that has reached me: (1) "Canadian eggs are fast coming into favor, both fresh and pickled, and if care is taken in the packing and selection, the trade can be developed to a considerable extent." (2) "On the whole the shipments of eggs have been satisfactory, and the consumption is rapidly increasing." (3) "We have again handled thousands of cases during the past winter, and where our friends have carefully graded and packed their goods, sending only choice and uniform size, quality and condition, the results have been satisfactory. Unfortunately shippers are so slow to learn the requirements of the British markets. It does not pay to ship inferior or second-class goods." In the same report, page 338, Mr. John Dyke, Canadian Government Commercial Agent at Liverpool, reports as follows: "There has been an increase in import of eggs from 11,045,786, great hundreds (120), to 11,876,698 great hundreds. Canada's contribution toward this total amounted to 254,604 great hundreds, compared with 207,374 in 1893. As indicating to some extent the destination of eggs from the Dominion it may be of interest to note that one firm in Liverpool had consigned to them no less than 96,000 great hundreds, the majority came in cases of 1200 each, and the packing is usually oat hulls, which has proved very efficient, others came in smaller boxes packed in paper fillers. Prices have been low in this as in every other commodity, from \$1.50 to \$2.25 for fresh eggs, and \$1 to \$1.60 for limed or pickled. Continental pickled eggs have sold at higher prices than Canadian, and it is stated by the trade that this is in consequence of farmers and collectors in Canada holding for an advance in price so that in many instances, when they were put on the market, they were stale. All over the continent, and especially in Russia, there appears to be a feeling of combination among the farmers, collectors and shippers with a view to capturing the British trade, and the co-operation that has existed among them has earned for the continental commodity a better character, therefore a better price. At the commencement of last season a very bad mishap unfortunately occurred. Some three car loads of eggs which were in transit in Canada, two on one line of railway, and one on another, got terribly damaged, it is said that they were literally telescoped, nevertheless they were sent forward, and on arrival here two-thirds had to be thrown away, the remainder were distributed over the country but were found to be tainted owing to the broken mass with which they had travelled, and by this means a widely spread prejudice against Canadian eggs was created, and their good character has not been wholly recovered during the whole season. It is stated by all connected with the trade that if properly conducted, and with a better spirit existing between