

farmers of his day, "Work always with your eye fixed on the market." The Danes produce butter and pork on a large scale, because, having consulted the market, they found that of all agricultural industries these are the most remunerative.

All the same, they do not look favorably upon our agricultural development.

Knowing the object of our mission, a Copenhagen banker said to us: "In the place of the Danish farmers I would give you no information, you already do us great injury, and if by our information you improve your methods of cultivation and your manufacturing processes, you will offer us a still more disastrous competition."

In the countries we visited, the value of rural property has decreased by a fifth if not by a fourth.

To improve this state of things, all the European Governments rival each other in their efforts to afford the farmers opportunities of procuring all the information that they need to improve their methods of cultivation and the quality of their products, and thus to arrive at a remunerative tillage of the soil.

**LOVE FOR WORK.**—On their part, seeing that the battle of life becomes more and more difficult, the European farmers go at their work with an exceptional ardor. Their labor, so to speak, is ceaseless, and—let us say—is participated in by the women and the children, who work in the harvest field like the men.

We might add that this love for work exists equally among the other classes of society.

Agricultural products having so greatly increased that European farmers can no longer expect higher prices, and that they see them constantly decreasing; what they lose on that side they seek to regain by the increase in products and the lowering of the cost of production. To reach that end, they give the greatest care to the making and conserving of farm manure; they strive to increase the fertility of their land by abundant manuring, and they practise strict economy in the feeding of cattle. They also seek to improve the quality of their products, so as to out-strip those less clever than they who present articles of inferior quality on the market.

## IX.

## COMPARISONS.

If we compare the Danish agriculture with our own, we find that:

The Danish farmers try harder than we do to abolish weeds by means of fallows and rotation of crops.

Roots are cultivated on a much larger scale than in our Province.

More attention is given to the production of farm manure and to the conservation of liquid manure.

The stables and yards are better arranged than ours for saving manure and preventing the loss of the urine. The Danish farmers have nearly all got liquid manure tanks, and we have only a few.

There, the production of milk is greater both in the fall and in winter.

The Danes keep more cattle and can feed more animals on fewer acres of pasture and meadows.

At least half the cows in Denmark calve in the fall. The cows there receive more food than here.

The pig-pens are more solidly built and warmer than ours; the same applies to the other farm buildings.

The butter factories are more solid and expensive than ours.

The pastures are better and furnish more abundant grass.

The meadows get more fertilizing, and often give two crops in the summer.

Clover is cultivated on a larger scale.

Denmark has several beet-sugar factories, and the beet-root is cultivated there on a much greater scale than here.

Chicory for coffee is successfully raised by some farmers.

The Danish farmers follow more closely the laws of restitution, and try to give back to the soil the fertilizing elements that each crop removes.

The yield of the crops is generally larger than with us.

The raising and fattening of pigs is done in winter as well as in summer, so as to use up the skimmed milk.

Denmark exports its butter both winter and summer, the consignments of butter are made regularly every week. Last year the exportation of butter from Denmark to England came up to \$25,690,525.00, while all the butter and cheese exported from Canada only reached \$13,454,632.73.

The exportation of bacon from Denmark amounted to \$10,615,655.13, and ours reached \$3,247,594.80.

And we must not forget that Canada has a population of 4,833,239 souls, while Denmark has scarcely 2,000,000.

The purchase price of our farms is much less than that of farms in Denmark.

As the milk of our cows is richer in fat than that of the Danish cows, the cost of making butter with us should consequently be less than it is in Denmark, and we should be able, for this reason, to cope successfully with the milk producers of that country. The cows in Denmark belong to two breeds, the red Danish and the Jutland. The milk given per cow and per year varies from 4,000 to 6,000 pounds; it sometimes reaches 7,000 and even 7,300 with some mers.

In Denmark they require on an average 25 to 27 pounds of milk to make a pound of butter, while in our country, according to the information given us by Mr. J. de L. Taché, owner of butter factories, last year in these factories a little less than 22 pounds of milk were required to make a pound of butter. At that rate there would be a difference of about 18 per cent. in our favor. We have, then, every interest in keeping to our Canadian cows and not changing them for other breeds.

The milk from the Belgian cows seems to be even less rich than that of the Danish cows. According to a report submitted to the Minister of Agriculture on the question of the butter factories of the Campine Limbourgeoise, in that country, at least 27 pounds of milk would on an average be required to make a pound of butter. (1)

In Denmark the raising of horses is also an important branch of trade, and the exportation of horses is quite a large business. The farmers of that country know the necessity of keeping only first-class breeding animals; so they have horses that for quality and appearance are striking. We do not there meet with those worthless breeding animals, such as in a great many of our parishes only help to diminish the value of our horses, and prevent our farmers from raising stock that would become far more

(1) The average of England is 25 of milk to 1 of butter.—Ed.

remunerative than it is to-day, if carried on in a reasonable way.

At Skandorborg we saw a thoroughbred stallion, valued at 20,000 crowns (1), the stallion belongs to an association consisting of ninety farmers.

## SECOND PART.

## THE ENGLISH MARKET FOR OUR AGRICULTURAL PRODUCE.

## I

## BUTTER.

In conformity with the instructions you gave us, we collected in England as much information as possible regarding the requirements of the market and the means to be adopted to increase still more the commerce between this Province and that country.

In the appendix to the present report will be found the replies of several leading traders of the principal English cities to the questions that we asked them concerning our trade in butter, cheese, pork, apples, poultry and hay.

During the past few years, Denmark and Australia have considerably increased their butter exportation to the English market, while ours is far from being large, and can only be extended by means of a radical change in the mode of transportation heretofore followed. It must not be forgotten that the price of that article tends to decrease, on account of the large production of the commodity in all agricultural countries, and of the amount offered for sale in consequence.

All the English traders, with whom we conversed on this to us important question of the exportation of our butter to the market, gave us in substance the following answers:

"1st Improve your methods of making, so as to produce a butter more commendable as to quality and uniformity; 2d. The steamers that carry your butter should be provided with refrigerators to keep it safe from the changes of temperature, so that it may be delivered to the consumer in the same state as that in which it leaves the factory; 3d. Despatch your butter regularly every week, so that it may reach the consumer fresh, and that it may not get that "stale" taste which lowers its value and prevents its sale at remunerative prices; 4th. Send a less salted butter than that which you have been sending heretofore."

These traders acknowledged that we have at times sent butter of excellent quality, and are of opinion that we could largely develop our trade in that article were we to put their advice into practice.

The low price of margarine, which is used largely amongst the poorer classes in England, will always make it impossible to sell at a suitable price butter of an inferior quality. And certain countries, too acquainted with the state of the market add margarine to the butter in order to compensate for the difference in price between butters of first class and butters of inferior quality. As to us, our products are free from any blame upon that score, and we should be able to count upon the honesty of our dairymen, to the extent that they will never expose themselves to the reproach of adulteration. The English traders assure us that as soon as our butter corresponds with the requirements of English con-

(1) The krone of 100 ore=13d. sterling.

sumers, we may sell large quantities on their market.

Even in Paris, there is a good deal of complaint about the quantity of French butter with which margarine is mixed, a fraudulent trick that seems to be growing more and more general.

France finds her exportation of butter to England decreasing. In 1889 it amounted to £3,073,473, and in 1893, it came down to £2,679,120, say a decrease of £394,353, or, in round figures, \$2,000,000. This decrease is attributable to the fact that the French butter is inferior to that of Denmark, the production and exportation of which is on the increase.

This fact shows the importance of making a choice article, and the great loss to the producers in consequence of their want of attention or of ability. If the Danes sell their butter easily and at high prices, it is due not only to their good methods of making, but also to the care they take never to send to market an article suspected of containing any foreign matter.

In all the countries we visited we found the governments as well as the farm experts engaged in the study of the most improved methods of butter-making. We have consequently no time to lose, but we may still hope to win a place on the English market, where all imported butters are not equally valued, especially those from Australia, whose butters have a special taste that the consumer does not like, as will be found by the information given in the appendix to this report.

## IMPORTATION OF BUTTER BY ENGLAND IN 1893.

Countries exporting.	Cwts.	Value.
Russia.....	53,880.....	£ 270,013
Sweden.....	267,401.....	1,452,039
Norway.....	22,576.....	119,399
Denmark.....	933,787.....	5,278,871
Germany.....	161,485.....	830,706
Holland.....	142,811.....	763,897
Belgium.....	31,049.....	178,343
France.....	468,317.....	2,679,120
United States of America.....	22,930.....	104,220
Other foreign possessions.....	1,131.....	5,579
Channel Island.....	310.....	1,698
Bengal.....	1,672.....	3,899
Central Australia.....	1,825.....	9,615
Victoria.....	105,904.....	547,178
New South Wales.....	19,805.....	101,341
New Zealand.....	41,815.....	212,536
Canada.....	43,160.....	194,924
Other British possessions.....	26.....	147

Total..... 2,327,447 £12,753,593  
(Equivalent to \$62,067,485.93.)

## II.

## CHEESE.

The dealers in dairy produce admit that, especially during the last year, the reputation of the cheese from this province has considerably improved. Still, it is sold at from a shilling to a shilling and a half less than that of Ontario per cwt. This difference arises from the use of boxes of bad quality, from a want of finish in the appearance, and the absence of uniformity in taste, colour and weight.

In 1881, cheese of our Province sold at 1½ to 2 cents a pound less than that of Ontario. At present, that difference is reduced to ½ to ¾ cent pound. It is still too great, and we need only make up our minds to do so, and we can produce as fine cheese as our sister province.

To this end, we must generalize the forming of cheese syndicates. Those makers, who imagine that they have no need of joining such associations