

Canada was able to export last year, to the United Kingdom, eggs to the value of £584,234.

Opening of the Market.

As the export business developed, particularly during the fall months, the Canadian trade was able to realize that, notwithstanding difficulties and costs of transportation, it might become a lucrative one for this country. There is good reason to believe also that, despite some losses which have occurred on a falling market at the end of the season, British wholesalers have been able to obtain a useful profit upon their Canadian purchases. In sympathy with the export market, Canadian prices have considerably stiffened as against normal values since August last. Moreover, it is already apparent that the extent of the purchases which will be made to meet the demands of this trade may, with some confidence, be depended upon to hold prices to producers at a gratifyingly high level during the current year. An examination of British values, with respect to new laid stock, fresh Irish, as also Russian, Dutch and American supplies reveals the fact that a satisfactory revenue to the producer, wholesaler and the British produce merchant may be obtained by the enterprising prosecution of this business.

It is generally expected that, during the period of the war, while free supply of Russian eggs is interfered with, Canada may be able to continue the exportation of large quantities at remunerative prices. The head partner of one influential importing firm, after discussing the matter very freely in London, has already visited Canada, with the view of making large purchases for April, May and possibly fall delivery.

Continuance of Trade.

Following the war the continuance of our export trade in eggs will be seriously challenged by Russian competition. Viewing the matter carefully, however, from both the British and Canadian standpoint, it does not appear improbable that this trade can be maintained, provided that, in the meantime, it is safeguarded against dishonourable dealing, unsatisfactory quality in the produce forwarded and the practice of ineffective or inefficient business methods either here or in England.

Holding the Position.

Whatever steps, therefore, can immediately be taken to ensure uniformity and high quality will be of inestimable advantage to the trade later on. It may not be generally understood that the admission is freely made by Great Britain, that in comparison with local conditions the egg trade as a produce business is more highly developed and more skilfully organized, in Canada and the United States, in the methods which have been devised to standardize grades, safeguard quality and educate the consumer to the advantage of buying a first class product. If Canada should be able to transfer this system and this organization to the British market in the sale of our product, such would, without doubt, become of permanent and material assistance to her in her competition with other countries.