

FARMING

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Quality Counts

In no other business or calling does the quality of the product produced count for so much as in farming. We are afraid that many farmers do not realize the importance of this. The farmer is differently situated in this respect from the manufacturer or producer of other than purely farm products. A manufacturer may decide to make an inferior quality of goods which he can afford to sell at a lower price because they do not cost as much to produce as the best quality. But the farmer cannot do this. If he produces an inferior product he has to take an inferior price, but with this difference, that it costs him as much to produce a poor quality as the best quality. For this reason the farmer cannot afford to produce an inferior article and should aim to produce only the quality that will command the highest price. Unless he does so he cannot hope to make his business a profitable one. It costs as much to raise a poor horse, an inferior beef animal, a scrumpy sheep, and a second-class hog as the very best of these animals, and they will not bring nearly as much on the market. So we say the keynote to successful farming in this country is to produce the highest quality of product. This accomplished and the success of the agriculturist is assured, and instead of having to look for a market the market will come to him.

Dishonest Apple Packing

Dishonest fruit packers came in for a well deserved and timely exposure at the hands of the Hon. Mr. Fisher and Professor Robertson, before the Agricultural Committee of the House of Commons last week. The latter gentleman told the committee that the Canadian apple trade in Great Britain was in a bad way owing to lack of care, lack of skill and lack of honesty in packing the fruit, and in proof of this showed samples of fruit found on board a disabled ship in which at either end of the barrel were choice specimens of apples, while the centre was filled with inferior windfalls of small size and quality. Mr. Fisher also stated that thousands of barrels of dishonest Ontario apples were sent to England last year, much to the disgrace of Canada and to the ruination of our prospects for further trade in this line.

These statements, coming from such authoritative sources, cannot be gainsaid. That such gross frauds have been perpetrated is a lasting disgrace to this country and a libel on the fair name of Canada. Effective measures should be put in operation to prevent their occurrence the coming fruit season. Legislative action should be taken and the chief offenders located and severely punished. There is a law on our statute books that imposes a fine upon persons who fraudulently expose goods for sale, such as having the good strawberries on the top and the inferior ones at the bottom of the basket, and why could it not be used to punish offenders found guilty of sending goods to Great Britain which are not what they are represented to be?

This may seem somewhat severe treatment, but there is no other effective way of dealing with persons who perpetrate such frauds. Moral suasion or sentiment does not carry any weight when such dishonest actions are in question. When an individual has no higher sense of honesty than to deliberately water the milk he sends to the cheese

factory or creamery, or to practise such frauds in packing apples as has been stated, nothing will prevent his continuing to do so other than the strong arm of the law. The difficulty will be, however, to trace the offender. As Mr. Fisher pointed out it would be practically impossible for inspectors to look up fraudulent cases at the seaboard, as the inspection of the fruit before shipment on the vessels would entail the opening of every barrel and dumping the apples out, which would mean a great loss to honest packers. If every packer were compelled to put some distinguishing mark upon each barrel by which the dishonest packer could be traced up and punished, the practice would soon cease. During the apple season, when thousands of barrels are being packed and shipped every day, it would take a whole army of officials to see that every barrel was honestly packed. The difficulty then of getting at these dishonest parties is therefore very great, but, nevertheless, some method should be adopted to prevent their repetition the coming season.

It must not be taken for granted from the foregoing that all the fruit-packers in this province are dishonest. There may be only a few guilty of dishonest packing, but the actions of these few are sufficient to bring the whole trade into discredit, and to make it almost impossible to develop it further. For this reason it is more urgent that summary measures should be taken and that these dishonest parties, who are not only robbing the British consumer of what he pays for and the Canadian producer of the good name which he has acquired for upright dealing, but are also robbing their neighbor who packs his apples in an honest way, in that they prevent him from getting the price for his goods which he would get if every barrel sent out of the country was honestly and carefully packed. There are times when the ordinary farmer comes in for censure because of putting the best potatoes on the top of the bag or the poorest fruit at the bottom of the basket. In connection with the export apple trade, however, it is not the farmer who has a few barrels of apples to sell, but the one who makes fruit-growing a business, who is the more guilty. And from a purely business standpoint it is hard to understand why he should be so dishonest when in the end it will react against himself. He is in the business to stay and its future success will depend upon the permanency of the future market, and which cannot possibly be developed and held if such dishonest practices as are here outlined are carried on.

Live Stock Importations

Mr. Alfred Mansell, of Shrewsbury, Eng., in Canada in the Interests of the Trade

We had a very pleasant visit last Friday from Mr. Alfred Mansell, of Alfred Mansell & Co., live stock agents, Shrewsbury, England, who is on a visit to this country in the interests of the live stock trade. Mr. Mansell, before coming to Canada, visited many of the leading cattle and sheep breeders in the United States, and speaks very encouragingly of the outlook in that country. He will visit some of the leading breeders in Canada, chiefly the Shropshire men, in whom he is more particularly interested. Last Saturday he spent at Brooklin looking over the Hon. John Dryden's stock