

or expiated by cancelling the grocers' picnic for 1892? What is the cause of this self-mortification, this painting black the red-letter day of the year? Surely the capacity for enjoyment is not becoming seared. The Association has twice as many members as it had a year ago, and there ought to be a liberal fund of good spirits to draw from for a day's outing. The people who attended the picnics or excursions of the Toronto Association in former years always enjoyed themselves, and there is much wonder expressed why that popular annual occasion is to be dropped out of 1892. It is a matter of regret to many young people connected with the trade that the excursion is not to be held. It is not to be forgotten that one of the strongest assimilating functions of an association is its social vitality. If that is low the power of the association to benefit its members will not be high. One of the best preservatives and fosterers of good social feeling is the gathering together to take common enjoyment in one another's company at the annual pic-nic or excursion.

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A crowd is not always company and a big membership is not always strength. The Toronto Retail Grocers' Association ought to take due note of the latter fact, and to call to mind that though it has a much bigger membership it has also a much higher standard of criticism to satisfy. For during a man's first connection with an association his attitude is that of an outsider to some extent. His sympathies, and enthusiasm are not incorporated into the general body of the association until he is pleased with it or has confidence in it. An association is therefore for some time on trial by the new members, and as they now constitute a very large and observant jury, it would be as well for the older members to feel their responsibility, and not deem their new colleagues fully enlisted until some good hearty efforts have been made to catch their interest. Since the list has been swelled by the additions put to it by the secretary, nothing of importance has been done, and but little of benefit has been brought forward at the meetings. It behooves old members to think over this in time for next meeting and have something to discuss or propose that will engage the attention of all who are present.

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Scientific ideas in butter-making are being disseminated by the Travelling Dairy which the Minister of Agriculture has instituted.

The experiment under the eyes of the assembled farmers of localities where the Dairy's work is exhibited cannot fail to help along a much needed reform. There is both saving of labor and saving of substance in the new methods, and the frequent and general demonstration of these effects has been a large factor in educating farmers to the measure of enlightenment they already have regarding the making of butter. An index of that measure is the increasing supply of the raw material that is going to creameries. This is relieving country merchants from a part of the embarrassment that was inseparable from their business, and to a considerable extent is yet, namely, that of buying butter from the housewives who made it. They had either to pay the same price for all grades or else differentiate and give offence, and were always certain to cause some dissatisfaction, whichever way they took. The scientific modes of making butter are also opening the eyes of the farmers to the value of selecting cows for dairy purposes. At Chesterville the other day a farmer who was present at one of these travelling dairy exhibitions discovered that a cow he valued highly because of its fine appearance and liberal flow of milk, yielded a product that was very poor in butter fat. The domestic process of making butter does not afford a farmer sufficient data to go upon in selecting dairy cows. All the influences of the time are working to free the country merchant from the worry of the butter trade.

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A bill for the inspection of apples, etc., has received its second reading in the Canadian House of Commons. Legislation that takes this direction usually trenches on delicate ground, as it is desirable that trade should be left as much as possible to regulate itself. In most things it is capable of doing so. Where price, quality, quantity or representations are contrary to understanding or agreement, the penalty usually follows in the form of lapsed custom. A man has to keep pretty closely to the line of square dealing if he is going to trade with business men, and law supplements the retribution of injured trade at about the right point. But the case of apples and other fruit that we export is somewhat special. It is a matter of Canadian, as distinct from individual, importance that our export trade in such fruits should increase every year. It will not do to leave the growth of this trade entirely to the nurture of individual interest, for the individual

can often take shelter in the crowd of producers whose fruit is exported. This often occurs, and wasty, badly packed apples have been allowed to reach England and damage the name of Canadian shippers. The fruit is sometimes inferior but well faced, sometimes it is ill packed, sometimes it is put in barrels below the standard size, it is sometimes shipped in bad condition. All this is hurtful to our export apple trade, and it ought to be checked. The size of the barrels is outside the scope of such a measure, and the Weights and Measures Act would have to be amended to secure reform in this respect, and it is possible that such an amendment may be made. Nova Scotia members state that a standard barrel is particularly called for in their section, as much dishonesty was practised by growers in that province by the use of thick heads, and straight staves. In the discussion of this bill at its second reading, it was suggested that coopers be required to put their names on every barrel after a standard is adopted.

#### TRADE PROSPECTS AND TENDENCIES.

The following extracts from the speech of B. E. Walker, general manager of the Bank of Commerce, before the last annual meeting of that institution, have a pertinence for traders that makes them worthy of reproduction: In the egg trade the prices paid by shippers were too high, being not very much lower than before the McKinley tariff. Still there is no longer any doubt as to our ability to send Canadian eggs in prime condition to Great Britain and to sell them at a fair price. The distance has been proved to be no practical difficulty. But the business apparently requires great skill and more capital than many of our shippers possess, and it is to be hoped, in the interest of such an important trade, that it will be conducted hereafter mainly by men of tried capacity. The check caused by the United States tariff is very considerable, exports having fallen from an average, for several years, of thirteen to fourteen million dozens to eight million dozens. If the farmer can however make a profit at the prices being paid this season, the volume should soon rise to the old figures. Our manufacture of cheese again exceeds any previous season. For the year ending 31st March our export reached 111,000,000 lbs., valued at nearly \$11,000,000, an advance on the last season of a million and a quarter dollars. This was again accompanied by a falling off in the exports from the United States, amounting this year to nearly a million dollars in value. The season's operations were profitable to both factories and shippers. The experiments intended to demonstrat