

country schools might be made more interesting and a country life more attractive.

Let the thin end the wedge be inserted in at least homopathic doses of dairy instruction in the rural schools! If not practical lessons, at least there may be taught in regard to milk and its products facts which would be helpful to practice at home. This teaching would be made easier if there were provided suitable text books for the purpose, and materials necessary for object lessons. I might go further and suggest practical ways of teaching dairy practice in common schools, but to do so might take away the breath of some of my more cautious readers.

In conclusion, it is a matter of choice to copy the elaborate, well-equipped dairy European schools, or to follow the Danish plan of private dairy schools, or to profit by the experience of all our European competitors, and establish something suited to our peculiar conditions. I believe there are advantages, more than commensurate with the cost, in either action. At the same time, I believe that the first two proposed lines of action are not the best adapted to our great need, and would prove somewhat disappointing. On the other hand, some simple system of dairy instruction (such as the wisdom of our dairy authorities may advise) doubtless may be inaugurated, which could be developed in practice and prove of immense value as one factor in the improvement of dairying in Canada.

W. H. LYNCH.

February, 1889.

A Message to Cheesemen with a few hints on the shipping of cheese.

THE OUTLOOK POINTS TO LOW PRICES IN BUTTER—A FEATHER IN CANADA'S CAP—WHAT A CANADIAN DAIRYMAN SAW IN ENGLAND.

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LETTER NO. VII.

More space than was intended has been given in these letters to the meetings of the British Dairy Farmers, and yet it seems as if more has been left out than written. The reader will notice how closely we have been studying the question as a problem, leaving out the lighter matters of places, people, and incidents. Not a word of

SOCIAL FESTIVITIES,

excursions, banquets, speeches, new acquaintances and pleasant gossip, nothing of scenes and sights new enough and striking enough to make a new world dairyman forget that he had ever heard of milk, nothing about the country seats and parks the village greens, the homes of cottagers, of lords, and even of royalty—for our excursion ended with a visit to Sandringham, the home of the Prince of Wales, and a banquet given by His Royal Highness; nothing about the old cathedrals and castles, and yet the writer confesses to dropping an hour's dairy conference (at Framlingham College) much as boy would drop a book for any new sight or sport, for a tramp to the near-by castle, that was the first one he had ever seen; and yet, after three months of sight seeing, still satiated to the point of indifference, an afternoon at Canterbury Cathedral was an experience never-to-be forgotten.

And so reader, if these letters be heavy reading, remember that the imperative conditions of the theme, and the real purpose of the letters forbid the freedom that writers usually enjoy and let your interest in the subject make the letters easier reading. It may be that when the study is completed we may all feel inclined for two or three gossip letters which may be the creaming, as it were, of the interesting features of

the trip, and having no other than this figurative reference to dairying.

Immediately following the meetings of the British dairy farmers, I determined to learn the present state of the English market and our own standing therein as producers. This line of investigation embraced a run through England, Scotland and Ireland, and its chief feature was a series of

INTERVIEWS WITH LEADING IMPORTERS

of Liverpool, Glasgow, Dublin and Bristol. The lessons learned in these interviews were of exceeding value, and I will try to give the chief points without going too much into voluminous detail. First of all, I must deliver two special

MESSAGES TO OUR CHEESE MAKERS,

with which Mr. Widgery (of Bristol) charged me. On the side of every cheese box the figures of the weight of the cheese it contains should be *stencilled* in plain figures. Stencils are frequently used for the names of factories, and this well; but the weights are nearly always written in pencil, often badly written, indeed, sometimes not readable. It often happens, too, that pieces of the box, on which the weight is written, slit off and the weight is lost. It is impossible, as things are to tally 1000 cheeses twice alike! From the importer's point of view it is more important that the weight of the cheese be easily deciphered than that the name of the factory be made plain. The latter is a good thing, in connection with excellence of quality, to help to make a reputation and to advertise one's factory; for the former is absolutely necessary for the convenient and correct checking of weights. This may by some be thought a trifle; but to the wiseman nothing is a trifle which is essential to highest success. The importer is the buyer of our goods, and it is to our interest to please him, even as it is to our interest to satisfy the consumer. Here, then, is an opportunity for our factorymen, to make a very little extra care and labor tell profitably on our cheese exports. The second message was in the form of

A CAUTION TO SHIPPERS.

The English law forbids the importation of foreign goods with English names on them intended or calculated to lead the consumer to believe them to be of English manufacture. The customs authorities will refuse to clear goods which appear to be so intended. For instance, they would detain goods marked with the words "Leeds," "Manchester," or "Birmingham," or even "English Cheddar." The latter would be supposed to be resting on the reputation of a particular cheese made in a certain district in England. Now it sometimes occurs that an English name on Canadian cheese gives the importer a deal of trouble to clear it and causes vexatious delay, because the name on the cheese happens to suggest to the customs officers an intention to deceive the British public. I need not say that any name on Canadian cheese is there legitimately, being a Canadian as well as an English name, but though it may have no unlawful significance, the officer will retain the goods until the importer shall have convinced him that the similarity of names is a mere coincidence. The Canadian shipper may easily provide against any such annoyance or loss to importers, by simply placing the word Canada in close connection with any name on the cheese which is English as well as Canadian. For instance, instead of "Leeds" or "Cheddar" write "Canadian Leeds," or "Canadian Cheddar."

I had not long to speak with importers before I found confirmation of my conclusions, given in a previous letter of an

INEVITABLE FUTURE OF LOW PRICES.

A Liverpool importer emphasised the fact that for any ex-