

Make Good Butter.

William Keyes, general merchant, of Mulway, Man., has sent his customers the following printed advice on the subject of butter:

"The butter question demands more than a mere passing mention or notice. The quantity is large. A few cents a pound more, which is readily obtained for a really good quality, is a large consideration on the thousands of pounds I am handling, made by the people of this district. I would sooner pay the highest price the market may warrant at any time for good sweet butter, than the minimum or lower price for a poor grade. Low grade inferior butter I do not want at any price. I aim to build up a reputation for handling only a high and choice grade of butter, such as the best trade demands and is willing to pay for. This desirable end cannot be obtained or secured without a little trouble and a determined and persistent effort on the part of butter makers to provide proper facilities—good, sweet, cool, well ventilated and conveniently arranged and properly furnished buildings for milk and the manufacture of butter. Don't let us deceive ourselves by thinking that good butter can be made in a cellar along with vegetables, or in an impure, poorly ventilated and overheated apartment of any kind. A suitable building, the most scrupulous cleanliness in all vessels and utensils used, and a proper knowledge of the nature, properties and management of milk and the manufacture of butter, can scarcely fail of success when properly used. There are many good butter makers here; let all aim to improve and excel. Nothing short of the best results should satisfy any one. Every pound shipped, either for provincial or foreign consumption, comes in competition with creamery and other high grades. Each successive season will find the distinction more marked, and no matter how unwilling or unpleasant the task may be, the merchant will be forced to grade his customers' butter and pay according to quality. It is a right and privilege of every customer to expect and demand good value in every article purchased. Only thoughtless or dishonest people will expect that good value without giving a due equivalent in return.

Having an excellent stone, cold storage building, I am in a position to handle butter to the best advantage possible."

Depressed Butter Market.

During 1891 Canada's exports of butter to Great Britain fell away to practically nothing, and it looks as if our butter makers were taking the wrong course with the British butter consumer.

The day has gone by when held butter readily finds consumption: and this is not only the case in England, but all over the World.

Eight or ten years ago there were few or no creameries in operation; and we put up with butter on our tables that would be consigned to the cooking department now. In fact, the tendency more and more is for fresh butter, and if our farmers want to get into the English market it is fresh butter and nothing else that they must send across the water.

The reason is obvious. In the old days the only competitor of Canadian butter was Irish, but now it has to meet the competition of Finnish, Danish, and other continental dairies, whose output is landed fresh, or nearly so, at the great centres of consumption in England. Being so landed, this butter gets the preference, and will always do so, while our Canadian producers hold on to their stocks with the foolish idea of obtaining a higher price.

It is quite true that the season before last speculators bought up the June creamery in Canada and made money out of the transaction, but, even allowing that they did, is such a method calculated to educate the British consumer into a taste for fine Canadian creamery? Decidedly not; and this year the speculators are reaping a bitter experience.

They bid fancy prices during the summer, encouraged the farmers and factorymen to hold, and the result is that the cold storage establishments in Canada are loaded up with a stock of butter that cannot find a buyer.

This butter, which comprises the make of the summer months, was stored in the expectation of higher prices from abroad. This expectation has not been realized, for there has been no demand at all from Great Britain, and prices have steadily sagged off, until they are now from 1 to 1½c per lb below the original cost price of the butter.

This is the result of holding butter, and not selling it at market prices; and in view of it, it is difficult to understand on what basis Professor Robertson is agitating for the Government to provide means for the farmers to store and carry their butter.

If they had done so this year, for instance, instead of the middleman being the sufferer, it would have been the farmer. Perhaps the professor's advice would not have been so palatable then.

There is no doubt that the professor has done a great deal in instructing our farming class how to make good cheese and butter; but, so far, his advice regarding methods of sale, and his own experiments in that connection, have not been shining successes.

No, if our export butter trade is to assume the old proportions that it had in the early eighties when prices were profitable and the shipments large, we will have to devise some method of getting our butter into the English market as fresh as possible, sell it for what it will fetch, and trust that after the Britishers have found that we can give them fresh butter, their taste for it will increase so that it will become as remunerative as cheese.

With regard to the large stock held in Canada, at present the outlook for it is very poor indeed. The local demand is all for fresh made stock, and there appears to be just sufficient winter dairying going on to supply this want. As a result, there is no outlet at all for the held stock, and it looks as if we were going to have a repetition of the spring of 1890 when creamery butter that cost all the way from 18 to 19c went begging at 8 to 12c per lb.

This will mean some heavy losses and may lead to annoying occurrences in other ways.—Toronto Grocer.

The "Thistle" Milking Machine.

Several correspondents have written to us for more particulars of the new milking machine since the first notice of it appeared in our issue of the 3rd ult., we have made further inquiries, and are informed that the machine has been invented and worked out by Dr. Shields of Glasgow, and Mr. William Elliott, of Lanark, and that it is thoroughly successful and practical in every way. It milks the cattle quickly dry and without injury to the teat. It is estimated that a man and two boys, say fourteen to sixteen years of age, will easily milk from 100 to 120 cows an hour with it. The power required is about two horse. The machine is very simple, and with ordinary care should last twenty years. All the parts coming in contact with the milk are very easily cleaned: in fact, they are just thrown into a big bath of cold water and rinsed and placed in clear water again.

A company is being formed to take over the patents and manufacture the machines and place them on the market, and it is expected they will be ready for the spring trade. We understand that orders from people who have already seen the machine at work have already been received for between 200 and 800 machines, to be fitted as soon as possible.

We hope, in the course of a few weeks, to have an opportunity of personally inspecting this machine at work.—Farmers' Gazette, Dublin, Ireland.

Uncertainty of Cut Nails.

The cut nail problem, so far as HARDWARE'S Montreal representative can learn, is still in a more or less uncertain state.

Since our last issue the representative of the single large concern in the Maritime Provinces has had conference with the makers in Montreal and representatives of those in the west.

The conference appears to have been quite harmonious, but at the present date of writing no definite decision has been arrived at.

The basis of the proposition made, was that if the western makers would promise to keep out of the lower province market, the St. John firm would not attempt to cut under their list price of \$2.10 up here.

This is substantially the proposition that was made in the preceding instance that did not hold good.

It worked all right for a while, and then a Montreal concern that generally is the first to try and get outside an arrangement, in its anxiety for orders, adopted the novel method of making a wager of \$25 or \$50, as the case might be, with prospective customers, etc., and, naturally, the latter took the precaution of winning, and the travellers for the concern who bet got the order.

In the meantime the list rate in Quebec, Ontario, and the west is \$2.10, but it is understood that one Montreal jobber is realizing on a quantity of nails at \$1.85 that he bought very low previous to the agreement.

It is understood, however, that steps are being taken to bring him to time, though how this is to be done the parties who are taking the steps do not say.

A Promise on Leads.

After a fight extending over eight months the lead grinders have decided that they have had enough of it, and at a meeting held in Montreal last Thursday decided to advance the price of leads 25c all round, as will be seen by our Montreal market report.

It must be understood, however, that the new arrangement is not in the nature of a combine. It is not, for only one of the manufacturing concerns represented was willing to bind itself under penalties to observe a uniform price.

The new basis is simply a verbal promise of the chief executive officers of the different lead grinding concerns that they will sell at a uniform price.

Now the proverb about promises, if it holds at all, clinches with double force in trade matters, where the temptation is often to slip over.

For this reason the trade, in Montreal at least, is very skeptical of the new arrangement holding.

It is admitted that prices have been cut almost below cost, but still the trade think that it will be difficult to abolish cutting under an arrangement such as that just consummated.

The agreement has not been subscribed to by all the grinders.