ceed in the Face of European tion—The Canadian Dairpean Hust Study the Science of Cheap Wroduction—improvement in the Quality.
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LETTER NO. 111. A sort of working holiday is when the British dairy farmer gives himself when he attends his annual association meetings. He wisely combines pleasant holiday accursions with excellent working conferences. While he works he travels, while he works he travels, while he works he travels, while he heavels he feasts, while he feasts he grumbles, and one cannot easily say which he enjoys most. But the Englishman does enjoy himself, even when face to face with problems that are worthy of wisest heads and braves hearts. The smart saying that the English. hearts. The smart saying that the Englishman takes even his pleasures saddy, may not be full libel, but he certainly Fas a way, sometimes, of taking a deal of wild enjoyment out of good solid work.

MY FIRST WEEK SPENT IN ENGLAND was a rare experience in simultaneous lession-learning and pleasure-taking, and it afforded a fine opportunity for the study of English character, which, in spite of its strong-marked type, is too many-sided to be understood at a glauce or delineated epigrammatically. There is, of course, great temptation to elaborate the striking first impressions of a country so remarkable. first impressions of a country so remarkable as England, but the limits of space, and the probable temper of my readers, demand that I keep within more prosaic lines. The first point of interest to Canadian dairymen, brought out by the discountry of the state of th ought out by the discussions of the British dairymen, was the probability that

FUTURE PRICES OF DAIRY GOODS WILL RULE It has been our habit, on this side of the water, to assume that the only question of obtaining a foothold in the British market for our butter product is the question of quality. We have been saying all along that all we have to do to make our butter production profitable is to suit the quality of our make to the liking of the British consumer. No doubt that this requirement is the first and most imperative need of our butter industry, but it does not depreciate its importance to say that it is not the whole need. The teachings of the conference suggested another and important problem, the existence of which was later confirmed by a careful enquiry into the state of ed by a careful enquiry into the state of English market—the great market of the English market the world. It was

THE PROBLEM OF CHEAP PRODUCTION Prof. Long stated at the conference last Prof. Long stated at the conference last May that, except in favored cases, good butter was not worth more than 20 cents a pound, and in some districts less. This may be said to be pretty nearly the bottom prices for best butter in England in any season, but the price may rule at about this figure for months. I take it that Prof. Long referred to the prices received by the farmer, practically wholesale prices. As to retail prices, I saw no good butter in the shops at a lower price than 22 cents, and the commoner price was 24 cents. I saw shops at a lower price than 22 cents, and the commoner price was 24 cents. I saw displayed in some of the shops during the summer, butter ranging at prices so high as 24 to 30 cents, retail, but these appeared to be the top prices of the season for the 24 to 30 cents, retail, but these appeared to be the top prices of the season for the finest goods. The bulk of butter sold, doubtless, for from 20 to 24 cents. I think these prices would fully justify Prof. Long's statement. A trade circular now before me, dated July 31st, 1888, gives further confirmation. This circular quotes for "butter landed," a range of prices from lowest Swedish, French or Dutch, at 17 cents, to highest Danish, Swedish, and "Creameries" at 23 cents. The above may give an idea of the summer prices which we may obtain for butter in prices which we may obtain for butter in England, if we can place it in the market, a the fresh condition which characterizes season. Now, these prices, when allowance is made for transportation charges, will not atrike the Canadian farmer as enough better than home prices to be very pro-of profit. It is true that I am spe only of the summer season, when the large bulk of fresh-made butter depresses the market to its lowest figure; but nothing that I could see gave much encouragement to hope for very high prices, as a rule, at any season in the years to come. There are, indeed,

CAUSES WORKING AGAINST HIGH PRICES. Said a Bristol buyer: "If fine creamery can be sold for 92 to 98 shillings (about 20 to 21 cents) for summer's make, and for 102 to 108 shillings (about 22 to 23 cents) for fall make, it can be sold here. When it goes to 116 shillings (about 25 cents), it makes it difficult to handle, and it gets blocked out of the market by margarine and cheaper brands of butter." Reference is here made, of course, to wholesale prices.
The point is that while a limited quantity of butter may reach high prices, the bulk of the butter made must be sold at a price within the means of the average consumer. otherwise the consumption itself will be checked by the use of a substitute. The spinion quoted doubtless furnishes as en-souraging an outlook as can be reasonably hoped for, since

COMPETITION WE ARE LIKELY TO MEET in the near future is likely to dull rather likan to sharpen the edge even of the low prices which have ruled in the near past. Let it be remembered, too, that even the respective moderate prices will be possible prospective moderate prices will be possible only for a fine quality. For inferior goods, he would be an optimist indeed who would hope in the future for any price good enough to pay for making butter.

With this not too rose-colored prospect

before us, WILL IT'PAY US TO SEND BUTTER TO ENGLAND While I was abroad, this very practical query often thrust itself upon me most forcibly, and sometimes the answer seemed doubtful. Leven heard the opinion coned by others that it is unfideritly expressed by others that it is un-likely that we shall again be able to send

by that we shall again be able to send by the reasons given however, for this lark view were not to myself conclusive. Notwithstanding a somewhat unpromising outlook, there were a few weighty considerations which lead me to take a somewhat hopeful view of the situation. uation. There are really only two serious barriers in the way of our finding in England a possible and

PROFITABLE MARKET FOR BUTTER. These barriers are, first, the imperative demand for a higher quality than character-ized our shipments these late years; and second, this fact just referred to, of probable low prices in the future. Assuming for the moment that we shall yet succeed in improving the quality, let us now deal only with the other difficulty—that of which we have just been writing, low prices.

To encourage shipment of produce abroad, the foreign prices need to be enough higher than home prices to afford a trade margin. Now, our own market offers for butter for home consumption prices very nearly as high as what we have just seen have been ruling in England. Some of our dairymen where Jam now writing (Eastern Townships) find in Montreal at this moment October) an easy market for the first-class

butter which they make at 20 cents, for Canadian tables. It is not easy to see how Canadian tables. It is not easy to see how shippers can risk buying this butter at this for the English market. This, of alt butter packed in tubs. Take Brome county farmers have a market in Montreal for fine a price even so high as 35 has fallen somewhat, but hat even yet. From this hat our home prices for

sely spon the low at the margin for

THE IMPROVEMENT OF THE QUALITY

of all our butter will necessarily have a ten-dency to lower the prices of our best. The present prices of our best butter are higher because of the fact that comparatively little of our whole make is good enough to compete with the best. When the beautiful print butter of Brome county sold, for 35 nts it was because there was a stiff deman for all there was available. The high price stimulated production, and soon the supply was more adequate to the demand, when the price fell to 30 cents. It is quite likely to fall still lower, say to 25 cents. Had all our butter been choice, the high price of 35 cents would not have been possible; and as our general make will improve, the price for the best will weaken. This fact is not so unbest will weaken. This fact is not so unsatisfactory as might seem at first sight. A lower price for the best, due to improvement in quality of the rest, may mean a better average price for the whole. To illustrate: A fine package of butter, because there are in the market nine packages of inferior butter to every package equal to it, will bring say 20 cents per pound. The improvement in the quality of the whole lot which would bring down the price of the single package to, say 18 cents, would also bring up the price of the nine packages, perhaps from 15 cents to 18 cents. If each package weighed 50 lbs., the aggregate return in the first case would be \$77.50; in the second case \$90, making a gain by improvement in quality of \$12.50, on the whole ten packages, or an average gain of \$1.25 on each package. This would obviously be

A FAR BETTER STATE OF THINGS. A FAR BETTER STATE OF THINGS.
in the common interest.
Second—While between foreign prices for good butter and the prices of our best butter here, there is little margin, there is margin enough, in all conscience, between foreign prices and the prices here for our lower grades of butter. When our best butter commands 20 to 25 cents per pound, there will be found poorer qualities of butbutter commands 20 to 25 cents per pound, there will be found poorer qualities of butter offering as low as 12 to 15 cents! A foreign market would need to net only 18 cents for this butter, to give the producer far better returns with an abundant trade margin. If, therefore, because of the home demand for our best butter the English demand for our best butter the English market does not afford a tempting market for it, we might profitably ship our lower-priced butter, if only its quality were good enough to warrant the trade in doing so. Let it be remembered that I am dealing with the cuestion of prices only as affect. question of prices only, as affecting a possible future trade, not with that of quality. Of course the future trade here claimed to be possible involves that the quality of the lower grades of our make be much improved, which means, as we shall see that we involve our mathede of many facture, packing, shipping, etc., phases of the subject to be treated of in subsequent letters. And here we may well pause to reflect on the quantities of "store packed" butter that has been sold even as low as ten or twelve cents, which might have been sold for eighteen cents and upwards, if only it had been made and packed in a way to command sale in the English market!

Third—Bearing upon this question is the probability, or, rather, certainly, that from PRICES OF ALL PRODUCE WILL BE LOW. Multiplied production and stiff competition are slowly but surely bringing down prices of all farm produce. We may as well sell of all farm produce. We may as well sell butter as anything else at a low price. Indeed, when we consider the general economic advantages of butter production, we may be led to prefer to produce butter at low prices, to producing low-priced wheat or beef, or even cheese. The following extract from Prof. Robertson of Guelph will show some of the economic advantages of cheese-making, as proved by actual results, and those of butter-making are even greater. "Dairy farming, notably in connection with the establishment of cheese factories as saved whole districts from the fate of speedily becoming unproductive. It has rgely increased the productive capacity their yearly earning power. Many counties have been made wealthy by the increase in the fertility of semi-exhausted soils. Were this annual return from this extra earning power capitalized at 6 per cent. it would represent over thirty million dollars." Let it be under-stood that the production of butter is urged

as advantageous not to supplant that o cheese, but rather to supplement it. Again, while low prices will be general, it is a question whether butter will not hold up more stiffly than almost any other farm product, since many other products demand for successful manufacture less intelligence and skill. In one of the papers read at the conference (by Mr. Smith) it was stated that "dairy products had fallen in value less than any other commodity." Fourth.—Prices for butter can hardly be permanently too low in England to allow us to compete with the British and European producer. Against intelligence and enter-prise we ought to be able to bring like qualities, and with new-world vigor. Against distance to market and perhaps

earer labor we have here CHEAPER LANDS AND LOWER BENTS. The inventions of modern genius have a tendency to annihilate distances. The crowded condition of the old world has a tendency to increase the costs and rents of land, taxes, etc. If we cannot make a fair profit out of prices at which the European will continue to produce, it will doubtless b because we employ faulty methods. I heard grumbling both in France and England about the "profitless" prices of the day, and saw much evidence that prices are already nearly or quite as low as the Euro pean p. oducer can comfortably live upon.

I may again quote Prof. Robertson, than whom there is no better authority on this subject, on the future prices of cheese:
"The prospect for high prices in cheese in years to come is not very bright. Perhaps an average of eight cents per lb. may be all we can expect. At any rate, our farmers should try to produce milk cheap enough to be able to sell at that price at a profit. We can produce cheese at as low a cost as any

country; and if severe competition come we will not be the first forced out of the markets." To sum up the matter, we may be hope ful of a possible foreign market; but to succeed in the competition ahead of us, and to find such a market a profitable one, it will be necessary for us, besides learning to make a superior quality of product, to study the

a superior quanty of production. Science of cheap production. W. H. LYNCH. Danville, Que., Dec. 8th, 1888. Holloway's Corn Cure is the medicine to re move all kinds of corns and warts, and only costs the small sum of wenty-five cents.

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PICHARDSON HOUSE—Corner King and Brock streets. Terms \$1 to \$1.50 per day, Reduction to weekly boarders. Heated by hot water; gas in every room; all modern improvements. For comfort as a family hotel cannot be excelled. Forty bedrooms; baths and burber shop in connection. Telephone \$15. S. RIGHARDSON, Prop.

Grand Opera Restaurant OYSTER AND SUPPER ROOMS. Opera House Building. Open until 12 p.m. A 25 cent dinner served rom 12 o'clock noon, until 2.30 p.m. Every onvenience for private parties large or small. CREED, Proprietor.

MONTERAL HOTELS.

HOTEL BALMORAL New Management. The Undersigned in assuming the management of this centrally located and most conveniently appointed hotel, begs to assure the traveling public that no effort will be spared on his part to ensure their comfort and most their approbation.

S. V. WOODRUFF, Manager,

OTTAWA HOTELS. THE RUSSELL, OTTAWA. The Palace Hotel of Canada. This magnificent new hotel is litted up in the most modern style. Visitors to the capital having business with the Jovernment find it most convenient to stop at Government find it most convenient to stop at the Russell, where they can always meet lead

A. O. Andrews, Auctioneer, will ive his personal attention to sales of furniture, works of art. etc., at private residences, or of general stock. Terms as usual Office 151 Youge-street, south of Richmond, Telephone 487. Residence 19 Bismarck-avenue, North

Toronto. AUCTIONEERS, ETC., 151 YONGE-ST.,

PIANOS BY AUCTION SATURDAY, 15TH, One Upright plane, full compass, resewood case, New York make, fine instrument, in good order; one medium size Square plane, full compass, rosewood case, with stool, sweet toned instrument, in fine order, New York make; one Grand plane, suit a beginner. Terms one-fourth down time of sale, balance ist January. No reserve, Sale at 2 o'clock.

L. O. Andrews & Co., Auctioneers THE MART

LYDON'S Great Annual Holiday Sale of the Newest

Imported English Art Manufactures TO-DAY ONLY

Sale at 2.30 p.m. and 11 a.m. Mr. Lydor heffield will be in attendance to give aformation at the sale. OLIVER, COATE & CO.

AUCTIONEERS. By Suckling, Cassidy & Co. Cor. Yonge and Melinda sts,

UNRESERVED

Wednesday, 19th Inst.

RISING TOWN

Sault Ste. Marie.

are the most desirable lots that can be acquired anywhere, near the canals, they will be sought after by the employes, many of whom will build or-rent houses. The advantages of the "Soo" are too well known to require any enlargements upon and few now doubt its almost immediate advancement to the ranks of a city. Land at file American Sault, situated in the same relative position to their canal as these lots are to our canal is selling as high as \$50 per foot. A boom like that on our side means a fortune to any purchaser at this sale.

Plans of the property can be seen at our office and full particulars obtained.

TERMS—One bulf cash, balance in 2 years at 7 per cent. interest.

SUCKLING, CASSIDY & CO., Auctionee **BAILLIFFS** SALE

WE WILL SELL TO-MORROW, SATURDAY, DECEMBER 15. ON THE PREMISES. NO. 416 YONGE-STREET, AT 11 A. M. SHARP.

MILLINERY SHOW CASES 8 Adelaide-Street East, on B. P. MIRRORS. TABLES, CHAIRS SELF-FEEDING STOVES, The Royal Mail, Passenger LOUNGES, OFFICE DESKS,

OILCIOTHS, CURTAINS, SEWING MACHINE Also a quantity of Trimmed and Untrimmed Hats and Bonnets, Trimmings. Feathers and other goods used in the Millinery Bus-iness,

Bailiffs, 110 Adelaide-st. East. AUCTION SALE

FLEMING & SUMMERFELDT

TIMBER BERTH. DEPARTMENT OF CROWN LANDS, (Woods and Forests Branch).

Toronto, 30th October, 1888 NOTICE is hereby given, that under Order in Council Timber Berth No. 2, in the Township of Ballantyne, will be offered for sale by Public Auction on Tuesday, the sale by Public Auction on Tuesday, the Eleventh day of December next, at the hour of two o'clock in the afternoon, at the Department of Crown Lands, Toronto.

T. B. PARDEE, Note.—The above berth was bid off at the

sale of timber limits of 15th December, 1887 but the purchaser failed to comply with the nditions of sale.

Particulars as to locality and description area, etc., and terms and conditions of sale will be furnished on application personally or by letter to the Department of Crown No unauthorized advertisement of the above will be paid for.

NOTICE. The South Ontario Pacific Railway Co.

will apply to the Parliament of Canada, at the next session, for an Act continuing the pow-ers granted by the Act authorizing the con-struction of its Railway, and for other purposes, W. R. TURNER, Hamilton, Nov. 19th, 1883. ONTARIO IVETERINARY COLLEGE, Horse Infirmary, Temperance-street, Principal assistants in attendance day or

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A. TROUTMAN, Dentist, 389 Spadina

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None but first-class work done, and warranted
to give satisfaction. Telephone 1749. KINLEY & ST. JACQUES, Proprietors, to give

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In Seal, Persian Lamb, Otter and Beaver, are to be found at

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Collar and Cuffs. The best in the city at Lowest Prices. TONKIN BROS.,

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Children's Sleighs. Cutters. Wagons, Carts, &c. Boxes, Plush Goods, Albums.

Full Stock of Rapid Selling Goods, suitable for Christmas Trade. We offer Special Inducements for the balance of this month to close out lines prior to stock-taking.

H.A. NELSON & SONS, 56 & 58 FRONT-ST.W AUCTION SALES.

ARTISTS'SALE The Oil and Water Color Paintings which are to be sold at Mc-Farlane and Co.'s Auction Rooms,

SATURDAY, 15th DEC. at 3 p. m., will be on view to-morrow. FRIDAY. from 10 till 6 p. m., and from 7.30 till ten in the evening.

JOHN M. MCFARLANE & CO. AUCTIONEERS.

EXECUTORS' NOTICE TO CREDITORS. In pursuance of Revised Statute of Ontario, chapter 110, section 36, all persons having claims against the estate of Joseph Threadgold, late of the City of Toronto, locksmith and blacksmith, decoased, are required to leave same with full particulars duly proved with Reeve & Thompson, 18 King-street cust, Toronto, soil citors for Robt, W. Abell and Edward Sparks, the executors, on or before the 11th day of January next, after which time the assets of the Testator will be distributed amongst the parties entitled theroto, having regard only to the claims of which notice shall be given in manner and within the time aforesaid.

ESTATE NOTICES.

REEVE & THOMPSON, Solicitors for the Executors Dated December 10th, 1888. Dec. 20. Jan. 5.

IN THE MATTER OF EDWARD MAY TROWERN OF THE AITY OF FORONTO, IN THE COUNTY OF YORK, JEWELER. The insolvent has made an assignment of his estate to H. O. Bennett, in pursuance of an Act respecting Assignments for the benefit of Creditors, R. S. O. chap. 123, and the creditors are notified to meet at No. 26 Wellington-street east, Toronto, on Saturday, Dec. 15th, 1883, at 11 o'clock a.m., to receive statements of his affairs, appoint inspectors, and for the ordering of the affairs of the estate generally.

And notice is hereby given that after Jan. 16th, 1889, next the said trustee will proceed to distribute the assets of the said devior among the parties entitled thereto, having regard only to the claims of which notice shall have been given, and that he will not be hable for the assets or any part thereof so distributed to any person or persons of whose debt or claim he shall not then have had notice.

E. R. C. CLARKSON.

Agent for Trustee.

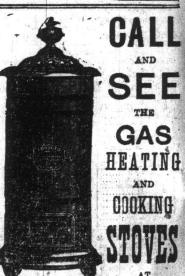
GENERALTRUSTS CO.

26 Wellington-street cast, Toronto, Dec. 7th,

27 and 29 Wellington-st. East. CAPITAL, \$1.000,000.

HON, EDWARD BLAKE, Q.C., M.P... President E. A. MEREDITH, I.T. D... Vice-President J.W. LANGMUIR Manager This Company acts as Executor, Adminishrator, Guardian, Committee, and undertakes Trusts of every description under Wills. Decident strator, Guardian, Committee, and undertakes Trusts of every description under Wills, Deeds of Trust, appointment of Courts, etc. The Company also acts as agents for persons who have been appointed to any of these positions, or for private Individuals, in the investment of money and management of estates.

PRIVATE DETROTIVES. HOWIE'S DETECTIVE AGENCY, 86 Bay street, Toronto. Telephone 1309. Estab



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THE TORONTO NEWS CO.

Sole Agents for Canada, 42 YONGE-STREET, TORONTO. THE BOILER INSPECTION AND INSUR THE BOILER INSPECTION AND INSULANCE Company of Canada, hereby give notice that they will, at the next session of Parliament of the Dominion of Canada, apply for an and granting them power to include under their policies in arrance covering loss of the insurance losters, and also to transact a plategoras insurance business, and for such other powers as may be necessary in the powers as may be necessary in the power mises. M'MURRICH, URQUHART & M'DONALD,

Solicitors for Applicant Toronto, 15th October, 1888. JAMES PAPE, THE FIRST PRIZE FLORIST 78 Younge-street, mear King.
6 first prizes at the Horticultural Society's
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bouquets; also best in funeral designs. Everyhing in the floral line. 23,00) feet glass devoted
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