

this tendency, and set themselves to master the difficulty. It is a notable fact that one who succeeds in great enterprises invariably succeeds in new methods. They discover before the mass of their fellows have found it out, that the time is ripe for some new way of doing things, and they introduce their new way at the proper time. Business genius lies chiefly in the discernment of new possibilities of the hour by a clear conception of the changes and swift adaptation to these new conditions. Those who mean to succeed cannot tie themselves down to any particular method, but must be continually on the alert for new and better ways. This does not mean restlessness and departure from certain fundamental principles which remain unchanged, but it does mean quick perception of the facts that certain methods are outgrown, and that the times demand a change. This is a movement that carries men forward, and the successful man is the man who knows when the tide begins to rise and who rises with it."

The Babcock test has received careful attention and trial among the Canadians, with the result that Chief-Chemist Shutt says: "There are other processes quite as accurate as Dr Babcock's, but his is one of the easiest to manipulate, and we therefore recommend it for your adoption."

Prof. Roberts of Cornell was present, and read a paper on the dairy cow, closing as follows:

"For near a score of years we have been trying to improve the quality of our 'goods,' and have made some progress, perhaps raised the price of all cheese one half cent per pound, but in that twenty years 90 per cent. of all cows have virtually remained at the old standard of production. Yet it would not have been half as difficult to have raised the total product of the butter-fats of these cows 100 per cent. as to have taught the people how to guess at the right time of 'drawing the whey.' We have been so anxious about 'getting' the English market that we have been feeding and milking and housing two cows to do the work of one. We have been straining at an oil globule and swallowing two cows. I have come to the conclusion that it will take six McKinley bills, earthquakes and a cyclone to make the dairymen of Canada and the United States run their dairies on anything but an economic and common sense basis. In ten years any man in Canada can have a good dairy herd, and that too without purchasing a single pedigreed animal. If he knows how to select from the thoroughbreds he may build a better dairy and in somewhat less time. In either case five things are necessary: A man, a shet-pan, a fat tester, a correct balance and a full meal bin."

At the western association meeting Prof. Dean described the "traveling dairy," a governmental device for carrying best dairy methods among the people, of which he had charge. He took only such utensils as would be used by a farmer in his own dairy, and the outfit cost about \$40:

We were at Port Hope at the exhibition there, and made butter in the evening. There were a number of people from the town present. The cream was not first-class, but we made the butter, put it up in nice pound rolls, wrapped neatly in parchment paper, and the people were almost climbing over one another to get it. They paid the woman who furnished the cream twenty five cents a pound for it, and she could have sold ten times as much if she had had it. In Essex Centre, we held a meeting. After we had got through, a gentleman rose in the audience and said: "I want to say a word from the consumers' standpoint. If I were to go into a store and see butter on the merchant's counter such as is ordinarily brought in by farmers and bought by merchants, and marked at 15 cents a pound, and other butter, such as we have seen made here to-day, and marked 25 cents, I would take the 25 cent article every time. And I think I voice the sentiments of every consumer here." Nor were these the most extraor-

inary cases. At the town of Windsor, we had our last meeting. When we got there, we found that no cream had been supplied (Sometimes we would get to a place where we did not know a solitary person, and find no preparations made for our meeting. We had to have cream or we could not do our work, and very often the cream had not been arranged for. Where we did not find it ready for us, we had to go and look for it. So it was in Windsor). We went to a restaurant in an ice cream parlor—and asked if they had any cream. They had two gallons on hand. The man asked only \$2 for it. Out of that cream, we got just three pounds of butter. From that fact, you can imagine how rich the cream was. We were not likely to make much money out of the speculation. But we did not come out so badly as you would think. When the butter was put up for sale, a gentleman in the audience said, "I will give you fifty cents a pound for it." So we lost just 50 cents on the transaction. These instances show that there are persons in Ontario who will give a good price for a good article. * * I always made it a point to visit as many private dairies as possible. When we went into a small village, I inquired who had dairies, and visited these places in order to find if there were difficulties in their way, and to give them such suggestions as I could as to the best means to overcome them. I think it is not always the fault of the women or the butter-makers of Ontario that the butter has such a poor reputation. If the farmer wants a new mower, or reaper or plow, he gets it. But let the women ask for a new churn, or something of this kind to make the work easier and improve the product, and at once there is grumbling, and the question is asked, "Can't you get along with what you have?" * * When we got into a town, I made it a point to ask the storekeepers about the supply. I hardly ever found a man but would tell us that he wished this butter business was far enough. Most of them said that if they came out even, they considered themselves lucky. What the storekeeper means by coming out even is to buy butter at, say, 15 cents in trade, and sell it at 15 cents cash. * * I have seen only one merchant who has a proper place in which to keep butter. In one store in a certain part of the province, I found the butter kept in the basement of the building, in a place where you could not stand upright. Over in one corner had been dumped a lot of bad butter, and in this same place they were mixing up the good. You would be surprised to see the butter in such places. White butter, yellow butter, butter in pound rolls, in five-pound rolls, in crocks, tubs and pails—butter in every shape in which it could be brought in. I was in a store when a lady brought in two crocks of butter. When she went out, I looked at the butter and tried it. She had the crock full to the top, and the butter on top was rank and spoiled. If she had not filled the crocks so full, and had put some parchment paper or butter-cloth and had made a salt plaster and covered it over, the butter, if it was good in the first place, would have kept for a considerable length of time. But in the way it was packed, the best of butter would not keep. * * We held an institute at a certain place half a mile from the home of a prominent agriculturist of the province. His wife, who, by the way, was not brought up on the farm, came, and also another lady who thought she knew all about butter-making. The latter asked her, "How long does it take you to churn?" Mrs. — answered, "I seldom take more than twenty minutes." "Why," said the other, "I have churned sometimes for a whole day; last week, I churned for nearly two days. How do you make your butter come so soon?" She replied, "When the traveling dairy was around, I attended the meeting. I took a note-book, and I took down points that were given, and I noticed carefully what was said and done, and since then, I had no difficulty." One came to the meeting and could not be taught, and the other came to learn and