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VOL. 19.--NO. 30. SACKVILLE, N. B., THURSDAY, DECEMBER 13, 1888. WHOLE NO. 968.

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The Dairying Industry.

A Series of Letters Addressed to the Agricultural Public of Canada, being a Careful Study of Dairy Methods and Practices in Great Britain and Europe, During a Four Months' Visit in 1888.

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AMONG THE BRITISH DAIRY FARMERS.

A sort of working holiday is what the British dairy farmer gives himself when he attends his annual association meetings. He wisely combines pleasant holiday excursions with excellent working conferences. While he works he travels, while he travels 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 the wisest heads and bravest hearts. The smart saying that the Englishman takes even his pleasure sadly, may not be full libel, but he certainly has a way, sometimes, of taking a deal of solid enjoyment out of good solid work.

MY FIRST WEEK SPENT IN ENGLAND

was a rare experience in simultaneous lesson-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 glance or delineated epigrammatically. There is, of course, great temptation to elaborated the striking 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 discussions of the British dairymen, was the probability that

FUTURE PRICES OF DAIRY GOODS WILL RULE LOW.

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 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 is 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 the English market—the great market of the world. It was

THE PROBLEM OF CHEAP PRODUCTION.

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 price 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 the 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 displayed in some of the shops during the summer, butter ranging in prices as high as 24 to 30 cents, retail, but those 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, 17 cents, to highest Dutch, Swedish, and "Creameries' at 23 cents. The above may give an idea of the summer prices which we may obtain for butter in England, if we can place it in the market, in the fresh condition which characterizes all the butter eaten there in the summer season. Now, these prices, when allowance is made for transportation charges, will not strike the Canadian farmer as enough better than home prices to be very promising of profit. It is true that I am speaking 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 year 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 opinion quoted doubtless furnishes as encouraging an outlook as can be reasonably hoped for, since

THE COMPETITION WE ARE LIKELY TO MEET

in the near future is likely to dull rather than to sharpen the edges even of the low prices which have ruled in the near past.

Let it be remembered, too, that even the 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 seems doubtful. I even heard the opinion confidently expressed by others that it is unlikely that we shall again be able to send butter to the English market profitably. The reasons given, however, for this dark 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. 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 characterized 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 I am 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 shippers can risk buying this butter at this price for the English market. This, of course, is salt butter, packed in tubs. Take print butter. Brome county farmers have been enjoying a market in Montreal for fine print butter, at a price even as high as 35 cents. The price has fallen somewhat, but I believe it is 30 cents even yet. From this it would appear that our home prices for best butter run so closely upon the low prices ruling abroad that the margin for profit would not appear to be encouraging to shipments.

Yet, in spite of the above facts, there are reasons for the hopeful view which I am taking. First,

THE IMPROVEMENT OF THE QUALITY

of all our butter will necessarily have the tendency 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 cents it was because there was a stiff demand 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, due to improvement in quality of the rest, may mean a better average price of 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. 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

in the common interest.

Second—While between foreign prices for good butter and the prices of our best butter here, there is a 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 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 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 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, with means, as we shall see, that we improve our methods of manufacture, 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, certainty, that from now on

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 butter as anything else at a low price. Indeed, when we consider the general economic advantages of butter production, we may be lad 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 these of butter-making are even greater. "Dairy farming, notably in connection with the establishment of cheese factories, has saved whole districts from the fate of speedily becoming unproductive. It has largely increased the productive capacity of exhausted lands and added to their yearly earning power. Many counties have been made wealthy by the increase of the fertility of semi-exhausted soils. Were this annual return from this extra earning power capitallized at 6 per cent. it would represent over 30 million dollars." Let it be understood that the production of butter is urged as advantageous not to supplant that of cheese, but rather to supplement it.

Again, while low prices will be general, it is a question if 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 conference (by Mr. Smith) it was stated that "dairy products had fallen in value less than any other commodity."

Fourth—Prices for the butter can hardly be permanently too low in England to allow us to compete with the British and European produce. Against intelligence and enterprise we ought to be able to bring like qualities, and with new-world vigor. Against distance to market and perhaps dearer labor we have here

CHEAPER LANDS AND LOWER RENTS.

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 be 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 European producer 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 for 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 comes we will not be the first forced out of the markets."

To sum up the matter, we may be hopeful 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

SCIENCE OF CHEAP PRODUCTION.

W. H. LYNCH.

Danville, Que., Dec. 8th, 1888.

Mothers!

Castoria is recommended by physicians for children teething. It is a purely vegetable preparation, its ingredients are published around each bottle. It is pleasant to the taste absolutely harmless. It relieves constipation, regulates the bowels, quiets pain, cures diarrhœa and wind colic, allays feverishness, destroys worms, and prevents convulsions, soothes the child and gives it refreshing and natural sleep. Castoria is the children's panacea—the mothers friend. 35 doses, 35 cents.

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"If there was only one bottle of Hagyard's Yellow Oil in Manitoba I would give one hundred dollars for it," writes, Philip H. Brant, of Monteith, Manitoba, after having used it for a severe wound and for frozen fingers, with, as he says "astonishing good results."

In a Dreadful Condition.

Hattie E. Manthorn, of Mill Village, Ont. says. "My cough was dreadful, I could not sleep at nights on account of it, but when I used Hagyard's Pectoral Balsam I had rest and was quickly cured." All druggists sell this invaluable cough remedy.

Children Cry for Pitcher's Castoria.

Letter from Bayfield.

A deeply impressive service was held at the Methodist Church, here, on Friday last, in which the remains of a promising young man were committed to their last resting-place, in the presence of a heart-stricken father and only brother, and a sympathizing group of relatives and friends.

Herman C., eldest son of Mr. Blair Hurd, and formerly of this place, had been living some three years at Stillwater, Minn., where he had united with the M. E. Church, and where his genial manners, manly character and conscientious practice of the religion he professed, gained for him many warm friends. His connection with the Church seemed not to be a mere *nominal* one, as he was ever ready to testify of the grace of God to himself, and to lead others to a similar experience. Becoming interested in the welfare of a young acquaintance, he had, with an intimate friend, Prof. Hutchinson, accompanied him to the prayer-meeting. After which they started homeward, with their young charge, skating across the lake. When part of the distance had been accomplished, the ice gave way and the two friends were precipitated into the water. Their young friend made an attempt to help them, but barely succeeded in saving himself. As soon as possible, the bodies were recovered, and, after being prepared for burial, were placed in elegant caskets and taken to the M. E. Church, where their voices had so recently been heard in prayer and praise. Soon the Church was crowded with friends, eager to take a last look at those who had so lately lived and labored among them. An impressive service was then conducted by Rev. Dr. Bull, Pastor of the Church, assisted by the several ministers of the city, during which Prof. Hutchinson, of the State University, brother of the deceased Professor, addressed the congregation with much feeling and effect. The bodies were then dispatched to their respective destinations, that of young Hurd being Bayfield, N. B.

It would be difficult to speak too highly of the kindness displayed by the friends of the Stillwater M. E. Church, and by the officers of the R. R. Co., of which Mr. Hurd was an employee. Nothing that love could suggest, or that money could purchase, was spared to honor the remains of those who had been deservedly beloved and honored in life. Mr. C. H. Cannon, a fellow-operator with the deceased, at much sacrifice to himself, accompanied the body to this place, and to him we are indebted for much that we have learned concerning the melancholy accident.

Many of the friends here have kindly remembrances of young Herman, who had by his frank and genial disposition, won their respect, and who so early in life went out into the wide world to make a livelihood, and it is a comfort, indeed, to know that so far away he found true friends and an honored place among God's people, and that, when human kindness had done its best, he had left a blessed evidence that he had been promoted to a seat at the Saviour's right hand.

Bayfield, Dec. 4th, 1888. T. S.

—The contemplated Channel bridge, as outlined by French and English engineers, is expected to cost some two hundred million dollars, the shortest distance being some twenty-two miles, that is, on the score of shallowness. The depth of the Channel is declared to be much less than is commonly supposed, and there are two shallows—those between Cran-aux-Aufs and Folkestone, where the depth is only twenty feet, and these, it is expected, will insure a material difference in laying the foundations and huge piles which will be required for such a gigantic structure. From the French coast to these shallows the depth is about 160 feet, and from the other shallow to Folkestone about 100 feet. The plan is to have a bridge with two slight bends, the first deviating a little to reach one shallow, and the other falling back to reach Folkestone. The piles required would be blocks of concrete and masonry 160 feet long by 100 broad, these to be placed at intervals of about 550 yards, these measurements to be possibly augmented in order to insure to the bridge a strength capable of bearing some 25,000 tons weight. The causeway of the bridge will be about 160 feet above the sea level, or of sufficient height to enable vessels of any class to pass freely beneath it.

—The Cook Islands, over which the British flag has just been hoisted, to the joy of the inhabitants, are peopled largly by tribes that have been Christianized through the exertions of English missionaries. The natives have of late years petitioned Britain to establish a protectorate over them, and the wish has accordingly been complied with at last. The islands are governed by a queen, and the people are well advanced in civilization.

—It is stated that the Commissioner of Inland Revenue will shortly order another analysis of milk to be made. It is considered that the last analysis of milk did not reveal quite as satisfactory a state of affairs as should be the case, and the department, therefore, feels bound to keep the milk dealers up to their duties. At present the department is engaged in analysing baking powder and lard.

—The case of a Christian bishop abandoning his creed to embrace Islamism is rare. Such an apostate is Monsignor Karekin, Armenian-Gregorian bishop of the united diocese of Yurgab, Artakia and Marasch, in Asia Minor. He has assumed the name of Achmet Mukhtar, and his mother, who follows his example, is known as Fatmah Munire.

—The great bridge over the Hudson at Poughkeepsie is nearing completion. At present an army of 3000 laborers, 450 horses, two steam shovels and three locomotives are at work on the bridge and its and its approaches.

—It is stated that the Emperor Frederick's original diary is in the possession of the Queen, who has a copyright on it.

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Enormous Demand for Eggs.

An egg merchant, who goes from house to house buying eggs, told us a few days since, that he expected to have to pay 50 cents a dozen for eggs before Christmas. This is remarkable, when we reflect that the poultry industry of this county last year amounted to nearly seven hundred million dollars; and even then, we had to import several million dollars worth of foreign eggs. Our own egg-raisers ought to have this money. The demand for fresh eggs for food alone far exceeds the supply. At fifty cents per dozen eggs are as cheap as beefsteak for food. Many persons who keep hens will probably not have an egg to sell when they reach fifty cents. Some one may ask, "what can a body do, when the pesky old hens stop laying, and the pullets refuse to begin until spring?" Why! do as Wm. H. Yeomans, of Columbia, Conn., Editor of the Germantown Telegraph did last winter. He says: "Last fall I made an experiment worth giving our readers. Until about Dec. 1st, I was getting from 20 common hens, only one or two eggs a day. I decided to try Sheridan's Condition Powder. I confess I had but little faith in its value to make hens lay. Commenced feeding, and for nine days saw very little effect. Then the hens began laying and in three months laid 858 eggs. Part of the time the thermometer was 12° below zero, and my hens were laying a dozen eggs a day, while my neighbors (who did not use the powder) were getting none. I now, without hesitation, believe it is a valuable aid, to farmers for egg production. Well might he believe, for nearly 72 dozen eggs, in three months, from twenty common hens, with eggs worth 50 cents, is worth having. I S. Johnson & Co. 22 Custom House St., Boston Mass., (the only makers of Sheridan's Condition Powder to make hens lay), will send, postpaid to any person; two 25 cent packs of powder, and a new Poultry Raising Guide, for 60 cents. The book alone costs 25 cents. For $1.00 five packs of powder and a book; for $1.20 a large 2½ pound can and book; six cans for $5.00, express prepaid. Send stamps or cash. Interesting testimonials sent free.

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BY Special Arrangement with the Wholesale Manufacturers, we can furnish Beautifully Polished and Durable Monuments and Tablets at Lower Prices than the same Designs can be had in a Good Grade of Marble. Drawings furnished on application for Cemetery Work of all descriptions. Correspondence solicited. Mr. Hiram Copp is our Agent for Sackville. McG. & K.

"BELL" ORGANS
Unapproached for Tone and Quality.
CATALOGUES FREE.
BELL & CO., Guelph, Ont.

PROF. MAX. M. STERNE,
Manufacturers' Agent for the Lower Provinces for the Celebrated
McPhail Pianos (Boston),
ALSO FOR THE
Mason & Risch Pianos,
Toronto, and the
E. G. Thomas Organ, Woodstock, Ont.
These Organs are specially manufactured for Prof. Sterne, and bear his name. Address:
PROF. MAX. STERNE,
Care of Messrs. A. Seaman & Co.,
Lower Cove,
Cumberland Co., N. S.

Hotels.

Clifton House,
74 PRINCESS & 143 GERMAIN STREETS.
SAINT JOHN, N. B.
A. N. Peters, Proprietor.
Telephone Communication. Heated by Steam throughout. sep3'85

THE QUEEN HOTEL,
HALIFAX, N. S.
VISITORS to Halifax will find the QUEEN HOTEL the best house in the city. Being fitted throughout with all modern improvements, furnished with new and handsome furniture. The CUISINE is the best in the Maritime Provinces. SAMPLE ROOMS a SPECIALTY. Private and Public Parlors, Gent's Writing and Reading Rooms. Building of Solid Brick and Stone, with improved FIRE ESCAPES. The location is convenient to Post office, Parliament Buildings, and the principal business houses of the city. A fine view of the harbor is obtained from its windows.
A. B. SHERATON,
oct28 MANAGER.

SACKVILLE HOUSE,
Opposite I. C. R. Station,
SACKVILLE, N. B.
THIS Large and Commodious House has just been finished and furnished throughout in first-class style, and is now ready for the reception of guests. The Table will be supplied with all the delicacies of the season, and every effort will be made to ensure the comfort of visitors.
Good Sample Rooms for Commercial Travellers.
A first-class Livery Stable in connection.
Terms moderate.
A fair share of Public Patronage is respectfully solicited.
CLIFFORD CHAPPELL,
PROPRIETOR.

Railways, &c.

INTERCOLONIAL RAILWAY.

1888 WINTER ARRANGEMENT 1889

ON and after Monday, November 20th, 1888, the Trains will run daily (Sunday excepted) as follows:

WILL LEAVE SACKVILLE:

Express for Halifax, Pictou and Mulgrave	5.42
Accommodation for Moncton	8.30
Express for Halifax and Pictou	12.28
Express for St. John	13.52
Accommodation for Spring Hill Junction and Oxford	18.20
Express for St. John and Quebec	20.45

WILL LEAVE DORCHESTER:

Express for Halifax, Pictou and Mulgrave	5.13
Accommodation for Moncton	8.55
Express for Halifax and Pictou	12.58
Express for St. John	14.20
Accommodation for Spring Hill Junction and Oxford	18.17
Express for St. John and Quebec	20.45

☞All Trains are run by Eastern Standard Time

D. POTTINGER,
Chief Superintendent.
Railway Office, Moncton, N. B., }
November 23rd, 1888. }

N. B. & P. E. RY.

1888—SUMMER ARRANGEMENT—1888

ON and after Monday, July 2nd, 1888, Trains will run as follows:—
Leave Cape Tormentine for Sackville daily (Sundays excepted) at 7 A. M.
Returning, will leave Sackville for Cape Tormentine at 2 P. M.
Trains run on Eastern Standard Time.
JOSIAH WOOD,
President
Railway Office, Sackville, }
June 28th, 1888. }

JOGGINS RAILWAY.

WINTER TIME-TABLE.

GOING WEST:			
Leave	Maccan	7.40	14.10
"	River Hebert	8.00	14 30
GOING EAST:			
"	Joggins	6.30	11.30
"	River Hebert	6.45	11.45

W. C. MILNER,
Nov. 21st, 1888. Sect'y.

NONE
CAN CLAIM AN EQUAL TEST WITH
WOODILL'S GERMAN BAKING POWDER
It has been on the market OVER 30 YEARS, and continues unsurpassed.
Its price suits all pockets.

WE WANT POTATOES.
WE handled 60,000 Bushels Potatoes last Season and made money for our Shippers, having decided to sell in small lots from Store, to get out-side prices, we want a few more good shippers. Write us and ship to
HATHEWAY & CO.,
General Commission Dealers,
22 Central Wharf, Boston.
Members Chamber Commerce. Established 1873.

Herring! Herring!
NOW IN STORE:
50 HALF BBLS.
No. 1 Labrador Herring.
The above are warranted Labrador Fish and the Best in the Market.
30th Oct.'88. JAMES R. AYER