

About Dairying.

At the recent meeting of the Manitoba Dairy Association at Portage la Prairie, Mr. Bedford, manager of the experimental farm at Brandon, made some comment upon the use of the silo. His remarks also touched upon the growth of various grasses and combination of different green feed for ensilage. The idea of a town dairy was to him quite practicable and should be acted upon at once. He gave an outline of the work that had been done during the past year on the experimental farm and the results of the experiments. Prof. Barre gave a very instructive address bearing on the different plants of machinery used for creameries. He said that the two chief plants that had been fully tested were the "cream gathering" and the "centrifugal," but that the "centrifugal" had for many reasons proved superior to the other as parties who had started a cream gathering plan had often been obliged to discontinue, owing to the unsatisfactory work done. Creameries he thought could only be run for six months in the year in this country as the farmers were too busy with their crops during the summer months and were more or less continually occupied about something else that would not permit them to spend much time in producing milk, and the idea became impracticable. As we did not run our creameries more than six months of the year it was also impossible for us to compete favorably with United States who had their factories running all the year round. A cheese factory was also a more profitable institution than a creamery by 10 cents per 100 pounds of milk. Failures, however, often occurred through being built too soon, people were too anxious to undertake the enterprise before they had fairly counted the cost or chances of making it a success, but that such an excuse would not apply to Portage la Prairie where he was sure either could be run to advantage.

Talks with Retailers.

"I find that it pays to be economical in the disposition of time. It can be done in various ways; but in my experience I have found that when trade is slack it can often be bettered by re-arranging my display of goods. I have not infrequently had quite a lively run of customers for goods that I actually believe caught their fancies in passing the show windows of my store. Some merchants may say that it was not due to any artistic merit in exhibiting them, but I don't agree with them. I have impressed this idea upon my clerks, and it induces them to study how to obtain the best effects in window dressing."

"I always keep my goods plainly marked. A customer passing through a store does not like to ask the price of every article that attracts his attention, and he will not. The marking of goods helps to sell them, too, as there are many customers who will buy articles that are marked simply because the price caught their idea, whereas if they had found it necessary to enquire the price and learned that it was much higher than they had anticipated, they might have felt that in not buying it they were actually confessing their poverty. In marking my goods I put the selling price in plain figures, so that every visitor to my store can read for himself. By plainly marking your goods with the selling price only you secure a

pretty safe protection against the cutting of prices, as it impresses the buyer with the belief that he has seen the lowest and the only price at which he can buy the goods. However, if a customer should request a reduction, the merchant can gracefully point to the plain figures, and inform him that no other price, higher or lower, would be accepted for the article. I have learned another thing, and that is, there is no place like a well-dressed shop window for displaying goods with the prices marked on them in plain figures. In fact, I don't believe that a window is complete without the prices, as the passer by is just as much, if not more, interested in knowing the cost of the articles as he is in observing the styles."

"I attribute a good deal of the popularity of my store to the fact that I inculcate into the minds of my clerks the invaluable benefit of being good-humored to customers. Good humor is an excellent quality for all salesmen to cultivate. A frown, an impertinent expression, or exhibition of incivility has sent many a customer away from a store and has created a prejudice against the establishment that the proprietor has subsequently found it hard to overcome. If I were asked what should constitute the most important quality of a salesman, I would say patience, for in no occupation is that virtue more necessary than in selling goods to customers, who are hard to please and who often do not know what they want when they go into a store. The salesman should not lose his interest in a customer from the time he makes his appearance until he goes away. He should not lose his temper if the customer argues with him as to the merits of the goods and wares shown. He should wait upon him as politely as possible and never be disagreeably persistent in pushing the sale of goods. A careful observance of these points is vital to the success of a salesman, and merchants cannot be too careful in calling the attention of their clerks and employees to the points I have enumerated."

"I can tell you one thing of the greatest importance to the success or non-success of a merchant, and that is whether or not he keeps a watchful eye on his stock. How often it happens that a customer asks for an article and is told, 'Oh, we are just out, but shall have some in a few days.' Every time the merchant says this he loses trade, and, may be, a customer. It does not do to be out of staple goods. A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running light in stock an order should be made, so that the fresh supply may be on the shelves by the time the present stock is exhausted. There is money in keeping orders bunched as much as possible, as every unnecessary package reduces the year's profits to the amount of freight charged."

Free Coinage.

The free coinage silver bill has passed the United States senate, but the house has yet to deal with the measure. This bill provides that the unit of value shall be the dollar of 412½ grains of silver, or of 258-10 grains of solid gold, and that the same shall be legal tender for all debts, public and private; that owners of silver or gold bullion may deposit the same at any mint to be coined into standard dollars or bars, except where the deposit is less than \$100, or is so base as to be unsuitable for the

operations of the mint; that certificates issued under the act, and silver and gold certificates already issued, shall be receivable for all taxes and dues to the United States, and shall be a legal tender for the payment of all debts, public and private, and that the owners of bullion deposited for coinage shall have the option to receive coin or its equivalent in the certificates provided for in the act, and that such bullion shall be subsequently coined.

Those who oppose the measure, hope the President will veto it, if it is passed by the house. Senator Sherman, the ablest opponent of the bill, said that the amendment was in effect a proposition that the United States should pay \$1.29 per ounce for silver bullion which was valued at only about \$1.05 in the markets of the world. He declared that the effect of the bill would be to cause gold to be either hoarded or exported to other countries where it was in demand, and to reduce the standard of value on all contracts and obligations entered into the United States. He urged the Senate not to lower the standard of value to join China, Japan and the South American states, but to remain in the company of the great commercial nations which now stood hopefully by the best standard of value. He declared his emphatic belief that the measure, if passed, would arrest the growing prosperity of the country.

Tid Bits is the name of a weekly paper issued from a cyclostyle press at Battleford. J. A. Fraser is the editor and manager.

For exchange memberships in New York the latest bids are \$17,000 for the stock board; \$1,160 for real estate; \$550 for cotton; \$800 for produce; \$425 for coffee, and \$260 for the consolidated board.

If there is as much reserve in the hands of farmers now as there was a year ago, says the *Minneapolis Market Record*, there must have been a production of over 90,000,000 bushels of wheat in Minnesota and the Dakotas last crop.

Dr. Growes, of Fergus, Ont., the proprietor of the new flour mill at Austin, Man., was there recently making final arrangements for starting the mills. It is expected that it will be ready to commence grinding in about two weeks.

In the year of its incorporation the Duluth & Winnipeg Railway has shown gross earnings of \$57,173; net, \$23,005. The report shows total expenditures for construction of the Duluth & Winnipeg of \$1,539,000, while \$11,500 and \$260,950 have been respectively spent on the Winnipeg & Duluth road and the North Star Iron Company.

The employees of N. D. McDonald & Co., Winnipeg, celebrated the completion of the contract for putting in the steam-fitting of the new Northern Pacific hotel, by a drive around the city Saturday afternoon last. During the afternoon, Mr. McDonald was presented with a magnificent meerschau nipp by his employees.

Mr. Dowie, general manager, and Mr. Davis, secretary of the Halifax sugar refinery were among the visitors to Winnipeg during the past week. The works will be opened up again next month by a financially powerful English syndicate, and will flow their goods on this market once more. They will at some early date appoint a local agent, and cater for their share of the Northwestern trade. They will find quite a few people who want their goods in this country.