



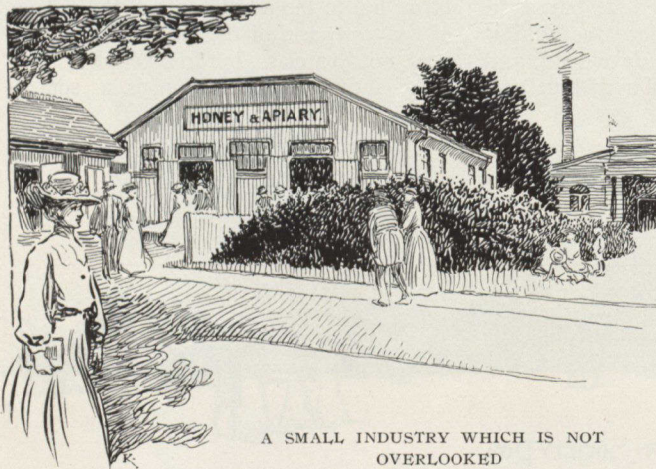
DAIRY PRODUCTS

clearing-house for ideas. Every man who possesses a new article of any kind may go to the larger industrial exhibitions and there find recognition or criticism. Those who make things, whether it be a potato-peeler, a corn-sheller, a stone-crusher, a tin-pot, a baking-powder, an automobile, a piano or a painted picture, will find a crowd willing to examine the product of his brain and hands. The anticipator of wants here discovers the large body of people with wants—and if the people are convinced, his reward is great. The latest type of self-binder, of road waggon, of cream-separator are to be found side by side with the latest style of jewellery, carpets, corsets, buttons, sewing-machines, and pianos. Not far away are the newest brands of teas, cocoas, coffees, biscuits and cheese. In the interstices among the larger exhibits are the novelties—the glasscutter that will not cut, the razor-paste which will destroy

the best razor ever made, the mechanical toy which goes wrong the second time it is used—all the latest devices for causing a separation between the man and the dime.

Further, an industrial exhibition is a lethal-chamber for hallucinations. The young farmer with the best hogs, the best mangold-wurzel or the finest colt in the township goes to a provincial industrial exhibition with a confidence which is often misplaced. The village reeve brings in the finest trotting mare in two counties and goes home sorrowful. Mrs. Smith's crazy quilt turns out to be insignificant compared with that shown by Mrs. Jones from the other end of the province. Miss Eliza Ann Struther's maltese cat fails in competition with the other toms. Yet in

most cases it is failure, not dismay. Each defeat is but a fresh stimulant to get a better pair of pigeons, a better animal, a better machine, or to paint a better picture. Perhaps the exhibitor gets a "special mention" or a "highly commended" which signifies that he has just missed it by a small percentage. Next year, there will be a little more care taken with the pear trees, the grape vines or the



A SMALL INDUSTRY WHICH IS NOT OVERLOOKED