

The churning did not occupy more than half an hour, the barrel revolving at the rate of from twenty-five to thirty-five revolutions per minute. The moment it was ascertained that the grains of butter were fully formed, churning was suspended. In this country it is usual to revolve the churn for some time after the formation of the butter, so as to collect it into lumps while it is still in the buttermilk. The French, on the contrary, add water while the butter is in grains. In this manner all the buttermilk is more effectually washed out than when it is first incorporated with the lumps of butter. The extra working in the butter milk, too, tends to make the butter more greasy. When, therefore, it is ascertained that the grains of butter are perfect, working ceases, the butter milk is at once drawn away, and fresh water put into the barrel. The first water was drained off after a few revolutions of the churn; neither was the second nor third water permitted to remain long. The water was thus changed until the last came away as pure and clear as it was when put in the churn. The butter was taken out of the churn in lumps, and left to stand for some time in cold water, which had the effect of making it firm. No kneading machine was used; the water was expressed, and the butter made into balls with the hand. On the whole, water and the hand are largely employed in the manipulation, and strangely contrast with the German plan, where neither the hand nor a single drop of water ever touches the butter. The make-up of the butter in fine muslin cloths, and in small packages, likewise adds to the neatness of the French system. The entire mode of management seems to be better adapted to the circumstances of this country, and could perhaps be more easily imitated than any other foreign system.

As said already, there is no reason why Canadian butter, if properly and carefully made, should not be fully equal to the best foreign make, and, if the splendid Normandy butter sells in Paris for three shillings per pound and nearly as dear at Rio Janeiro salted, or in tins; if Mr. Clanchy, of Cork, who received the gold medal and the diploma of the Universal Exhibition, disposes every year in hermetically-sealed tins and in firkins, of 18,000,000 lbs. of butter to all parts of the world, it is not illogical to conclude that the same minutious care being given in this country to the making up of butter would meet with the same reward.

— The report that a certain bank contemplates exchanging its telegraph stock for what it will bring is to-day contradicted.

#### AFTER HARVESTING, SELL.

The importance of time in connection with business matters is so very well understood theoretically that it would hardly be possible to engage attention to the subject by mere generalities, however strongly emphasized. From the time that Benjamin Franklin epigrammatized the philosophy of acquisitiveness in the words "Time is Money" to the present day the virtue and force of that apposition have been universally recognized. It is one thing, however, to perceive the truth of a statement, and quite another to appreciate its proper application; it is one thing to give an unconcerned assent to a proposition, and another to act as if it were really true. The season is now upon us when a practical test will be applied as to which sort of concurrence farmers give to this truth, passive or active. Harvesting is well advanced, and the next thing to be done is to sell the crop. "Wheat is not high," says the farmer; "there will be a short crop the world over; the probabilities seem to be in favor of a further rise in price; if such rise takes place it will certainly be more than enough to cover the interest on what I could now realize; I can afford to wait for a time, especially as the chances are so good that I shall be a considerable gainer by so doing. I'll hold on for a little any way, and then perhaps the course of the market will show itself more clearly." With some such soliloquy as this, varied in temper and phraseology according to individual traits, the farmer reaches the conclusion to delay the sale of his products in the hope of doing better. To what extent this course is pursued it is quite impossible to say, but that it is universal will hardly be denied. We may safely doubt if this paper will be read by a single member of the farming class whose own experience does not furnish innumerable illustrations in point. Oftentimes such delay turns out well, and perhaps at least equally often badly, but the view of the matter which we wish to present at this time is measurably independent of immediate results.

The effects of the lapse of time between harvesting and marketing are not confined to the accrument of interest. There is another element in the calculation, and a very important one—one we believe that is constantly ignored for the reason that its operations cannot be traced from the individual back to his own cash account. We refer to the impetus given to general business by quick sales. The farmer may reply, "my crops don't amount to anything; if I sell

at once my neighbor won't, and practically, if my anticipations of a continued rising market be verified, I shall simply have lost money by deferring my own judgment to some vague theoretical notion about general business." As to the smallness and relative unimportance of any one crop, this answer has no more weight than that of the citizen who refuses to exercise his right of franchise on the ground that one vote will not make any difference—that is, it has no weight at all. If it be sound policy to sell the entire crop of the country as expeditiously as possible, it is sound policy for every individual farmer to observe a consonant rule of action in disposing of his own produce.

But as to losing money through selling in the face of a rising market, the farmers supposed reply is not so readily set aside. A good answer, and probably the most effective one that can be made, seems to us to be an appeal to the personal experience of old farmers. Covering long periods of time it can hardly be doubted that the testimony will be substantially, "sometimes I've done well by holding on and sometimes I have not; how it has resulted in the long run I cannot tell." If the results are so uncertain when the simple question of price realized is all that is considered, then any general reasons that can be presented are not impaired of their virtue in any way by citations of instances in which profit was made or would have been made through delay in selling. Some of these reasons are, the advantage to the farmer of having early use of money; the relief of mind arising from having no occasion to study the markets; the better fitness for farm duties and all other duties consequent upon this relief of mind; the steadiness given to markets by an orderly and methodical way of feeding it with supplies; the assurance that would follow of a fair market as opposed to one speculatively high or low; and, finally, the profit to be realized by the farmer from the activity infused into general business by the introduction of his produce and its percolation through the great army of handlers to the consumer, by whom, let it be remembered, it is at once sent back in other shapes to the farmer.

It is to this last phase of the question of selling promptly after harvesting that we would direct special attention. It is not within the province or power of figures to show how much is lost to the farming communities of the world by hoarding their own produce, but if it be admitted that prosperity depends upon business, and that business is nothing other than the interchange of products acquired by the