

IMPROVED BUTTER MAKING.

Few more important matters can engage the attention of the Ontario government at the present time than an improvement in the quality of the butter made in the province. We are glad, therefore, to observe that plans are being made and arrangements matured for a creamery in connection with the Ontario Agricultural College at Guelph, for which purpose \$3,000 was voted. Mr. J. H. Wanzer, of Darlington, Wis., has been chosen to make trial of the system of collecting cream from neighboring farm-yards and making butter from it in the college premises. The advantages claimed for this system are "to the creamery, greater certainty of result and lessened cost of transport; to the farmer, the use of his skim-milk for stock-feeding." For years, we have urged the need of energetic measures to remove the reproach brought upon a country otherwise so creditably represented as Canada in products of the field, by the low average quality of her butter. Said the Hon. Treasurer of Ontario in 1882: "We make in Ontario over 45,000,000 pounds of butter annually. I regret to say, as Minister of Agriculture, that it is 45,000,000 pounds of a very inferior article. That is the verdict upon it in England and other foreign markets." We have tried to persuade the country shop-keeper to discriminate in his purchase of dairy butter and to pay according to quality. This he is slow in learning, and hence "store-packed" butter is still among the lowest grades in the market. We have earnestly advised the use by farmers of improved utensils; their attention to scientific and modern methods in the dairy; the erection of butter factories or creameries.

Making butter by rule of thumb, will not answer nowadays. Professor Sheldon tells us that Continental dairymen study the principle of their art: "they follow out the most approved systems and adopt the most modern utensils." The result is, taking Sweden as an example, that Swedish butter has a first place in the English market, and commands ten or twelve cents per pound more than Canadian average dairy.

A strong example of the effect of modern scientific appliances and methods in butter making is given by a Canadian gentleman who visited the Eastern States last June and was shown through the Moulton Brothers' stock and dairy farm at Randolph, Vermont, where there are a hundred Jersey cows, some of them the best in the United States. Says the pamphlet: "Here we found the most admirably appointed creamery which any of the strangers had seen. Its construction, ventilation and fittings were to our eyes faultless; and the minute care observed to keep its every corner and utensil clean and sweet, free from contact with injurious substance or even odor, would be a revelation to many a farmer.

"Those who, in Canada, are struggling to further her important dairy interests by reforming the butter industry, so that the butter made in the Dominion shall equal its cheese in quality, could scarcely impress *laissez aller* dairymen more strongly than by taking them to an establishment such as this and showing them what stress is laid upon cleanliness and method. The result, measur-

ed in dollars and cents, will prove to the farmer's pocket if it does not to his palate, the worth of special care and technical knowledge; for the price obtained for butter from this dairy ranges from 65 cents per pound this week, to \$1 per pound in the winter season." (*Notes of a June Coaching Trip in New England*, page 43). While as we have said, the step indicated above is to be welcomed as a beginning, it can hardly be expected that the needed improvement will be soon brought about by one model creamery. Might there not, with advantage, be several?

WANTED—GOOD CLERKS.

THIRD ARTICLE.

A clerk in a country store should never forget that it is his principal business to sell goods: and he should learn how to sell these so as to make a reasonable profit on them for his employer and at the same time satisfy the customer who buys them. In order to do this he does not need to become what Mark Twain calls "a talented liar," although plenty of persons will be found to say that no one can sell goods and stick to the truth. There is a way of convincing people by intelligent argument, by knowing the goods you are talking about, how they are made, what their material and quality. And if to this can be added some taste in the choice of materials,—as, for instance, for a suit of clothes or upholstering a room—and some skill of a mechanical kind—enabling one to show how a stove may be properly set up and regulated or why a new fashioned machine is preferable to an old—the possessor of them, if he have a good temper, is pretty sure to be a good clerk.

We can fancy the country merchant who reads this saying, with a smile: "This is all very fine; here you picture a creature, half-angel and half art-school graduate, who possesses intelligence, skill, taste and civility, and you tell us this is the sort we should get as clerks. Where can we get them at \$200 a year and their keep?" There are such creatures, here and there, we believe, and some shopkeepers are fortunate enough to get hold of them. We have ourselves seen specimens; and we believe it is precisely because our enquiring subscriber has seen them too, and finds such a small proportion of these among the thousands who profess to be competent clerks, that he asked us last month to give some attention to the question. But we confess ourselves unable to say where these desirable hands are at once to be found.

The ingenious author of that little volume, *What I Know about Commercial Travelling*, makes the array of qualities essential to the model travelling salesman a much more formidable one than the modest list we have ventured upon above: His ideal commercial should possess good appearance, good manners, good nature, eloquence, enthusiasm, endurance, pluck, self-reliance, punctuality, diligence, energy, decision, caution, policy, perseverance, steadiness, truthfulness and a little assurance. But he admits that a man combining all these qualities never was and never will be, so long human nature exists. So if our enquiring storekeeper expects perfection in a clerk at \$200 a year or even

\$2,000, he will have to join the pictured *Coming Race* or remove his establishment to one of Jules Verne's imaginary worlds. Common sense will always be at a premium in the business world, which is the sphere in which, principally, we have to do.

In this practical age people are seeking how best to obtain the sort of education that fits for practical life. There is danger of wasting time and effort if a lad or lass who at sixteen is to "hoe his (or her) own row," in commercial life, be stocked with the dead languages and the "ologies" instead of being well grounded in the three R's. Better let such a lad give a year of his time to a commercial college, where he shall learn book keeping and banking, or to the study of French and German. If, as he grows older, he feel a need of the higher branches and is anxious to secure them, he will find the time, and in these days there is abundant opportunity, for acquiring the higher education. A plain common-school training is, we were about to say, what should be given him or her. But we are drifting into so much of Euclid, algebra, botany, hygiene and what not in our common school training that "a plain education," as it was understood a generation ago, is well-nigh obsolete.

Discipline, of mind and body, is an essential for clerks in shops, just as it is for bankers, scholars, orators. The price of an education is vigilance, self-denial and hard work. "Learn as you go along," was the reply of a master mechanic to an enthusiastic apprentice who sought to know the whys and wherefores of some puzzling things in his trade and bemoaned the lack of leisure to study them up. To learn any one thing thoroughly is an excellent part of a young man's education. "What can you do?" was the question put by a celebrated American general to a young man who asked the general's daughter in marriage. "Take a steam-engine apart and put it together again" proudly answered the young American. And so satisfied was the man of war that any one who had thoroughly learned thus much of practical value would go onward to success, that, it is related, he gave his daughter to the young engineer, penniless though he was.

In like manner, the applicant for a clerk's position who shall be asked what he can do, had better be able to say that he can roast coffee, dress a window, tell good butter from bad, draw out a note, keep books, and do any or all these things well, than make the bumptious reply, so characteristic of modern neophytes in business, "Oh, I can do anything."

—The harbor commissioners of Montreal, with the view of helping the grain trade of the port, have resolved to do their part in reducing the harbor dues from 7½ to 1 cent a ton. The authority of the Government to the change, which is necessary under the law, has been asked, in the confident belief that it will not be refused. An increase of vessels engaged in the grain trade would help to make up the loss which this reduction would cause from dues on inward freight.