

A USEFUL HINT

Business Judgment.

If farmers, and poultrymen generally, would use more business judgment they would be more successful. It is not only necessary to send fresh eggs to market, but they should be well sorted in the crate as to color and size. Furthermore, they should be clean. Dirty eggs and all varieties of shapes and colors will not attract the eye of the buyer. In these days of close competition one cannot be too careful about the manner in which shipments are made. It is the same with dressed poultry. Poultry should have a plump and tempting appearance, free from pin feathers and absolutely clean. The head and feet should have a clean and fresh look.

HOUSEKEEPER.

Maple-Sugar.

20th January, 1893.

G. A. GIGAVLT, Esq.,
Assistant-Commissioner of Agriculture,
QUEBEC.

DEAR SIR:—

Although it is still rather early in the season, I want to refer again to the Maple Sugar question.

I now hand you the names of a few houses which use the sugar. I judge that most of the manufacturing confectioners purchase through brokers:

Fullers, Ltd., 538 Strand, London, W. C.

Clarke Nicholls & Coombs, Ltd., Hackney Wick West, London, N. E.

Both these are manufacturing confectioners.

Another firm which might also purchase is: Greenhaigh, MacLaren & Simpson, Ltd., 58, Victoria st., Liverpool.

The following brokers deal in Maple Sugar:

W. Stuart Thompson, 34 Bath St., Leith, Scotland.

A. Allan & Co., 6 Hart St., Mark Lane, London, E. C., and I have also heard of the following:

Talmage & Co., 54 Titheham St., Liverpool.

Your friends might write to some or all of these people now; so as to hear from them in time to quote for the coming season.

You are probably aware that the demand for this kind of sugar is small. For maple syrup, there is at present no sale at all. In fact, the product is practically unknown. Whether it could be successfully introduced is an open question. A fair amount of golden syrup (*treacle*) is used, and one man told me that by the expenditure of money it was possible that maple syrup might be introduced.

People of the United Kingdom are very conservative and have to be educated up to anything new.

I should be pleased if you would indicate at any time any way in which we can help the export trade of the province. I can always obtain reports about any product.

Yours faithfully,

(Signed)

HARRISON WATSON,

Gurator.