

gregate, a full weight of the invoice, the importer may suffer loss when he disposes of the butter in divided lots. He cannot charge the average weight to his customers, for those who get the excess weight say nothing, while those who are short weight insist on the loss being made up. He also advised, for butter packages,

STANDARD NET WEIGHTS.

It would be much easier to invoice them. The desirable sizes suggested were: For creamery, 70 lbs.; for dairy, 70.56 and 36 lbs. Mr. Hes also suggested tubs of uniform sizes and standard net weights. Creamery he would make 60 or 70 lbs. and dairy a range of 30 to 60 lbs. The standard weights proposed by Mr. Price appear to me to be better adapted to the usages of the country.

THE SORT OF PACKAGE NEEDED

for our butter trade is a most important consideration. The choice probably lies between our present package and the Danish cask. If it were settled that our present package cannot, or will not, be improved in its construction, one would be almost tempted to decide, off hand, upon the adoption of the Danish package. But were our own package to be improved in every respect wherein it is now defective, there is no doubt that it should be retained. The first argument in favor of retaining our own package is (a) the fact that it is the package already in use. It is easier to improve what we have than to revolutionize and introduce a substitute completely new. Our manufacturers are in the field equipped for making the present firkin. It would be a pity, and not in the interest of dairymen, to unnecessarily depreciate the plant of the manufacturer who supplies him with requisites, and who is, therefore, his friend. It were well and reasonable, however, to ask the manufacturer to take heed to the needs of his patrons, and to perfect his goods to the highest degree. The second argument (b) is the advantage (if ever we do happily make for ourselves a reputation abroad for our butter) of having a package distinctively our own. Such a package may ultimately be imitated, but that would not be ill fortune, for one must needs be ahead to be followed.

Now, the Danish form of package seems especially adapted for heavy weights—the Canadian form to light weights. Possibly, then, it would be well to

ADOPT BOTH PACKAGES.

For creamery purposes, a cask containing 100 lbs. butter would be convenient, and it would suit the English market. To adopt this package would be to follow our old record. A Liverpool firm told me that eight or ten years ago, Kamouraska butter was put into 100 pound casks, called "Goschens." This butter, by the way, had a high reputation for keeping quality, and was sometimes set aside because of this quality, for spring needs. The butter was highly salted; but it is likely that the package had most of all to do with the long keeping of the butter. These old-time packages, if I am rightly informed, came into disuse, because of the difficulty of "taring" the butter, and because of fraudulent practices such as giving overweight of package and underweight of butter. All such difficulty might be duly provided against, under a proper supervision of our butter interests.

THE PREJUDICES OF BUYERS

and of consumers is a factor not to be disregarded. The popularity of a Normandy fresh butter package—a small box—

will often sell other butter that would be refused in other shape. Mr. Clarke, however, thinks that at the present time, there are not any weighty prejudices in the market strong enough to bear against the adoption of any particular package. Whatever prejudice does exist he would expect it to work in favor of the Danish cask (in which some of the margarine also is put up)

SOME ESSENTIALS OF A BUTTER PACKAGE.

Of first importance is the material used in manufacture. Spruce is the wood now used most extensively, and it is good. Balsam might be even preferable, but it is not always available. There is no objection to soft wood, it is easily manufactured, and it makes a light and cheap tub. But it is no necessary and of first importance that the wood be free from sap if it be used without artificial treatment or coating. I have understood that the Vermont manufacturers are very careful to select the lumber used and to exclude any staves containing sap. I fear that some, at least, of our manufacturers have not been wise enough to follow this example. The "blucy" butter referred to by the Bristol dealer was very likely due to sap in the wood. Our perfected package should be made to hold brine perfectly. One of the Bristol importers advised keeping brine around the butter in transit, and the "Goschens" referred to contained brine, which kept the butter from contact with the air. Now, if our packages were of material impervious to brine and had a brine-tight cover, the butter would be in a better condition, whether it were actually surrounded by brine or not. When brine is used it would be prevented from soaking through to the outside, not only wasting itself but discoloring the package and giving it a dirty appearance.

THE RESOURCES OF SCIENCE AND INVENTION

have made it possible for our manufacturers to give us packages answering the essential conditions, but the enterprise of those interested, of both dealers and manufacturers, seems not to have been equal to the need, and a package perfected in these points has yet to be placed on the market, or, at least, to be introduced into trade our system.

In freely giving above suggestions of others as well as my own, I do not expect to have covered the whole ground or to have settled the question. Rather, I have only opened up the question for discussion. As the reader will see, before I am done I anticipate the necessity of more than suggestions or opinions, of one or of many, to determine what is best. Actual experiment in practical lines will be necessary here as in other directions to the attainment of success. Of experimental work I shall have something to say in a future letter touching continental methods.

W. H. LYNCH.

January 9th, 1889.

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