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E. WOODWORTH, Manager.

CHIGNECTO POST.

Deserve Success and you shall Command it.

VOL. 19.—NO. 34.

SACKVILLE, N. B., THURSDAY, JANUARY 10, 1889.

WHOLE NO. 972.

Nails, Tacks and Brads.
S. R. FOSTER & SON
MANUFACTURERS OF
CUT NAILS;
ALL KINDS OF
Shoe Nails, Tacks & Brads.
Office, Warehouse and Manufactory
Georges Street,
ST. JOHN, N. B.

A Message to Cheesemen

With a few Pointers on the Shipping of Cheeses.

The Outlook Points to Low prices in Butter.—A Father in Canada's Cap.—What a Canadian Dairyman may expect.

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LETTER NO. VII.

More space than was intended has been given in these letters to the meetings of the British Dairy Farmers, and yet it seems as if more has been left out than was intended. The reader will notice how closely we have been studying the question as a problem, leaving out the lighter matters of place, people, and incidents. Not a word of

SOCIAL FESTIVITIES.

excursions, banquets, speeches, new acquaintances and pleasant gossip, nothing of scenes and sights, not enough and striking enough to make a new world dairyman forget that he had ever heard of milk, nothing about the country seats and parks, the village greens, the homes of cottagers, the farms and even of yeomanly—far our excursion ended with a visit to Sandringham, the home of the Prince of Wales, and a banquet given by His Royal Highness; nothing about the old cathedrals and castles, and yet the writer confesses to dropping a few lines on the conference (at Framlingham College) much as a boy would drop a ball for any new sight or sport, for a tramp to a near-by castle, that was the first one he had ever seen; and yet, after three months of sight-seeing, still satiated to the point of indifference, an afternoon at Canterbury Cathedral was an experience never-to-be-forgotten.

And so, reader, if these letters be heavy reading, remember that the imperative conditions of the times, and the real purpose of the letters, forbid the freedom that writers usually enjoy; and let our interest in the subject make the letters easier reading. It may be that when the study is completed we may feel inclined for two or three gossiping letters which may be the equivalent as it were, of the interesting features of the trip, and having no other than this figurative reference to dairying.

Immediately following the meetings of the British dairy farmers, I determined to learn the present state of the English market and our own standing there as producers. This line of investigation embraced a run through England, Scotland and Ireland, and its chief feature was a series of

INTERVIEWS WITH LEADING IMPORTERS

of Liverpool, Glasgow, Dublin and Bristol. The lessons learned in these interviews were of exceeding value, and I will try to give the chief points without going too much into voluminous detail. First of all, I must deliver two special messages to our cheese-makers, with which Mr. Widgey (of Bristol) charged me. On the side of every cheese box the figures of the weight of the cheese it contains should be stencilled in plain figures. Stencils are frequently used for the name of factories, and this is well; but the weight should also be written in pencil, often badly written, indeed, sometimes not readable. It often happens, too, that pieces of the box, on which the weight is written, split off and the weight is lost. "It is impossible, as things are, to tally 1000 cheese with alike!" From the importer's point of view it is more important that the weight of the cheese be easily deciphered than that the name of the factory be made plain. The latter is a good thing, but it is not so important as the former, to help to make a reputation and to advertise one's factory; for the former is absolutely necessary for the convenience and correct checking of weights. This may be some he thought a trifle, but to the importer nothing is a trifle which is essential to his success. The importer is the buyer of our goods, and it is our interest to please him, even as it is our interest to satisfy the consumer. Here, then, is an opportunity for our factorymen, to make a very little extra care and labor profitably on our cheese exports. The second message was in the form of

A CAUTION TO SHIPPERS.

The English law forbids the importation of foreign goods with English names on them intended or calculated to lead the consumer to believe them to be of English manufacture. The custom authorities will refuse to "clear" goods which appear to be so intended. For instance, they would detain goods which had the words, "Leds," "Chester," or "Bristol" written on them, or "Bristol" written on the "Bristol" label. The latter would be supposed to be resting on the reputation of a particular cheese made in a certain district in England. Now it sometimes occurs that an English name on a Canadian cheese gives the importer with a trouble to clear it and causes vexatious delay, because the name on the cheese happens to suggest to the customs officers an intention to deceive the British public. I need not say that any Canadian cheese which is illegitimately, being a Canadian as well as an English name; but though it may have no unlawful significance, the officer will

retain the goods until the importer shall have convinced him that the similarity of names is a mere coincidence, and that the importer has no intention of passing off such an imitation or loss to shippers, by simply placing the word Canadian in close connection with any word on the cheese which is English as well as Canadian. For instance, instead of "Leds" or "Chester," write "Canadian Leds," or "Canadian Cheddar."

I had not long to speak with importers before I found confirmation of my conclusions, given in a previous letter of an

INEVITABLE FUTURE OF LOW PRICES

A Liverpool importer emphasized the fact that for any extensive trade the limit of prices was necessarily low. When cheese becomes higher priced than meat and other available strong foods, the quantity consumed would at once decrease. This is because in England the bulk of the cheese is used as a food, and the consumer buys it, not so much because of any particular preference for it, as because it is a food and a cheap one. True, it is a convenient food, not requiring cooking, always ready and appetizing; but these are qualities which it does not need to pay luxury prices. In a word, he is not wedded to the consumption of cheese, and for economy's sake will accept a substitute in other foods when the latter are cheap enough and palatable. The limit of the price of cheese, therefore, depends much upon the prices of foods available as substitutes. In the opinion of my informant the probable limit for cheese would be 50 shillings sterling landed in England.

As to butter, when it rises unduly in price, its substitute—margarine—is used by many consumers. The limit to which price of butter may rise before they will be so high as to cause the consumption to decrease (giving place to margarine) was placed by my Liverpool authority at from 8 to 10 cents, or at about 18 to 25 cents per pound retail. This limit may be thought placed too low; but it is quite certain that there are consumers in England who will not buy butter at 8 to 10 cents when they may buy margarine at 5 to 8 cents. If all this be true, it may be expected that where there are not other causes—such as stiff competition—to keep down the price, both of butter and cheese, the high price itself will cause competition to decrease and give prices a downward tendency. On the other hand, low prices will have the effect, of course, of increasing consumption and stiffening the demand. In view of the whole situation, then, we may be sure that the competition of the future will be along the line of

COST OF PRODUCTION.

"What on earth is dairy farmers coming to?" is a query typical of what one hears on every side, most of all in districts where cheese and butter are the leading products, and where the milk trade is little known. It is likely enough true that farmers have not for many years been quite so near their wife's end as they are now. In my own time I have known cheese and butter lower in price, no doubt, than they are now; but never with a slacker trade or more languid demand at this time of the year. The month of March is not half gone as I write, and butter is down below what ought to be a summer's price, and almost always has been for twenty years or more. I may say, indeed, that if we trace the twenty years into bulk and take the mean of them, we will surely find that I speak within the mark. And as for cheese—well, cheese commands no sale worth the name; it is disposed of, no doubt, in some sort of way, from time to time, and a transfer is made from farmer to dealer; but it is not often sold out and out, and once for all, as it used to be in days gone by.

It goes on to say that cattle, though had not kept their value, and even the milk trade was "lump and languid"; and that farmers were in danger of being "clean beaten out of the times"; touches upon margarine, and claims that dairying will have more to contend with as the years roll. He despairs of the private dairy and looks to the factory system for relief. "Most of these things," he says, "are

OF RECENT GROWTH

and they have a heavy bearing on the question of dairy farming. Competition is keener than ever, but as the Canadian as well as an English name; but though it may have no unlawful significance, the officer will

systems of dairying have such a strain on them as no one expected; a strain which many of them cannot bear; and the question of factory cheese farmhouse will soon have to be solved."

He then speaks hopefully of the strong pull being, and to be, made "against the current of depression." Canadian farmers will learn from all this that while there is no royal road before them, there are others whose road is even less smooth, and if these others may be hopeful, surely they may be.

It is pleasant to turn from this phase of the subject to some of the many good things said touching the reputation of our cheese, which reputation is, indeed, veritably

A FEATHER IN OUR CAP

Mr. Price (Bristol) said he had entered Canadian cheddar cheese in the Jubilee class of the Frowm show, in the heart of the English cheddar district, in the Cheddar Valley, and out of about 100 entries, Canadian came out best in over 80 entries! The firm got a "highly commended" on Canadian cheddar. This, too, was under unfavorable conditions, for the show coming off in September, they had to exhibit the first summer cheeses.

I may here correct an error which crept into a previous letter, where I referred to samples of cheese being officially examined and none found adulterated. The number to sample were not "about 800," but 112—itself a large number, however. The following was the report captioned: "Agricultural Journalists admit that, seeing that 112 samples were analyzed without a single example being found of cheese containing extraneous fat, the Canadian commissioner is justified in asserting that filled cheese, common in the States, is not made in Canada."

Touching the reputation of our butter in the English market, it will require a whole letter to do the subject justice.

W. H. LYNCH.

Jan. 5th, 1889.

New England "Nearness."

"Thrift, thrift, Horatio! the funeral bays Did colly furnish forth the marriage table."

But a good New England woman did a "thrifter" thing than that. Her mother had a long sickness and finally died, of inflammatory rheumatism, leaving several half-worn bottles of medicine, which became a source of great concern to the daughter, for "it ought not to be wasted," she said. She offered to sell it at a discount to a neighbor, but finding it left on her hands she took it all herself for sore throat, colds, gastric trouble, and whatever ailment she happened to have.

The same woman once told two visitors whom she had invited to tea, that she had been in a good deal of trouble that day to calculate upon what she should buy to make for the meal. She always knew about her own family; she "allowed one a piece, and an extra one in case of being extra hungry;" but where two new persons were concerned whose appetites and habits were an unknown quantity, she was "fuzzy wuzzy," and at the table she watched with keen eyes to see what was to be the fate of the one "extra" biscuit which was all she could bring herself to provide beyond the regular "extra" of the family.

A certain New England family will never forget their inward amusement at the remark of a "near" woman (as penuriousness and close calculation are phrased), who had come to see them in the beginning of her annual round of visiting to "have her board," who remarked at the dinner-table about the food "tasted good," for she had been keeping herself "short," in expectation of shutting up her house!

She had been brought up in such a small, narrow way that she "could tell a pin" every article she had with her. When a little girl she had been sent from home to school, and boarded with her aunt Esther, having for room mate a girl named Hannah. At the close of the ten-week term, when getting her things together, she went to her relative, with these words: "Aunt Esther, I wouldn't do such a thing as to say that Hannah would steal, but when I came home I had seven needles and four rows of pins. Now, aunt Esther, five pins are gone, and there is one of the needles which I can't find. Hannah must have taken them!"

Remember that Simon's Liniment Has taken the lead, and is the best preparation ever offered to the people of Canada for the Relief and Cure of RHEUMATISM, SCIATICA, NEURALGIA, CATARRH, CUTS, BRUISES, SWELLINGS, SCALD HEAD, COLIC, DYSPEPSIA, CONTRACTION OF THE MUSCLES, LAMENESS, DIPHTHERIA, SORE THROAT, TENDER FEET, CORNS, STIFF JOINTS, &c. For DYSPEPSIA IN HORSES, EXHAUSTED JOINTS and other diseases, incidental to these useful animals, it is unrivaled. Certificates are constantly being received telling of the good work performed by Simon's Liniment. Manufactured by Brown Brothers & Co., Druggists, Halifax.

WOMEN'S COLUMN.

Conducted by Members of Sackville W. O. T. U.

At a meeting held recently under the auspices of the Wesleyan Conference committee, in the saloon of the London Mission House, amongst other addresses was one by Mark Guy Pearse on

WHY I SIGNED THE PLEDGE.

The Rev. M. G. Pearse proceeded to explain the steps by which he was led to sign the pledge. He began by saying that on one occasion he had preached in the open air, and six months after a man came to him, and said he had been led to sign the pledge. He was a staid man, and instead of being deep poverty, as he had been when he was addicted to drink, he had now plenty of food, and had sent home to his wife, to her immense surprise, a sack of flour and a ton of coal. He (the speaker) went to his wife and said, "Total abstinence is a good thing—for the working classes." He had then gone to another circuit, and sat at the table of an excellent man, who, however, was a moderate drinker. One day he found him in the last stage of drunkenness, and his friend's wife was broken-hearted. He had then decided to drink, he had now plenty of food, and had sent home to his wife, to her immense surprise, a sack of flour and a ton of coal.

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The breaking of the smallest wheel in a machine, if not repaired or replaced, will ruin the entire plant, as a speck of dust will derange the delicate machinery of a watch. Next day when he thought to repair their broken health on the first approach of disease, as they lay on the bed, he was surprised to find that the cause of these unhealthy symptoms, resorting to that "verified remedy," Dr. Pierce's Golden Medical Discovery, which purifies the blood and cures liver disease of all druggists.

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CLIFFORD CHAPPEL,
PROPRIETOR.

INTERCOLONIAL RAILWAY.
1888 WINTER ARRANGEMENT 1889
ON and after Monday, November 26th, 1888, the Train will run daily (Sunday excepted) as follows:
WILL LEAVE SACKVILLE:
Express for Halifax, Moncton and Miramichi..... 2:45
Accommodation for Moncton..... 3:20
Express for St. John..... 4:00
Accommodation for Spring Hill Junction and Oxford..... 4:30
Express for St. John and Quebec..... 5:15
WILL LEAVE DORCHESTER:
Express for Halifax, Moncton and Miramichi..... 11:15
Accommodation for Moncton..... 11:45
Express for Halifax and Miramichi..... 12:20
Accommodation for Spring Hill Junction and Oxford..... 12:50
Express for St. John and Quebec..... 1:35
#All Trains are run by Eastern Standard Time.

N. B. & P. E. Railway.
ON and after Monday, 7th Inst., until the Draw is put in Port Elgin, the Regular Train will only run from Sackville to Baile Verte, and will return same Evening.
JOSIAH WOOD,
President.
N. B. & P. E. RY.
1888—SUMMER ARRANGEMENT—1888
ON and after Monday, July 2nd, 1888, Trains will run as follows:
Leave Cape Tormentine for Sackville daily (Sundays excepted) at 7 A. M.
Returning, will leave Sackville for Cape Tormentine at 2 P. M.
Trains run on Eastern Standard Time.
JOSIAH WOOD,
President.
JOGGINS RAILWAY.
WINTER TIME-TABLE.
GOING WEST:
Leave Macan..... 7:40 14:10
River Hebert..... 8:00 14:30
GOING EAST:
" Joggins..... 6:30 11:50
" River Hebert..... 6:45 11:45
W. C. MILNER,
Nov. 21st, 1888. Sec'y.

SEALED TENDERS, addressed to the Postmaster General, will be received at Ottawa until noon, on FRIDAY, FEB. 1st, 1889, for the conveyance of Her Majesty's Mails, on a proposed Contract for four years, 24 times per week each way, between Dorchester and Sackville Station, from the 1st April next.
The conveyance to be made in a suitable vehicle drawn by one or more horses, subject to the approval of the Postmaster General. The Mails to be carried from Dorchester. Post Office by the most direct route to the Railway Station, and back again by the same route.
Printed notices containing further information as to conditions of proposed Contract may be seen and blank forms of Tender may be obtained at the Post Offices of Dorchester and at this office.

New Brunswick & Prince Edward Railway Co.
NOTICE is hereby given that application will be made to the Dominion Parliament, at its next Session, for an Act empowering the said Company to extend its Line of Railway from its Junction with the Intercolonial Railway at Sackville to Wood Point, and to a deep-water terminus on the Bay of Fundy, and also to change the Name of the Company to "The New Brunswick & Prince Edward Island Railway Company," and to confirm the issue of Stock and Bonds.
W. C. MILNER,
Secretary.
Sackville, Dec. 12th, 1888.

Advertise in the Post.

Children Cry for

Pitcher's Castoria.

Children Cry for

Pitcher's Castoria.