MAXIMS OF A MERCHANT

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MAXIMS OF A MERCHANT

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Cheese Industry Growing Rapidly

Large Increase in Ontario's Cheese Output so Far This Year.

(By Canadian Press)

TORONTO, ONT., Nov., 30.—"The greatest year in the history of Ontario in cheese production" is the comment of George H. Barr, Director of the Dairy Branch of the Department of Agriculture in the Ontario Government. Ontario cheese production has increased largely through the popularity of Ontario cheese in Great Britain, Mr. Barr says. The demand there for cheese from the province is greater than the supply and more milk is being turned into cheese and less into butter this year than ever before.

The grades of Ontario cheese are better than formerly, the dairy director says. The percentage this year is 96, compared with 82.6 last year. In one inspectorate in the eastern section of the province in which there are 24 factories the average of firsts is 99 per cent, and nine of the factories have had all their cheese output graded at the highest standard, Mr. Barr states.

Director Barr cites the following official statement as an indication of the gratifying manner in which Ontario's cheese production is advancing: For the period Jan 1 to Nov.3, 1927, total number of boxes submitted for grading was 1,367,961. There are 80 pounds to the box and the average price last year was 18 cents per pound, making the revenue on that basis $19,808,638. For the same period this year the total was 1,451,699 boxes and the average price has been 21 cents. Thus with the increase of 83,738 boxes and an increase in price of three cents per pound, the revenue this year totals $24,418,544—an increase over last year of $4,609,905.

With the great dairying interests in Quebec and Ontario the dairymen of the two provinces have received $4,500,000 more for their cheese this year than in 1927, Mr. Barr states.

SOME WITTICISMS OF PREMIER TOLMIE

British Columbia Premier Has Acquired Quite a Reputation As a Campaign Wit.

VANCOUVER, Nov. 30— During the campaign which brought about his elevation to the premiership of British Columbia, says P. W. Luce, writing in the Toronto Star Weekly, the Hon. Dr. Simon Fraser Tolmie was challenged by an opponent to give reasons why he considered himself fitted for the highest post in the gift of the province.

Most politicians would have given a summary of their statesmanlike qualities and achievements. Dr. Tolmie could have done that if he had chosen, and made a brave showing. But that isn't his style. Instead he answered, with a twinkling of his deep-set eyes:

"Because I weigh less than half a ton on the hoof, am beefy, but well sprung, have a good top line and deep chest, and a bovine temperament. I never go off my feed or start pawing dirt and bellowing in the political field. What more could you ask of the leader of the Conservative herd."

That's Tolmie, all over. He has the richest store of agricultural similes of any public man in Canada, and he is constantly improvising new and racy ones. If one of his original metaphors makes a big hit with his audience, he uses it again and again, and does it in such a way as to convey the impression that he has just thought of it. He has one address for non-political gatherings—he calls it his "London speech"—that he has used more than once. This fairly bristles with quaint twists and sayings that would have done credit to David Harum himself, they are so redolent of farmyards and broad pastures.

"When I went to London as minister of agriculture in the Meighen administration, for the purpose of having the embargo on Canadian cattle lifted," he says, "I had a terrible time adjusting my rustic viewpoint to that of the sophisticated Englishmen I had to hob-nob around with. Over there you can't wear the same overalls from morning to night like we do on the farm; you have to be groomed differently every time you shift your pasture or else they know you're only a maverick. Of course I never knew what to wear, so I had to have a hired man to help me put my harness on.

"Imagine that happening to me, who never saw a street car or a train until I was seventeen, and who never had more than five dollars a year pocket money until I went east to study at the Ontario Vetcrinary College!

"Shortly after I reached London I had to attend a diplomatic dinner. My hired man told me I couldn't get any fodder unless I went to the stalls all decked out in a Hereford front. Apparently London doesn't boast much blooded stock of my girth, for after my hired man had bought the biggest and stiffest white shirt in the city we had to slit it all the way up the back so that it would meet in front.

"We had our rations ladled out to us in the main corrd at the Hotel Cecil. There was no serviceable oilcloth on the table. It was mostly bare, but covered here and there with doylies. The ladies were also covered here and there, and they all but had me stampeding.

"I got through the soup all right by jibbing at the start until the others were leaning well in their collars and guiding me in the choice of the right spoon. The other courses were not so dangerous and I managed to keep in step u til dessert.

"I never needed blinkers so much in my life as when I saw the waiters bring on the strawberries. Around my home in Saanich we grow the finest strawberries in the world, and I surely thought that after eating them voraciously for over fifty years I should know how. But it seemed I didn't.

"In the first place, in England they serve strawberries without dehorning them. You take one off the main dish by the horn, and you dip it in a little pool of cream on your plate, then in a little pile of sifted sugar, then back very delicately in the cream, and then you take a bite at it and chew it very slowly. The rules of etiquette call for five bites to each strawberry, and as I am immensely fond of strawberries I surely suffered.

"When I got back to my hotel I told my hired man: "George, go down to the kitchen and bribe the cook to let you have two pounds of strawberries. Have them dehorned. Bring up a pint of cream, half a pound of sugar, a soup plate and a soup spoon, and I'll let you sit in that chair and enjoy yourself heartily watching me eat strawberries a la British Columbia. You may have three for yourself and nibble at them as I gorge along."

The funniest thing Dr. Tolmie saw while in England was a Chinaman in the royal enclosure at Ascot who was wearing a silk hat, striped trousers, and a cutaway coat. "He was correctly garbed for the time and place," explains the B.C. premier, "but when one has seen so many Chinamen as I have there is something utterly ludicrous in coming across one under a silk hat."

Dr. Tolmie had trouble finding his way around London because "their trails are poorly blazed and their landmarks are all out of sight."

There is a hill near Victoria named after Dr. Tolmie's father, who was the chief factor for the Hudson's Bay Company and the first man to engage in farming on a large scale west of the Rockies.

"When I first went to Ottawa I had a hard time explaining that I was not the mountain," chuckled Dr. Tolmie, who never tires of poking fun at his portliness.

"I've heard a good deal about dieting," he remarked on one occasion. "Everybody seems to be doing it but me. I know this much, however. If we are to be truly a self-sustaining country we must have a better balanced ration of milking cows and motor cars."

No man knows better than he of the difficulties the pioneer settler has to face. He's been through it all, for his father was a stern disciplinarian who made him get up at five o'clock in the morning and attend to the live stock before spending an hour studying Greek and Latin as an appetizer for breakfast, after which he had to walk four miles to school.

"Victoria was our only market for what we grew," he says, reminiscently. "What we could not sell we had to eat. Whenever we killed a cow we ate as much as possible of it fresh, and then we corned the rest. We ate corned beef hot, corned beef cold, corned beef boiled, corned beef hash and corned beef in every conceivable way until Jiggs himself would have revolted.

"In the hot days of summer we lived on mutton. At fourteen I was appointed lord high executioner of the farm, and I got so that I never looked at a lamb or sheep without estimating how long it would take us to eat it. We had mutton roasted and mutton fried, mutton stewed and mutton boiled, until we all had had much more than enough, and then father would look at me and say: "Simon, it's time to kill another sheep."

One of the proudest days of his youth was when Simon Tolmie paraded his prize-winning bull before a grandstand audience at the New Westminster exhibition in 1885, when he was eighteen. It was one of his first trips away from Vancouver Island, and he didn't mind that he had to stand much chaffing because of his size. His good humor was not even ruffled when a farmer in the grandstand, who rejoiced in the name of "Whispering Willie," roared out "Which one is the bull?" as he paraded past.

When he went east a few years later to study to become a veterinary, Simon Tolmie first took up his quarters at the Walker House. Then he found out that the rates were two dollars a day. Half an hour later he had moved out and established himself in a boarding house which charged him $2.50 a week and served meals accordingly.

"It took me some time to get used to the change of range," says Dr. Tolmie. "It was just like moving out of a field of lowland clover and being hobbled out to graze on pine grass that didn't grow any too thick at that."

When the main filament in a new electric lamp for miners fail another can be switched into the circuit.

SOUNDS NOTE OF WARNING

Hon. W R. Motherwell Advises Farmers Not to Sell Best Much Stock to Americans

TORONTO, Nov., 30.—A note of warning was sounded to dairymen of Eastern Canada when Hon. W. R. Motherwell, Federal Minister of Agriculture addressed today's meeting of the National Dairy Council now being held here. Dr. Motherwell declared there was grave danger of Canada's excellent dairy herds becoming depleted, through the sale of milch stock to United States dairy interests. Unless stopped they would find their herds depleted and vitiated, and milk products of poor quality with lowered prices.

Once before in the history of Canadian dairying the farmers of this country found themselves in a bad position owing to the fact that they had sold all their best stock across the border. This was immediately after the American civil war, when cattle prices soared as they are doing today.

Dr. Motherwell advised the dairymen to steer a middle course. "I do not say you should reject all tempting offers for your best stock," he said, "but make sure you do not ruin your herds. I know it is sometimes hard to resist the temptation of taking unprecedented prices for your herds, but remember you will pay for it eventually if you go to extremes."

U. S. Navy Larger in Man Power

LONDON, Nov., 30.—Right Hon. W. C. Bridgeman, first Lord of the Admiralty, read a list of figures in the House of Commons to show that the personnel of the British Navy has been decreasing since the Great War ended, while the personnel of the United States Navy has been rising. His figures indicated that the United States is now larger in man power than the British.

"In view of these figures, will the honorable gentleman point out to certain other Powers that we have done more than most other nations in reducing our services?" asked the Conservative member who had elicited Mr. Bridgeman's statement. "And will he make certain that before larger reductions are made our position is absolutely secure?"

"I am always trying to point out that we have done more for disarmament than any other country," Mr. Bridgeman answered.

WHEAT KING WINS AGAIN

Herman Trelle, who has gained world-wide recognition as a grain grower, added another success to his impressive record when he won the pea-growers grand championship class at the Winter Fair, Toronto. Mr. Trelle is photographed above with his prize peas.

WRONG MAN SERVED IN MONTREAL JAIL

MONTREAL, Que., Nov., 30—"Bon jour, Lucien," said a prisoner in the jail here to an acquaintance who was serving a month for a breach of the Quebec liquor law. The salutation was so hearty that it attracted the attention of the guards, especially as the "Lucien" thus hailed in a friendly manner was not known to the jail authorities at all, but as "Edmon Perusse" The guards at once became suspicious and an investigation was begun which led to the discovery that the prisoner was Lucien Desromier and that he was serving the month as a paid substitute for Edmond Perusse.

Under the name of Perusse the substitute had been convicted of selling gin and whiskey and had been duly lodged in the provincial jail at Bordeaux, where he had been put in part of the term when his old acquaintance gave the clue to his identity.

The real Perusse was brought before Judge Enright, charged with "frustrating and defeating the ends of justice," and reluctantly admitted he was Edmond Perusse. He pleaded not guilty but on being remanded for preliminary hearing changed his plea and said he was ready to take his punishment. This did not let out Desromier, however, who was charged similarly.

Earth Will Be Over-Crowded in 300 Years

SAN FRANCISCO, Nov., 30—The earth easily affords room for a population of 8,000,000,000 people, at a conservative estimate, according to Rr. Karl Fredrick Albrecht von Penck, president of the Geographical Society of Germany and professor emeritus at Berlin University, who recently concluded a course of lectures at the University of California.

However, the limit of population that the planet can comfortably support is rapidly being reached, so that if the present rate of increase is maintained the 8,000,000,000 mark will have been passed in less than 300 years.

One hundred years ago the earth's population numbered amout 900,000,000. Today it is estimated to be 1,800,000,000. If the rate of increase of the last century continues, it will be some 3,600,000,000 100 years hence and in 200 years it will become 7,200,000,000 according to Professor Penck's calculations, a figure that begins to approach rather closely to the limit of 8,000,000,000 that, in his opinion, the earth can comfortably support. Three hundred years from now human race will have attained the staggering numerical total of 14,400,000,000, unless some check to the present rate of increase is applied.

CAN NOT WAIT FOR NEW FOODS

Upon the chemical production of artificail food Dr. Penck refuse to reckon. "If we are hungry, we can not wait upon the discovery of new food but must take what we already have at hand," he declares. Not to the creation of synthetic foods, but rather to the application of scientific processes to agriculture and the opening up of new areas of the earth as yet unexplored and unexploited by man does he point as the solution of the food problem for coming generations.

First of all, the application to agriculture of intensive methods in areas already under cultivation is of paramount importance, he says.

"In North America there are still extensive areas that are not cultivated, and in those regions already under cultivation the intensity of agriculture is far less than in England, Holland, Denmark or Germany," says Dr. Penck. "For example, an acre produces in North America, only one-third the quantity of wheat that is harvested in the Netherlands on the same acreage."

TRADING WITH THE NETHERLANDS

The Netherlands is of interest to the Canadian exporter not only as a purchaser of a wide range of raw, semi-manufactured and manufactured goods, but as the gateway to the industrial districts of Western Germany and Switzerland and as a buying intermediary for the great colonial enterprises of the Dutch East Indies, writes Mr. J. C. Macgillivray, Canadian Trade Commissioner in Rotterdam, in the forthcoming issue of the Commercial Intelligence Journal. As a nation engaged in foreign commerce, the Netherlands occupies a high position. In 1927 the aggregate foreign trade per capita was $234, a figure which was exceeded only by New Zealand and Canada. Of this sum, imports for consumption accounted for 134 and domestic exports for 100. Under the latter heading the principal items are dairy products, condensed milk, eggs, margarine, bacon and fresh pork, fresh vegetables, rice, potatoes, artificial silk yarns, textiles and electrical goods. The leading imports are cereals, lumber, feed-stuffs cotton, and various finished goods and colonial wares which are not manufactured or produced in Holland itself.

CHAMBERLAIN IS CHEERED

British Foreign Secretary on His Return After Trip Abroad for His Health Makes Statement in Regard to Situation in China and Japan.

LONDON, Nov., 30.—Sir Austin Chamberlain, making his first appearance in the House of Commons today since his illness and prolonged holiday of recuperation said it was his "earnest desire to work in harmony both with the U. S. and Japan in respect to our common interest in China."

The foreign secretary was warmly cheered when he entered the House and he settled right down to business in answering questions on Foreign policy. He made his most extensive statement concerning China.

Sir Austen said that no conversations on the subject were proceeding with the Tokio government except informal exchange of information and views between the ministers of the two countries at Peking. He added that by taking up each problem as it arose, those diplomats would now be in a position to decide when a common course of action would be desirable.

He said that this course was a natural consequence of the obligations assumed under the Washington treaties by which Great Britain Japan and the United States agreed to keep each other informed of their actions in and toward China. He added that naturally the British minister at Peking also communicates freely with the representatives of the United States.

The Foreign Secretary denied that any preferential treatment was being given to the Japanese government or to the Japanese policy.

League Meets at Lugano Dec. 10

(Special to the Guardian)

GENEVA, Nov., 30.—Because of the still uncertain health of Dr Gustave Stressmann and the fact that Sir Austen Chamberlain has only recently recovered, the next council meeting of the League of Nations will be held on Dec. 10 not at Geneva, but at Lugano, where it is hoped the climate will be found to be less rigorous.

The request was made first unofficially in Paris and seemed likely to be refused but political as well as other considerations have influenced the final decision. It is hoped that Premier Mussolini will be able to attend the meeting which will be only a few miles from the Italian frontier. The final decision will be officially announced by M. Procope, foreign minister of Finland, who is acting president of the council.

Conference Upon Farming Means Much to Canada

MONCTON, Nov., 30.—An agricultural conference of Canadian-wide interest is being held in Toronto on November 27, and the Canadian Chamber of Commerce, Montreal office, in its bulletin dated November 20, calls attention to it and says it is a preliminary step to something greater in the future. Reference is also made to the marketing of Maritime potatoes in other provinces of Canada.

Regarding the agricultural conference the bulletin says:

The agricultural conference which the Chamber is arranging for November 27 in Toronto promises exceedingly well. Present indications point to the attendance of the various Deputy Ministers of Agriculture throughout Canada. Although there are to be no set speeches or papers, it has been thought advisable to draw up an agenda paper as a basis for discussion which sets out a few of the agricultural problems of the Dominion about which the Chamber desires enlightenment in connection with its agricultural effort. This conference is but a preliminary step to the holding of a general conference probably in the spring of next year, when it is hoped that the various economic interests of Canada will come together for discussing ways and means of greater economic co-ordination in their common endeavors.

The question of the marketing of Maritime potatoes in the other provinces in Canada, in case there is a shortage of demand, has been taken up with the members of our National Interprovincial Trade Committee. There has also been submitted to this committee of the Chamber the resolution of the Amherst Board of Trade on the construction of the Chignecto Canal for their consideration and report.

Do Things Rather Than Learn Them

Alberta University President Urges More Practical Education.

EDMONTON, Alta., Nov., 30.—Stressing the practical side of education rather than the theoretical Dr. R. C. Wallace, president of the University of Alberta, in a recent address at a teachers' convention at Vermillion, made a somewhat radical departure from the idea of education on which the present system is based. Declaring practical men dealing with practical problems were needed in the educational system and that subjects in the curricula of the schools not of a practical nature must be replaced by something of more value, Dr. Wallace said:

"People are paying big money for educational purposes and they want their children fitted for the accomplishment of something tangible something practical. The time taken in learning long lists of spelling for instance might better be utilized otherwise as a person's vocabulary is strangely limited after all. The new theory embodies the art more of doing things than of learning them. That is real education after all to know how to do things. If a boy or girl is not interested in a particular study it is a waste of time to try and teach them. The mind goes only where one's interest is. Lecturing is not educating. The old-fashioned way of teaching is becoming antiquated. Students must be taught to acquire knowledge by practical means. We cannot teach unless we interest the pupils. Pupile are not interested in theories, but in practical things."

PRIMARY INDUSTRIES SPURRED BY AIRCRAFT

Minerals, Pulp, Waterpower All Stimulated Through Wide Use of Aeroplane.

OTTAWA, Ont., Nov., 30.—Under the swift impulse of the aeroplane Canada's frontiers of industry are rolling rapidly northward.

Mining, pulp and paper and water power industries have all enlisted this fleet-winged assistant in their progress northward. All the way from the Yukon to Ungava prospectors who formerly travelled at a snail's pace through almost impenetrable territory are now being carried at a hundred miles an hour with diamond drills, food, sleds and dynamite. The husky dog, that indefatigable burden-bearer of the north, now goes to work by plane.

Instead of having to depend on the uncertain reports of scouts, the engineer of a pulp and paper company now chooses a new area of operation from aerial maps, replete with all the details which only the camera can give. Great stretches of territory are graphically depicted and from the maps a definite estimate can be made of the value of the timber.

Water power development also owes a debt to aerial photography. Pictures are taken at oblique angles and pasted together. When two groups are viewed simultaneously through a stereopticon the relief effect gives an accurate idea of the topography of the country and the direction of water sheds.

The hint of a new mineral field starts an aerial race among prospectors. Jutting rock is viewed from above as the plane flies low. The prospector's hammer tells the tale and the plane rushes back to file claims.

To the more romantic names of gold and silver are added those of copper, lead, zinc, oil, salt and bituminous sand. Each new discovery is a stepping stone in the persistent movement northward. The subdue of the arctic will be broken by the grinding of the ore crusher.

There are at present more than 10,000 mines, metallurgical plants and allied units in operation in the dominion. They employ 80,000 workers and represent a capital investment of more than $700,000 000. In 1927 their products were valued at $2448,000,000 and this year is expected to show an unprecedented increase.

Prospecting operations are being carried on in nearly every province. Outstanding developments are those in the Sudbury district in Ontario where several millions of dollars are being expended this year, in British Columbia and in the northern boundaries of Manitoba and Saskatchewan. The Hudson Bay railway into Churchill is nearing completion and will hasten the opening up of that country. The new line from The Pas, Manitoba, to the Flin Flon mining area has been finished three months before the expiration of the contract time.

Since 1926 Canada has been the world's greatest newsprint producers. For the first eight months of this year the production was 206,000 tons more than last year, or 15 per cent. A new 500-ton newsprint mill at Kapuskasing, Ont., opened this year with 5,000 workers. This is typical of the growth of the industry.

Hydro-Electric development is answering the demand of the mineral and forest industries for electrical power. In nearly every province new power installations have been put into operation. During the first ten months of 1928 new developments throughout the Dominion made available an additional 323,000 horse power in electrical energy.

To Take Legal Action Against Vestris Owners

NEW YORK, Nov., 30.—Orin G. Stevens a survivor of the Vestris disaster has announced a plan to organize rescued passengers into a committee for joint legal action against the Lamport and Holt owners of the lost ship. Mr. Stevens, who is manager of the First National Bank of Boston branch at Buenos Ayres lost his wife in the disaster.

POINTS FOR CANADIAN EXPORTERS TO JAMAICA

Jamaica has about a million people and a per capita annual import trade of about £5,14s. of which Canada would be represented by about £1 12s, the United States by £1 14s., and all other countries by the small remainder, writes F. L. Casserly, office of the Canadian Trade Commissioner at Kingston, in the forthcoming issue of the Commercial Intelligence Journal. Of the £5 14s. food, drink and tobacco would account for just under £2, raw materials (chiefly oil, gasolene, coal and lumber) for about 14s. and manufactured goods for £3. The Dominion has a favored position in Jamaica's trade. In general, Canadian goods get a tariff preference of 5 per cent ad valorem over similar foreign goods; but there are certain items on which special and larger preferences apply—these articles being flour, butter, cheese, lard, condensed milk, meats, fish, apples and potatoes.

OLD WATER MILL HAUNT OF POETS

LONDON, Eng., Nov., 30.—(By the Canadian Press)—The famous old water mill at Grantchester, Cambridgeshire, which was destroyed by fire recently, was the haunt of poets and painters. The loss of the mill is felt deeply by undergraduates of Cambridge University who gave what assistance they could to the firemen to save the old building but without effect.

The Grantchester mill, standing on the River Granta near the famous pool named after Byron, had been in the occupation of one family for over 90 years. It dates from 1280, and was one of the most cherished possessions of Merton College, Oxford. It was the haunt of poets and painters. It is mentioned by Chaucer and is said to have inspired Tennyson in his poem, "The Miller's Daughter."

The historic mill overlooked the home of Rupert Brooke, the poet, who died in the war. In his poem "Grantchester" he describes the scene as the favorite haunt of poets as follows:

"Still in the dawn-lit waters cool
His ghostly lordship swims his pool,
And tries the strokes, essays the tricks,
Long learnt at Hellespont and Styx.
Dan Chaucer hears his river still
Chatter beneath the phantom mill;
Tennyson notes with studious eye
How Cambridge waters hurry by."

McLURE & MacKINNON, Representing the HUDSON'S BAY COMPANY of London, England, Are Paying HIGHEST PRICES for SILVER FOX and ALL OTHER FURS