

The Dairying Interest in Canada

A SERIES OF LETTERS ADDRESSED TO THE AGRICULTURAL PUBLIC OF CANADA, BEING A CAREFUL STUDY OF DAIRY METHODS AND PRACTICES IN GREAT BRITAIN AND EUROPE, DURING A FOUR MONTHS' VISIT IN 1888.

[This letter is copyrighted and republished in this paper by permission of the author.]

AMONG THE BRITISH DAIRY FARMERS.

A sort of working holiday is what the British dairy farmer gives himself when he attends his annual association meetings. He wisely combines pleasant holiday excursions with excellent working conferences. While he works he travels, while he travels he feasts, while he feasts he grumbles, and one cannot easily say which he enjoys most. But the Englishman does enjoy himself, even when face to face with problems that are worthy of wisest heads and bravest hearts.

MY FIRST WEEK SPENT IN ENGLAND

was a rare experience in simultaneous lesson-learning and pleasure-taking, and it afforded a fine opportunity for the study of English character, which, in spite of its strong marked type, is too many-sided to be understood at a glance or delineated epigrammatically. There is, of course, great temptation to elaborate the striking first impressions of a country so remarkable as England, but the limits of space, and the probable temper of my readers, demand that I keep within more prosaic lines. The first point of interest to Canadian dairymen, brought out by the discussions of the British dairymen, was the probability that FUTURE PRICES OF DAIRY GOODS WILL RULE LOW.

It has been our habit, on this side of the water to assume that the only question of obtaining a foothold in the British market for our butter product is the question of quality. We have been saying all along that all we have to do to make our butter production profitable is to suit the quality of our make to the liking of the British consumer. No doubt that the requirement is the first and most imperative need of our butter industry, but it does not depreciate, its importance to say that it is not the whole need. The teachings of the conference suggested another and important problem, the existence of which was later confirmed by a careful inquiry into the state of the English market—the great market of the world. It was THE PROBLEM OF CHEAP PRODUCTION.

Professor Long stated at the conference last May that, except in favored cases, good butter was not worth more than 20 cents a pound, and in some districts less. This may be said to be pretty nearly the bottom price for best butter in England in any season, but the price may rise at about this figure for months. I take it that Prof. Long referred to the prices received by the farmer, practically wholesale prices. As to retail prices, I saw no good butter in the shops at a lower price than 22 cents, and the commoner price was 24 cents. I saw displayed in some of the shops during the summer, butter ranging at prices so high as 24 to 30 cents, retail, but these appeared to be top prices of the season for the finest goods. The bulk of butter sold, doubtless, for from 20 to 24 cents. I think these prices would fully justify Prof. Long's statement. A trade circular now before me, dated July 31st, 1888, gives for creamery butter, this circular quotes for "butter landed," a range of prices from lowest Swedish, French, or Dutch at 18 cents, to highest Danish, Swedish and "Creameries" at 23 cents. The above may give an idea of the summer prices which we may obtain for butter in England, if we can place it in the market, in the fresh condition which characterizes all the butter cases there in the summer season. Now, these prices, when allowance is made for transportation charges, will not strike the Canadian farmer as "enough better than home prices to be very promising of profit. It is true that I am speaking only of the summer season, when the large bulk of fresh-made butter does depress the market to its lowest figure; but nothing that I could see gave much encouragement to hope for very high prices, as a rule, at any seasons in the years to come. There were, indeed,

CAUSES WORKING AGAINST HIGH PRICES.

Said a Bristol buyer: "If fine creamery can be sold for 92 to 93 shillings (about 20 to 21 cents) for summer's make, and for 102 to 108 shillings (about 22 to 23 cents) for fall make, it can be sold here. When it goes to 116 shillings (about 25 cents), it makes it difficult to handle, and it gets cheaper out of the market by margarine and block brands of butter." Reference is here made, of course, to wholesale prices. The point is that while a limited quantity of butter may reach big prices, the bulk of the butter made must be sold at a price within the means of the average consumer, otherwise the manufacturer himself will be checked by the use of a substitute. The opinion quoted doubtless furnishes an encouraging outlook as can be reasonably hoped for, since

THE COMPETITION WE ARE LIKELY TO MEET

in the near future is likely to dull rather than to sharpen the edges even of the low prices which have ruled in the past. Let it be remembered, too, that even the prospective moderate prices will be possible only for a fine quality. For inferior goods, he would be an optimist indeed who would hope in the future for any price good enough to pay for making butter.

WILL IT PAY US TO SEND BUTTER TO ENGLAND?

While I was abroad, this very practical query often thrust itself upon me most forcibly, and sometimes the answer seemed doubtful. I even heard the opinion confidently expressed by others that it is unlikely that we shall again be able to send butter to the English market profitably. The reasons given, however, for this dark view were not to myself conclusive. Notwithstanding a somewhat unpromising outlook, there were a few weighty considerations which led me to take a somewhat hopeful view of the situation. There are really only two serious barriers in the way of our sending in England

A POSSIBLE AND PROFITABLE MARKET FOR BUTTER.

These barriers are, first, the imperative demand for a higher quality than characterized our shipments these late years; and, second, this fact, just referred to, of probable low prices in the future. Assuming, for the moment, that we shall yet succeed in improving the quality, let us now deal only with the other difficulty—that of which we have just been writing, low prices.

SCIENCE OF CHEAP PRODUCTION.

W. H. LYNCH. Danville, Que., Dec. 18th, 1888. The tobacco and coffee crops in the state of Vera Cruz, Mexico, have been damaged by the cold weather.

20 cents, for Canadian tables. It is not easy to see how shippers can risk buying this butter at this price for the English market. This, of course, is salt butter, packed in tubs. Take print butter. Brome county farmers have been enjoying a market in Montreal for fine print butter, at a price even so high as 35 cents. The price has fallen somewhat, but I believe it is 30 cents even yet. From this it would appear that our home prices for best butter run so closely upon the low prices ruling abroad that the margin for profit would not appear to be encouraging to shippers.

THE IMPROVEMENT OF THE QUALITY

of all our butter will necessarily have a tendency to lower the prices of our best. The present prices of our best butter are higher because of the fact that comparatively little of our whole make is good enough to compete with the best. When the beautiful print butter of Brome County sold for 35 cents, it was because there was a stiff dear, and for all there was available. The high price stimulated production, and soon the supply was more adequate to the demand, when the price fell to 30 cents. It is quite likely to fall still lower, say to 25 cents. Had all our butter been choice, the high price of 35 cents would not have been possible; and as our general make will improve, the price for the best will weaken. This fact is not so unsatisfactory as might seem at first sight. A lower price for the best, due to improvement in quality of the rest, may mean a better average price for the whole. To illustrate: A fine package of butter, because there are in the market nine packages of inferior butter to every package equal to it, will bring say 20 cents per pound. The improvement in the quality of the whole lot which would bring down the price of the single package to, say 18 cents, would also bring up the price of the nine packages, perhaps from 15 cents to 18 cents. If each package weighed 50 lbs., the aggregate return in the first case would be \$77.50; in the second case \$90, making a gain, by improvement in quality, of \$12.50, or the whole ten packages, or an average gain, of \$1.25 on each package. This would obviously be

A FAR BETTER STATE OF THINGS

in the common interest. Second—While between foreign prices for good butter and the prices of our best butter here there is little margin, there is margin enough, in all conscience, between foreign prices and the prices here for our lower grades of butter. When our best butter demands 20 to 25 cents per pound, there will be found poorer qualities of butter offering as low as 12 to 15 cents! A foreign market would not need to net only 18 cents for this butter, to give the producer far better returns with an abundant trade margin. If, therefore, because of the home demand for our best butter the English market does not afford a tempting market for it, we might profitably ship our lower-priced butter, if only its quality were good enough to warrant the trade in doing so. Let it be remembered that I am dealing with the question of prices only, as affecting a possible future trade, not with that of quality. Of course the future trade here claimed to be possible involves that the quality of the lower grades of our make be much improved, which means, as we shall see, that we improve our methods of manufacture, packing, shipping, etc., phases of the subject to be treated of in subsequent letters. And here we may well pause to reflect on the quantities of "store packed" butter that has been sold even as low as ten or twelve cents, which might have been sold for eighteen cents and upwards, if only it had been made and packed in a way to command sale in the English market!

PRICES OF ALL PRODUCE WILL BE LOW.

Multiplied production and stiff competition are slowly but surely bringing down prices of all farm produce. We may as well sell butter as anything else at a low price. Indeed, when we consider the general economic advantages of butter production, we may be led to prefer to produce butter at low prices, to producing low-priced wheat or beef, or even cheese. The following extract from Prof. Robertson, of Guelph, will show some of the economic advantages of cheese making, as proved by actual results, and those of butter-making are even greater: "Dairy farming, notably in connection with the establishment of cheese factories, has saved whole districts from the fate of speedily becoming unproductive. It has largely increased the productive capacity of exhausted lands and added to their yearly earning power. Many countries have become wealthy by the increase in the fertility of semi-exhausted soils. Were this annual return from this extra earning power capitalized at 6 per cent, it would represent over thirty million dollars." Let it be understood that the production of butter is used as advantageous not to supplant that of cheese, but rather to supplement it.

Our Advertisers To-day.

The ladies of St. Joseph's Sodality hold a Christmas Tree in the Convent Hall on Monday evening.

EUROPEAN PLAN.—Be sure and go to the Market Hall to-night, and have your tea on the European plan. Perhaps it will be the last time you will have the chance.

HOW ESTATES ARE GOBBLED UP.—The estate of the late John Metzler, of Halifax, has, we learn from our exchanges, just been settled in the Probate Court. The estate was valued at \$68,000, but after settling the matter and paying all expenses, a balance of \$8,000 only is left to divide among the heirs. Out of this amount the Judge allowed John W. Metzler, who is now in the United States, \$2,600 for managing, but instead of that amount he drew \$5,700, leaving only \$2,300 for the heirs.

PAPERS.—London Graphic, Pictorial World, Ladies' Pictorial, London Illustrated News, London Daily Telegraph, The Queen, and many other leading English Magazines will be sold to-night at the Y. M. C. A. Reading Room at 8 o'clock.

AQUATIC.—It is said that Teemer has just received word that Hanlan has arranged a race between Teemer and Searle. The money is already posted, and Teemer is preparing to sail Dec. 25th. It is said that Hanlan wants himself and Teemer to challenge any double crew in the world. Hanlan will probably accompany Teemer to California, and endeavor to secure a race with Peterson and William O'Connor are in correspondence, and a race no doubt will be arranged to take place at San Francisco in March.

ONE OF THE REASONS WHY Scott's Emulsion has such a large sale, is because it is the best. Dr. W. H. Cameron, Halifax, N. S., says: "I have prescribed Scott's Emulsion of Cod Liver Oil, with Hypophosphites for the past two years, and found it more agreeable to the stomach and have better results from its use than any other preparation of the kind I have ever used." Sold by all druggists; 50c and \$1.00.

My stock of Boots, Shoes, Rubbers, Overshoes, Felt Boots, Oversocks, Slippers, &c., is now complete, and is better assorted, larger and cheaper than ever. Please call and examine.—R. K. JOSEPH, (Boreham's Old Stand).

Four thousand Men's Womens' and Children's Rubbers and Overshoes, best American and Canadian makes, selling at the cheapest prices ever sold in Charlottetown, at the Dominion Boot and Shoe Store. nov29/dw tf

The proposed evictions on the Clanciarde estates, Ireland, have been postponed.

News in Brief.

Lord Sackville called at Paris on his way home and was feted. M. Weiss, a brilliant editor of Le Temps was present at the entertainment and ventured to express politely his sympathy for the manner in which, in the heat of the electoral controversy, the Murchison letter had been misunderstood. Thereupon Lord Sackville is reported to have replied, "Il m'y a pas de quoi, Monsieur. I am glad that I am well out of the country and that I have shaken off the dirt of the American soil for good. La has its sont des barbares, des sauvages. I wrote a letter marked 'Private' as a personal favor to an alleged fellow-countryman. In a country where any code of honor exists this would have been respected, but you see this happened in America."

The sore straits to which the liberal party in Canada is reduced is evidenced in the Globe's remark that Mr. Laurier, in the period of his leadership, has done all that was possible for a leader to do. As Mr. Laurier has done nothing, it is clear that there is nothing for a liberal leader to do. In performing the absence of duty he shows "good judgment," and makes his work "acceptable in every way," besides inspiring "the enthusiasm and hearty good will of his followers." The Globe probably thinks that a do-nothing policy is preferable to that of the lightning change artist, Mr. Blake, for it further says: "It is true that he (Laurier) did not defeat Sir John's government, but neither did Mr. Blake." This is true—but how unkind of the Globe.

The Empire says: "The United States have a little trouble with Hayti over the seizure of a vessel, and their dockyards are busy trying to get some of their navy in condition for an immediate attack. If we were, as is so strongly advocated by some anti-British journals, an independent Canadian Republic we might expect in a similar case to be treated not so cavalierly as Hayti, but with far less consideration than if we remained part of the British Empire. The measure of our neighbors in such matters is the relative strength of the powers with which they have to deal."

Mr. Edison announces that he is able to transmit kisses by phonograph. Transmit them to whom? There are few things in this world that somebody could not be found ready to accept; but if any citizen of the United States of America wants phonographic kisses he has never disclosed his identity. Perhaps the great inventor expects to invent a recipient as well as a transmitter.

Personal.

Hon. A. J. Macdonald, Georgetown, is in the city.

Sir John Macdonald will attain his 74th year on Jan. 11.

Archduke Leopold of Austria, a cousin of Emperor Francis Joseph, has been stricken with insanity.

Prince Ferdinand of Bulgaria is seeking a marriage alliance with the Russian branch of the Oldenburg family. He hopes to solidify his position by marrying a Russian Orthodox related to the Czar.

Henry George, in a lecture said that poverty prevailed in London to a greater extent than in New York, impressing a stranger with the fearful amount of degradation in the English metropolis.

The Mohawk Princess Viorgna, who is now in New York, says the American women waste too much time on dress. She is particularly severe on the "dog women," as she calls them whom she saw "nursing dogs" in Central park.

Our Advertisers To-day.

The ladies of St. Joseph's Sodality hold a Christmas Tree in the Convent Hall on Monday evening.

EUROPEAN PLAN.—Be sure and go to the Market Hall to-night, and have your tea on the European plan. Perhaps it will be the last time you will have the chance.

HOW ESTATES ARE GOBBLED UP.—The estate of the late John Metzler, of Halifax, has, we learn from our exchanges, just been settled in the Probate Court. The estate was valued at \$68,000, but after settling the matter and paying all expenses, a balance of \$8,000 only is left to divide among the heirs. Out of this amount the Judge allowed John W. Metzler, who is now in the United States, \$2,600 for managing, but instead of that amount he drew \$5,700, leaving only \$2,300 for the heirs.

PAPERS.—London Graphic, Pictorial World, Ladies' Pictorial, London Illustrated News, London Daily Telegraph, The Queen, and many other leading English Magazines will be sold to-night at the Y. M. C. A. Reading Room at 8 o'clock.

AQUATIC.—It is said that Teemer has just received word that Hanlan has arranged a race between Teemer and Searle. The money is already posted, and Teemer is preparing to sail Dec. 25th. It is said that Hanlan wants himself and Teemer to challenge any double crew in the world. Hanlan will probably accompany Teemer to California, and endeavor to secure a race with Peterson and William O'Connor are in correspondence, and a race no doubt will be arranged to take place at San Francisco in March.

ONE OF THE REASONS WHY Scott's Emulsion has such a large sale, is because it is the best. Dr. W. H. Cameron, Halifax, N. S., says: "I have prescribed Scott's Emulsion of Cod Liver Oil, with Hypophosphites for the past two years, and found it more agreeable to the stomach and have better results from its use than any other preparation of the kind I have ever used." Sold by all druggists; 50c and \$1.00.

My stock of Boots, Shoes, Rubbers, Overshoes, Felt Boots, Oversocks, Slippers, &c., is now complete, and is better assorted, larger and cheaper than ever. Please call and examine.—R. K. JOSEPH, (Boreham's Old Stand).

Four thousand Men's Womens' and Children's Rubbers and Overshoes, best American and Canadian makes, selling at the cheapest prices ever sold in Charlottetown, at the Dominion Boot and Shoe Store. nov29/dw tf

The proposed evictions on the Clanciarde estates, Ireland, have been postponed.

XMAS TREE.

THE LADIES OF ST. JOSEPH'S SODALITY will hold their "XMAS TREE" in ST. JOSEPH'S CONVENT, On Monday, 17th Inst.

Besides the "XMAS TREE" and FANCY WORK TABLE, there will also be REFRESHMENT and well-supplied TEA TABLES, where the Ladies in charge will be most happy to receive all who will kindly patronize them. Oysters and Ice Cream will be served at the Refreshment Tables. St. Dunstan's College Band will be in attendance. Doors open at 5 p. m. Admission 10 cents. dec13—dy & wky tl dtc pat

1889

CHAPPELLE'S ALMANAC

—AND— Epitome of Information, FOR 1889, Fifteen Cents Each.

For sale by dealers throughout the Island, by the Railway News Agency, and Wholesale and Retail by THEO. L. CHAPPELLE, Diamond Bookstore. dec6—month tl 13th sum jour her 2i

BANK STOCK.

TO BE SOLD BY AUCTION, at Sales-room, Dodd's Old Stand, On Friday, 14th December, AT 12 O'CLOCK, NOON:

50 Shares in the MERCHANTS' BANK OF PRINCE EDWARD ISLAND. R. BEAIRSTO, Auctioneer. dec5—dy 7i

Sale of Papers and Magazines.

—ON— THURSDAY, 13th INSTANT, —IN THE— Y. M. C. A. Reading Room. AT 8 O'CLOCK, P. M.

ALL MEMBERS of the Y. M. C. A. are entitled to attend this sale. All the leading English and American Magazines will be offered. An opportunity is offered of procuring the best literature at much less than regular prices. CHAS. LEIGH, JR., Secretary. dec6—tl dtc

CHRISTMAS TRADE.

Watches, Jewelry and Fancy Goods. C. H. TAYLOR, As in former years, will give as a XMAS BOX, A Liberal Discount, Or, if preferred, the same value in goods. No extra charge for Engraving. North Side Queen Square. dec10

READ TO THE PUBLIC.

WE have accepted the invitation of Mr. Theo. L. Chappelle to remain at the DIAMOND BOOKSTORE until Tuesday morning, 25th inst., and would ask AN EARLY VISIT from our friends, so that all may be benefited during our stay. SANTA CLAUS, SANTA G. CLAUS. Ch'town, Dec. 1, 1888.

Referring to the foregoing, I would remind the public that the DIAMOND BOOKSTORE is filled with THE VERY NEWEST, MOST VARIED and LOWEST PRICED stock of Christmas Presents EVER OFFERED HERE. Special Attention is called to the Grand BAZAR fitted up in the premises overhead. Christmas Cards of every Design, Quality and Price. In order to avoid the rush peculiar to Christmas Eve, it is requested that our numerous patrons call early and select their Gifts, thereby making it mutually agreeable. THEO. L. CHAPPELLE, Diamond Bookstore and Bazar. dec1—w s tl 22nd

Furniture! Furniture!

I HAVE now on hand a large assortment of PARLOR AND BEDROOM SETS, in Walnut, Mahogany, Ash and Oak, Walnut Sideboards, Hair and Flock Mattresses, etc. Intending purchasers would do well to inspect this Furniture before going elsewhere. G. M. HARRIS, Auctioneer. nov12

Seasonable Goods

PERKINS & STERNS.

White Blankets, Grey Blankets, Bed Comforts, Colored Counterpanes, Railway Rugs, Horse Rugs, Sleigh Robes, Fur Coats, Wool Carriage Wraps, Fur Jackets.

Fine Display of Fancy Goods for Christmas Presents.

AN IMMENSE STOCK OF WINTER DRY GOODS

AT PRICES WHICH CANNOT BE BEATEN.

PERKINS & STERNS.

Charlottetown, Nov. 14, 1888—dy & wky

FIRE! FIRE!—REMOVAL.

Great Slaughter in Damaged Goods at P. J. Foran's.

OWING TO THE LATE FIRE, we were obliged to remove to UPPER QUEEN STREET, in John McLeod & Co.'s Old Stand, almost opposite Miller B. Co., where we will dispose of our whole Stock CHEAP FOR CASH. Our Stock of GENTS' FURNISHINGS is complete. Over 500 Suits of UNDER CLOTHING to select from. Clothing soiled by water at the fire will be sold at any price. We are bound to clear them out at once. In our CUSTOM TAILORING DEPARTMENT the facilities for turning out PERFECT-FITTING GARMENTS are better than ever. A nice line of FANCY TROUSERINGS just received. P. J. FORAN, MERCHANT TAILOR, Ch'town, Dec. 8, 1888—cod & wky UPPER QUEEN STREET.

SKATES! SKATES!

JUST RECEIVED FROM HALAX: 500 PAIRS GENUINE ACME CLUB SKATES WE ARE NOW SELLING AT GREATLY REDUCED PRICES. DODD & ROGERS. November 22, 1888—3w 2aw

J. H. BELL.

Skating Boots!

NOW IS THE TIME TO GET YOUR SKATING BOOTS MADE, and we can make them in any Style, Shape or Quality you want them, and at very reasonable prices. Having the latest styles in CANADIAN and AMERICAN LASTS, with good Stock and a first-class staff of workmen, we feel confident that we can give you entire satisfaction. CALL EARLY AND LEAVE YOUR ORDERS. A FIT WARRANTED OR NO SALE. Special attention paid to BOTTLING WORKED OR FANCY SLIPPERS. REPAIRING OF LEATHER AND RUBBER GOODS promptly attended to. J. H. BELL, Knight's Old Stand, Upper Great George Street. Ch'town, Dec. 6, 1888—1m 3aw (t t s)

BAZAR

fitted up in the premises overhead.

Christmas Cards

of every Design, Quality and Price.

THEO. L. CHAPPELLE,

Diamond Bookstore and Bazar. dec1—w s tl 22nd

Furniture! Furniture!

I HAVE now on hand a large assortment of PARLOR AND BEDROOM SETS, in Walnut, Mahogany, Ash and Oak, Walnut Sideboards, Hair and Flock Mattresses, etc. Intending purchasers would do well to inspect this Furniture before going elsewhere. G. M. HARRIS, Auctioneer. nov12

WE guarantee the "CHARTER OAK" STOVES and RANGES, with the wonderful WIRE GAUZE OVEN DOOR, to be the most perfect Cooking Apparatus made. In 10 lbs. of Meat roasted in a "Charter Oak" Oven there is a loss of 1 lb., and in the ordinary tight Oven the loss is from 3 to 4 lbs., caused by evaporation of juices. Made in 18 Sizes and Styles for Soft Coal and Wood. We will be pleased to show samples, and can refer customers to many families in City and Country who are using "CHARTER OAK" Stoves, and are delighted with their working. DODD & ROGERS, CHARLOTTETOWN. aug30—2aw & wky

BAZAR

fitted up in the premises overhead.

Christmas Cards

of every Design, Quality and Price.

THEO. L. CHAPPELLE,

Diamond Bookstore and Bazar. dec1—w s tl 22nd

Furniture! Furniture!

I HAVE now on hand a large assortment of PARLOR AND BEDROOM SETS, in Walnut, Mahogany, Ash and Oak, Walnut Sideboards, Hair and Flock Mattresses, etc. Intending purchasers would do well to inspect this Furniture before going elsewhere. G. M. HARRIS, Auctioneer. nov12

WE guarantee the "CHARTER OAK" STOVES and RANGES, with the wonderful WIRE GAUZE OVEN DOOR, to be the most perfect Cooking Apparatus made. In 10 lbs. of Meat roasted in a "Charter Oak" Oven there is a loss of 1 lb., and in the ordinary tight Oven the loss is from 3 to 4 lbs., caused by evaporation of juices. Made in 18 Sizes and Styles for Soft Coal and Wood. We will be pleased to show samples, and can refer customers to many families in City and Country who are using "CHARTER OAK" Stoves, and are delighted with their working. DODD & ROGERS, CHARLOTTETOWN. aug30—2aw & wky

BAZAR

fitted up in the premises overhead.

Christmas Cards

of every Design, Quality and Price.

THEO. L. CHAPPELLE,

Diamond Bookstore and Bazar. dec1—w s tl 22nd

Furniture! Furniture!

I HAVE now on hand a large assortment of PARLOR AND BEDROOM SETS, in Walnut, Mahogany, Ash and Oak, Walnut Sideboards, Hair and Flock Mattresses, etc. Intending purchasers would do well to inspect this Furniture before going elsewhere. G. M. HARRIS, Auctioneer. nov12