

VERMONT RAPIDLY BECOMING MILK SHIPPING STATE

(Continued from page 1)

used yet so that they are shipping here. They will be soon, however. The retail price of milk has reached as high a price as it can while the farmers of the west produce condensed milk at the present price, and if the Vermont farmer is to hold his own he must do better.

Mr. Burton has been studying the reports of the various stock raising associations and in one found six herds which were not paying for their feed. The average Vermont cow produces only 20 pounds of butter fat, which is 47 pounds less than the average in the associations in the West. The trouble, he thought was in the lack of pure bred sires. There were of course other troubles, such as in the feeding.

The speaker strongly favored the forming of a bull association. A pure bred bull could be bought by one of more men. He knew of one association of 60 farmers which owned one. At the end of two years, his services could be exchanged for those of another bull for two years more. Three such organizations could be formed together in the best way.

Mr. S. Stevens, professor of animal industry at Cornell University gave the opening address at the afternoon session, his subject being "Modern Dairy Feeding." He gave several different rations for cows, increasing the higher portions if the roughage was poor. He said that he had found that usually a cow will eat one pound of hay to 100 pounds of live weight, three to five pounds of clover hay, and one pound of grain to three and one-half pounds of milk if the milk tests under four. If higher, one pound of grain to three pounds of milk.

He showed how money could be saved by increasing the quality of the hay and decreasing the higher priced high proteins. He showed how it was much cheaper to mix the feed on the farm than to buy ready mixed feeds and said it was much better to know just how the feeds were mixed. He also showed how much cheaper it was to grow these rations on the farm and said that ways to make money were to have home-grown rations, to choose feeds wisely and also to pay cash for feeds.

"What I want to bring home to the farmers of Vermont," he said, "is the importance of buying your money at the bank and your feed at the feed store. If you have the worth of credit at the feed store you have it at the bank, and it will be greatly to your advantage to pay cash for your feed and also to come after it when the man at the feed store asks you to."

Milk Production and Consumption. "Milk Production and Consumption" was the subject taken by George F. E. Storey of the Worcester County Farm Bureau. After speaking for a few minutes on the value of pure-bred sires, Professor Storey said: "Which is the more important, the breeding or the feeding of cattle? That is a hard question to answer, for while it does not pay to feed a poor cow well, it also does not pay to feed good stock poorly."

"I think perhaps the greatest fault in the dairy business today is the fact that business management of the herd is seldom considered. You frequently find people in the butter section raising herds that are not butter herds, and then in the milk sections you find men raising butter herds. You should study the market and produce what the market demands. Then some people are getting the same price for cream close as their neighbors are getting for the whole milk, and they have the skimmed milk left for their stock."

"There is much less stock in New England now than there has been in some time and the time is ripe for the man who is running a nursery. There seems to be a tendency for people to produce milk or cream regardless and to trust to Providence for the market. It is of the marketing of milk that I want to talk today. It took several years for the vets about milk to reach the consumer, for we had been directing all of our advertising energy toward the milk producer. We have been talking to ourselves about people not using milk enough and of course it amounted to nothing. We should have been reaching the people who were selling their milk to the school without any breakfast or were giving their beer, tea and coffee and a little bread for breakfast. We have always considered milk a children's drink. Now we realize it is a man's drink and men are not ashamed to drink it because they have learned its value."

Professor Storey told of what was being done in Worcester. He spoke especially of the value of the exhibits in the schools and of giving the children free booklets on milk to take home of having posters and placards every where. "All this," he said, "is creating a demand, making the people want milk. It is up to the producer to get the milk to the consumer and to the board of health to see it is kept up to standard. Much depends on the quality of the milk. If it is a man's milk, it is just beginning to turn he says that is more of it."

CO-OPERATION IN VT. CREAMERIES. F. A. Edwards of Richmond followed with a paper on "Co-operation in Vermont Creameries." Milk is one of the main products of the State of Vermont. About 80 cents of every dollar of the farmer's money comes from milk. But yet, this great industry is not carried on as a business basis. If the farmers of Vermont would spend one cent in a business advertisement and carrying on this business on a business basis, Vermont would be the richest State in the Union. And not only milk should be advertised, but milk products as well for the value of milk is not depending on the number of people drinking milk, but on the profit made from milk. The surplus of milk will be one big factor all over the country. At the present time most of the surplus is being made up by independent dealers, but into cold storage and sold later.

Most of the business men in the cities come from the country. Now why don't these business men here and manufacturers milk products right where the milk is produced? Such a plan could be run satisfactorily if an account was kept of every little detail such as it done with other businesses. Now, in my business I have every receipt put in a report of its business every day and we keep account of fuel, labor and everything that changes from week to week. If you carry on such a business right here nobody can carry it on any cheaper than you can.

Co-operative creameries have done much for the milk producer. It is true that many creameries have failed but I think this is due to unfair competition and incompetent management. Then, too, many men try to run the milk business as if they had accumulated, as well. No man is big enough to carry on so many different lines at once. I should have all of his time, and it should be founded on business ability and run with business methods. There is no reason why creameries should not pay an auditor to see how they are doing. The milk producers get much money for the fat in milk and little for what remains. Now if a man had his choice between living on butter and water and cheese and water he would live longer. He would choose the cheese and get skin milk from which to make butter. The best thing to bring any price at all. Besides auditors, the creameries should have salesmen and manufacturers to help them to do business.

"Another thing which seems to have slipped the attention of the creamery men is the fact that they had accumulated, as well. No man is big enough to carry on so many different lines at once. I should have all of his time, and it should be founded on business ability and run with business methods. There is no reason why creameries should not pay an auditor to see how they are doing. The milk producers get much money for the fat in milk and little for what remains. Now if a man had his choice between living on butter and water and cheese and water he would live longer. He would choose the cheese and get skin milk from which to make butter. The best thing to bring any price at all. Besides auditors, the creameries should have salesmen and manufacturers to help them to do business."

THE WOMEN'S AUXILIARY. The business meeting of the Women's Auxiliary which was to have been held yesterday afternoon at the Vermont Hotel, was postponed until this morning at 10 o'clock. The meeting was held at the Vermont Hotel and was attended by a committee of ladies from the University of Vermont and later tea was served at the Vermont Hotel. The speakers were Mrs. Guy W. Bailey, Mrs. F. A. Edwards, Mrs. G. P. Burns, Mrs. E. H. Blackford and Mrs. O. L. Martin. During the afternoon Mrs. F. A. Edwards sang a solo, accompanied by Mrs. J. W. Votey. Miss Linda Clark, accompanied by Miss Dorothy Spear, read a paper on "A Flute Solo." Reminiscences from Mendelssohn.

STATE PROBLEMS. Street Economy Needed in Order to Meet Expenses, Says Governor. The meeting last evening in the dining room of the Van Ness House started late on account of many of the members of the association being engaged in different association meetings and the address of Prof. G. P. Burns was postponed until today. Governor P. W. Clement, Prof. W. P. B. Lockwood of the Massachusetts Agricultural College and Charles P. Purinton of this city were the speakers. Mr. Purinton's remarks were very brief and he related some of his experiences in boiling school and deep wells of sap.

GOV. CLEMENT'S ADDRESS. Governor Clement in his address urged the necessity of the strictest economy in the conduct of the State's affairs if the smaller business would not be actually bankrupted. "Something to Tax" had been used to the limit and "Something to do without" should be substituted. "Last March the Legislature first limited the necessary poll tax at 20 cents and the grand list per year. After the appropriation had all been checked up, it was found necessary to levy a State tax of 40 cents. Those of you who come from small towns will bear me out in this statement that we have reached the limit of taxation, and unless we are able to do more, we are at the end of our rope. State activities and the necessary increase of State expenses that go therewith, a large number of Vermont towns will face bankruptcy."

"Owing to the piling up of appropriations, after March meeting in the Legislature last year, a grand list of about \$2,500,000 and 195 taxable polls. The tax rate of \$3.00 will be insufficient. This also applies to Wardsboro, with a grand list of less than \$2,300 and 112 polls and a present tax rate of \$4.00. And Concord, with a grand list of more than \$4,000 and 328 polls will probably find its enormous tax of \$4.35 insufficient to do business on. There are scores of examples, which I might cite, from the records of the tax commission and Concord, a grand list cannot impress upon you too strongly the need of economy. First of honest grand lists, setting the value of property at its lawful figure, second, the need of ab-

solvent economy in the conduct of not only the town affairs but all State affairs. "You should impress upon your representatives in the Legislature of 1921, the fact that probably three-fifths of the towns in the State will be in financial difficulties before the end of the year, and that the State revenues from known sources will probably be less rather than greater. Absolute economy must be observed if our towns are to continue as solvent units of a great corporation."

PROVISIONS. His discussion of revenue problems, Governor Clement reviewed the situation in the different State departments in a brief way. He told of the 36 different appropriations. He only touched lightly on the agricultural appropriations. A total of over \$200,000 for the eradication of tuberculosis in cattle and \$38,000 for the Vail school of agriculture and the agricultural school at Randolph, making in all with the other agricultural appropriations a total of over \$200,000. This did not include the activities of the State in behalf of the farmer, something over \$50,000 goes into the home economics department. He touched on forestry and said that 750,000 seedling trees were being produced in Burlington each year.

In the highway department, there were more than 130 miles of road resurfaced and improved, costing approximately \$100,000. We have under way 100 miles of road building in which the State is to receive Federal aid. The total amount of these projects is \$257,000. The patrol work has cost about \$250,000.

The Governor reviewed the educational situation and the State institutions. He said that they had accumulated, as well. No man is big enough to carry on so many different lines at once. I should have all of his time, and it should be founded on business ability and run with business methods. There is no reason why creameries should not pay an auditor to see how they are doing. The milk producers get much money for the fat in milk and little for what remains. Now if a man had his choice between living on butter and water and cheese and water he would live longer. He would choose the cheese and get skin milk from which to make butter. The best thing to bring any price at all. Besides auditors, the creameries should have salesmen and manufacturers to help them to do business."

GOVERNOR CLEMENT'S ADDRESS. Governor Clement told of the advantages of the State purchasing department. The State of Vermont now is paying only nine cents per pound for sugar. No money passes through the purchasing agent's hands. Bills are all paid through the purchasing department. He has been approved by the auditor, and that is the only way a bill can be gotten through at this time. He then went into detail, showing the system of accounting which is patterned like that of a large business corporation. The system of accounting, I believe, for simplicity and efficiency is not equalled in New England," said the Governor. "There is no more business passing through the State's books without audit. There has been some criticism of the manner in which the State's money has been expended, but even these criticisms are carefully audited before being paid."

The total receipts in the treasurer's office for the six months ending December 31, were \$1,000,000. This included money paid on account of bond sales of \$1,100,000. The State's revenue is largely to war expenses. The State already having disbursed in pay to soldiers and sailors \$1,000,000. Some idea of the amount of business handled by the State is given by the fact that six months' turnover in the treasurer's office was \$2,200,000. The transactions were not all State expenses, but all had to be handled under the careful interlocking system, which was described.

MARKET MILK BUSINESS. Prof. Lockwood took for his subject the "Market Milk Business." He traced its growth from the early days, when somebody started it by selling his milk to the neighborhood, through the stage where one man supplied the community to the present day with its complicating problems. In Boston, today, it is estimated that the business is worth \$50,000,000. It is invested in the production. Milk is marketed from a distance of more than 50 miles and of all the milk produced in the United States practically one-half goes into market milk. The whole business, therefore, condensed milk and other products. With the rapid growth of the cities the marketing of milk has become a greater and still greater business. Professor Lockwood reviewed some of the problems which face the distributor. There is the bottle production alone. In no other business is your property entrusted out as is in the milk bottle. It is stolen, broken, and lost in many different ways. At the end of the year a tremendous loss is incurred in the larger cities in milk bottles alone. Now the labor union are almost trotting the milk distributor. The man who takes the milk around in the city of New York is receiving about \$90 per week for his services and it is a dangerous thing to discharge him if he belongs to the union.

The speaker then reviewed the activities of the health departments in the supervision of milk. Milk is the most important food for millions of people and the 9,800,000 cows which produce market milk in the country may be called the country's lower mother. For in sickness she is the first to turn to for food, and it is the same way in the case of the baby. The distribution problem is a large one and in Massachusetts cities, duplication is being done away with by an arrangement by which a certain territory is allotted to each man and four men are not to cover the same territory. He also took up the matter of advertising. In the past the different milk dealers were advertising against each other and whatever increase one man got, he took from another. The new method is to all put in together, the producer as well as the dealer. This has been done in one city which he knew, with the result that the consumption has been increased 15 per cent. After all, the supply and demand part is the important one. The speaker showed a tendency to avoid tackling the big problems in milk marketing and his address showed much experience and study of the different phases of the business.

Recent earthquakes have caused such damage to the best of the coast of Central America that at a point where the chert at one time showed a depth of 1,000 feet a depth of 5,000 feet is now found.

U. S. REFUSES TO ACCEPT INDEMNITY

Wants No Part of Damages to Be Paid by Germans for Scapa Flow Incident

Washington, Jan. 13.—The United States government has refused to accept any part of indemnity to be paid by Germany for the destruction of the German fleet in Scapa Flow because it objects in principle to the settlement made by the Supreme Council, it was said today at the State department. "Germany's compensation for the destruction of the surrendered warships, is required to deliver to the allies certain inland steamers and harbor facilities such as floating docks and tugs, and the council had decided to allocate two per cent of the indemnity to the United States. Ambassador Wallace today informed the council that if its decision with respect to the award was final the United States would waive its claim to any part of the indemnity."

State department officials would not explain the American government's objection to the settlement, but it was recalled that from the first the American representatives at the peace conference had favored the destruction of the German ships on the ground that their diversion among other powers would make it necessary for this country to proceed with a much larger naval building program than would otherwise be regarded as necessary.

THE BURLINGTON MARKETS

Wednesday, January 14, 1920. The market to-day reveals no feature of any kind that is unusual.

One found sugar selling at various prices. It was quoted at one store at 18 cents, while it was reported being sold at another store at 20 cents. Hothouse cucumbers are 50 and 60 each. Grapefruit is 10 to 20 cents. Lemons are 20 to 30 cents a dozen, a decrease from the price quoted last week. Strawberries are reported to be on their way to the local markets, and it was said to-day that they would probably sell for \$1 per basket.

No changes are to be found in the meat lists to-day, nor any, either, in the fish and seafoods quotations.

Table with 2 columns: Item and Price. Includes Beef, dressed, lb. 20.25; Butter, cream, 1 lb. 25.00; Eggs, fresh, doz. 45.00; etc.

Table with 2 columns: Item and Price. Includes Butter, cream, separator, 1 lb. 25.00; Cabbage, lb. 10.00; Cauliflower, each 10.00; etc.

Table with 2 columns: Item and Price. Includes Butter, lb. 25.00; Cod, lb. 15.00; Flounders, lb. 18.00; etc.

Table with 2 columns: Item and Price. Includes Almonds, lb. 50.00; Apples, doz. 20.00; Bananas, doz. 20.00; etc.

Table with 2 columns: Item and Price. Includes Bran, cwt. 12.75; Cornmeal, 50 lb. 12.00; Dried apples, cwt. 14.50; etc.

PATRONS' CO-OPERATIVE INSURANCE CO. MEETS. Middlebury, Jan. 12.—The annual meeting of the Patrons Co-operative Fire Insurance company was held in the Grange hall at 1:30 p. m. today. President Willis N. Cady presided. The reports of the various officers were accepted. The report of the secretary shows that over \$400,000 new business had been transacted in the past year, making the total in force January 1, 1920, \$1,238,000.00. The losses during the past year were \$187. The following directors were elected: Willis N. Cady and H. L. Hunt of Middlebury, Abram W. Fonda of Cornwall, Edward Nichols of Bridport, O. L. Martin of Plainfield, George C. Flint of Randolph, Albert W. Lawrence of Springfield, E. C. Goodrich of Hardwick, H. H. Wheeler of Burlington, John Diamond of Manchester, Herman Standard of Fair Haven, Henry Holden of Shoreham, F. C. Rawson of Whiting, W. F. Bump of Salisbury, A. T. Clark of Addison, A. G. Wright of Warham, E. A. Ferguson of Bristol and W. W. Eddy of Monkton. The following officers were elected: President, Willis N. Cady; vice-president, Herman Standard; secretary, A. W. Poole; treasurer, Edward Nichols.

F. D. ABERNETHY Head of Church Street

Business Hours: 8:30 a. m. to 5:30 p. m. Not Until To-day Has the Clearance Sale Taken up the Department of Laces and Dress Trimmings

But now, beginning this morning, this department will become foremost in importance as well as in the minds of the public. A large stock of the finest things for dress embellishment and dress accessories will be priced very low and like every other department, during this annual sale, there are no disappointments to be experienced but rather, genuine surprises as to values given.

Wide Lace Flouncings 33 1-3 per cent. discount. A quantity of very fine flouncings, Black, Silver, Gold and Beaded Flouncings, Beaded Bands, Silver and Gold Insertions, Beaded Ornaments, Japanese Embroideries, Colored Lace Bandings, Colored Laces and Silver Embroidered Chiffons.

A quantity of fine Laces and Trimmings are grouped in one lot and Priced at 95 cents. Here is where many very excellent chances for saving are assured.

White and Blue Dotted Silk Net, Purple, Rose, Mustard, Taupe and Tan Nets, 40 inches wide. Lavender, Light Blue, Brown Chiffon, 40 inches wide. Colored, White, Cream and Gold Laces, Fancy Colored Bandings, Taupe, Brown and Black uncut fringe; Black and White Fringes, value from \$1.50, \$2.00 to \$3.25. Priced at 95c per yard.

At 39 cents per yard. Another large collection, such as White and Cream Silk Net Laces, Silver Laces and Insertions, Black, white and colored bandings, values from 75c to \$1.50.

At 19 cents per yard. Valenciennes, Filet Laces and Insertions, values from 35c to 50c per yard.

Remnants. Hundreds of pieces, Laces, Bandings, Beaded Trimmings, Beaded Ornaments, Nets, Chiffons and Fringes. PRICED TO ASSURE IMMEDIATE CLEARANCE.

Lace Collars at \$1.98. A variety of late effects including vestees that were formerly priced at \$2.25 to \$3.00. Collars at 79 cents. A quantity of attractive new effects selling at \$1.00 and \$1.50.

A number of Imported Semi-Made Gowns from the Dressmaking Department. TAUPE SILK NET DRESS PATTERN, embroidered with Gold and Gun Metal Beads. Value \$160.00, reduced to \$115.00.

LIGHT BLUE SILK NET FLOUNCING, 40 inches wide, embroidered with blue and opalescent sequins. Value \$87.75, reduced to \$55.00. NELL ROSE SILK NET FLOUNCING, 40 inches wide, embroidered with Nell rose sequins. Value \$60.00, reduced to \$40.00.

WHITE SILK NET DRESS PATTERN, embroidered with opalescent sequins and white silk. Value \$150.00, reduced to \$115.00. BLACK SILK NET DRESS PATTERN, embroidered with red metal thread and white beads. Value \$98.00, reduced to \$72.50.

LIGHT PINK METEOR SILK DRESS PATTERN, embroidered with white beads. Value \$68.00, reduced to \$30.00. GREEN SILK NET WAIST GARNITURE, embroidered with Gold Metal Thread and Green Sequins. Value \$30.00, reduced to \$19.50.

BROWN GEORGETTE CREPE WAIST GARNITURE, embroidered with Silver Metal Thread and Sequins. Value \$30.00, reduced to \$20.00. TAUPE GEORGETTE CREPE WAIST GARNITURE, embroidered with metal thread and silver sequins. Value \$22.00, reduced to \$15.75.

ROSE SILK NET WAIST GARNITURE, embroidered in white beads and blue metal thread. Value \$22.50, reduced to \$15.50. TO-DAY 25 Tailored Hats \$7.50 Value \$15.00.

ARTHUR PLATT HOWARD DIES IN NEW HAVEN. New Haven, Conn., Jan. 13.—Arthur Platt Howard, a former mayor of Salem, Mass., died at the New Haven hospital last week following an operation for intestinal trouble. The burial was at Woodlawn cemetery, New York, on Saturday. Mr. Howard was 67 years of age. He was a resident of Burlington for some time during which he was editor of The Advance. He also conducted a candy store on Main street.

NEW YORK LIVESTOCK. BEVEES—Receipts 2,000. Steady. Common to fairly prime steers \$9.15-10.00, and pigs \$8.12-9.00. Bulls \$7.11-8.00. CALVES—Receipts 1,170. Steady. Common to prime veals \$10.25, culls \$14.10. Fat calves \$10.12, barnyard calves \$8.00. Yearlings \$8.00-9.00. SHEEP—Receipts 1,438. Steady. 2,000 steady. Common to prime sheep \$11.00-12.00, culls \$8.00-9.00. Yearlings \$11.00-12.00. HOGS—Receipts 4,600. Steady. At \$15 for light to medium weights. Heavy hogs \$15.25, pigs \$13.50-15.50, roughs \$12.25.

NEW YORK GRAIN AND PRODUCE. FLOUR—Best spring patents \$11.00-11.15. Rye flour \$11.75-11.75. WHEAT—No. 1 hard \$1.00, No. 2 red \$2.65. Corn—No. 2 yellow \$1.00, No. 2 white \$1.00. POTATOES—White \$1.00, red \$1.00. HAY—No. 1 \$1.00, No. 2 \$1.00. SUGAR—No. 1 \$1.00, No. 2 \$1.00.

CHICAGO PRODUCE MARKET. CORN—No. 2 yellow \$1.00, No. 2 white \$1.00. WHEAT—No. 1 hard \$1.00, No. 2 red \$2.65. SUGAR—No. 1 \$1.00, No. 2 \$1.00.

BOSTON BUTTER MARKET. BUTTER—Creamery extra No. 1 \$1.00, No. 2 \$0.95. Sterilized \$1.00, No. 1 \$1.00, No. 2 \$0.95. Salted \$0.95, No. 1 \$1.00, No. 2 \$0.95.

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INSURANCE CO'S SUCCESS. The Burlington Mutual has a prosperous year—Officers and Directors. The annual meeting of the Burlington Mutual Fire Insurance company was held Tuesday, and the reports of the various officers showed the best year in the history of the company, which has become one of Burlington's substantial institutions. The total amount of insurance in force is \$2,500,000, and the company with which risks are selected is shown by the very small total losses the company has had to pay during the year. Instead of trying to see how much business it can do it tries to see how safely it can do the business entrusted to it, rejecting all unsafe risks. It not only limits the net amount of insurance it carries on any one piece of property without reinsuring, but it also keeps its risks widely distributed in order to reduce the possibility of any one heavy loss from a possible conflagration in any one particular section. The total assets for the protection of policyholders at the beginning of the new year were shown to have been \$92,902.92. The officers and directors for the ensuing year are as follows: President—C. W. Brownell. Vice-Presidents—J. L. Southwick and E. S. Adair. Secretary—E. W. J. Hawkins. Assistant Secretary—A. P. Childs. Treasurer—H. H. Macomber. Auditors—F. O. Beattie and C. S. Brownell. Directors—E. S. Adair, F. O. Beattie, C. S. Brownell, J. J. Flynn, E. W. J. Hawkins, Don C. Hildreth, H. M. Farland, H. H. Macomber, Thomas Beatty, H. H. Robinson, J. L. Southwick, Herald Stevens and C. L. Woodbury.