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KINGS CO. RESIDENT PIONEER AMONG WOMEN

In Large Commission Business for County Produce.—
Courage and Enterprise of Mrs. E. E. Fowler of
Hampton.—Interesting Story of What Pluck
and Energy Has Accomplished.

An interesting paper prepared by Mrs. M. H. Berrie Good, of St. John, telling of the success of a venture that took a lot of courage before it was well launched, appeared in a recent issue of the Farmer's Advocate. The story is as follows:—

A Flowery Pioneer Path

No thought of being a pioneer among women in a large commission business for country produce entered the mind of Mrs. E. E. Fowler, of Hampton, N. B., when eleven years ago, she allowed her eldest boy, Donald, to go to the city market in St. John, twenty-three miles away, to sell some of her choice asters. The idea was suggested by a woman friend of the neighborhood, who went every Saturday to sell her own supply of chickens, eggs and butter. Donald heard the request of his mother's friend and boy-like, was keen for the experience of going to the city. So off he went and began what has grown into a business of startling proportions, considering the time it has been carried on, and the modesty of the enterprise when it was launched.

I first met Mrs. Fowler at her stand in the centre of the city market, disposing of eggs and butter, with tempting supplies of honey and jams displayed in bottles. I was struck by her refinement and her tasteful attire and when she conversed with me, one quiet morning, I was especially pleased with her charming manner and cultured speech. A word was dropped about her eldest boy at college and I became curious as to the influences which had led her to leave her comfortable country home, to come to the city through fair or foul weather to carry on such a large business, as her well-filled shelves indicated was being conducted.

So one day in the summer I sought her at her favorite restaurant at luncheon and asked her if she would tell me about her business and all it had meant in her scheme of things. As I drew from her the story of her growing business, her eyes dilated in wonderment at her own achievement, which seemed to be even greater than she had herself realized, until she told me about it. Suddenly she thought herself that she was talking to a reporter and exclaimed, "Oh, I should not want all this published. It would seem so boastful!"

I pointed out to her how helpful her experience might be to other women, who are looking for some means to express themselves and to get away from dull monotony by doing something worth while. At last she consented, recalling that just a few days previous to our conversation, one of the women who now stands at the head of the market among the women who sell their own produce in small quantities, had said to her, "Mrs. Fowler, I have you to thank for showing me how to make a living out of the simple things at my very door."

By this she meant, ferns for potting and pine in the autumn; violets and other woodland offerings in the spring, besides her eggs, butter and a few chickens. The woman does a good business, yet has not injured Mrs. Fowler's trade, which has grown so that she has taken a large up-to-date stall with her sign in large letters announcing her new position—the first woman to be proprietor of such a business in this part of Canada.

"It all came about so simply," she said, as we sipped our tea in a cosy corner of the restaurant. "A friend came in one evening, after returning from the city and watched me arrange my asters in vases around the living room. She said, 'Why not let Donald come with me to market next Saturday and try selling some of those lovely asters? I am sure they would bring a good sum.'"

I was easily persuaded by Donald that this was the very nicest thing that I could do, so he was driven to the station three miles away in the early morning late in August, 1914—the year the war was declared. He carried on the sale every Saturday until late in September, netting \$19 above all expenses.

"Donald was then eight years old and was taking charge of the small school house near our home, lighting the fires in the winter and making himself generally useful and doing well in his studies. He does not like much said about himself, but I really think it would be nice to say that he will graduate next spring from the University of New Brunswick, at Fredericton, taking up science at some other university. The best of this is that he has paid his own way, by helping me with the flowers, receiving his profits of a third of the money made in this department of my business, his brother John being the other partner in the concern," she added, with a smile of motherly pride.

The success of the sale of asters made Mrs. Fowler consider growing sweet peas in quantities the next season of 1915, to fill a need for these at all in the market. The trade that summer justified the labor of raising them, in which Donald took a manly share, and a reaping of the profits.

The interest which the endeavor created in her home made Mrs. Fowler keenly desirous of extending her selling period in the market into the late autumn and she cast about her to think up a new line of merchandise.

She was frying pancakes one day and noticed the small trees of fir and spruce dotting the pasture. Why not sell these for Christmas trees for table centres? Mr. Fowler was approached as to his ideas in the matter and not only consented to get the trees, but made them more attractive by sawing round blocks from shapely birch logs, in which he bored holes into which the trees were set. Another line of goods had been introduced and when seen was just what everybody wanted, especially when the tiny trees were tipped with popcorn in various colors.

"I helped to clear that pasture of trees, which by this time might have been a nuisance," she said merrily. "The stands for the trees are so much liked by some of my best customers to have a tree fitted into them."

"The trees, the pine, the ferns and all those things which grow on the farm have been a great source of income and have only cost the effort of picking or getting. I want these to have full credit for my prosperity," she requested. "With these and the flowers, we clear \$1,000 alone. The produce brings much more, and last year I made sales of \$30,000 worth of produce for people I have never seen, who, having heard of my success asked me to become their agent."

"It began this way," she related, with a smile of reminiscence. "I realized that I had ability to sell and was wishing that I might have business enough to go to the city at least three times a week, all the year. Friends about the community seemed to be influenced by my thought, which I small supplies asked me to sell their for them, so that they would not have to bother to go to the city. I consented and gradually others heard of me and that is the whole story of my present good fortune in being the first woman to carry every line of produce and to be in a large stall of my own."

She added with a look of pride as a woman, rather than of a girl, "And I have the confidence of people who never met me and who I may never see."

She did not buy out the business of the man whose stall she bought. She took her business to it and her customers flocked after her. Her stall is a bright spot in the old market, with its shelves set forth in brave array with ferns, jam, pickles and honey in bottles, some of the last being also in the honeycomb.

Her display of greenery, everlasting flowers and other offerings from the woodland and fields, with quantities of choice poultry and other country goods, even hooked mats, has brought into the market something worth while to meet a long felt need and created a demand as well.

"I was an awful snob when I first stood selling among the other women at the head of the market," she said, with a smile of scorn at herself. "I should like this to go into the story to let other women who may be tempted as I was to see how silly it is."

"The first day I took my large supply of sweet peas to the stand, I tried to make it appear that I was just buying, when any of my Hampton friends came along. But I soon learned that to do anything well, is a cause for satisfaction, and soon my false pride gave way to a desire to excel in what I was doing. I had to face criticism, and still do; but I can stand that, knowing that I have blazed a trail for my sex, and have kept my home intact while doing so."

"You see," she explained, "my boys, Donald and John, have their opportunity to earn a living with me and so their interest is in their home. My husband and myself can have our little brood about us, while not keeping them from making their way in life."

I was invited to visit the Fowler home and gladly accepted. The old house was burned down two years ago. I went to a modern home—a bit of city dropped into the country—at

DAIRY FARMERS ARE OPTIMISTIC

A Feeling of Optimism that Augurs Well for the Dairy Industry.—Improved Standing of Canadian Butter and Cheese on British Market Can be Seen.

The Trade Bulletin, of Montreal, of January 29th, states editorially that at the annual meeting of the Dairy-men's Association of Eastern Ontario, held last week at Kingston, there was a feeling of optimism that augurs well for the future of the dairy industry. This was undoubtedly largely brought about by the successful season dairy farmers in Eastern Ontario had last year, but both dairy farmers and factory owners seemed to feel that, no matter what the future may bring forth, one of the branches of agriculture in Ontario that must forge ahead, and that can be relied upon to return at least fairly reasonable profits to those associated with it, is the industry with which they are identified.

Last year cheese factory patrons in Eastern Ontario received an average price of 20½ cents per pound for cheese, which was about five cents per pound higher than they received in 1924, which means, with the increase in production which was caused by the favorable season in this part of the province, that cheese factory patrons received about \$6,000,000 more for their cheese than they received during the previous year. This increase is very gratifying indeed, and all the more so when it is remembered that the production of cheese is only one branch of the dairy industry.

Usually at meetings of this kind there is considerable criticism regarding quality. While there was some criticism on this score, it was generally admitted that there had been considerable improvement, particularly in the case of cheese. Ontario is the chief cheese producing province of the Dominion, and this improvement is encouraging, particularly in view of the fact that the average quality of cheese graded from Quebec last year was not quite as good as the previous year. In all sections of Ontario there was an increase in the percentage of specials and firsts produced. The increase in some countries, and in some of the poorest cheese producing countries at that, was quite large, which shows what can be done when there is proper co-operation between makers and cheese factory patrons.

According to Dairy Commissioner J. A. Duddick the total value of dairy production in Canada in 1925 was from 50 to 60 million dollars greater than in 1924. This indicates that the dairy industry is in a flourishing condition, and in view of the importance of the export trade it is gratifying to know that for the year ending October, 1925, the total value of exports was greater

than for the same period ending October of the previous year by over \$15,000,000. Our total dairy exports last year were practically as large as those for any previous year in spite of the fact that the annual consumption of dairy products in the home market is increasing from year to year.

Another encouraging feature of the situation is the improved standing of our butter and cheese on the British market. Last year, according to Mr. Ruddick, importers made fewer complaints regarding quality, and showed an increased confidence in our dairy products. Evidently grading for export is doing the work it was intended to do.

Within recent years we have heard a lot about New Zealand and what a serious competitor it was becoming. Undoubtedly New Zealand is and will be a serious competitor of ours on the markets of the world, but the demand for dairy products is increasing from year to year, and it would seem improbable that New Zealand can make as rapid strides in developing its dairy industry during the next twenty years as it has made in the last twenty years. Whether this is true or not, the fact remains that in the past year we have improved our position relatively as compared with that of New Zealand, so far as volume of exports is concerned, and we have widened the difference in price between Canadian cheese and the produce of our sister Dominion on the British market, and at the same time reduced the advantage she has had over us in the price received for butter. Work done by Mr. J. F. Singleton, of the Dominion Dairy Branch, goes to show that it costs more to manufacture and market New Zealand cheese and butter than it does Canadian, so that with a growing home market for their products and the improved and improving situation in Europe, dairy farmers in this country have little to fear, provided the quality of the products they offer for sale is right. This latter point is very important and it is anticipated that cream grading, which goes into effect this year, will result in a noticeable improvement in the quality of Ontario butter.

Mr. Barr, Director of Dairying, in considering plans for improving conditions so far as the cheese industry is concerned, so that if dairy farmers and dairy manufacturers do their part there is no reason why Ontario's butter and cheese should not be able to compete successfully with the best in the world.

could almost see them unfold, as in the illustrations in the moving pictures. As I sat on the verandah, waiting for more flowers, which the housekeeper and I bunched between times most of the day, I feasted my eyes upon the picket flowers except Mr. Fowler, who worked in the hay field.

At the back of the house were the Norton hills, mountains—a Western woman called them. They stood high and rugged, with evergreen trees predominating in the wooded parts. In graceful contrast in the foreground were the marshlands sloping to the river with verdant richness. The last of hay was brought in during the afternoon and the weary eyes of the city visitor were filled with the beauty of the scene and the soul rested. Between all were the flowers everywhere. I thought "Is it any wonder that so many seek to follow the little woman, who had set out a path with flowers?"

It seemed to me that it was quite the most attractive pioneer wry ever designed. She alone had to bear the brunt of criticism, the obstacles of pride and the herculean task of raising the flowers and presenting her goods to the public. They could see only the thing produced. I had seen something of the labor in bringing it to be displayed. When I call now upon my friend at her artistic stall, I have a wholesome respect for her and all that she represents.

"Please don't say too much about me," she begged. I said that I would do my best. Just what was best, the reader may judge. How less mention could be made of the little woman with the hazel eyes, I do not know. In fact, without her, there would be no story.

John M. Lyons, general passenger agent of the old Intercolonial Railway died in the hospital in Moncton Saturday evening. He was born in Halifax and was a son of the late Mr. and Mrs. Patrick Lyons of that city. He was born July 1, 1850. Mr. Lyons was ill for over three months and confined to the hospital during the past three weeks.

MEETING OF THE TOWN COUNCIL

Estimates Passed for 1926 Totalled \$19,679.00, Being a Slight Advance Over Last Year's.—George S. Dryden and W. D. Turner Appointed Revisors for Town.—Bank Overdraft Authorized.

A meeting of the Town Council was held on Friday evening last. His Worship Mayor Murray presided, and the full Board of Aldermen was present. The principal business was the passing of the estimates.

The estimates for 1926 totalled \$19,679.00 as against \$19,432.53 in 1925. Ald. Vickers moved the following estimates for the year 1926, which motion was seconded by Ald. Floyd and was unanimously carried.

Estimates for 1926
For Support and Maintenance of the Police Dept. \$1,700.00
For Maintenance of the Fire Dept. 1,500.00
For Lamps and Lighting of Streets 2,500.00
For Streets 4,000.00
For General and Contingent Expenses 6,500.00
Total \$16,200.00

being a total of sixteen thousand two hundred dollars to be raised and levied in the said Town of Sussex for the year of our Lord one thousand nine hundred and twenty-six. In addition to the above there is a warrant from Mr. Geo. O. Dickson Ott, the Secretary Treasurer of the Municipality of Kings County, calling for the sum of three thousand, four hundred and seventy-nine dollars, (\$3,479.00) for the following purposes, namely:—

1,512.00 for the County School Fund.
1,331.00 for the County Contingencies.
\$346.90 for Municipal Home, Maintenance and Conduct.
\$167.60 for work of sub-district Board or Health.

\$21.00 for interest and sinking fund on Patriotic Fund Debentures. These several sums amount in the whole to the sum of nineteen thousand and six hundred and seventy-nine dollars (\$19,679.00) to be raised by the Town of Sussex for the year 1926, for civic and county purposes.

HAVELOCK

Feb. 15—The death of Zephie Saunders occurred Sunday afternoon at 5 o'clock, at his home here, after a lingering illness of three months. Although his condition was considered quite serious hopes were held out for his recovery, but the end came suddenly. Mr. Saunders was a well known business man, having been in the mercantile business here for about twenty five years. Although being in poor health for a number of years, he took an active part in the school, being secretary treasurer at the time of his death. He was born in Salem, Kings Co. and taught school for several years in the surrounding districts. He was a resident of Corn Hill and Petticoat before coming to Havelock. Mr. Saunders was in his 72nd year and had left to mourn, his wife, two sons Earl L. of Havelock, and Reid J., of River Glade; and one daughter, Anna, of the Petticoat teaching staff, who were all at home, and four grand children, besides one sister, Mrs. A. M. Brown, of Petticoat. The funeral will be held from his late residence on Tuesday morning at 10.30. Rev. C. F. Frances, of North River, will officiate. Interment will be made in the Baptist cemetery.

The W.M.A.S. of the Baptist church held their February meeting at the home of Mrs. John Dunham on Wednesday afternoon.

Frank Hunter, of Moncton, spent Sunday at the Depot House. Miss O. Alward, who has been spending some time with her parents, Mr. and Mrs. B. W. Alward, left for St. John on Saturday.

Mrs. T. C. Keith who has been visiting in St. John, returned home on Monday.

Miss Ella Coates is visiting her parents, Mr. and Mrs. B. F. Coates at the Depot House.

Owing to the severe snow storm of the last few days the Elgin and Havelock train was cancelled Thursday and Friday. It left here on Saturday morning with a crew of thirty shovellers and returned at 11.30 Sunday noon.

The U. A. D. class of the Baptist Sunday school held a valentine party on Monday evening in the vestry of the church. A programme of games and contests suitable to the occasion was greatly enjoyed, followed by dainty refreshments.

She—And Harold, you have never loved any other girl but me?
He—"No my love."
She—"Yet somebody told me that you have been engaged once before."
He—"Yes, but that was to a widow."

The estimates for last year were as follows:

Estimates for 1925
For Support and Maintenance of Police Dept. \$1,730.00
For Maintenance of the Fire Dept. 2,810.00
For Lamps and Lighting of Streets 2,350.00
For Streets 2,362.00
For Interest on Debentures and Interest on Overdraft in Bank 1,600.00
For Discount on Taxes 900.00
For General and Contingent Expenses 3,350.00
County Warrant \$16,102.00
Total \$19,432.53

On motion of Ald. Jones seconded by Ald. White and carried unanimously, it was ordered that all the Insurance Companies doing business in the Town of Sussex during the year 1926, be taxed an annual tax of \$5.00, and the amount paid by such Companies be used for paying bills incurred by the Salvage Corps for the upkeep of the Salvage Corps, and for no other purpose whatever, and that the Salvage Corps present at the Town Office the lists of the Fire Insurance Companies doing business in Sussex, represented by each local agent.

Ald. Jeffries moved the following resolution:—
Whereas the Town of Sussex is at this date overdrawn to the Bank of Nova Scotia in the sum of \$6,000.00 and upwards;
And whereas further advances will be necessary to enable the Town to meet current expenditures;
And whereas the amounts necessary to enable the town to meet all expenditures are to be provided for in the estimates of the current year;
Therefore resolved that the Bank of Nova Scotia be asked to advance to the Town of Sussex such moneys as may be necessary until the Town Taxes for the year 1926 are available, a sum not to exceed in the whole \$11,000.00.

The above resolution was seconded by Ald. Vickers, and on being put it was unanimously carried.

George S. Dryden and W. D. Turner were appointed revisors for the Town of Sussex for the year 1926, and each to be paid for services \$25.00.

A number of bills submitted to Council for payment since last meeting, were ordered paid.

—Bank Overdraft Authorized.

ERB SETTLEMENT

Feb. 15—The ladies of the Carson Missionary Society of Erb Settlement met at the home of Mrs. Raymond Getchell on Feb. 10th, with the president, Mrs. Henry Pollock in the chair. The meeting opened with scripture reading, and roll call, the members responding with a verse of scripture. There was a good attendance. After the usual business was finished there was a social hour in which the hostesses served tea, assisted by some of the ladies. The next meeting will be held at the home of Mrs. A. W. Watters on March 10.

On account of the bad roads, our mail man, George Jones, did not get around on Thursday of last week. Mr. and Mrs. Raymond Getchell spent Sunday afternoon with Mrs. Wm. Hattwick.

Mr. and Mrs. Fred Attoe spent part of Sunday with Mr. and Mrs. J. Armstrong. John Burgess spent Sunday afternoon with Mr. and Mrs. Geo. Patton.

Fred Goggon spent the week end with his family here. The pink eye is around here at present, some of the children are away from school with it.

Misses Ella K. Keith and Ethel Matthews spent part of Sunday with Mrs. Patton.

H. Pollock and H. Matthews spent Sunday afternoon with H. Perkins.

MT. MIDDLETON

Feb. 8—Mr. and Mrs. Chas. Sharp and daughter Marion were visitors at the home of John Bell, Searsville, on Sunday last.

Orin Northrup had the misfortune to lose a horse one day last week. The unfortunate animal broke its leg while turning into the gateway at Mr. Askwith's home.

Miss Bessie Ready, who has been in St. John for some time, returned home last week.

Harrison Murray spent the week end at his home in Sussex.