to have any practical bearing it will have a reverse effect. Put into practice it will mean that we shall be making three kinds of cheddar cheese, firsts, seconds and thirds. Logically these should be marketed and sold as such, after, of course, they have been graded by an army of Government officials, and, so as to protect the British buyer, the grade marked on each box. If this be done the retailer will of course be able to discriminate but to the consumer they will each and all be Canadian cheese, and if he gets any of the beautiful "thirds" we can be pretty sure what his opinion of Canadian cheese will be. (If anyone has any doubt as to the likelihood of this indiscriminating judging by the consumer, he has only to call to mind "local reputation" to convince him such will be the case. There is good butter and bad butter made in Dorsetshire, yet "Dorset" in this connection is always synonymous with "inferior.") Well, we are sending cheese of poor quality to England now with nothing on the box to show that it is not our best. True, but the importer knows just what he is buying, and finds a market for the poor kind on account of cheapness. He does not, however, yearn for this kind of cheese. On the contrary, he is, through the exporter, constantly warning us of the danger of our losing the market if we do not keep up our reputation for good quality.

MAKE KNOWN INFERIOR CHEESE

Once the grading of cheese is put into practice, in the way it is evidently intended to be, the manufacture of inferior cheese will have become a marketable fact, and our reputation for making first-class cheese will rapidly diminish.

To sum up, I think that the advocates of the grading and classification of cheese and butter have misconceived the practical utility of such a scheme; in fact, have taken a case where grading is of benefit—such as of hides, for instance—and applied it to a case in which the disposition is entirely different. I also fear that some are not free from the wish to make political capital out of it. They are posing as the farmer's friend; they are insinuating that the sellers among the buyers are as lambs among the wolves. (Note the recent agitation about the weighing.)

I should like to take this opportunity of saying that during the thirty years that I have been dealing with the Montreal buyers I have had little or nothing to complain of as to unfair treatment with regard to the grading of my cheese. If a "cut" was rather heavy on a declining market, it was correspondingly light on a rising.

CREDIT DUE EXPORTER

At the risk of taking up far too much of the valuable space of your paper, I should like briefly to refer to how and by whom the cheese industry of this country has been built up. Most of the credit is due to the exporter. It is he who has found us the market, has instructed us as to what kind of cheese would find ready acceptance. I have no doubt the exporter would have acknowledge that the manufacturer has endeavored to fully meet the requirements. But after all, neither of us should, perhaps, take unto himself much credit. It has been in the furthering of our interest that we have tried to build up a great industry, and the means we have taken to do so are only such as are being used by most business men.

It seems to me that it needs only a right understanding of the relative positions of the three parties engaged in the cheese and butter industry to make it clear that official interference is neither needed nor desired. It is morally incumbent upon the dairyman to send his milk to the factory in a proper condition; it is to his interest and in the fulfilment of his contract that the manufacturer make the milk into cheese that will fetch the highest price; it is necessary for the well-being and the prosperity of his business that the exporter bear a reputation for fair dealing between himself, the home seller and the foreign buyer. All that a government is rightly called upon to do is to protect, by legislative enactments, the one from fraudulent injury by the other.

Taking this opportunity of congratulating THE FARMING WORLD upon the interesting and instructive matter it puts before its readers, I am,

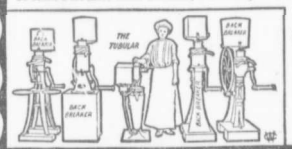
Yours truly,
WM. EAGER.

Morrisburg, Ont.

TUBULAR--or "Back Breaker?"

When you see the waist low Tubular you can't be driven into buying a back-breaking, "bucket bowl" separator. **Can and crank are just the right height on the Tubular.** Here is the largest Dairy Tubular along side four "back breakers." The girl with her hand on the Tubular is 5 feet, 4 inches tall. This is an exact reproduction from a photograph. **Which kind for you?** Makers of "back breakers" try to get their cans low by setting the cranks low. **High cans** break your back backward—**low cranks** break it forward. Unless you are a double jointed giant, you'll find a high can is no joke. To show you how high these "back breaker" cans really are, when the machines are set high enough to turn easily, we raised these "back breakers" 'til their crank axles were level with the Tubular crank axle. "Back breaker" makers don't like this picture—**it's too true.** They try to squirm out of it. **You wouldn't like turning cranks as low as "back breaker" makers put them.**

The low can is only one of many advantages Dairy Tubulars have over all others. Dairy Tubular bowls are simple—"back breakers" are complicated. Tubulars are self-oiling—no oil holes to fill up. "Back breakers" are oil drippers and oil wasters. To learn a lot more about Tubulars, write today for catalog N-292



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