

THE DAIRY

THE WAGES OF THE MAKER

A question of importance facing dairymen just now is the wages of the maker. Is he being sufficiently paid for the work he does and the responsibility he assumes? Has his remuneration advanced in keeping with the increased cost of help and the supplies needed in the manufacture of cheese? These are questions that must be faced sooner or later.

In the early days of cheese-making in this country, the maker was well paid. But as the business developed the supply of makers increased rapidly. There was more competition for places, resulting in a greatly reduced rate of making. For this state of affairs the makers are largely to blame. They made no effort to keep up prices, but on the other hand did everything they could to lower them by underbidding for positions. Factory owners were not to blame for accepting the situation as they found it and getting their cheese made as cheaply as possible consistent with good work.

To-day, however, conditions are different. There are barely enough makers to go round, and the number of capable young men entering the business is small, which means that after the older men who have been in the business for years and will be compelled to stay at it as they do not know how to do anything else, drop off there will be no one to fill their places. And then disaster will come or there will have to be a doubling up of factories, which, however, might be a good thing in many ways. We are informed by a reliable authority, that very few bright young men or in fact young men of any kind, are to-day taking up cheese-making as a business, so that whether the factories double up or not, the time is coming when skilled and competent makers will be scarce.

It is just here where the patron's interest comes in. If competent men, capable of managing factories and turning out a good quality of cheese, cannot be secured, what is to become of his milk supply and where is he to find a market for product? The remedy lies with the milk producer. Let him see to it that the man who converts his raw product into cheese and butter is paid sufficiently to enable him to make a little more than a bare living and to induce others to take up the work. Young men are not going into the business of cheese and butter-making if they can make more at something else. The opportunities of the West and the numerous openings in other lines in older Canada make it so they don't have to ek out a scant existence by managing a cheese factory and becoming responsible for the quality of the product. The salvation of the industry therefore depends upon the patrons assuming a more generous attitude toward

the maker on the matter of wages, and in fact insisting upon something being done to make it worth while for our best men to engage in the business and stay at it.

THE PRICE OF BUTTER

The Toronto consumer has to pay from 35c. to 38c. per lb. for first-class butter, and this at the beginning of winter. Many are wondering what the price will be in mid-winter. Fifty-cent butter is talked of about Christmas time, a figure that would be prohibitive for a great many people. The chances are, however, that much higher values than now prevail will not be reached. The importation of Irish and Siberian butter and also shipments from Australia and New Zealand, which are expected to arrive shortly, will have some effect in keeping down prices. Irish butter is selling in Toronto at 25c. to 26c. retail. Though the quality is said to be little better than ordinary Canadian dairy butter, its advent cannot but have some effect in moderating values. No Siberian butter has reached Toronto yet, though some has been sold in Montreal. It is better in quality than the Irish butter received, and sold there at about 1 cent per lb. higher than the latter. Many cheese factories have closed for the season and others will follow shortly. This should aid in increasing the butter supply somewhat. But all said and done, butter prices are bound to remain on a high level for several months yet.

A PLAIN STATEMENT OF THE CASE

To the Editor Farming World:

Paying for milk at cheese factories according to its quality as shown by the Babcock tester, is a subject that has been before the dairymen of Canada for many years and is one in which there appears to be very little interest taken considering the importance of the question.

Milk is about the only product of the farm that is sold regardless of its quality. Wheat is paid for according to its weight per bushel. Any grain containing a lot of weed seeds is cut in price. 90 lbs. of small potatoes will not sell for as much as 90 lbs. of large potatoes. The same thing applies to apples. All the live stock on the farm is sold according to its quality, not according to its weight, regardless of quality. Hay and straw are sold by weight, but the price per ton is always according to the quality. Why then are so many milk producers and factory managers so indifferent about paying for milk according to its quality. Can it be that all milk looks about the same? Has the old saying, "Seeing is believing," something to do with it? The buyer can see small potatoes, small apples, dirty grain, under or

over sized, under fed or over fed stock, well cured or poorly cured hay; but milk, well, it's only milk, it all looks the same. The quantity of fat in, it cannot be seen when it is sold, and therefore, there is not much interest taken in the quality. Then it all mixes together so nicely, the small potatoes do not show in a vat of milk, they always show in a bag of potatoes and injure the sale. Not so in milk. The only way injustice can be discovered from poor quality in milk is in the quantity of cheese made.

The process of making cheese is rather complicated for the milk producer to follow and understand; why, milk testing 4 per cent, butter fat is more valuable for cheese making than milk testing 3 per cent. Therefore, we cannot expect that any very strong agitation will develop among milk producers to pay for milk according to its quality, unless its advantages are continually kept before them by the men who are making the cheese and who see and know the difference in the quality of cheese manufactured from milk, containing different percentages of fat.

Prof. Dear, in bulletin 143 of the Ontario Agricultural College, Guelph, gives the following summary of the results obtained during five years experiments in which 250 experiments were made with

MILK CANS ROB YOU

Look through a microscope at milk set to cream in pans or cans and you'll see how they rob you. You'll see the casein—the cheese—the part-former—spider web all through the milk. You'll see this web forming a net and thicker until it forms solid cream. How can you expect all the cream to rise through that? It can't. This



casein web catches a third to half the cream. You stand that long just as long as you use pans or cans. For they haven't enough skimming force to take out all the cream. But, just the minute you commence using Sharps Dairy Tubular Cream Separator, you stop that loss.

Sharps Dairy Tubular Cream Separators have 19,000 times more skimming force than pans or cans, and twice as much as any other separator. They get all the cream—get it quick—get it free from curd. In the best condition for making High Edge Butter. Casein don't bother the Tubular. The Tubular is positively certain to greatly increase your dairy profits, so write at once for catalog 1-22 and our valuable free book, "Business Dairying."

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