

The Dairy.

Dairymen's Convention.

PURSUANT to public notice, an important meeting was held in the Town Hall, Ingersoll, on the 31st ult. and 1st inst. for the purpose of organizing a Dairymen's Association and otherwise promoting the dairy business interest in the Dominion of Canada. Upwards of two hundred Dairymen from various parts of the country were present, and the greatest interest was manifested in the proceedings. The Convention was called to order soon after 10 o'clock, on the first day of meeting, and a temporary organization effected by the appointment of W. Niles Esq. of Nilestown, Chairman, and James Noxon, Esq. of Ingersoll, Secretary. A large Committee on organization and general business was then appointed, after which the Convention adjourned until half-past one. On resuming, the Committee reported when it was resolved that the consideration of the report be deferred until after the hearing of some addresses, out of which hints might be obtained that would help to shape organization and business. This action was taken, more especially, in order to afford all present an early opportunity to hear X. A. Willard, Esq. of Little Falls, New York, who had come on special invitation, to address the Convention, and who, from his thorough acquaintance with all matters connected with the dairy business, was expected to throw much light on the subject. Mr. Willard was therefore at once introduced to the meeting, and proceeded to deliver a carefully prepared and most interesting address, which at the request of the Convention, he has kindly consented to put in shape for publication in the CANADA FARMER. Our readers may expect its appearance in our next issue. The Editor of this journal was then called on, and spoke at some length, taking occasion to reciprocate some well timed and happily expressed sentiments of international friendship to which Mr. Willard had given utterance at the commencement of his address, and taking up in detail several important practical matters connected with the development of dairying in Canada. He especially dwelt on the absolute necessity of the most scrupulous cleanliness in every part of the cheese-making process, from the milking of the cow to the arrangement of the curing room. At the conclusion of his remarks, he drew attention to the subject of Sunday cheese-making, regretting that the practice very largely prevailed among American dairymen, and urging several weighty considerations against such a practice coming into existence in this country. After the delivery of these addresses, the Convention proceeded to consider the report on organization and general business, and having pretty thoroughly discussed the various recommendations embodied therein, unanimously adopted the following preamble and resolutions, thereby organizing "The Canadian Dairymen's Association."

Whereas it is deemed expedient to form a Canadian Dairymen's Association, through which, as a medium, results of the practical experience of dairymen may be gathered and disseminated among the dairying community, therefore be it

Resolved, that we, the undersigned, do hereby associate ourselves together for mutual improvement in the science of cheese-making, and more efficient action in promoting the general interests of the dairy community.

Article 1. The name of the organization shall be "The Canadian Dairymen's Association."

Art. 2. The officers of the Association shall consist of a President, twenty Vice-Presidents, a Secretary and Treasurer.

Art. 3. The President, Vice-President, Secretary and Treasurer shall constitute the Executive Board of the Association, seven of whom shall form a quorum for the transaction of business.

Art. 4. The officers of the Association shall be elected at each regular annual meeting, and shall retain their offices until their successors are chosen.

Art. 5. The regular annual meeting shall be held on the first Wednesday in February of each year, and at such place as the Executive Board shall designate.

Art. 6. Any person may become a member of the Association, and be entitled to all its benefits by the annual payment of one dollar.

The following officers were then elected:

PRESIDENT.—C. E. Chadwick, Esq., Ingersoll.

VICE-PRESIDENTS.—M. H. Cochrane, Montreal; Henry Wade, Port Hope; T. H. Willmot, Milton; A. G. Muir, Grimsby; Thomas Valentine, Stratford; J. H. Scott, Lobo; James Harris, Ingersoll; Benjamin Hopkins, Brownsville; George Galloway, West Oxford; Richard Manning, Exeter; James Collins, Dereham; Steven Hill, Paris; John H. Ramer, Cedar Grove; — Graham, Belleville; John Adams, Ingersoll; P. Bristol, Hamburg; J. M. Jones, Bowmanville; H. Farrington, Norwich; Hon. David Reesor, Markham.

SECRETARY.—James Noxon.

TREASURER.—R. A. Jones.

On motion the Executive Board was empowered to choose delegates to represent the Association at the American Dairymen's Association from year to year.

Mr. Niles then vacated the chair, and Mr. Chadwick, President of the Association, took the official position to which he had been elected. In doing so he returned thanks for the honour done him, and pointed out the benefits likely to result from the organization, if properly worked. A vote of thanks was then passed to Mr. Niles for his services as temporary Chairman, when it was moved by Adam Oliver, Esq., seconded by Hon. D. Reesor, and

Resolved, That the Executive Committee be instructed to publish in pamphlet form, to distribute among the Dairymen of the Province of Ontario, a detailed statement of the number of dairies and factories in operation in each township, together with an alphabetical list of owners' names; the number of cows in use, and the estimated amount of cheese likely to be made this present year.

The Association then proceeded to enroll its membership, when upward of seventy persons gave in their names, and paid each his dollar to the Treasurer, according to Article six of the Constitution. After the completion of the roll of members, adjournment was had until half-past seven in the evening.

On reassembling, the report of the Committee respecting topics of discussion was taken up. Three subjects were submitted to the attention of the meeting; viz.: the best course to be adopted toward securing a cheese market, the enactment of a law against the adulteration of milk; and the question of Sunday labour. In regard to the best method of obtaining a market for the cheese manufactured, Mr. Farrington was of opinion that the Association should send an agent to England, to open up channels of information and establish a reliable business connection for the Dairymen of Canada. Our New York neighbours had found it necessary to do this, and he knew of no other effective mode of protecting and advancing our interests. Direct communication between the market and the manufacturer was required, in order that the manufacturer might know what prices to ask or to accept. An agency would establish such communication. Hon. D. Reesor approved of the course suggested by the preceding speaker, but thought the step would be found expensive. Some \$1,000 or more would be required to send an agent to England and pay his salary and expenses for a year. Still he believed it would be a wise outlay if the means could be procured. He then proceeded to speak of the development of the factory business in Canada, the demands and requirements of the English market, urging strongly the importance of producing a prime quality of cheese, that it might bring the highest price going, and be as remunerative as possible. Mr. Farrington said he was so convinced of the propriety of sending an agent to England, that he would be responsible for any sum not exceeding fifty dollars toward the cost, and he believed, if all the factories in Canada would bear their part, the expense would fall but lightly on each. Hon. D. Reesor enquired how many cheese factories there were in the Province of Ontario. The Secretary, Mr. James Noxon replied, that he estimated them at about 235, and he thought twenty-five millions of pounds of cheese would be likely to be manufactured at them, the present season. He approved of the agency proposed, and would give the same guarantee as Mr. Farrington had done toward the cost of it. Such a course would give a character and reputation to Canadian cheese, and if we produced a superior article it would be sure to bring a good price. Mr. Davis, of the firm of Davis & Co., Toronto, said that they could only succeed by making cheese that would be in accordance with the requirements of the English markets. The firm of which he was a member was ready to ship any quantity of cheese to England at moderate profits. If the cheese was good, plenty of buyers would be found, if it was not, a dozen agents could not sell it. It was highly de-

sirable that Canada should secure the same high reputation for her cheese which she has for her ham, bacon and flour. Mr. Faulkner, of Utica, N. Y., said he had been identified with the cheese interest since 1837. He had lately visited the principal cheese factories in the neighborhood of Ingersoll, and was happy to say that they compared well with many of the best cheese factories in New York State. The business of cheese-making had grown to such enormous dimensions of late, that it was only by making a good article that a ready sale could be obtained. Buyers were particular, especially at this season of the year, but good cheese would always find a ready sale. He suggested the idea of dairymen holding meetings in their different neighborhoods and discussing amongst themselves the latest and best methods of making cheese. Mr. Farrington warned the dairymen not to send a pound of cheese to market on commission at this season of the year; business was always dull about this time, but after the middle of September prices would doubtless take a rise. Mr. Davis said it was very desirable that the dairymen should have boxes and sale boards on hand, as buyers often had to ship at a day or two's notice. He recommended, also, that the boxes be branded with the name of the factory where the cheese is made. He thought their cheese was not of a high enough color. Perhaps Mr. Willard would tell them what colour was most preferred in England. Mr. Willard replied that the London market desired a highly coloured cheese. In Manchester they would take cheese of a paler colour, but the London market was the best, and to meet its wants, it would be well to aim at a rich cream-colour, not so high, however, as to be red. Mr. John Haskett said that the firm he represented, that of Buck, Robertson & Co., of Montreal, was prepared to ship cheese direct to England. He would be at Ingersoll from time to time, and would be prepared to buy any quantity of good cheese at a fair price. Mr. Clarke approved of appointing an agent to open the way for the advantageous disposal of Canadian cheese in the English market. In business two things were necessary, to have a good article for sale, and then to advertise it effectually. He considered that our factory-men had a good article of cheese to sell; now they wanted to make their wares thoroughly known. For that purpose he thought an agent would be of great service. In his opinion an agency need not be so costly an affair as some appeared to think. It was not essential that he should spend a year in England. A few weeks, or at most, months, would accomplish what was wanted. He thought the proposed agency need not cost over \$2,000, which would only be \$10 each for 200 factories. Mr. Willard's visit to England had secured for the New York factories an average of two cents per pound higher price for their cheese, which had netted a single factory about \$8,000, and greatly enhanced the gains of all. Yet he believed Mr. Willard's visit did not cost the American Dairymen's Association more than \$2,000 in greenbacks. He recommended immediate and energetic action in this direction. He further suggested that Mr. Harris's mammoth cheese be sent out in charge of the agent. It was, he understood, first-class as to quality, and this, added to its extraordinary size, would make it a capital advertisement. Mr. A. H. Pettit, of Grimsby, asked what sample of cheese would do to ship to the English market. Mr. Davis replied that the cheese should be of a close texture, very rich in quality, of a proper color, very clear, of a flavor free from everything that might be called bitter, or sweet, or rancid. A good flavor was very desirable. Mr. Charles Banbury said there need be no apprehension that cheese-making would not be remunerative. He believed it would be, even at a lower rate than what they were now receiving. He had sold cheese at one time at eight cents, and thought he was doing well. He advocated the establishing of a market at Ingersoll, where buyer and seller could meet, thus saving a great deal of trouble to both parties.

It was then moved by Mr. Niles, seconded by Mr. Clarke, and

Resolved,—That in the opinion of this Association it is highly desirable, if practicable, to send an agent to England, and that the Executive Board be instructed to use its best endeavors to accomplish this object; and, if possible, to secure the transmission of Mr. Harris's Mammoth Cheese to the English market.

After some further discussion, the resolution was carried, with but one dissenting voice.

The subject of a law to put a check upon the adulteration of milk, next came up for discussion, when it was moved by Mr. Clarke, seconded by Mr. Niles, and unanimously resolved:

That the Executive board be requested to take such action as may be necessary to secure the passage of an Act by the Legislature at the approaching session of Parliament to protect cheese manufac-