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BICKMORES

A FARM &

Account Book

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## BOOKS

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## Settling the Problems of City Milk Producers

Prices Paid Not High Enough—How Advances Have Been Secured—Anti-Combine Legislation—A National Federation Formed HAT the problems of Canadian League had the best form of organiza-farmers who produce milk for city tion. A full description

consumption are closely similar to those of the milk producers of the leading cities of the United States, was shown at a national conference of farmers producing whole milk for city consumption, held last week in Chic-ago and which was attended by an editor of Farm and Dairy. The coneditor of rarm and party. The con-ference was largely attended. It re-sulted in the taking of steps towards the formation of a National Milk Producers' Federation, one of the main objects of which will be to bring about concerted action on the part of milk producers around the different cities, in their negotiations with the dealers over the fixing of milk prices. An effort is to be made to have all the city milk producers' associations set their prices as near the same day as possible. The purpose of this is to make it more difficult, in the case of milk strikes, for the dealers to bring in milk from other districts where prices are not a subject of negotiation.

The conference was called by the Milk Producers' Association of the Chicago Dairy District, numbering me 12,000 milk farmers. A year ago time 12,000 milk farmers. A year ago these producers entered into negotia-tion with the milk dealers for an ad-vance in prices. A strike resulted, which lasted for several days, and practically stopped the receipt of who milk into Chicago. As a result As a result of this strike the milk producers won their demands. The success of the Chicago milk producers encouraged the New York milk producers to follow their example, and a few months ago they won a similar strike. Other milk producers' associations have since been successful in winning imsince been successful in winning im-portant advances in prices. The editor of Farm and Dairy asked Mr. G. W. Bush, a representative of the executive committee of the Dairy. executive committee of the Dairr-men's Learne of the city of New York, if he would be willing to address meetings of milk producers for Mont-real and Toronto, providing meetings can be arranged for, and was assured that they could be glad to cooperate in every way possible with our Cana-dian Association. dian Association

Call For Convention.

The notice that was sent out call-The notice that was sent out calling the conference, explained that the production and distributing of milk is undergoing a remarkable change. indergoing a remarkable change. costs, advancing costs of feeds, and stricter sanitary requirements, are forcing many milk producers out of business. Concerted action on the business. Concerted action on the part of the producers to deal with these problems has become necessary.

Conference Features.

The discussions of the conference The discussions of the content were taken part in freely. They brought out some interesting points. Anti-trust and combine laws are very any states. When strict now in many states. When milk producers in these states try to work together for an advance in prices they place themselves in dan-ger of being prosecuted and heavily fined. Sometimes they have had fined. Sometimes they have had considerable difficulty evading these laws. Some method of meeting them

inwa. Some method of meeting them in future has become necessary. Emphasis was placed on the im-portance of producers knowing their costs of production. These would show producers when they were selfing at a loss and would go far to satprice was justified. Even in spite of recent advances in prices the convic-tion was general that prices are still

tion. A full description of this form will be published later in Farm and Dairy. The leaders in the conference ed to be alert, capable men considerable executive ability, who seemed to have the qualities necess to enable the producers to obtain their reasonable demands. Before conference closed a committee was appointed to examine the now numerous laws relating to the sani-tary production and handling of milk. and from them to draft a model law for general adoption. Mr. M. P. Hall, of Lansing, Mich., was appointed chairman

The National Officers.

A board of is directors was formed the proposed new national ducers' federation. Later Later producers directors appointed the following of-ficers: President, Milo D. Campbell, fleers: President, Milo D.-Campbell, Coldwater, Mich.; vice-presidents, W. W. Ingersoll, Elyzia, Ohio; G. W. Bush, Littib Falis, New York; sec.-trees, Geo. Brown, Sycamore, III. The ex-centive includes W. J. Kittle, secre-tary of the Chicago Association.

The Addresses.

The Addresses.
The following are extracts from the addresses of leading speakers:
W. W. Ingersoll, Elyra, Ohio, near Cleveland: "Keep a pencil and know what it coats you to produce you milk, and be able to prove to commit milk, and se age to prove to con-sumers, anti-combine prosecutors and others why you must get more for k. The average producer is willing to pay more if convinced the price is fair. Considering its food value, compared with other foods, the price of milk is none too high. We should aim to re-ceive at least as much as the dealers.

ceive at least as much as the declera.

"One of the greatest problems we must solve is what a case of the must solve is what the solvent is there between the case of production and the shall be the control of the case of the case of the case of the average cow? How can feed values and prices be grouped? Yet a basis needs to be found.

Mr. Bush, New York: "We have more cow-cessing associations in our

more cow-testing associations in our state than in any other state. Our Department of Agriculture has been working on the problem of helpir; us to increase our production. Yet the average production of our cows is less than 5,000 lbs. a cow. This has not been enough to meet the needs of the

During the past six or seven years we have formed and incorporated the Dairymen's League, representing the farmers shipping milk to New York. They represent farmers in the States They represent farmers in the States of New York, New Jersey, Pennsyl-vania, Vermont, Connecticut and Mas-sachusetts, We have some 23,000 members. It takes the milk of over 400,000 cows to supply the milk of

"Careful records were kept of the cost of production. These all showed that it cost \$2 to \$2.25 a 100 lbs., for n we were getting \$1.52 a 100 In spite of the fact that all the members of the family worked long hours, the production of milk 100,000 cows less milk for New York than there were a few years ago.

costs our members 25 cents a to join. We issue them shares to join. We issue them shares tock. At the time of the recent milk strike the producers sold then milk to their own company, and the dealers had to negotiate with the company for their supplies.

tion was general that prices are still company for their supplies.

"The dealers backed up and fought vigorously for 14 days. It cost them over \$1,00,000 and the rallways over \$10,00,000 and the rallways over \$100,000 and the rallway over \$100,000 and the rallways over \$100,000 and the rallways over \$100,000

the producers \$500,000 to get the advance, but I doubt this, as much of the milk was turned into cheese factories, made into butter or saved in other ways.

The dealers strove to secure their misk from points hundreds of miles away, even as far as Canada. One of the troubles in the past has been that when the Chicago producers were striking the dealers would buy milk from New York producers, and when we in New York were striking the we in New York were striam to dealers bought the milk from Chicago producers. We must find some way of preventing this in the future. The best way would be for us all to set prices at the same time all over the

Question: "Have you any figures as to the cost of production?"

Answer: "Yes. We found in my

Answer: 'Yes. We found in my own county, for instance, that 2,300 comes gave an average of 5,133 lbs. milk, which is better than most districts do. It cost us 2 9-10 cents a tricts do. It cost us 2 9-10 cents a

triots do. It cost us 2 5-10 cents a canart to produce our milk. We were selling for less than that."

The Sacretary of the Minneapolis and St. Paul Milk Producers' Association: We first formed local units and later a central association. We soon ran up against the question of the cost of production Figures gathered showed that the cost ran at 19 cents a gallon. Estimates gathered from a large number of other farmers placed the cost at 18 4-5 cents a gallon. Last summer we received only about one-half that price.

In Minnesc'a we have a very rigid anti-combine law, which says that if even only two people get together and try and set a price they are guilty. We had hig trouble getting around it. This is one of the big problems that we must face. We were so strongly or-ganized the dealers gave us our ad-vance without a strike."

A producer from lows, who said he was an Irishman, created considerable amusement when he wanted to know what could be done to meet ananow what cound be done to meet and other kind of competition. Since starting farming he and his wife had produced one milker in their family, but a Dutchman on a farm scross the road, during about the same period, during about the same period, and produced size military. He want had produced the milkers. He want-ed to know how he was going to meet competition like that. No one seemed able to offer a solution for his diffiasked if he should have his wife he come a slave to their cows just be-

A sneaker from the Massachusetta Agricultural College gave the results of an investigation to find the cost of distribution. These Blaced the cost at 2 7-10 cents a quart. If had debts, breakage, surplus, etc., were all in-cluded, the cost would be about 31/4 cents a quart.

The manager of a farmers' dairy company in Milwaukee, Wis., created discussion when he stated that the milk shipped to the city or delivered there is need for by weight, irrespective of its butterfat test. Surpr expressed that farmers The sneaker ad milk or that basis. milk of that basis. The sneaker admitted that there was considerable dissatisfaction, and said that a number of farmers producing high-testing milk were shipping cream instead of

Mr. Fuller, of Madison, Wis., stron Mr. Fuller of Masson, w.s., strok-ly ured milk producers pooling their resources and forming joint-stock companies and marketing their own milk. He contended that this was the logical method of settling the pro-ducers' difficulties. There were four stock packing plants in his state that stock necking plants in his state that were dolars good work for the live-stock seen, and the producers, he con-tended, should profit from their ex-ample. This view did not appear to meet whether the profit of the terrestime information eathered at the terrestime information eathered at the will be published later Farm and Dairy.

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