

A Money Producing Combination: Sweet Cream and Hogs

How a York County Farmer Gets Large Returns From These Two Products

MUCH has been said about loans of money to farmers to assist them in the purchase of better live stock, the building of better and more improved buildings and the draining of their farms. Some people claim that a farmer cannot buy stock, pay interest on the money invested, and make good. A few weeks ago, when I paid a visit to the home of Mr. Ed. Willis, York Co., I discovered a striking example of how one farmer did this and still made good. While talking about his herd, Mr. Willis informed me that about 25 years ago his father bought four Jersey cows from Captain Rolph, of the same county, for which he paid a big price, borrowing the money to pay for them. I asked Mr. Willis whether he considered it had been wise to do this. His answer was: "By all means, yes, for the cows soon paid for themselves and the interest as well. To do this, however, the man who goes into the business must be a stickler and make the most from his cows."

In discussing the question of breeding, Mr. Willis said, "In order for a breeder to get good returns from any cow, there are two things she must have. One is constitution and the other capacity. When buying we always aim to get these together with as much size and vigor as possible. Having purchased cows approaching this ideal, the next and most important thing to consider is the herd sire. The bull is nine points in breeding, and we always aim to get the best individual obtainable, one with a high record dam and other good ancestors."

After hearing Mr. Willis make these remarks, I was certainly convinced that in their 25 years of Jersey breeding, his father and himself had kept before them an ideal, and I naturally expected to see animals in his herd which would approach that ideal. When I visited the herd in the pasture field later I was not at all disappointed. Each individual was strongly developed along the lines outlined above. As we went from one animal to another, we found it hard to fault any individual on the points of constitution and capacity.

The herd is not a large one, as Mr. Willis aims to keep only about 10 cows on the 100 acres of land which he owns. These, with the young stock which is raised to supply market demands and to keep up the standard of the herd, bring the number to from 15 to 20 animals. The mature cows are of good size, with straight top lines and deep bodies. They are in good condition, and have that thrifty appearance that tells of the pride their owner takes in his animals and of the provision he makes for keeping up the milk flow and the condition of his animals. It is quite generally understood that the Jersey cow is more or less of a pet. Yet a whole herd with each individual a pet is quite a novelty. It would do any lover of animals good to step into the pasture field with Mr. Willis' herd and note the confidence and trust they place in human beings, showing that they have never been abused, and that they are thus able to give their best to their owner.

While we were talking about the different individuals, Mr. Willis informed me that some years

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ago they exhibited their herd at Toronto, and that they carried away quite a number of the best prizes. I asked him what he thought about exhibiting animals at the fairs. His reply was, "I consider it one of the best ways of getting knowledge regarding the breed of animals that you are interested in, and at the same time of advertising your stock. When one has his animals in competition with another man's and prizes are awarded, it is an easy matter to see the deficiencies in the animals that do not win the prizes."



One of Mr. Willis' Jerseys—the kind that develop into cows of strong constitution and great capacity.

—Photo by an Editor of Farm and Dairy.

When we know wherein our animals lack, we can set about to remedy those deficiencies, and by careful selection and breeding, produce better animals. It is quite an easy matter to become more or less satisfied with the animals which we possess, unless advantage is taken of some means, like competition at the fairs, to show up their weaknesses. Much the same good can be had by attending the leading fairs, but you do not get it pounded into you the way you do when you are



An old-fashioned house kept homelike by shrubs and flowers. On the Willis homestead, York Co., Ont.

—Photo by an Editor of Farm and Dairy.

the loser." I asked Mr. Willis about exhibitions as advertising mediums. "Well," said he, "we carried some advertising with the leading agricultural papers at the time we exhibited, and we still get enquiries from people who saw our advertisement, or read about our winnings in those

papers."

When we came to the question of records, Mr. Willis said: "We have not made any very sensational records on our home farm, but we have quite a bit of credit in that Sadie Mae and several others of the highest testing cows in the Dominion of Canada were raised here."

Butter Sold.

For a number of years the cream was churned on the home farm, and a big reputation won up for Pine Ridge butter. In speaking about this Mr. Willis said: "My father was an expert butter maker. For several years she exhibited butter at Toronto and all the local fairs."

One year at Toronto her butter scored as high as 98 per cent, the two per cent being taken off because the judges thought it was too highly colored, yet it was made from cream just as it came from the cow, there being no coloring added whatever. For a short time after the death of Mrs. Willis, the son having learned the art from his mother, continued to manufacture butter in the same way. Some exhibiting was also done by him, and he was fortunate enough to win nine first prizes out of 11 at their local fair in Newmarket. Pressure of farm work, however, prevented this scheme being carried on, and a change was made from butter making to the selling of sweet cream. Mr. Willis is now selling cream in Toronto and realizing from 35c. to 40c. a pound butter fat the year round. His cream tests from 24 to 25 per cent, and in the three or four years that he

has been shipping, he has never had a sour batch. This is a very enviable record, especially with a high class, well paying trade like that of Mr. Willis'. I was particularly anxious to know how he managed to keep his cream sweet in hot weather, and naturally expected to find a more or less expensive equipment for cooling this perishable product, but was quite surprised when Mr. Willis outlined his method of cooling and keeping the cream.

"The main thing in the keeping of cream is to get it cooled as quickly as possible after separating," said he. "We have a barrel, through which the water for our horses has to pass before reaching their trough. After placing the fresh cream in a can in this barrel we pump cold water from the well as often as is needed. This water registers between 40 and 50 degrees F. Where most people make a mistake in cooling cream is in not getting the animal heat out of it soon enough. If the animal heat is taken out quickly, and the cream brought to between 40 and 50 degrees, there is not much trouble in keeping it sweet for any reasonable length of time. We have a storage tank made of galvanized iron, large enough to hold several cans of cream. This storage tank is insulated with four inches of sawdust on every side, and has a tight lid insulated in the

same way. As soon as the cream is cooled, it is put in this storage tank and ice is used whenever necessary. It does not require very much ice, as a small piece will keep the temperature down sufficiently low to hold cream for a number of

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W. A. Wilson.

self-interest, are seldom in the community or the industry branch was organized in dairy commissioner the chosen embraced the commercial and educational interests in view:

1. To prevent over-capitalization investment only when necessary.
2. By cooperation and of the creamery work to facturing to a minimum.
3. By means of the management of the cream dairy a price for his further business.
4. By giving special at the manufactured product profitable market for the

The first two were coming over the control of the active creamery companies assistance on terms that can be justly stated that the success of the commercial expectations, and this successful factor in enabling direct and work out a respect to improving the markets. A strong business economic principles this was the first object The cooperative principle by the farmers, and in encouraged to build These, where possible, points on the railway, might be brought thus securing volume. The supply of cream and tions more secure the elements for the first few Government.

