11, 1912.

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Large Profits

Trade

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DON Tile Machin

creamery Department Better makers are invited to send stributions to this department, to ast questions on matters relating to better making and to suggest subjects for discussion. Address inters to Creamery Department.

*************** To Get Patrons Interested

Jas. Keachie, Iowa

We had a meeting for our patrons out two years ago in the winter ticket to serve an oyster We sent out invitations to ery patron to come and bring their lies and enjoy the dinner and ram, which lasted from 10.50 to 3.30 p.m. It certainly got ant too. It created more in-

delivering good cream and also system that to produce it when they would katchewan.



Better Butter And **Better Prices**

These are the two big reasons why you should use Windsor Dairy Salt.

If you make your living out of the butter you sell, then anything that will make the butter better will make more money for you.

WINDSOR

has proved its quality and superiority in thousands of dairies and in hundreds of contests.

some way, for, as I just said, it is the some way, for, as I just said, it is the ignorant patron that is the careless one. It is up to us buttermakers to educate them somehow. The dairy papers, the creamery picnics and the conventions are the best sources we have through which they may receive this information.

Is it Fair?

John Bryson, Ontario Co., Ont. I notice in Farm and Dairy of June 13 that dairymen out in Saskatchewan have adopted cream grading, and that in the future the farmer who won't take care of his cream will have him-self to pay for his carelessness. He will not be able to sponge on his careful neighbor, as he now does in Ontario

tatchewan.

To produce it when they would be a paralysher else. I never could say of my patrons to go to any lear conventions until after this sing. Now some of them go every ar to our state convention.

We must educate our patrons in the stable and lets his cream stand exposed to all kinds of bad odors until of the house and set in the cellar into the house and set in the cellar into the house and set in the cellar paraly in the stable and lets his cream stand exposed to all kinds of bad odors until the stable and lets his cream stand exposed to moulds and the odor of decaying vegetables. His neighbor may apparate in a cleanly dairy house, cool the milk in ice tanks and deliver it in separate in a cleanly dairy nouse, cool the milk in ice tanks and deliver it in the very best of condition. And when pay day comes they both get the same price per pound of butter fat. Is it

Brand It

G. G. Publow, Chief Dairy Instr., E. Ont.

E. Ont.

It is possible to make reasonably good whey butter, but my experience is that it is not good keeping butter. It is worth more the day it is made than at any other time. It is only fair to the creamery man that it should be branded as whey butter. There is no kick against making it, but it should be sold for what it is worth. Let the people know what they are getting. they are getting.

they are getting.

The unfortunate part of this work is that many men who are making whey Lutter have had no previous experience in making butter. There is also an attempt being made to make cheese and butter with the same help. Both lines are neglected. At least two-thirds of the men who were making whey butter this year had their cheese or butter under The

Uniformity in Dairy Production

Successful creamery men have sed and are still using Windsor Diry Salt—because it gives them the best results always.

Are YOU using it?

TID

Experienced man to take the theory. Apply the to the control of the contr

GOVERNMENT EXPERT

Chooses SHARPLES Tubular Cream Separators for His Three Farms



Like other shrewd farmers, Mr. Anson Groh, widely known agricultural lectures employed by the Government, knows the money to be made in dairying. He has succeeded because he knows profit is of far greater importance than first cost. Mr. Grob is seen sitting in this picture, with his family and assistants, before his country home. Like others making most money from dairying, Mr. Groh selected the Tubular in preference to all others because the Dairy Tubular contains no disks or other contraptions, has twice the skimming force of other separators, skims faster and twice as clean, and pays a profit no other can pay. Mr. Groh says:

"Preston, Ontario, May 28, 1912.—Some years ago we selected the Sharples Tubular. After a few years' use we found it necessary to get another separator for another farm and selected a few. S. After several years' service of these two machines, we would not think of introducing any thing also on our third farm, recently purchased. ANSON GROU."

Now you understand why owners of other separators are discarding their machines by carloads for Tubulars. Follow the example of Mr. Groh and the many others who have succeeded. Buy a Tubular for the sake of double skimming force, casy cleaning, and all the profits.



Got quick attention The Sharples Separator Co. Toronto, Ont. Winnipeg, Man

The may or may not be of good

It is the same with our cheese. Uniformity in quality can be obtained only by having the same facilities for making in all factories. Some factories have cool curing rooms; others have not. As a result, cheese has to be made by different methods to meet the different conditions. With proper cool curing rooms in all factories, a uniform product could be produced that would create the demand and bring the price. It is the same with our cheese

Wash Every Time

M. J. Lewis, Victoria Co., Ont.
I would advise that the separator
be washed every time it is used. If
used the second time without being washed the bacteria which have been growing in the machine seed the fresh milk. One may strain particles of dirt out of the milk, but the bac-

What would we think of a woman who did not wash her dishes more than once a day? It would be just as reasonable to leave the dishes without washing as the separator. Human food comes in contact with the separator just as closely as with the

The patron expects the creamery man to wash his churn every time it is used, but he often neglects to finest. If the making of whey butter is it is used, but he often neglects to to be continued the creamery business must be protected. Creamery day. I cannot understand why he men are justified in asking that whey butter be branded as whey butter. with the separator as is done with his wife's dishes.

The separator is too often kept in

WANTED AT ONCE

FIRST CLASS CHEESE MAKED Must apply in person and have good recommends as to ability and character.

Maker will have a chance to buy this factory, which is one of the best in Eastern Ontario. Apply to

MARSHAL RATHWELL, NAVAN, ONT.

WANTED-CREAM Highest Toronto prices paid for Oream delivered at any Express Office.

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Write for particulars.

THE TORONTO CREAMERY CO., Ltd., Terento

"Baker" Wind Engines

Are built for hard, steady work, and keep at it year in and year out



It is the reputation which "BAKEP Wind Engines have fairly won and steadily hold ever since their first appearance on the market, to years ago, that should be considered. They are and easy running, "BAKEP Wind Engines are so designed that the gears cannot wear out of mesh. The wheel is half on a hab yeviced on a long has a large number of small sails which develop the fall gover of the wind and enable them to pump in an and self-regulating device, and all the working parts are covered with a cast sheld; protecting same from rea and sides. The above is only a few the many lead. Let the H.-A. Co. agent give you complete information, or write direct for booker. Self-valued to the control of the control of

The Heller-Aller Company WINDSOR, ONTARIO