

Cheese Department

Makers are invited to send contributions to this department, to ask questions on matters relating to cheesemaking and to suggest subjects for discussion. Address your letters to The Cheese Maker's Department.

Best Method of Selling Cheese

During the past couple of years a lively controversy has been waged in Eastern Ontario in regard to the best method of selling cheese. Most of the factories have sold their cheese on the cheese boards, a few have shipped their cheese direct to the Old Country, while others have sent their cheese to Montreal and sold it there. A representative of Farm and Dairy had a talk on this subject with Mr. J. A. Campbell, of Ormond, who is interested in five factories. Mr. Campbell has shipped cheese direct to Montreal with excellent results.

"I believe," said Mr. Campbell, "that our dairymen should co-operate in the matter of selling their cheese. The cheese should be shipped to some central point, inspected there, and sold upon its merits. It seems to me that the factories in Eastern Ontario, between Montreal and Perth, could co-operate and ship their cheese direct to Montreal. One man could represent several factories and he would be able to go to Montreal with the cheese and see that it was sold on its merits. By several factories co-operating the expense of selling cheese would not be so great. At present the factories each send a sales man to the cheese board and the Montreal exporters have to send representatives to each board."

"Were all the cheese shipped to Montreal, the Montreal exporters would not have to pay a commission to the local buyers who now buy the

cheese at the different cheese boards. Were cheese sold in this way, it would be possible for the buyers to inspect the cheese and, therefore, the buyers could not make any unjust cuts on the salesman not be satisfied with the price offered for the cheese, he would be able to dispose of it to the numerous other buyers in Montreal until the market improved. There are some splendid cold storage plants

should be discussed at dairy meetings."

Western District Meetings

Editor, Farm and Dairy.—We again extend a cordial invitation to Cheesemakers, Factorymen and Patrons to meet together in the various districts to discuss such questions as they feel are of interest to both maker and producer.

The details of making cheese and



A Cement Smoke Stack at an Oxford Co., Ont. Cheese Factory

The illustration shows the exterior of the Durham and Norwich Union Cheese and Butter Factory. The cement smoke stack shown, and which is somewhat of a October 7th, by Mr. A. W. Darroch, who owns and operates the factory.

in Montreal where cheese can be stored for considerable periods at but slight expense."

"One of the leading Montreal exporters," concluded Mr. Campbell, "not object to such an arrangement as they were anxious to buy the cheese in the cheapest way possible. This exporter said that he would rather have one salesman at Montreal than 20 around at the different cheese boards as at present. He believed that such an arrangement would save expense. This is a question that

carrying for milk can be discussed more fully at a small meeting of this kind made at our Annual Convention. Those interested are requested to kindly make a special effort to attend the meeting most convenient, and get as many as possible of their officers and patrons to attend. Every person interested in dairymen will be welcomed. No set program will be adhered to, but the following questions are probably of interest, and we will be glad to have dairymen come prepared to discuss any or all of them:

1. Short report on the work of the

season in each district.

2. The instruction work of 1909. Discussion.

3. Has the method adopted this year for insuring a uniform Alkaline solution been satisfactory? Discussion.

4. Defects in some of our hot-weather cheese during the past season. Suggestions for overcoming these defects. Discussion.

5. The principal points necessary to be observed for successful and proper pasteurization of whey. Discussion.

6. The proper and cheapest method of disposing of factory wash water. Discussion.

7. Further improvements in the milk supply and uniform methods of caring for milk. Discussion.

8. The benefits of cool curing rooms. Discussion.

9. Factory registration and Makers' certificates.

10. Why not pay for milk by the test?

LIST OF MEETINGS

Watford Music Hall, Tuesday, November 9th, 2.45 p.m.

Hamilton, Dominion House, Thursday, November 11th.

Listowel, MacDonald Hall, Tuesday, November 16th.

Woodstock, Council Chamber, Thursday, November 18th.

Simcoe, Council Chamber, Tuesday, November 23rd.

Norwich, Town Hall, Thursday, November 25th.

St. Mary's, Council Chamber, Tuesday, November 30th.

Bolton, Masonic Hall, Thursday, December 2nd.

Note.—All meetings, except Watford, begin at 2 p.m.—Frank Hens.

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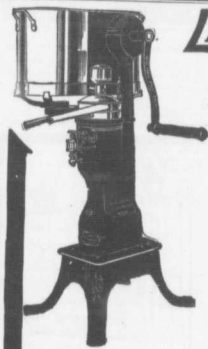
Tenders must be addressed to
G. V. POOLE, PALMERSTON
SECRETARY OF THE CO.
The make is about 100 tons of cheese.

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YOU haven't here," said pay folks up and I know Mr. land wouldn't "I don't care not," replied fiercely. "I've dollars, Mrs. G. roast of pork and raisins and cran my children's T. told the butcher I would leave them with Liza, and them to-morrow ask them to trust and I've got to be that two dollars, show your face snarled the old drunken in the dep the pillow looking ly malignant. "I ain't that returned Hanna said I'd come, and got to get up before my own dinner and cook it, but I'll that two dollars." For answer Mr. her bed, and pressed back to Hannah another word. She even the indomitable other woman. the greatest force of utter negation silence. Finally poor H. home without her walked down the of the village be houses, which seem asleep, and in some she was fairly tr She unlocked the and stole in caution wake the children. said, she sat beside dow, and looked o street. Early in th there was a rime o on the ground. Th a cold green light, pressed by a num ence itself. She said that night. She sa valiantly when thou daylight when she g to go to MacFar she whispered, shak shoulder tenderly. pretty. Line eyes an sleepily. "Now," said H something to tell you make a fuss about i