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The Dairyman Who Operates the
HINMAN Has Cut His Milking
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HINMAN SIMPLICITY

Is Responsible for Their Low
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No Pumps to Buy, No Tanks to install. No Gauges,
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HINMAN Unit is complete in itself.

Write—Telling us the number of Cows you have. Our Low Price
Will Surprise You.

H. F. BAILEY & SON

GALT, ONT.

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**Take Your Opportunity
— NOW**

What are your prospects as
"hired man"?

How long will it take you to
own a farm of your own?

These are questions which every
ambitious man must face.

Don't settle in the rut of hand to
mouth existence.

Get a FREE HOMESTEAD

Our "Homeseekers' and Settlers' Guide,"
to be had for the asking, will tell you how
and where. Write to the nearest C.N.B.
agent or General Passenger Dept., 68 King
St. East, Toronto, Ont.

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You'll Find the Advertisers in FARM AND DAIRY
are reliable. They are
advertising reliable goods. They want to know you; also want to know
where you saw the Ad. When writing them don't forget to tell them
you saw the Ad. in FARM AND DAIRY.

The Makers' Corner

Butter and Cheese Makers are in-
vited to send contributions to this
department, to ask questions on
matters relating to cheese making,
and to suggest subjects for discus-
sion.

Three Uses for a Trailer

W. L. Smith, Durham Co., Ont.
MOTOR trucks are being used in
this neighborhood for three dif-
ferent services—gathering eggs,
honey and cream.

Mr. Andrew Knox is quite exten-
sively engaged in the production of
honey. His colonies of bees are not
all confined to one place but are scat-
tered over quite a wide expanse of
country in order to facilitate their
work. One of his principal honey
stations is located in the orchard of
Mr. W. H. Gibson, Ontario's largest
individual apple grower. Mr. Knox,
before his honey stations were so nu-
merous, used a single horse rig for col-
lecting. He now uses a trailer. If he
depended on horse power today two
men and two rigs would be necessary
to do the work he is now able to do
himself with the help of a tractor.
A local egg collector is using another
tractor in his business and finds he
can save about two days' time in a
week by so doing.

In the case of Orono Creamery Co.
the greatest saving of all has been
effected. The manager tells me that
he has been able to dispense with
three teams by using a trailer for
cream gathering. Not only is time
saved but the cream arrives at the fac-
tory in better condition because there
is less jolting and exposure to the
heat of the day is extended over a
shorter time.

Sidelights on the Cheese Situation

THE changed situation in the
cheese trade this year has de-
veloped some interesting fea-
tures. For instance, in the past
cheese exporters have frequently been
able to buy cheese during the sum-
mer and through storing it, sell it at
a profit during the winter and spring
months. Sometimes, of course, this
practice has resulted in heavy losses
to the exporters, but nevertheless, as
a rule exporters have expected to
make a profit in this way. Of late
years, there has not been as much of
this speculation as there was some
years ago, owing to the fact that the
development of the cheese trade in
New Zealand and the placing of the
New Zealand cheese on the British
market at the same time that the
Canadian stored cheese would natu-
rally be sold there, has tended to make
it unprofitable to hold Canadian cheese
in anticipation of an advance in the
market price. The new situation in
Canada is going to make it still more
difficult, in fact, impossible, for ex-
porters to hold cheese expecting an
advance in the market. This, some
advance in the market. This, some
of the Montreal exporters who have
large warehouses will be at a loss
inasmuch as they will not be able to
use their warehouses for the purpose
of storing cheese as they have in the
past. Unless the warehouses can be
turned to other purposes the loss will
amount to considerable.

An editor of Farm and Dairy while
in Montreal recently, asked Mr.
Arthur Hodson, the well-known cheese
exporter, of Montreal, if there was
any possibility that he or the other
Montreal exporters might want to
corner the market through endeavor-
ing to handle large quantities of the
cheese sold and in that way to re-
duce the cost of handling as to
squeeze their competitors or most of
them, out of the market. Mr. Hodson

did not think it was at all likely that
such a situation would develop ow-
ing to the fact that the ratio of ex-
pense in handling large quantities of
cheese is about the same as for han-
dling smaller quantities, the reason be-
ing that the handling of cheese is
practically all done by hand labor.
This means that the amount of labor
employed increases in proportion to
the amount of cheese to be handled.
In this respect it is different from
some other lines of business where
machinery can be used and where
large quantities can be handled much
more cheaply than small quantities.

Dealing in U. S. Cheese.

For some years our Canadian ex-
porters have imported considerable
quantities of cheese from the United
States and shipped it from Canadian
ports. This has led to charges being
made in the past that American
cheese were going forward as Cana-
dian cheese, and not being as good
in quality, were likely to injure the
reputation of Canadian cheese. At
present cheese is selling higher in
the United States than it is in Cana-
da. It is not believed that there
will be some inducement this year,
even if the price of U. S. cheese
falls, to import cheese in this way as
there has been in the past.

It seems to be expected that cheese
in eastern Ontario this year will com-
mand a little higher price than the
cheese in Western Ontario, where the
quality of the cheese is equal, owing
to the difference in the freight charges
on handling cheese between Eastern
and Western Ontario points and
Montreal. Buyers in the past have ap-
parently been more inclined to level
up freight charges and to pay them
in the price paid for cheese in a way
that did not make this difference so
apparent as it seems likely to become
this year. One Montreal exporter ad-
vises us that where the charge from
Cornwall to Montreal approximates
15 cents a box, from Stratford it will
approximate 25 cents a box.

Will be More Competitors.

The fact that the cheese will all be
taken over by the Cheese Commis-
sion at Montreal, is leading some
firms, such as the Swift Company,
Wm. Davies Company, and T. H.
Byan of Montreal to buy more this
year than usual. In the past it has
been difficult for firms to deal in
cheese on any large scale unless they
had British connections, where they
would be sure of an outlet, and unless
they had storage and other facilities
for the handling of cheese to ad-
vantage. Now it is no longer necessary
to have the connections and facilities
that have been required hitherto, and
when there is a certainty of a steady
market, some firms are buying more
extensively this year than ever before.
This means that the increased com-
petition thus brought about is likely
to assure farmers receiving the high-
est possible price through the cost of
handling cheese in Canada being re-
duced to a minimum.

Loss of Fat With Pepsin

Geo. H. Barr, Chief of Dairy Branch,
Ottawa.

OWING to the scarcity of rennet
extract in Canada in 1916, many
of the cheesemakers were obliged
to use pepsin as a substitute. It
was generally admitted at the end
of the season that there was a greater
loss of fat in the whey when pepsin
was used than there was when using
rennet extract.

Considerable work was done at the
Pinch Dairy Station, between Febru-
ary 23rd and May 10th, 1917, endeav-
oring to eliminate this extra loss of
fat. Tests were made with different
quantities of pepsin, setting the milk
at different temperatures and develop-
ing a higher acidity in the milk be-

fore setting.
In prac-
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solved in one

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