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able degree in the development of cold storage which if operated in the help towards reducing the cost of living, and maintaining a balanced supply of good food for the nation.

"A few years ago H. Gauvin, now in charge of our cold storage department built a cold storage plant at the little prairie town of Vonda, Sask. His friends asked him if he was crazy to spend his money out there in such a venture. He said, 'No, I am going to educate the farmers of the district to the value of cold storage.' And he did. They started storing their eggs in summer for winter use, and their beef and pork in winter for summer use and soon became so interested that they took shares in the company. Later a creamery was added to the plant, which this year has been filled to capacity, and this company is uniting with us by an exchange of shares. In section 28, part 11, of the provincial act it provides for a fine of \$50 if efficient service is not given to the public. The Dominion government gives a grant of a percentage of cost of each plant covering a period of five years after operation is commenced, and all rates charged the public are subject to their ratification.

"We have started to enlarge the cold storage plant at our North Battleford creamery, and have purchased the large Early plant, partly completed before the war started, at Saskatoon, and now have men at work bricking it in so that inside installations can be put in during the winter, so as to have it ready for next season's operations. This plant will cost in the neighborhood of \$85,000 and when completed will be the largest in Western Canada. Our aim is to cover Saskatchewan at all strategical points, so as to place within the reach of all citizens of the province the facilities wherewith to take care of their perishable or other goods needing such storage.

"Our shares are \$20 and we can only move as we can dispose of them to the public. No person can hold over \$1,000 in the company and we ask all those interested to take up at least five shares, 25 per cent. to be paid down, the balance subject to call in periods of not less than 60 days. The members of our executive are doing their work entirely in the interests of the dairy industry and the public generally and we expect support from the people of the province which will enable us to proceed with our program."

Developments in Manitoba

There are no government-owned creameries in Manitoba. The policy has been to encourage the dairy business generally, including co-operative creameries. The early development of large centres, assisted in the establishment of large dairy plants, to which large amounts of cream from outside points were shipped. This process of centralization, however, has been reversed of late, and some of the large central firms are buying or building small creameries at outside points. In most cases new territory is being developed and new creameries built. Recently, local plants have been installed at Killarney, Yorkton, Dauphin, Rosthern, Erickdale, and a creamery at Carman has been taken over.

The output of dairy products has shown a steady increase, and will show an increase this year over the output of 1916. Already some 5,600,000 pounds of creamery butter have been manufactured and 90 carloads containing about 2,000,000 pounds have been exported to points outside the province. This is very satisfactory when it is remembered that in 1912 some 55 carloads of butter were imported into Manitoba. The increase is general throughout the province, though the north country developed a little faster than other parts. Up between the lakes four new creameries have been erected this year. They have manufactured about half-a-million pounds of creamery butter. On the Oak Point line the increase has been about 250,000 pounds for 1917. Reports coming in indicate that there will be an increase of about half-a-million pounds of creamery butter, which will bring the total up to 7,000,000 pounds, as against 6,500,000 pounds last year.

Some of the co-operative creameries are giving good reports of themselves, paying the outside price for cream, distributing a fair dividend, and providing for a nice sinking fund. Some,

however, owing to bad management and the failure to take advantage of grading their product, are just making ends meet. Those which are conducting their business in a haphazard fashion and not grading their products, are making but little progress. Up to the present time competition has been so keen that it has guaranteed good prices from the locally owned private concerns, the centralizers, and the co-operative creameries. A spread of two cents usually prevails between the different grades, though when the market is exceptionally strong, as it has been this season, the tendency is for the spread to narrow. Some of the creameries are regularly turning out a product that goes entirely into No. 1 or special grades. Grading is done under the supervision of the department, and inspected cars are sold on government grade certificates. Buyers are asked to criticize and to suggest improvements which could be made in the quality of the material they purchase. If the suggestions are worth passing back to the creamery the department sees that they are passed along.

Manitoba has, of course, a large local market for butter. That which is exported then goes west to Vancouver and east to Port Arthur, Fort William, Montreal and Toronto. Small creameries can take advantage of grading facilities by shipping direct to whole salers, the grading being done in their warehouses. Small shipments which

do not go to the warehouses are not graded, but may be scored for the information of the creamery. All that which goes out of the province is sold under grade certificates.

The Cheese Factory End

There are some 22 cheese factories in the province, 12 of which are co-operative. Cheese-making is restricted largely to the French and Mennonite sections, where the farms are smaller and the districts more thickly settled. Enough cheese is not being manufactured, however, to supply the home market. The product, however, is showing a nice increase, and this year about a million pounds will be marketed. Cheese paid better this year than butter, although the price may have been somewhat depressed owing to the fact that cheese prices were fixed, and the price prevailing in Manitoba was based on that in Montreal of 21 cents a pound. A start was made last year in buying milk for cheese-making purposes on the straight fat basis. It has been proved by experience to be essentially fair. Next year it is expected that all the cheese factories will pay for milk according to quality, and that a start will also be made in grading cheese.

In Ontario, the great cheese centre, most of the cheese is sold "on the board." That is, there are certain central places accessible to representatives of various factories; where regular meetings are held and where buyers meet with salesmen from the factories. The amount of cheese for sale from

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each factory is boarded, i.e., written on a blackboard and the bidding begins. After the auctioneer secures the maximum bid, the highest bidder is allowed to select the amount of cheese he wants at that price and to name the factories from which it will be taken. Those factories which produce the best cheese are known to the buyers, and they get preferential treatment when the selection is being made. After the first selection has been completed, bids are again called and so the business proceeds until the buyers have secured all they want or the supply of cheese has been exhausted. So far board sales have not been inaugurated in Manitoba, most of the output being marketed through brokers on the basis of one-quarter cent per pound.

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