

Items and Articles of Special Interest to Our Farmers

Creamery vs. Dairy Butter

The importance of dairying in Saskatchewan agriculture is, perhaps, not very generally appreciated, but the growing importance of this branch of the farming industry is demonstrated by the fact that the last annual report of the provincial dairy commissioner shows the value of the dairy products of the province for twelve months to be \$11,599,500.00. It is a striking feature in this report that there is still considerably more dairy butter manufactured in the province than creamery butter. This is surprising in view of the fact that with very few exceptions the farmer who patronizes a creamery gets much larger returns from his dairying operations and with less work than the one who manufactures butter on the farm. Experience in all parts of the world has proven that the development of the creamery business is necessary to any extensive development of the dairy industry, since it is impossible to build up a large and steady trade in any butter market unless a product of uniformly high quality can be supplied and uniform quality is a factor impossible to attain in dairy butter.

The present practice of manufacturing and marketing dairy butter in Western Canada involves a heavy loss to the people of these provinces and the greater part of this loss is eventually borne by the farmers. Market reports show that during the twelve months of 1917 the average price of creamery butter was 3.8 cents higher than dairy butter. This spread represents only the difference on the better grades of dairy butter sold for immediate consumption, but even at

this rate there is a heavy loss to the dairymen of the province. The output of dairy butter during that period, by careful estimate, was 4,050,000 lbs. A loss of 3.8 cents per pound on this quantity amounts to \$153,900.00. This loss may not have occurred in all cases for there is much dairy butter of excellent quality manufactured in Saskatchewan each year, but on the other hand, there were many thousands of pounds on which this rate of loss was far exceeded.

It is impossible to estimate the actual loss on the lower grades as many small lots go into soap and other factories where grease is used in large quantities at prices around 3 to 5 cents per pound. A very large amount also goes to the renovating factories in United States. Some idea of the loss resulting to the dairymen of the province from this feature of the trade may be gathered from the fact that during 1917 eighteen cars, or about 500,000 pounds of dairy butter from Western Canada were received at one butter renovating factory in St. Paul. All of this, owing to improved methods of manufacture and handling, was considered unfit for human consumption until renovated. The story of the average lot of this butter would be about as follows: after being manufactured on the farm, it is traded in at the local store. The merchant in turn sends it to the wholesale house and from here it goes to the commission man who sells it to the renovating plant. Here it is put through an extensive and expensive process of melting and cleaning, and finally the purified fat is re-churned and re-worked and put on the market

as "process-butter" which sells at a price several cents below creamery butter.

The local merchant usually loses on the handling of this butter and to cover this loss he must increase the margin of profit on the goods sold. If a wholesaler handles the butter and does not make a direct profit on it, he also must cover his expenses by an increase in the selling price of his goods.

The commission man, the transportation company, the proprietor of the renovating factory and the tradesmen who handle the renovated article all charge a profit on their operations. These various profits are finally charged back to the farmer either indirectly by increased prices for goods he purchases or directly by a greatly reduced price for dairy butter of poor quality.

In the case of creamery patronage on the other hand the price the producer receives is based on the market value of creamery butter, the payments are in cash and with the cash in hand, the farmer can do his purchasing to much better advantage as the merchant invariably gives special consideration to the cash customer. There is now not only a keen demand for all the creamery butter being manufactured in Saskatchewan, but the securing of valuable outside markets depends only on our ability to supply them regularly, and every additional farmer who commences selling his cream to a creamery benefits not only himself individually by increasing his returns, but also other dairy farmers and the province as a whole.

With what was stated in the article, or with the meaning you thought it was meant to convey, should have been to ascertain who was the writer; your next to make sure that your first letter was brought to the attention of the Central office; either by sending a marked copy of the paper, or enclosing the cutting in a letter to the office. If then no reply had been received you might fairly have come to the conclusion that no reply could be given. You failed in both cases and as a result have thrown a boomerang, which is sure to recoil upon yourself.

"In making the quotation in question you selected a passage which, taken alone, seemed to serve your purpose and left out entirely the rest of the passage which would have shown clearly the intention of the article. Even the quotation you made is not done correctly, having been rearranged to some extent and several words omitted; especially following the words "melting pot," to which you have made such frequent reference. Had you paid ordinary attention to the article you would have seen its whole purpose, in the words of Ex-President Roosevelt, which you also quote in your circular, was "to insist upon the complete and thoroughgoing unification of our people." What more could you want? This is the very object you have in view and yet you pick out a short passage and give it a meaning that I, as the writer, never intended and which is contrary to ideals of the association I am representing you have created.

Written by S. W. Yates.

Meanwhile, the following communication has been forwarded to Mr. Jarrett, which will explain that portion of the controversy which this article is intended to cover. The article which Mr. Jarrett has so deliberately and maliciously misconstrued, appeared in the "Grain Growers' Guide" under date of July 3rd and was written by S. W. Yates, of the Central office staff, who has replied to Mr. Jarrett as follows:

My attention was called by Mr. Musselman a day or two ago to two letters which appeared un-

der your signature in the "Saskatoon Star" on September 12th and October 7th last and which I had not previously seen.

In the first of these two letters you quote a passage from an article I wrote in July last, commenting upon a letter received from the secretary of the Beaverside Local and which you attributed to Mr. Musselman. Before doing this, however, common courtesy to others, to say nothing of prudence for your own sake, should surely have prompted you to make sure of your ground before making an attack upon either Mr. Musselman or anyone else in connection with the matter. Not content with this, however, your second letter made it appear that no reply could be given to your first communication; when, as a matter of fact, no one in the Central office was aware that the letter had been published, or of its contents. To make the matter worse still you put out a circular in the month of September in which further reference was made to the subject. How much or how wide publicity this matter has received by these various means I do not know; but I do know it is deplorable, because the charge is not true and not only throws discredit upon the Association, but also robs you of whatever reputation you had for the exercise of discretion.

Thrown a Boomerang.

Your first act, if you disagreed

was meant by this expression was that, if a real Canadian nation was ever to be born there must be a fusion of the peoples, their manners and their customs, so as to produce one harmonious whole. Is that anything to which you could object? If we are to throw the languages also into the "melting pot" what kind of a hybrid tongue do you think would come out of it? Certainly not such a tongue as would satisfy either you or me, or anyone else with British ideals; and, as a matter of fact, I am still English enough to prefer my native tongue to any other; not only for myself, but for everyone who lives upon Canadian soil. So much, then, for your "insidious suggestion," which you will surely admit, after my explanation, is purely a creature of your own imagination.

Intellectual Laziness, or Indifference?

"Again, you say "Is it true, as has been stated, that this urgent reform, this duty we owe to our country, will not be carried out because of intellectual laziness, or indifference of the English-speaking people in this province?" This is evidently a further reference to my article and must be characterised as a perverted statement. The following is the passage to which reference is made and was written by the secretary of the Beaverside Local, viz: "It is impossible to keep the G. A. going here and therefore I wish to save the Central any further expense in stamps and stationery and labor. The reasons are: (1) lack of interest and intellectual laziness on the part of the English speaking people and (2) the great majority of Galician and Ruthenian farmers, whom owing to difference of language and national prejudices it is difficult to interest in the subject." The whole reference here is, not to the ideals you have in view, but to the carrying on of a local of the G. A. which again proves one of two things, either that you have failed to give the passage the careful reading you should have done; or that you wilfully perverted its meaning. The foregoing should at all events convince you that there is no "crim-

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inal melting pot folly" intended and certainly if you had the least acquaintance with the interior of the Central office and its personnel you would never have suggested that it contained a "melting pot department" in anything like the sense in which you have construed the term.

"With the rest of your reference to "Der Courier" and the attitude of the directors of the association thereto, I have nothing to do. Mr. Musselman himself will deal with that portion of your letter. This much, however, I will say that you owe Mr. Musselman a full and ample apology in respect to the portion of your letter and circular with which I have dealt and that as an Englishman, with an Englishman's love of fair play, you should be prepared, without any delay, to give such apology the very fullest circulation, so as to contradict, in some degree, the false impression you have created.

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