

Extending the Influence of the City Milk Demand

A Visit with Mr. Fred Dean, Manager of the City Milk Shipping Plant at Woodstock, Ont.

THE growth of Canadian cities in the last score of years is the direct cause of a great transformation in the dairy industry. Whereas a few nearby farmers once adequately supplied all the requirements of the town and city or milk, this trade has developed and farmers are now taking practically all of the milk and cream produced within many miles of their borders. The commonest sight at any rural station within easy reach of a big city is stacks of badly battered, but still useful milk cans. Lately, in the case of our larger cities, the milk supply from the nearby townships has become insufficient to meet the ever growing need, and city dairy companies have been going still further afield and establishing milk shipping stations. At these stations milk is collected from neighboring farms, cooled and shipped in ice cars to the parent concern in the city. The most important of these stations in Ontario was established at Woodstock some years ago by the Toronto City Dairy Company. A better situation for such a plant could not have been selected, and a brief visit with Mr. Fred Dean, the manager, early last September, gave one of the editors of Farm and Dairy a pretty accurate idea of the magnitude of the business conducted at the Woodstock plant.

"We will receive over 12,000,000 lbs. of milk this year," remarked Mr. Dean. "Last year we paid out to our patrons \$108,000. In the first month of this year we have paid out more money than we did in all of last year. Most of the milk is shipped to Toronto as milk. Part of it, about 3,000,000 lbs., we will condense in our plant here. We also purchased cream from farmers and purchased this year we total 250,000 lbs. fat. The condensed milk, I may add, is used by the City Dairy Company for the ice cream purposes in place of the usual starch fillers."

"And what has happened to the Woodstock district cheese factories since you came in the field?" we asked.

Dairying on the Increase.

"Oh, there is still lots of competition," Mr. Dean assured us. "Since we came in two cheese factories have burned down, but they were small ones. Within a radius of seven miles there are six cheese factories, Neilson's power factory, and our own plant, and all are doing better than ever before. The explanation is more cows. Farmers who were grain growers a few years ago are now in cows, and the increased milk flow has met the increased demand and kept us all supplied."

"The price of milk has been increasing then?" we suggested when Mr. Dean told of the increased dairy output of the district. Mr. Dean referred to his books. "In 1912 we paid \$1.28 a cwt. for milk," he told us. "In 1913 we paid \$1.42; 1914, \$1.41; 1915, \$1.45, and 1916, \$1.46. This year, although the year's rates are not completed, we will pay about \$2.30 cwt. The cost of delivery to the plant here, which the patron pays, runs from seven and three-quarter cents to 12½ cents per hundred pounds of milk, and 40 cents a cwt. for cream."

"Do your patrons have to observe the regulations imposed on dairy farmers who deal directly with the city?" was our next query.

"The conditions under which the milk is produced must be the same in both cases," replied Mr. Dean. "We take samples of each patron's milk three or four times a year and test twice a month. For the result of this test is sent to the farmer along with the disks from the sediment test. We do not take milk that tests under 3.25 per cent. fat. We have never had to reject a patron's milk because it fell under this standard, although some of it runs pretty close to the mark. When a patron begins to get in danger, he usually buys a Jersey or two to bring up his test, which speaks volumes for the productiveness of the Jersey."

All Farms Inspected.

"And how about sanitary requirements?"

"The Toronto Board of Health maintain an official at Woodstock who looks after all milk shipped from Oxford county or more. He visits farms and inspects dairies, cattle, stables, utensils. He can forbid any farmer to ship milk if he likes. In case he is suspicious of tuberculosis he tests the cows and the farmer has to get rid of them if they re-test or stop shipping milk."

"The advantage of a plant such as this," explained Mr. Dean, "is that milk is in our hands soon after it leaves the farm, and we have a chance to cool it properly and then ship it in lead cars. We use 1,000 tons of ice yearly in icing cars alone, and the quality of milk received in Toronto under this plan has been so satisfactory that another shipping plant is being established at Listowel."

At Mr. Dean's request we then passed out from the

office to inspect the plant. We found every convenience for handling milk in great quantities with a minimum of labor. The morning's milk was just coming in, and as it poured from the farmer's cans it passed immediately to the cooling vats where it was reduced almost to the freezing point by mechanical refrigeration. An important part of the plant is the condensing equipment, with which it is possible for the company to handle all milk received without loss. The cars on which the various products of the plant are loaded are switched right up to the doors and both icing and loading are accomplished with a minimum of labor. "We are also planning to install a power plant," remarked Mr. Dean. "This may not go in till next spring. The milk powder will be used for ice cream purposes."

Few Patrons Over \$100 a Month.

On our return to the office we looked through the milk books for the previous month. Altogether we



Farm Buildings on an Alberta Settlers' Farm on the Grand Trunk Pacific.

Mr. W. M. Williams, owner of the buildings illustrated, was a city man and native of Pennsylvania, previous to moving on to a homestead in Alberta. He is doing well with a combination of live stock and grain growing.

went over the records of 160 patrons, and of that number only 59 patrons had received cheques of less than \$100 in the month. The highest cheque ever issued to one individual dairyman in one month was \$1,062.72 last June to a patron milking 50 or 60 cows. These figures emphasize the important part that the cow plays in keeping up the farm incomes of the Woodstock district. "I don't think," said Mr. Dean, in commenting on these figures, "that any of our farmers are specialized dairymen. Mixed farming is the rule here with dairying as its principal feature."

How is the price to the patron arranged?"

"The producers have their own association," explained Mr. Dean. "The association submit prices to us and then the price is decided at a joint meeting between ourselves and the Milk Producers' Association. I might explain that we do not insist on contracts as to the amount of milk to be delivered. We take all of the milk the patron brings along. During the hot weather we insist that the patron deliver milk every day of the week. If he holds his milk over Sunday he must skim it. During most of the year we take in milk Saturday night, rather than on Sunday."

Am All the Year Supply.

"And how does the supply of milk hold out in the winter months?" was our final query.

"We get a fairly stable supply of milk the year round," the manager assured us. "June, of course, runs up bigger than other months, but farmers are now milking more cows in winter. In the winter, too, we have about 25 more patrons who, during the cheese factory season, send their milk there."

In the afternoon we took a run out with Mr. Dean in his new car to visit a few of what, Mr. Dean frankly confessed, were his best patrons. They must have been. In almost every case the stables were electric lighted, milking machines were installed and the dairy herds were composed of high grade Holstein cows. In one case a group of patrons were thrashing with a co-operatively owned hydro-electric power outfit. All were making the production of milk for the city of Toronto, 50 miles away, their chief business. Thus is the business of city milk production extending itself: Where will the move-

ment end? He would be a bold man who would endeavor to predict.

From our visit with Mr. Dean we could not help but be impressed with the absolute fairness and impartiality of the company's dealings with the farmer, and the very great increase in business during the first eight months of 1917 over all the previous year is abundant evidence that the patrons of the Toronto City Dairy Co. are not slow to appreciate the fact.

Roughage is an important item in the calf's ration. At two to three weeks of age a calf should have all the good clean hay it will eat. With skim milk and alfalfa hay, little grain will be needed.

A Comfortable Dairy Barn

With Special Reference to the Basement

COMFORT, neatness and economy in construction characterize the new barn that shelters the Ayrshire herd of Mr. Rennie, Vankleek Hill, Ont. Financed as it is in a battleship gray with white trimmings, in conformity with the other farm buildings, and flanked with two stave silos, the new barn lends an air of distinctiveness to Elm Lane, Stock Farm. Even a stranger driving out from "the Hill" looking for Mr. Rennie's place, knows that "he's there" when he comes within sight of the barn.

The new barn is of plan, because construction 33 x 66 feet with a wing 30 x 40 feet. The basement of the barn properly accommodates the milking herd of Ayrshires, and that of the wing is furnished with box stalls for calves.

The first thing about the barn that strikes the observer is the construction of the basement walls. These are made of cedar blocks, set in mortar. Cedar blocks make one of the best walls obtainable for dairy barns. The wood acts as an insulator, and results in

a warm, dry stable. Moisture will not form on the wooden walls as it does on stone or concrete, and Mr. Rennie informs us that the barn was never cold last winter, although some of the windows were open all the time, and this in addition to the ventilating system. The wall looks good, for the round ends of the blocks as they lie in the mortar give the appearance of round boulders or cobblestones. This cedar wall is a cheap one for anyone who can get the cedar blocks. Fortunately, Mr. Rennie has all the cedar he wants in his own bush. In less than a day all the blocks needed for the basement were cut with the circular saw.

The stable equipment is thoroughly up-to-date and includes water constantly below the cows. The water is supplied from a large never-failing spring, some distance from the barn, through the use of an hydraulic ram. With a five foot, two-inch head, the ram lifts the water 47 feet to the barn.

In front of the cows Mr. Rennie has fitted up a rack that prevents the cows knocking feed out of the manger. This also acts to prevent the cows snapping too far in their stalls. All manure therefore falls in the gutter, and keeping the cows clean is a comparatively easy matter. A milking machine has not yet been installed, but will be put in in the spring.

Mr. Rennie is building up a nice herd of Ayrshires. His herd sire, Dunlop Choice Peace (imported), is a son of Hobland Perfect Peace and Dunlop Charlotte. Some R. O. P. cows have been done in Mr. Rennie's herd, two cows, Middleton Fieldie 2nd and Lady Alice, quoted in R. O. P. in 1916. They are now preparing for further work to be carried on this winter. One cow from this herd, White Ploss, toured the West a couple of years ago with Ness' exhibition herd. This cow was champion female at the Vankleek Breeders' Show in 1915. Mr. Rennie is getting a nice stock of young stuff on hand of his own breeding. His herd sire is a good representative of the breed, and is making his effect felt in the herd.—S. R. N. H.

The cow's ration is used for two purposes—to maintain body weight and produce milk and butter fat. If the ration is limited, a good cow will suffer in condition and lose in production.