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DAIRYING, FROM THE BUTTERMAKERS' STANDPOINT

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The Buttermaker must be a Man of Many Parts. Some of the Problems He must Contend With. Points Wherein Producers—Farmers—May Well Pay Close Attention and Co-operate with the Buttermaker.

DAIRYING is the leading branch of Canadian Agriculture to-day. Its products are valued at nearly \$100,000,000. Stop and think of this enormous sum! When we consider that Canada is only as yet in her infancy we may well look with pride towards the glowing future that the dairy industry has before it. For a buttermaker to look at the situation from his standpoint it should cause his chest to swell with joy to think that he is engaged in such a business. To him it is not only a business, but a trade, a science, a profession, accompanied by much hard labor and anxious thought. Dairying is full of problems, which come almost daily to the lot of the buttermaker.

The average farmer looks upon dairying merely as a side issue. He looks upon the creamery as a convenient place to send his cream during the summer when it becomes too hot for him to churn at home, or when too busy with other work to attend to it; and when prices at the corner store or on the market for dairy butter fall below zero. Farmers look upon the buttermaker as one who is in that position simply because he is not employed in some other calling and I have often heard them remark: "what a snap those creamery men have."

A BUTTERMAKERS' LIFE WORK

From the buttermaker's standpoint it is quite to the contrary. Dairying is or should be the object of his life's energies and interest. He must take an active interest in all its branches. He must know all the minute details of his work both practical and theoretical and work out his knowledge to the best of his ability. He must know the markets of the world. He must buy right. He must sell right. He must be progressive, tactful and honest in dealing with his patrons. He often has to listen to a great deal and say nothing or if he does reply, he must soften his speech very materially and overlook numerous defects on the part of the producers.

When a man—a buttermaker—has about 300 farmers to please, not to mention the buyers and the consumers who are becoming more critical every year, he must needs be master of the situation. Again, to run a large creamery a buttermaker must be an engineer and a mechanic of no

small means; for, unless he has an engineer to do the work, he is often called upon to do repairs to engine, boiler or machinery. In brief, a buttermaker must be almost a genius, to do what is sometimes expected of him.

BLAME FOR THE BUTTERMAKER

A certain farmer complains that his herd is making only about \$2 a cow per month. He at once blames the buttermaker, who advises him to test each cow individually for a month or a year and find out what they really are doing. This, the farmer complains, would be too much expense, and would take up too much time. When asked what breed his cows are, he replies: "Oh, just common grades of no particular breed." When asked why he does not try one or other of the

it is essential that the buttermaker know what he is talking about. He can do a great deal of good service by visiting his patrons, or by having a friendly talk with them when they come to the creamery. It has been said that "the less the patrons know about the business the better it will be for the manufacturer." This may be the case with a creamery owned by a private individual, but not so with a co-operative concern. I find from experience that the more the farmers know of the detail and working of the business, the greater will be the interest taken in it, and they then have more confidence in the buttermaker and management.

I regret that I was unable to be present at the creamerymen's meeting held at Guelph in December last when the question of "covering the other fellows territory," came up for discussion. It is not always the buttermaker who is to blame for this kind of work. When he is hired by a proprietor or a creamery company, he is expected to canvass for and get as much cream as possible providing that the cream will pay for the handling.

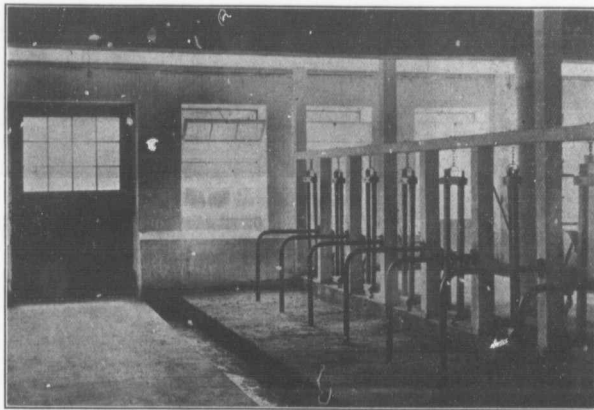
DAMAGING OPPOSITION

Opposition to a certain extent is good for trade, but when carried to extremes it is the forerunner of evil, and the downfall of either one or the other—"the survival of the fittest." It would be far more pleasant for the buttermaker if the farmers in a given territory could be prevailed upon to produce more cream and thereby enable the haulers to secure a load without the long drives which some of them have. Then there would not be any necessity for covering or overlapping the ground covered by a neighboring creamery. Prof. Dean hit the nail on the head in his address to the dairymen at St. Thomas in January, when he said: "We want more cream per cow per acre and more butter-fat per gallon of cream."

It is to be regretted that more producers do not avail themselves of the opportunities afforded them by being present at such meetings.

A WIDE VARIATION

When we consider that the cream from 235 patrons varies in fat content from 10 per cent. to 52 per cent. butter-fat, and the average for the whole year is only 26.1 per cent., we may well consider the advisability of securing a standard for the percentage of butter fat in cream delivered to creameries, and the individual can system for collecting the same. One patron keeps nine cows on 25 acres and in six months produces 131.5 lbs. of butter-fat per cow, or 47.3 lbs. an acre.



The Ideal in Light and Sanitation in a Cow Stable

Our ideals as to what constitutes enough light in a cow stable are in dire need of being brought up to date. There are exceedingly few, if any, stables that have too much light, whereas hundreds upon hundreds of stables are so dark and unsanitary as to be a positive disgrace to their owners, and a serious menace to the health of stock. A section of the stables at the Canadian Experimental Farm, Ottawa, is shown in the illustration. Why not have more window space in that stable of yours? It would pay.

dairy breeds, he replies: "What use would they be to us farmers who want beef steers?" This is but one common case of simple ignorance or lack of education on the principles underlying profitable dairying,—a man wants to breed beef cattle and go in for dairying with a herd of scrub cows bred from a scrub sire. This example strongly emphasizes the necessity for farmers to specialize either in dairying or beef raising and to let the other severally alone, instead of making a miserable failure of both.

THE BUTTERMAKERS' POSITION

It is necessary then that the buttermaker be in a position to give instruction and to educate farmers along dairy lines. Before attempting such