

I can give other figures along that line too. Qu'Appelle in 1907 made about 7,000 pounds at a cost of 11.56 cents per pound; in 1908 it made 20,000 pounds at a cost of only 5.67 cents per pound, and the next year (1909) 34,000 pounds at 4.92 per pound. It is the same in every line of business. Take the grain grower for instance. The same binder that will cut 50 acres of grain will cut 100. It is the second 50,000 pounds in the season's make that will pay the best. If we can only get started right and then get the proper interest taken in the dairy business we shall find that the profits will be much larger than they are now. It is our privilege and also our responsibility to start the industry along proper lines in this province. Ohio ten years ago had 1,200 creameries. Today it has only 905. And 75 per cent. of the butter made in the state is made in only 35 of these creameries. Thus 960 creameries make only 25 per cent. of the butter made in the whole state.

Alberta has 21 creameries and made about 880,000 pounds of butter last year. But four of those creameries made almost half of the whole output. Manitoba has about 30 creameries and the butter output is very large. They made last year, I think, 2,400,000 pounds of butter. Two creameries made of that 1,500,000 pounds. Or 28 creameries made only 9,000 pounds each. Figures like these are what the department has to guide it, and they show that we surely are justified in our supposition that centralization is the best policy for this province. Some towns get very enthusiastic over having a creamery in their midst. But, gentlemen, it takes more than enthusiasm to make butter. It takes cream, and to make it profitably it takes a lot of cream. This takes cows and it must be the policy of the government not to scatter creameries indiscriminately all over the province, but to select a place where the cows and the cream are in sight.

So far we have been going into this industry a little timidly. That was quite the proper way to begin. In almost every business one must feel one's way. But it would appear that the time has arrived when we can throw off a little of this timidity. If we have gone sufficiently far to discover what we need and what is best for our association I think the time has come when we might make a forward movement. We cannot stand still; we cannot afford to if we could. And I cannot urge upon you too strongly your responsibility in the matter. A government's policy may be the best possible, but you cannot run a creamery business or build up a prosperous dairying industry on government policy any more than you can on enthusiasm. It is you who must produce the raw material without which the industry must fail.

It seems to me that the first object of this convention should be to enable us to ascertain just where we stand. We have made a beginning and a very creditable one, and now we must join hands and take a very decided forward movement in unison. I have then, clearly outlined our policy, and given its bearing on the industry as I see it. It may be, and probably it is a fact that there are features in our policy that do not meet with your full approval. It is for you to point them out.