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WHY WE PAY FOR MILK BY TEST - VIEWS OF A CHEESE MAKER

Jno. A. McDonald, Glengarry Co., Ont.

Pay By Test Has Many Advantages Over the Pooling System. If the Test Were Better Understood It Would Be More Widely Adopted. Some Personal Experience Given.

THE Glen Norman Cheese factory at which I am man has been dividing the proceeds on the "pay by test" system for three seasons. I have no hesitation in saying that those who fully understand the method would not on any account go back to the old pooling system.

There are yet a small number of patrons who are not agreeable to continuing the "pay by test" system in our factory. Even those however are gradually awaking to the fact that there is no other system in practice up to the present which for fairness and honesty could compete with the "pay by test" system.

The benefits of paying by test over the old pooling system are many. A few of the more important advantages of this system are the following: Under the old pooling system a dishonest patron can start with the opening of the factory season and safely skim his milk for from two to three weeks without any fear whatever of being caught by the inspector. Then he can leave his milk alone when he thinks it is about time for the inspector to come around and just as soon as the inspector has made his visit, my good man may go back to his skimming trade and continue to skim on with a feeling of security for a period of at least another three weeks. And herein lies the trouble with the pooling system. The man who sends the whole milk, just as it came from the cow, has to share up his honestly earned money with the man who gets the cream. Is that a fair deal? Let the patrons answer that question for themselves.

ENCOUNTERS BETTER CARE OF MILK

The pay by test system has a tendency to encourage the patron to take a little better care of his milk. Patrons are beginning to find out that the hard leather-like cream found on his milk in the morning when it was not properly cooled the night before, will not mix in with the milk. Consequently when the sample is taken at the factory he loses this cream. When the sample dipper is plunged to the bottom of the weighing can and lifted up full of milk there will be none of those hard lumps of cream in the sample as they float on the surface of the milk. The careless patron therefore does not get as good a test as he might have done had he taken proper care of his milk. This leather-like cream remains floating on the milk, in the vat. When the vat is cooled to say 98 or 100 degrees this cream will melt and float on the whey. When the whey is run off this fat or cream is carried off into the whey tank where it continues to remain at the surface. And in a great many cases the very patrons who were the cause of this loss will be the first to kick about the average. Paying by test has a tendency to remove this trouble.

Another advantage of the pay by test system over the pooling system is that it has shown plainly that there is a great difference between

herds on different farms, even though the farmers may all have grade or scrub cows. When a man sees that his neighbor is going to beat him in the game he is not going to stand and look on. He usually sets to work to breed better. Right here is where the greatest attention is sorely needed; just in the breeding of the cows.

MORE FAT, MORE MONEY

Milk rich in butter fat has advantages over that poor in fat. There has frequently been a difference of two per cent. between the poorest and the best patron's milk at the Glen Norman Cheese Factory and an average range for the sea-



A Pruning Gang at work in a Northumberland Co. Orchard
The leasing of neglected orchards for a term of years is becoming a common practice in Ontario. The lessee makes a profit on the venture by giving the orchard better care than the owner would do. The illustration shows a gang at work in an orchard leased from W. A. McCall, Northumberland Co., Ont. Why not improve our own orchards?
—Photo by an editor of Farm and Dairy.

son of 1.5 per cent. of fat difference between the lowest and the highest test. Our average price per lb. of butter fat and solids for the season was about 17 cents. We adopt Dean's method of adding two per cent. to the fat test for milk solids not fat. For instance A's milk tests three per cent. fat; plus two per cent., equals five per cent. B's milk tests 4.5 per cent. fat; plus two per cent. equals 6.5 per cent. If our average price per pound of fat and solids was 17 cents and A sends 2,000 lbs. of milk to the factory each week testing five per cent. it would equal 100 lbs. fat and solids which at 17 cents a lb. comes to \$17.00. B sends 2,000 lbs. of milk each week, testing 6.5 per cent. equal to 130 lbs. solids which at 17 cents a lb. would give B \$22.10 or \$5.10 a week more with the same amount of milk as A.

A PREMIUM ON QUALITY

Is it fair now that B should share up this \$5.10 with A because the latter was short sighted? Such would have been the case with the pooling system. If B is more wide awake and uses better management, is more careful in breeding, selecting, and feeding his cows, why should he not receive recompense for his labor?

The pay by test system was adopted in our factory simply on the suggestion of one of our

patrons who had met with a cheese maker of another factory where the pay by test system was practised. After a talk with this maker this patron was favorably impressed with the system and made the suggestion at the annual meeting of the factory (it is a joint stock factory) to give the test a trial the next season. The suggestion was carried and the test, in all likelihood, is here to stay.

SYSTEM NOT UNDERSTOOD

This system is not more generally practised in Eastern Ontario because it is not generally understood. I do not think that there are many in this section who read as much dairy literature as they should. Those who do read give little, if any thought to the matter afterwards. I would suggest that more factories would adopt this method of paying for milk if a man who has a good knowledge of the work were sent to as many of the annual meetings as possible. Let him explain the work and its advantages plainly at these meetings. I feel confident in saying that such a plan would work out with good results. Farmers will turn out to the annual factory meeting when they will not turn out to any other gathering, at least such has always been the case in this part of the country.

The Lorne cheese factory adopted the pay by test system very easily. I happened to meet one of the patrons of the Lorne factory in town one day in March, 1910. As I am a cheese maker, the subject of conversation drifted on to cheese. I asked him why their factory did not adopt the pay by fat system. "Well," said he, "I don't know much about the system."

I explained the system to him. He was interested and mentioned what I had told him to some of the others in his section. They too became interested in the method. Two of them came to see me and asked if I would go to a meeting if they called one which I agreed to do. The meeting was called. I explained the work fully, with the result that the method has been adopted this season.

Brant County Farmers Speak of Silos

"We could not afford to keep cows without ensilage. It is over 20 years since we erected our first silo. People who talk about silage being apt to ruin the teeth and injure the general health of cattle surely know that food ferments in the stomach anyway; hence the acid in silage cannot hurt them. If they ever had a bilious attack they would be set straight on that point. We could not get along without ensilage, and if for any reason the corn crop was not up to its usual productiveness for a season, we would be deeply concerned as to how to carry stock through the season."—Percy Clemons.

"It would take a lot to buy my silo. I would not be without it if I had to build a new one every five years. Mine is a stave silo 32½ by 12 feet, on a 5½ foot stone foundation. I have had it about 15 years, and it is apparently as sound as when put up, save on the ends of the staves where they rest on the cement."—J. R. Howell, Brant Co., Ont.