

# Wood or Concrete Silos, Which are best?

Over in the U. S. many experiments made by the various agricultural experiment stations have conclusively shown that silage does not keep as well in cement, stone or brick silos as in silos constructed of wood.

Furthermore, the advantage of the wood silo over cement, stone or brick is greatest in a cold climate.

The vital question is "Which silo will keep the silage in the best condition?"

If you are interested in reading the unbiased opinion of scientific investigators who have given this question careful investigation we shall be glad to send you, upon request, reprints of some of the experiment station bulletins giving in detail the reasons why wood silos make the best silage and keep it in the best condition.

We shall also be pleased to send you our silo catalog, and give you any other silo information desired.

We are exclusive distributors in Canada of the World's Standard De Laval Cream Separators, and also carry a complete line of creamery and dairy machinery and supplies. If interested write for separate catalogs.

**DE LAVAL DAIRY SUPPLY CO., Ltd.**  
LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA  
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## Cheesemakers

Make big money in your spare time getting subscriptions for Farm and Dairy. Write our Circulation Department now for full particulars.

## Cream Wanted

charges. Drop us a card. For reference—Imperial Bank, Ridgeway. Creamery, Ridgeway, Ont.

## CREAM

## CREAM

### Sweet or Sour

We are buyers of Cream and will pay the highest price for it per Butter-Fat test. We will supply the cans. Make prompt returns by Bank Draft, payable at par, at any Bank in any town. We will operate the year around.

References Bank of Montreal.

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**AMERICAN SEPARATOR**

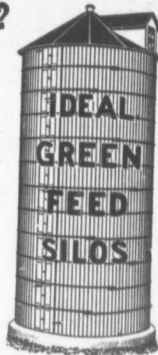
Thousands in Use giving splendid satisfaction justifies your investigating our wonderful offer to furnish a brand new, well made, easy running, easily cleaned, perfect skimming separator for only \$15.95. Skims one quart of milk a minute, warm or cold. Makes rich thin cream. Different from this picture, which details our low priced large capacity machines. The bowl is a sanitary marvel and embodies all our latest improvements.

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Our wonderful low prices and high quality on all sizes of separators, terms of our trial will attract you. Whether your dairy is large or small, do not fail to get our great offer. On trial for 30 days. If you are not satisfied, return it for a full refund. No questions asked. Shipments made promptly from Winnipeg, Man., St. John, N. B., and Toronto, Ont.

Write today for our catalog and see for yourself what a big money saving separator we will make.

**AMERICAN SEPARATOR CO., Box 1209 Bainbridge, N. Y.**



## Creamery Department

Butter makers are invited to send contributions to this department, to ask questions on matters relating to butter making and to suggest subjects for discussion. Address letters to Creamery Department.

### The Case for Grading

By L. P. Anderson

Mr. Jones is a careless dairyman, washing his separator only once every two days and leaving his cream sitting in the bucket, or perhaps in the kitchen, and delivers his cream to the creamery only once a week.

Mr. Smith is a progressive and careful dairyman, who washes and calkals his separator after each separation, cools his cream thoroughly, and never mixes until ready to deliver to the creamery, which he does three or four times a week in a nice, clean, sanitary condition.

Why should there not be a premium on the nice, sweet cream over the sour and almost decomposed cream?

The grain buyer pays according to the quality of the grain he buys. The stock buyer pays according to the quality of the live stock he buys. The merchant pays according to the quality of the produce and provisions he buys. Why then should not the cream buyer pay according to quality of the cream he buys?

### The Marketing of Dairy Butter

Philip Fockler, York Co., Ont.

The butter business is one of the most remunerative businesses of the day, if properly conducted, and there is no reason why the Canadian people should not supply the demand of our own country with first class butter. The demand for butter seems practically unlimited, more especially for the better grades. The growth of the cold storage industry has tended to equalize prices by increasing the demand in summer, when butter is plentiful, and supplying the deficiency in winter when butter is scarce.

Since the demand is greater for the best grades, it is to our interest to produce what is wanted and the price depends chiefly upon the taste of the consumer. The intelligent butter-maker studies the tastes of those to whom they are willing to pay well for what suits them, and then he learns how to make that kind of butter. It is the only way he can get their money. It is not the expense of manufacture that fixes the price. The consumer cares not that the butter perhaps cost untold labor on the part of some one who churned and prepared it for market. If inferior it sells for an inferior price regardless of the cost of production, and if it is superior, it sells at top price, though made with ease and little expense. And the beauty of the price remains that the cost of producing the best butter need not be greater than that of producing goods of a poorer quality; in fact, the bad article is generally made at the greater cost, and a little more attention to details will result in a profit amply repaying the extra time and labor involved.

In order to obtain a top price for butter it should have a good flavor which would be so pleasant to the senses of smell, and so sweet to the taste that it will create a desire for more. The texture, grain and closeness should be waxy and firm, not salty, greasy or crumbly; should be close in body, not spongy; and should not contain too much or too little moisture. The color should be uniform and according to the requirements of the market. Salt according to the market for which the butter is intended. Too much salt destroys the

sweet taste and too little salt makes the butter insipid and tasteless.

The package of the butter is a very important point. The appearance of the butter when it goes to market is one of the things that sells the butter and it is one thing many farmers' wives overlook. It should be neat, clean and attractive. The one pound brick print is the style most used and is the most profitable for the dealer, if you sell to the merchant or dealer you will receive a better price for they can handle it at less cost and less waste. The parchment paper should be of good quality, of proper size and should be dipped in cold water before wrapping it on the butter. You should have some special brand printed on the wrapper with your name or name of your farm. The prints should be of good quality, of proper size, weigh not less than 10½ ounces each, the extra weight being for shrinkage before reaching the consumer. The time of marketing will depend on local conditions but should be very soon after being made as often as once a week at any time of the year. Use plenty of ice, and if possible keep below freezing point until on the consumer's table.

When it can be done in connection with the sale of other products such as eggs and poultry the most profit can usually be made by selling direct to the consumer. If you have not time to buy with customers, then you can sell to dealers and a better price can be obtained from them also as soon as they are convinced that the butter furnished is first class. It should be remembered that it will take time to work up a demand for first butter but when people are once convinced that the butter can be depended upon, they will not only call for such butter, but will tell their neighbors about it. At the same time, making butter for a profit should be a study, and make an effort to become proficient in the business they have undertaken. With willing hands, an active mind and a steady determination to reach his goal, he will succeed. "For his heart is in his work and the heart giveth grace unto every art."

### Iced Butter Car Service

Commencing on Tuesday, May 13th, the Canadian Pacific Railway will run a refrigerator car service for butter only to Toronto and Montreal. The service will be four cars weekly as follows:

(1) From Windsor each Tuesday, a Way-freight extra. This car will leave London on Way-freight extra Wednesday a.m., and Toronto Thursday night. Shipments from intermediate main line stations from Toronto to London on this car.

(2) From Goderich, Iced car every Wednesday on Way-freight extra.

(3) From Owen Sound, Iced car every Wednesday on Way-freight extra.

(4) From Teeswater every Wednesday on Way-freight extra. The service on the Goderich line will start on June 4th. Current tariff on less than car load rates will apply without any charge for icing.

### The Alberta Dairy Convention

(Continued from page 13.)

The convention on dairy cattle feeding. Prof. Elliott spoke on agricultural education. The Hon. Dumas Marshall dwelt on the past work and future plans of his Department at Edmonton.

The gold medal and trophy for highest scoring butter made at any provincial creamery was won by J. H. Skeletsky, of Viking. Four silver medals were awarded to M. L. Campbell, Red Deer; W. H. Jackson, Markerville; Wm. Hanson, Inglewood; and J. A. Brown, Quarral.

## Cheese De

Makers are invited to send contributions to this department, to ask questions on subjects relating to cheese making and to suggest subjects for discussion. Address letters to The Cheese Department.

### Chatty Letter

Henry Cotton Oze

The prospects for cheese at our factory seem to be very good. I have more butter this winter ever made during the previous year. We have sold butter until May 15, and farmers an opportunity to skim-milk at home at their spring calves a

In some parts of our number of cows has been the larger number number has increased

### A Why Tank S

This steel covered why Factory in Prince Edward Island

I have visited a number of dairies and I find that the condition of the stables in most of the farms had of feed this winter, and the amount of butter was and the appearance of was very heavy last year, though harvesting condition of the best, the oats have lost feed.

There is a decided tendency on the part of the farmers to get more extensively, for several causes. The most important from the view of the farmer was the price of milk last year. We paid \$1.0087 a cwt. and received \$1.0006 a cwt. during the season. When we consider milk is hauled eight miles to the door to the factory and the farmer who returned to his farm pretty good prices for milk. Those patrons who sell cream for butter were starved. The average price for butter in the winter season was 31.26¢.

Another cause of increased milk production was the advent of the milk machine. There are several farm families who have installed machines. The machines are satisfactory so far. Most of the places where machines are installed, are being in conversation with a number of farmers I cannot find the favorable impressions. In making, I have seen a man can get a milking machine, milk the cows out clean, in a favorable effect on the co