

# Why the Price of Dairy Produce Has Advanced

The Stand of the Producer in the Price Controversy—By Prof. H. H. Dean

IN Canada, the unit of value measures is the dollar. The whole question of advancing prices might be dismissed by saying that the dollar has decreased in purchasing power; or that dollars are more plentiful than food in the form of milk, butter and cheese. Many of us find it difficult to realize that a dollar has varying values, especially when it comes to buying food. Dollars we do not need, but food we must have.

**Labor is Necessary.**  
Practically all products of the soil, through the agency of plants and animals. But these of themselves do not produce food, except in very limited quantities. In order to get the largest and best results in food production, it is necessary for man to apply labor and skill to the soil, in the growing of plants, and afterwards in feeding these plants to animals. Dairy products require an extra amount of labor and special skill.

An American writer says: "There is but a simple method of procedure by means of which we can be certain that the nutrition of our people will be safeguarded, that is to maintain our dairy industry at its present extent of development. Actually it should be considerably increased, but it must not be permitted to decline. If it does, the United States will not long maintain its position of supremacy in the fields of human endeavor requiring both physical and intellectual vigor." The same is true for Canada, but how can this be done unless our dairy industry be supplied with plenty of skilled labor on the farm and in the factory? And this labor must be suitably rewarded.

The writer goes on to say: "Milk production cannot rest upon a philanthropic basis, but must be a paying industry. I want to emphasize that the public must allow the price of milk to advance so that the industry is profitable to the dairyman." In the foregoing we have the essence of the causes of advancing prices for milk, butter and cheese. Dairying must be made profitable for milk producer, manufacturer and distributor, or they will go out of the business. And under present conditions of great opportunity in other lines, the question of making dairying profitable is doubly important. One of the first causes of advanced prices for dairy goods is the increased difficulty of securing suitable labor and the increased cost of all kinds of labor. Other fields are beckoning to dairymen, some of them very attractive as to hours and wages.

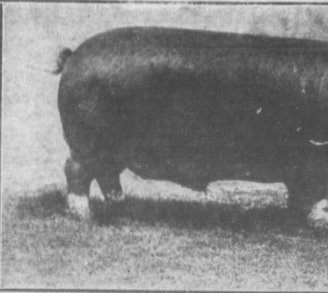
## Cost of Feeds Advancing.

A second cause of advancing prices is the increased cost for feed, cows, capital, and overhead expenses on the dairy farm. The consumer finds it difficult to realize that oats have advanced from about 40 cents per bushel to nearly double that price in the last three years. Barley, oats, cottonseed meal and bran have advanced in nearly the same proportion. About the only feeds which have not "gone up" in price are grass, hay and silage, and the reason for this is, that as a rule these are not sold from good dairy farms, and except hay, have not market values like grain and other feeds used in milk production.

Cows have advanced at least fifty per cent. in the last year. Good graded cows now sell for \$125 to \$150, and we saw a report recently where an exceptionally good grade cow sold for over \$300. Purchased cows have not advanced in the same ratio as have grades, but registered cows having good records to "back them," command very high prices, while

dairy sires with "good backing" for several generations sell for unheard of prices. One sale of such was reported last year at \$53,200 for a bull calf under six months old.

Owing to the increased demand for capital to finance war loans and guaranteed money enterprises of various kinds, farmers are finding it more difficult to secure capital for legitimate expansion and improvement on the farm. One Ontario farmer reported in December, 1913, in an agricultural paper as follows: "I have ten hogs about 100 lbs. each. Since my corn is so poor, I decide to buy shorts to finish them. I got the shorts at \$44 per ton, wholesale. I have to borrow the money from the bank at about eight per cent, to pay for them. I think this eight per cent. business is pretty hard on the poor man. There are lots of times that the other half of our money would buy both hogs and feed, a other half for



A Berkshire Boar That Sold for \$10,000.

The realization of the importance of a good sire in breeding work has led to many record prices when good sires change hands. The \$10,000 record for a boar was recently set when Enoch's Bonanza was sold by W. Gosard, an Indiana Berkshire breeder, to Thomas Stanton, of Wheaton, Ill.

that matter, if he could get the money on reasonable terms." It would seem as if one of the ways in which dairy products might be hindered from further rise in price, would be, to furnish cheaper money to the farmer. Farm finance has not received the attention of capitalists which its importance deserves. Too often the farmer has been regarded as an "easy mark" for the modern Shylock. The bad effects of such a policy have not been realized until the present world-wide shortage brought it to the front.

Expenses for machinery needed in growing and harvesting crops, for filling silos, for cans to deliver milk, for purchases, food and clothing, and for every other operation on the farm have advanced out of all proportion to the advance in price received for dairy products, hence it is no wonder that some farmers are growing discouraged and selling their cows. All these things have tended to cause an advance in the price of milk and the foods manufactured from milk.

## Dairy Supplies Gone Up.

But there are other things which have caused an increase in price of milk and its products. Among these may be mentioned the extra cost for labor and supplies in manufacturing milk into condensed and bottled milk, cheese and butter. To mention only a few items: From a dairy-supply firm, the Dairy Department of the O. A. College purchased in December, 1913, two gallons of cheese curd for \$3.60; in December, 1917, we paid \$3.75 for one gallon of cheese curd from the same firm. In December, 1913, we purchased six gallons of rennet for \$11.70; in December, 1917, we paid \$7.55 for one gallon of rennet. In 1915 cotton used in cheesemaking was bought at 5 1/4 cents per yard, and starched cheese caps at \$7.50 per 1,000; in December, 1917, the cotton advanced to 18c per yard, and the cheese cap circles to \$12 per 1,000. In 1915, sulphuric acid for milk-testing was three cents per pound, now it is 6 1/2 cents per pound. The list could be

extended to great length, showing that nearly every item that enters into the manufacture of dairy foods has increased from 100 to 250 per cent.

## Milk is Better.

Another cause for the increased price of milk is the more stringent regulations of Boards of Health in producing and distributing milk. Cleaner cows, cleaner stables, the pasteurization of milk—all these cost money and add to the price which the consumer must pay for these safeguards of public health—and they are worth the extra price for nothing is so important as good health. Children, especially, who depend so largely on milk must be protected in every possible way. A recent report by a Massachusetts Board of Health says: "Food which is so often spoiled by the malignant cow even under the most adverse conditions, in stepping into the breach between life and death when mothers fail, has received all too scanty emphasis."

One unnecessary cause of increased cost of milk in cities is the faulty method of distribution. The city milk business must find some better method of distributing milk, than in having ten or twelve milk wagons passing over a "road" which can be well served by one wagon, at one-half the expense.

Municipal control of the milk-supply, similar to the plan followed for supplying water gas, electric light and sewage disposal would seem to be the best solution. Failing this, the milk-sellers should divide the city into districts and have one distributor only for each district. With a standardized product and a watchful Board of Health, there is no reason why this system should not result in a lessened cost of less than one cent per quart to consumers, and a similar supply of good milk to all.

## Dairy Products Really Cheap.

Dairy farming and the manufacture of dairy products are among the foundations of national prosperity. The American dairy industry (Dr. McCollum) referred to as the "bread of the people."

of this article says: "The efficiency of a people can be predicted with a fair degree of accuracy from a knowledge of the degree to which they consume dairy products. A venture into the world of milk, and butter and cheese, and not the meat which has the good influence on the promotion of the virile qualities of the people." Yet we find consumers cheerfully paying 30 to 40 cents per pound for beef and bacon, and grumbling over the price of cheese at 25 to 30 cents a pound, whereas one pound of cheese is worth two pounds of beef, has practically no waste, does not require cooking, and does not readily spoil. Milk and its products are among the cheapest foods which can be purchased at the present time. "We shall never again see 'fave' milk," "20-cent butter," nor "15-cent cheese." Other foods may get lower in price as measured by the dollar standard, but fine dairy products, never, so long as the human race exists, will be "fined cheese," and "vegetable milk" has taken the first step towards degeneracy, because, these do not contain the "vitalities" so essential for making a strong face of people.

Milk is a cheap food as compared with other foods. "Milk at 12c per quart represents 699 calories. Steak at 35c per pound represents 260 calories. Chicken at 35c gives 253 calories, veal at 35c gives 273 calories, salmon at 25c gives 400, and salmon mackerel at 55c gives 330 calories," says Prof. Pearson, of Illinois, U. S. A.

The dairy farmer, and the dairy manufacturer, who work long hours, and runs considerable risks for capital invested should be encouraged by reasonable prices for milk, butter and cheese. This will insure a good supply of "life meat" for home and export markets. The dairy industry has now a great many, and wishes to increase the number of, clean, honest dairymen. No others are wanted. It pays to pay a good price for a good article of food.—An Address.

Are any of the following operations not yet attended to? Testing seed grain and corn; cleaning seed; mending harness; increasing rain fall for work horses; sharpening plow points; harrow and cultivator teeth; renewing broken and worn parts of drill, cultivator and roller; making a couple of spare wheel tires; sharpening disc-harrow blades; replacing worn and broken cultivator and harrow teeth; cutting summer stock; hauling manure; pruning apple orchard; training manure; preparing the live stock for the spring.



A Recent Development in the City Milk Trade.

With the growth of our cities their demands for milk are being heard in the more distant rural districts. And that they may get the milk from these districts in their hands and fed soon after it leaves the farm, the larger city dairy companies are establishing shipping stations. Here the milk is received, cooled and shipped in lead cans. The illustration shows the station which the Toronto City Dairy has established at Woodstock, Ont.

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