

## Cheese Department

Makers are invited to send contributions to this department, to ask questions on matters relating to cheesemaking and to suggest subjects for discussion. Address letters to The Cheese Maker's Department.

### Sets the Example

A cheesemaker who believes in setting the example to his patrons in cleanliness and care in the handling of dairy products is Mr. B. A. Reddick, of Northumberland Co., Ont. Cleanliness prevails everywhere in his factory. Mr. Reddick and his helpers go around in white coats and clean aprons.

"We must set the example in cleanliness," said Mr. Reddick to an editor of Farm and Dairy when on a visit to his factory. "You cannot expect the patron to bring clean milk to a slovenly maker and a dirty factory."

"The interior of our factory is painted every spring. When I first

came here there was no paint anywhere. The factories for work were small. I have myself put all the piping you see around."

### STARTED PATRONS IN COW TESTING

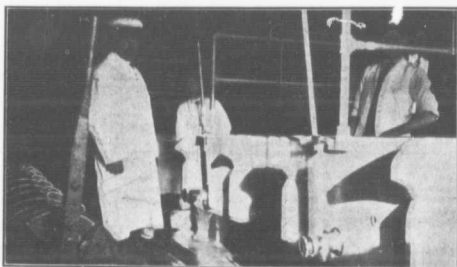
Mr. Reddick believes that the maker-practitioner has control of the quality of the milk received, and that he can increase the quantity as well. In order to get his patrons interested in cow testing, Mr. Reddick sent away and got a complete outfit and then went around and showed the outfit to his patrons and induced them to get similar ones.

"It is no use in going around and asking patrons to get outfits," said Mr. Reddick. "You must take the outfit along and show it to them, and in that way get them interested. I have quite a few of my patrons interested in cow testing now. They send the samples to the factory and I test them. One man sold all his cows

But the milk very often is set out under a tree. When the price of the milk determines the profits on the operation of all the rest of their farm, why do we not keep it better? We do not throw money around as we do milk, but milk is money just the same. It is in impressing such facts on the farmer that the maker can greatly improve the quality of the milk that he receives. And the farmer will receive better returns for the milk that he produces.

### Notes From Cheese Men

Pasteurizing of whey is a great benefit. We get away from germs and get better milk. I get 65 cents a standard for pasteurizing, but do not consider this enough for the work involved. The patrons can afford to pay more when we take into consideration the great boon pasteurized



At the Close of a Day's Work in the Cheese Factory

Mr. B. A. Reddick of Northumberland Co., Ont., is a stickler for cleanliness. His factory, his helpers and he himself must present a clean appearance at all times. It inspires the patrons to do their part. This illustration, in which may be seen Mr. Reddick and his two helpers, is from a photo taken by an editor of Farm and Dairy just as the work was being finished for the day.

After he had been testing for a while, he never told me why he did so, but I suspect he found out that they were boarders."

One of Mr. Reddick's patrons who now has some of the highest testing Holsteins in the county got his first encouragement in cow testing through this maker's efforts.

### The Influence of the Maker

L. A. Zufelt, Kingston, Ont.

We cannot get away from the personal element if we are to make advancement in the dairy business. We must get to the man behind the vat. He is the one who makes the reputation for dairy products. We all know of factories that one season have good cheese and the next have prices slashed in all directions. It is just the difference in the makers.

I am convinced that practically all of the future progress in the dairy industry must come through the makers. Our dairy instructors cannot visit all producers. The maker, however, should know all of his patrons and give them the information that leads to better milk. Give me the poorest factory in the section, and by putting in it a good maker with lots of backbone, we will soon be making good cheese and getting good milk.

Such a maker will insist on improvements in the factory. He will go out among the farmers and get their confidence. When he has their confidence they will then take advice on the care of milk. Farmers are amenable to reason. They do not care to be hit in the face; none of us do. We must first get their sympathy and cooperation. It is a shame that dairy farmers have not better facilities for the care of milk. They all have barns for forage and tool houses for implements.

YOUR JUDGMENT AND Your Neighbors Say Get a

## SHARPLES

Tubular Cream Separator

Your judgment says, "Get the Sharple's Dairy Tubular because it contains no disks or other contraptions. Has twice the skimming force of others. Skims faster and twice as clean. Wears a lifetime. Is guaranteed forever by the oldest separator concern on this continent. No other separator has any of these advantages."

Write for Catalogue No. 233.

THE SHARPLES SEPARATOR CO.

Toronto, Ont. Winnipeg, Man.

**WANTED** 10,000 Readers of this paper to show Farm & Dairy to their friends and neighbors. Steady workers really representative in your locality. Liberal pay in cash.

FARM & DAIRY PETERBORO ONT.

**FOR SALE** Up-to-date cheese factory One acre land; received \$1.50 per 100 lbs. cheese for manufacturing. 1/4 mile to school. Reason for selling—accepted Government position. This factory runs year round and receives 8,000 to 9,000 lbs. milk per day in summer. Address: FRED S. HADLER, GREEN LEAF, WIS., U.S.A. R. R. No. 3, Box 6

### CHEESEMAKERS WANTED

And Dairy Men to sell our special lines of Nursery stock during Fall and Winter months. We pay highest commissions, furnish free, handsome outfit and supply your customers with first-class stock. We engage agents on full or part time. Write at once for particulars.

STONE & WELLINGTON, Nurserymen, Toronto.

## Well DRILLING MACHINES

Over 70 sizes and styles, for drilling either deep or shallow wells in any kind of soil or rock. Mounted on wheels or on sills. With engines or horse powers. Strong, simple and durable. Any mechanic can operate them easily. Send for catalog. WILLIAMS BROS., ITHACA, N.Y.

## ONTARIO PROVINCIAL WINTER FAIR

WILL BE HELD AT

**GUELPH**  
Dec. 11 to 15, 1911

Exhibits consist of over 6000 high-class

### HORSES

**BEEF and DAIRY CATTLE**  
**SHEEP, SWINE, SEEDS**  
and **POULTRY**

Judging begins at 8 a.m. Tuesday, Dec. 12 and continues until Friday Afternoon, Dec. 12

### PRACTICAL LECTURES

will be given on subjects relating to the various classes of live stock, also to seeds, poultry, alfalfa and the conservation of soil moisture.

Single Fare/Rates on the Railway

For Programme of Judging and Lectures Apply to the Secretary

JOHN BRIGHT  
President  
MYRTLE STATION

A. P. WESTERVELT  
Secretary  
PARLIAMENT BUILDINGS  
TORONTO

\$1.95  
AND UPWARD  
SENT ON TRIAL  
FULLY  
GUARANTEED.

## AMERICAN SEPARATOR

A brand new, well made, easily running, easily cleaned, perfect skimming separator for \$1.95. Skims one quart of milk a minute, warm or cold. Makes thick or thin cream. Thousands in use giving splendid satisfaction. Different from this picture, which illustrates our large capacity machines. The bowl is a sanitary marvel and embodies all of our latest improvements. Our richly illustrated catalog tells all about it. Our wonderfully low prices on all sizes and generous terms of trial will astonish you. Our twenty-year guarantee protects you on every American Separator. Shipments made promptly from ST. JOHN, N.B. and TORONTO, ONT. Whether your dairy is large or small, get the best offer and handsome free catalog. ADDRESS,

AMERICAN SEPARATOR CO., BAINBRIDGE, N.Y.

BOX 1209,