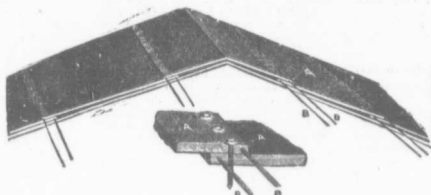


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The PATERSON MFG. COMPANY, Limited
TORONTO MONTREAL

we have had a number of very successful seasons in our gathered creamery. The farmers are very generally satisfied with the system and would not change. The returns last season were not as high as usual, but comparatively satisfactory. We have not had to take lower prices because of the system followed. The farmers are buying hand separators very generally. They prefer having the milk separated on the farm.

JNO. MCQUAKER.
Proprietor Pleasant View Creamery, Owen Sound.

BUSINESS GROWING

We have about ninety patrons; twenty-five deliver milk and sixty-five deliver cream.

All our cream patrons have separators and their cream must be sweet when received at the creamery as it is mixed with the cream from our separator and immediately pasteurized. Our make has been gradually increasing. In 1902 it was 102,000 lbs. butter; in 1903, 126,000 lbs.; and in 1904, 151,000 lbs. The average price paid patrons for butter fat was 22½¢ in 1903, and 19½¢ in 1904. The outlook is good for a good average price this year as our prices to patrons for fat for the first three months have been 20¢, 20¢ and 28¢.

The milk and cream is delivered by the patrons themselves and as a proof that they are satisfied, our increase is due to the fact that they tell their neighbors the way we use them.

LOCUST HILL CREAMERY CO.
Per A. C. Reccor.

BUSINESS DOUBLED IN FOUR YEARS

The cream gathering creamery is rapidly becoming an important part of the dairy work in Canada and more

factories yearly are conducting their business on this system and making a decided success of it.

My experience in the work goes to show that in a district where the people engage in mixed farming, raising a considerable amount of stock, etc., and the territory somewhat scattered, that the cream gathering creamery is preferable to the factory separator creamery or cheese factory, as more territory can be covered at less cost. The milk producer has the fresh warm skim-milk at home for his calves and young pigs, and the average year will make as much money out of a well conducted cream gathering creamery as the cheese factory, and last season, 1904, the creameries paid more hard cash per hundred pounds of milk than the average cheese factory did. However, I am still of the opinion that in a district where dairying is made the leading business, and a large amount of milk can be got in a small radius, that the cheese factory perhaps still is the most profitable, but in any case I would say that the cream gathering creamery is preferable to the factory separator creamery, in the summer time at least. In the separator creamery the expense is much higher for hauling and manufacturing. The skim-milk is generally practically useless by the time it is returned to the farm for feeding calves and young pigs, and the extra value of the butter cannot possibly offset the extra expense in manufacturing the same.

At present a large number of our cream gathering creameries are commanding as high a value for their butter as the separator creameries and I see no reason why it is not possible to make as fine a quality of butter if the creamery is properly conducted. Of course, this cannot be

done without involving an extra amount of labor on the managers of our creameries. We must induce our patrons to take better care of their cows than ever, use the hand separator in skimming their milk, make a good rich cream testing in the neighborhood of 30 per cent., keep all utensils clean, and take extra precaution in the care and handling of the cream so that a good, pure, sweet cream can be sent to the factory at a temperature below 60 degrees. This may appear hard to accomplish, but with care and perseverance can, I believe, be easily done.

The business here was formerly a cheese factory but changed four years ago into a cream gathering creamery. The factory is owned and operated by a joint stock company consisting entirely of farmers principally cream producers. When cheese-making was carried on they generally run between seventy and eighty patrons annually. The first season, 1901, when butter was made there were about ninety patrons. Last season, 1904, we had a little over 180 patrons and the output has nearly doubled in the past three years. The testing of the cream for the first three seasons was done by the old oil test churn, but last year it was replaced by the Babcock tester which is giving much better satisfaction both to the factory and to the patron. We have just completed a canvass of all the patrons and have only been able to find one man who would now prefer the cheese factory to the creamery. About seven-eighths of our patrons are now using the hand separator; a large number put up a few loads of ice, and nearly all appear to be making an effort to have better kept cream than formerly.

W. A. MacKay.
Manager Underwood Creamery.