

Cheese Department

Makers are invited to send contributions to this department, to positions of matters relating to cheesemaking and to suggest subjects for discussion. Send your letters to The Cheese Maker's Department.

Certificate of Makers

Last year a committee was appointed by the Dairyman's associations to look into the question of granting certificates to makers under certain conditions as to qualifications. This committee will likely meet during Toronto Exhibition to consider the matter and if possible, decide upon some basis for carrying out the scheme.

There are many things that can be said in favor of granting certificates to competent men. In fact, it is surprising that something has not been done in this direction before. Cheesemaking and butter-making also, is a business requiring a large amount of skill and technical knowledge to conduct it properly. Experience, good judgment and careful attention to detail are necessary. Then why should not the maker who acquires these qualifications, after years of work in a factory, or by spending time and money in perfecting himself for the work at a dairy school, receive some recognition in the way of a certificate or diploma stating that he is qualified to manage a cheese or butter factory successfully. There are many better callings not requiring half the skill and training that a maker does, in which those who follow them are not allowed to do so unless they can show by certificate or otherwise that they are competent for the work.

The granting of certificates under proper regulations would raise the status of the maker and give him a recognition in the business that he does not now possess. The maker who knows his business would get his just deserts, and also the fellow who does not know it. The former would have something to show for his knowledge and training he possesses that would be of value to him; just as a Doctor's certificate is of value in that it allows him to practice his profession. He could use it to better his position. It would be his stock in trade and his means of gaining a competence in life. To the other fellow who cannot qualify, the sooner he takes up some other calling, the better for himself and the dairy industry.

Granting certificates to makers should be of great benefit to the factories. There could be no doubt then as to the qualifications of a maker when he is engaged to manage a factory. If he possessed a certificate this would be a guarantee to the factory that he was competent, just as a teacher is competent to teach school who possesses a certificate. Factory-men could afford to pay a higher wage to a properly qualified maker than to one not so qualified. And what is more, a qualified maker would have a right to demand a higher wage. But this should not be the sole reason for granting certificates. In fact, it is of minor importance. The main thing is to regulate the business that factory-men will have no difficulty in picking out the competent men and

that these men will receive the recognition their position demands.

There are other phases of this question that should be discussed, such as allowing makers to manage factories who cannot qualify. Qualifications necessary to obtain a certificate etc., but these will have to be deferred to later issues. In the meantime we would be glad to hear the views of makers and factorymen on this topic.

The Home Cheese Trade No. 3

Among other reasons why the local consumer pays more for his cheese we produce is that he pays a high price for what he does buy. It is a common saying that Canadian cheese can be bought over the counter in England as cheap if not cheaper than from the retailer in Canada. Why is this? It is simply due to the fact that the English consumer buys in larger quantities or often than the Canadian cheese consumer does, and therefore, the retailer can afford to sell on a smaller margin. The Canadian grocer gets his profit from 5c to 5c a lb. and often more on what cheese he sells, while the retailer in the old land is satisfied with less than half that margin.

While the general character of the cheese offered to the Canadian consumer is largely responsible for the smallness of the local demand, it is probable that the high price, which is the retailer charges is to some extent responsible. Some years ago, an old cheese exporter, who had met with some serious losses, and was forced to quit the larger sphere, opened a little shop for retailing cheese, butter and eggs in London, Ont. He began by selling his cheese on the same scale of profit that the English retailer did business. It was surprising what a large cheese trade he built up in a short time. When the price of the grocer would sell one or two cheeses in a day and some of them only one or two in a week, his turn-over often ran up to a dozen cheeses per day. This would increase the price of the cheese to be paid to the maker. The grocer, as compared with what it sells for whole sale, they would consume a great deal more of it. Unfortunately for the cheese-eaters of the Forest City, this enterprising gentleman has gone the way of all flesh and no one has taken up the task in his place. Conditions are the same as they were twenty years ago. The grocer gets his one or two cheeses from the jobber, and retails them out in small doses at the same old margin. By the time the last of a cheese is gone the remnant is dry, greasy and unsightly.

We have sufficient faith in Canadian cheese to believe that the appetizing food of well-matured cheese were put on the market and sold at a reasonable price that the demand for it would soon increase manifold. The grocer thinks he cannot afford to sell at a less margin when so little is bought at a time, and there is so much waste in the cutting. He would, however, make more money by selling in larger quantities for a smaller margin of profit. And the experience cited above shows that the lower the price the people would buy more cheese and in larger quantities.

There are no cheese bargains for the consumer these days. The large department stores in Toronto will frequently have special sales of sugar, butter and even eggs at bargain prices, but never cheese. It seems to be one of those things that the money keeper in stock but never makes a specialty of. It is rarely given any special attention in the advertisements of even the best of the stores. One is more likely to find a special announcement of fancy foreign cheese for sale than one setting forth the merits of Canadian Cheddar cheese. These fancy cheeses at higher prices, or abroad are good in their place; but they are luxuries, and are not the

staple article of food that our own factory-made cheese is. The manufacturing of fancy brands of cheese is growing in Canada, but we will have more to say of these in a later issue. They can never, however, take the place of the well made and well cured Cheddar cheese as a food for the every day working man. Cheddar cheese, should in this country, be as staple an article of food as meat is, and should take the place of the latter in at least one meal a day. The Englishman is a large meat eater, but he is a small cheese eater as well. Canadians could imitate him more than they do and be all the better for it.

This Year's Cheese of Good Quality

Mr. G. G. Publow, chief dairy instructor for Eastern Ontario, visited the warehouses in Montreal recently, and was informed by the exporters that the quality of goods this season is superior to any previous year, the percentage of rejections being very much smaller. Even during the recent bad weather, the quality was kept up to the high standard which had been set.

If we are to hold the market which we have, the quality of the goods must be gradually raised and no one factor will play a greater part in this improvement than the Care of the Milk on the farm. The farmer, who is the most part, capable of dealing with the varying conditions met with in hot, cold, wet or dry weather, and with the war material in the country when it reaches the factory, there is little to be desired from the manufacturing standard.—G. A. Putnam, Director of Dairy Instruction.

The Patrons Send Good Milk

"The new sanitary law which requires the patrons of cheese factories to send nothing but good pure milk to the factory is not good news to the patrons of our factory much," said Mr. Alex. Hume, of Menie, the salesman for Brae cheese factory, Northumberland County, a representative of The Dairyman and Farming World, who visited his section recently. "Our patrons know how important it is that nothing but good milk shall be sent to the factory as they realize that one can of bad milk sent in by a careless patron is liable, if it is mixed with their good milk to mean the loss of many dollars to all the rest of the patrons."

"Some years ago our maker was having some trouble with the milk. He did not say anything about it to us until things got so bad that he had to. We arranged with the instructor to drive around and see all our patrons. We went together and saw every patron in the factory. We found that in every case where the maker had been having trouble with the milk of any patron, it was due to the fact that the patron was not keeping his milk in proper surroundings."

"Some of the men that we called on told us that they thought that their milk was being kept in the best possible condition. When, however, we pointed out what was wrong, they all, with only one exception, agreed to make the necessary improvements, and even the man who had first objected to doing anything fell into line later on."

"Our factory is a joint stock one. Every week I send word to the factory in regard to the price the cheese has sold for and word is thus sent around to all the patrons. This keeps them informed as to the prices they are going and they seem to appreciate the information. We feel that our patrons have a perfect right to know everything that goes on around the factory and they are always welcome to have any information they may desire. Our maker has little or no trouble with the milk and consequently our patrons

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are not worrying about receiving a visit from one of the sanitary inspectors. In fact we look for all the advice and helpful suggestions he can give us."

Brae Factory, Campbellford, in Northumberland county, was visited recently by a representative of The Dairyman and Farming World. This is an old factory but it was found to be in good repair and to be neat and clean. The butter was very good, and due to the work of the maker, Frank Barton. A new steel vat purchased from the Steel Trough & Machine Co., of Tweed, is being used this year for the first time, and so far has given excellent satisfaction. In speaking to us about it, Mr. Barton said, "I think this vat is a fine one. I never have to scoop it out and this saves the butter from the vat. The factory has 27 patrons including a number of very large producers. There is a fine cement floor in the make room, and the water is used of the very best quality. The drainage runs off through a pipe and is emptied in a creek some little distance from the factory."

As the patrons become better acquainted with caring for the milk, makers should select milk more closely and gradually work it down. They will thus get their patrons educated, and will never be asked to take milk that is over-ripe. I think it is up to the makers to set a standard for the quality of the milk they will receive; and if they set a high standard of quality, they will receive a high quality.—Geo H. Barr.

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