

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.

Patrons Prefer Creamery*

A. H. Halla, Garrettsville, S. D.

One of the main reasons why my patrons prefer the creamery to other markets is that some years ago the creamery was closed on account of the patrons thinking that they could get more money for their cream by selling to outside concerns. For a while they did receive more money; but after the creamery closed it became a different song. They did not get as much money for their cream as before the creamery closed. They kept on selling their cream, however,

*Part of an address at the National Creamery Buttermakers' Convention, Chicago, October 25, 1910.

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Address: BOOK DEPARTMENT,

Farm and Dairy, Peterborough, Ont.

to outside concerns for a couple of years but became good and tired of it. A few of them got together, called a creamery meeting, and decided to again conduct their own business and start the local creamery. That was the time that I took charge.

We had pretty stiff competition the first year. Most of the outside concerns commenced to offer the farmers around here such big prices for their cream that some of them were slow in commencing to sell to the creamery. After trying shipping part of their cream, and selling part to the creamery, they found out that a high sounding price did not always bring the most money. The patrons, therefore, with possibly one or two exceptions, and I have over 100 of them, have preferred the creamery ever since.

SAVER AT THE CREAMERY

Another reason for preferring the creamery is that during the busy season especially, the men do not have time to haul cream, but send the women and children. They feel a good deal safer in coming to the creamery where they know they will get a chance to deliver their cream at once instead of waiting around a busy depot, where horses usually are shy, or at a store where the merchant usually gives but little attention to the cream business. I always try to make the patrons feel at home when they come to the creamery, and also try to be as accommodating as possible.

In selling their cream to the local creamery my patrons know that they get every cent that there is in it. After expenses are taken out nobody is going to make a big profit out of their cream. If there is anything left over at the end of the year they let it go themselves, or spend it in improving their own property, instead of feeding rich outsiders. The officers of the creamery are well liked and responsible men, they work hard for the creamery, and patrons are sure of a square deal when they sell their cream to us.

Comments on Cream Testing

As Prof. H. H. Dean, O.A.C., Guelph, has no data dealing with the comparative weights of sour and sweet cream, but so far as I can see, the same weight per cubic centimeter—18.072 c. c. of 30 per cent. cream will weigh 18 grams; 18.633 c. c. of 40 per cent. cream are required to weigh 18 grams. The weight of 18 c. c. of sour cream testing 30 per cent. fat is 17.928 grams and of 40 per cent. is 17.388 grams.

Regarding duplicate tests in cream, as a rule, I should say, it is not operator thinks that the test is not correct then it should be duplicated. In our own creamery, the rule is, if a fair sample of each of the parts of cream more than 1 per cent. from the test

of the previous month then a duplicate test shall be made to be sure that it is correct.

Publicity and Creameries*

G. Kruempel, La Moure, N. D.

Local creameries control the finished product of their business. They have to depend, however, for raw material on a source over which they have practically no control. The greatest publicity possible that will enhance the supply of raw material should be the policy adopted. If you wish to wake up a man touch his pocket; if you wish to secure his attention show him how to increase his earnings.

A wide field, and a useful one, for creamery men to investigate in order to bring success to the local creamery, is to bring to the attention of the farming community the great advantage of securing the best dairy cows. That one man will sell the product of a herd of cows at good profit, while another sells the product of his herd at no profit, or at a loss, will immediately attract attention among dairy patrons, if called to their notice, and will result in inquiry and investigation. I have got to find that man who will not secure better returns from his investment and labor when the means of so doing are clearly shown him.

A local creamery operator who makes it a point to keep a record of the number and quality of cows becoming patrons contributing in dollars and cents for the net result, or any given time, with publication of the same placed in the hands of all patrons, will do more to encourage good dairy herds, and weeding out of inferior cows, than can be accomplished in any other way.

Publish everything pertaining to increase production of cream. In-clude the comparative yields of cream made by different dairy herds, and your supply of cream will increase, with no increase in publicity. Publish facts, and fight your business. Make a good world know it, and let the buying world know it, and you will increase your market.

Shipping Cream Pays

C. A. Westover, Mississquoi Co., Que.

A prominent feature of the dairy industry in Canada this year is the shipment of cream from Canadian dairies to the United States. That proportion may be assumed considerable fact that during the month of June 22,000 gallons of cream were passed through one port of entry to the United States. This is only one out of a number of ports along the border of the dairy districts and probably the figures quoted are only a fair sample of what passes through each of the other ports of entry. In the aggregate, therefore, large quantities have been exported.

Naturally the question that arises is: "Does it pay to sell cream instead of making it into butter?" At the present time I think it would answer such a question in the affirmative as we are receiving about 10¢ of butter than we would for 1 lb. if made and sold at home. No butter is returned to the creamery price is less friction between buyer and seller regarding quality, prices, cuts, and so forth. Most salesmen count that lack of friction quite a gain.

UNCERTAINTY OF DURATION

The only cause for alarm about

*Part of an address at the National Creamery Buttermakers' Convention, Chicago, October 25, 1910.

this cream shipping that I can see is what may be called the uncertainty of its duration. If the demand for cream curtails the export of butter to Great Britain to such an extent that we practically lose the market, and then a change is made in the tariff prohibiting the import of cream to the United States, we shall be left with a surplus market for the surplus butter that we have made. I do not believe we need to sell, I sleep worrying over this question, however, because the demand is going to be large and it will take time to produce cream, milk and butter, in sufficient quantities to supply the large and rapidly increasing population living in a country that has about reached the limit of production under present conditions.

Attend the Dairy School

As the winter season of 1911 approaches, we desire to call the attention of cheesemakers and buttermakers to the advantage of a course of instruction and study at the Dairy Schools. Several courses are necessary for factory and creamery managers to be thoroughly posted in all the details of management and the manufacture of cheese and butter. According to the law recently passed by the Legislature of Ontario, it becomes absolutely necessary for all factory and creamery managers to have certificates of qualification.

Makers who have demonstrated their ability as manufacturers of cheese or butter will be given a "Certificate" by the Minister of Agriculture, on or before January 1, 1911. Those who have not had charge of a factory, but who wish to take a position as chief maker in 1911, we would strongly recommend that they attend a Dairy School at either Guelph or Peterboro. While the Department will be prepared to grant Certificates to those who have shown exceptional ability as assistants without requiring them to take a Dairy School course, the chances for a Certificate will be much better by taking instruction, even for a short time, at one of the Dairy Schools. All who have not had full credit of a factory prior to January 1, 1911, will be required to be qualified before Certificates will be granted.

No person will be given authority to take charge of a factory, even though he has taken his dairy school course and passed the examinations, without having had at least one year's practical experience as a help-creamery. These who have had this year's experience and have taken a satisfactory standing at a dairy school may be given authority by the superintendent of the school concerned to take charge of a factory for one or two years. If during this time the superintendent concerned and the representative or representatives of the Department report that they have demonstrated their ability as makers, to the satisfaction of the Department, a regular certificate from the dairy school.

Creamery butter made from Canadian cream is being sold on the market under the name of "Specials," which bring the very highest prices, late advices from New York reporting sales of this particular grade of creamery butter at 32c. to 32½¢ a lb., while for "firsts" the price drops to 30¢ to 31¢ per lb. to 27c. and 28c. and for seconds 25c. to 26c. a lb.

I believe there are more Holstein cows with official records of from 20 to 30 pounds of butter in a week in the province.—G. A. Gilroy, Buell, Ont.

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