

secure in the larger centres), and he can retain that customer year in and year out, the success of his enterprise is assured.

Many of our most successful dairymen have managed in this way and have made a large profit out of their cows. In 1894 a private buttermaker in Western Ontario realized as high as \$70 per cow clear profit, after paying for the cost of feed, etc., for the year. He had a herd of over fifteen cows, and, of course, milked them for twelve months. This is a very large return, and considerably higher than many others have made. During the last year or two the prices have not been so high, and consequently the profits have not been so large. However, to the man who understands his business, and will devote his time and attention to it, there is still profit for the private dairyman at present prices.

It must not be taken for granted that everyone who goes into private buttermaking is going to succeed. Where one will succeed ten will fail, just because they are not cut out for such work. For this latter class the co-operative institution, whether it be a butter or a cheese concern, will be the more profitable one. The average dairyman, in fact, will do better to have his milk manufactured on the co-operative plan. To secure the highest price for butter the quality must be perfect, and the buttermaker in a creamery is more likely, and is in a better position, to produce the required article than the average buttermaker. So we believe the co-operative creamery is better adapted for making up the butter of this country than the means the average dairyman has at his disposal.

Besides, it requires a little capital for the private dairyman to carry on his business for the best. And if he is not in a position to equip himself properly, it would be better for him to join the co-operative concern and have his milk manufactured along with that of his neighbors. This will save the cost of fitting up a creamery, will save the salary of an expert maker, and will do away with a large amount of labor connected with the handling of the cream and the making of it into butter.

The fact must not be overlooked that it was because the butter of this country was made up in private dairies, and therefore was not uniform in quality, that we lost our export trade in butter some years ago and acquired that unsavory reputation as butter producers which has been clinging to us ever since. If all the butter sent across the water had been equal in quality to that of our best private dairymen, the results might have been different. But really first-class butter-makers are scarce, and if we wish to build up a reputation for our butter, and that is every

dairyman's desire, we must get our dairymen to co-operate and have the butter made up after some uniform plan by an expert maker. The co-operative plan is increasing and as it develops the results will be more marked.

Dairy Products for the Fairs.

It is during August that dairy products for the fall exhibitions are mostly prepared. In any line of manufactured food products the greatest care and skill must be brought into power if the exhibitor wishes to excel in the quality of his products and to win the prize.

At all the leading fall fairs there is always plenty of competition in the cheese and butter classes. Not only have the Ontario dairymen to compete with the cheese and buttermakers of their own province, but, at some of the larger shows, with the dairy products from some of the other provinces as well, and especially is this the case in reference to cheese. Last year, at the Industrial Fair, Toronto, there was a large exhibit of cheese from the Province of Quebec and several lots from Manitoba.

The maker who contemplates exhibiting this fall must not take it for granted that the prize can be won by chance. The prize-winners of the past have been makers who have put the best skill and knowledge they possessed into their work, and have not left anything undone in their efforts to make a fine quality of cheese or butter. Nothing comes by chance, and to the making of good butter and good cheese this will apply more forcibly than to anything else. To make cheese or butter for the show the maker must have a definite object in view, and must prepare himself accordingly.

To get the best quality of cheese and butter only a pure flavored, wholesome quality of milk should be used, and every exhibitor should endeavor to get his patrons sufficiently interested in the undertaking to supply him with a perfect quality of milk. When this is secured, the best skill and the best methods the maker can command should be applied in converting that milk into a fine quality of cheese or butter. Particular care should be given to having the flavor pure and the grain or texture perfect, and no cheese should be sent to an exhibition that presents an unsightly appearance. A badly-finished cheese will not stand much of a chance of securing a prize, and will reflect upon the maker's work, and indicate his untidiness and slovenly manner of performing other duties that may devolve upon him.

All exhibitions have an educational value, and this is more particularly the case when products