

Dairying in Saskatchewan

By W. A. WILSON, Dairy Commissioner.



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DAIRYING in Saskatchewan, so far as successful creamery developments are concerned, dates from the time the great North West Territory was divided into Provinces. The formation of a dairy policy suitable to the conditions was considered advisable early in the history of the Province to forestall any unbusinesslike undertakings of petty investors or ambitious promoters who, being misguided by optimism and self-interest, are seldom if ever of value to the community or the industry. When the dairy branch was organized in 1907 with the writer as dairy commissioner the line of work finally chosen embraced the control of the commercial and educational interests with four main objects in view:

1. To prevent over-capitalization and to encourage investment only where conditions warranted.
2. By cooperation and judicious centralization of the creamery work to reduce the cost of manufacturing to a minimum.
3. By means of the two foregoing enable the management of the creameries to pay the producer a price for his produce that would bring further business.
4. By giving special attention to the quality of the manufactured product extend and develop a profitable market for the farmers.

The first two were covered by legislation taking over the control of the organization of cooperative creamery companies and offering financial assistance on terms that induced acceptance. It can be justly stated that the plan has been successful from the commercial side even beyond expectations, and this success has been the most powerful factor in enabling the dairy branch to direct and work out a more vigorous policy with respect to improving the quality and securing markets. A strong business organization founded on economic principles has this advantage, and this was the first object we aimed to accomplish. The cooperative principle was adopted generally by the farmers, and in suitable districts they were encouraged to build cooperative creameries. These, where possible, were located at junction points on the railways in order that cream shipments might be brought from various districts, thus securing volume. To further insure a sufficient supply of cream and make successful operations more secure the express charges on shipments for the first few years were paid by the Government.

As the business enlarged and the creameries became firmly established, the practice of financial support was gradually withdrawn, and now only applies to the first year's operations of a new creamery. Through this method financial embarrassment has not been experienced by any one of the various cooperative creamery companies. Formerly the Government loaned, to build and equip a modern creamery, as high as \$3,000, with a favorable rate of interest with six or eight years for repayment. Regulations now embrace restrictions for a large amount of cash to be actually secured by the company from stock subscriptions, and the response is evidenced by two companies in 1913 building and equipping the creamery and paying cash therefor. All plans and specifications for these buildings are prepared by the dairy branch, and the machinery is also specified. The total cost approximates \$6,000. In addition to the monetary assistance given the Government wishing to combine the commercial and educational interests through the medium of the creamery offered an advantageous operating agreement to the companies which has been accepted by all of them. Thus, by the concentration of a large volume of business under a central management, keeping in close touch with the market requirements as to quality, offering suggestions to pro-

ducer and manufacturer, the former whose business he is handling, and the latter his employee, buying supplies in large quantities, selecting capable managers, and generally looking carefully to economical operations thousands of dollars have been saved to the farmers and paid in the form of higher prices for their cream. Further enormous savings have been effected by discouraging the erection of buildings where the supply of cream was not sufficient, and by these two methods confidence has been firmly established among the producers.

Quality First.

If volume of business is a certainty the remainder of the work is comparatively easy, but to overlook this feature, as has been done in many cases, is inviting trouble and difficulty for succeeding years. Further, educational progress and extension of markets is retarded because indiscriminate competition and bidding for business replaces all efforts for better quality at no disadvantage to the producer in the matter of price. Cream is accepted, which, under normal conditions, would call for criticism and probably rejection. Saskatchewan's creamery policy meets this situation, and after seven years' experience the wisdom of its adoption is amply justified. Thirteen cooperative creameries now give a market to the farmers in every locality served by a railroad, with the exception of the south-west section of the province, which, up to the present time, was rather too new a country to support a creamery.

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Preparing Agricultural Exhibits

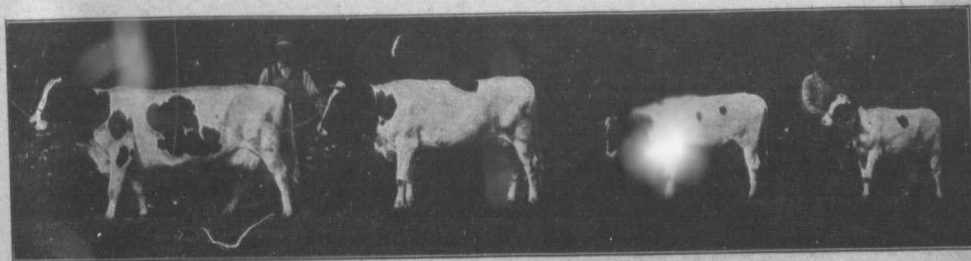
By "RINGSIDE FREQUENTER."

ONCE heard the manager of a large stock farm, and a breeder and exhibitor of international reputation, relate an interesting experience he once had in the show ring. This experience was a striking example of how the decisions of judges may be influenced by the manner in which stock is displayed. Shorthorn herds, consisting of a bull, a cow and two heifers, were being shown. Each of the animals in his herd had won first place in its class. In uniformity of breed type, the herd was all that could be desired. The judges could not very well put the herd in any but first place without reversing previous decisions. A Scotchman, with a fund of quiet humor, he thought the occasion ripe for having some fun with them. His herdsmen were holding the females, while he had charge of the bull. Quiet directions were given to the men not to show the animals off properly until he gave the signal. He allowed the bull to nibble at the grass, so that his back was humped, his feet out of place and every rule of good show ring practice broken. His men followed his example. The herd presented a scattered, unattractive appearance with its symmetry and uniformity almost completely disguised. "I

could see the judges fuming and hear them asking one another why that man didn't get his herd into position," said he, in relating the story. "I kept it up as long as I dared, and then I said to the bull, 'Come, laddie, we had better get into the game.' 'Gude mon,' he continued, breaking into broad Scotch, 'ye suld hae seen him set himself. I had him trained, ye ken.'" The herdsmen, taking the tip, lined their animals up, and in a trice the ribbons were placed with this herd where it belonged, at the head of the line.

This incident shows how the fine points of the game were known and appreciated by a master of the showing. Its lesson for the ordinary exhibitor, or for the novice at the game, is that something more is needed than the ability to produce animals of merit if a man is to achieve success in the showing. When he is in competition with experienced exhibitors, he must emulate their arts if his animals are to attain the position in the line that their quality warrants. There are many things in this connection that can only be learned by experience, but there are also many things on which helpful hints can be given, especially

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Stepping stones to dairy success. Three generations of Holstein females, bred for milk and butter production.