



The favorite everywhere it goes. Note its beauty and heavy compact construction, with low-down, handy supply can only 3 1/2 ft. from the floor.

There are other advantages in favor of the "Simplex." These are explained in our literature, which will be mailed to you free on request.

The ease of running, ease of cleaning, simplicity, self-balancing bowl, interchangeable spindle point, low-down supply can, the general pleasing appearance, and the perfect skimming of the "Simplex" make it the favorite everywhere it goes.

Then, too, our large capacity machines, so constructed that they turn more easily than most other separators, regardless of capacity, will enable you to separate your milk in half the time. This is a great advantage it will pay you to enjoy.

Bear in mind we allow you to prove all these claims—since "Proof of the Pudding is in the Eating."

Write to us for full particulars about the "Simplex" and our special terms to you to use the "Simplex" and represent us locally in your district.

D. Derbyshire & Co.

Head Office and Works - BROCKVILLE, ONT.

Branches: PETERBOROUGH, ONT., MONTREAL and QUEBEC, P.Q.
WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

UNDISCOVERED ABILITY

Many a young farmer has discovered undreamed of business ability within himself when securing new readers for farm papers. The writer of this advertisement had never sold a dollar's worth of anything in his life till one day he was literally forced to take subscriptions for a magazine. Since then he has had the opportunity of travelling as salesman in nearly all of Canada, and fully one-third of the United States.

Perhaps this is your opportunity. We need a special representative of Farm and Dairy in every dairy district in Canada. Write us and see if your district is open. We not only give our local agents exclusive territory, but supply them names of prospective subscribers and help them to get the business. We know how and will show you how. Write to-day.

FARM AND DAIRY AGENCY DEPARTMENT
Peterboro

Why You Will Prefer THE "SIMPLEX"

In preference to all other Cream Separators is because the "Simplex" is:

- So Simple
- So Easy to Turn
- So Easy to Clean
- So Perfect in Skimming
- So Quick in Separating
- So Pleasing in Appearance,
- Self Balancing
- Seldom out of Repair
- Soon Pays for Itself

LASTS A LIFETIME

Western Ontario Farmers Out and Out for Grading

Toronto Produce Dealers Visit W.O.D.A. Convention at Woodstock—Fledge* Themselves to Buy on a Grade Basis—Dairymen Enthusiastically Favor the Plan—Work of John H. Scott Highly Commended

THE dairymen of Western Ontario made history at the Thursday afternoon session of their convention in Woodstock. The grading of butter and cream was up for discussion, and a lively subject it proved to be. Secretary Frank Hearn started the ball rolling by showing how the Department had appointed Mr. John H. Scott as experimental grader in Toronto last season, with instructions to investigate the condition in which butter reached that market. Mr. Scott followed with a report of the work done, which showed that although the June was high in quality, the hot, unfavorable weather that followed resulted in the putting on the market of large amounts of inferior butter. He had found that the dealers were ready to cooperate with the makers and producers in improving the quality of the product. Mr. C. Marker, Superintendent of Dairying for Alberta, showed that the success they had met with in improving the quality of Alberta butter had been due to the close cooperation between the dairymen and the dealers. No progress had been made until they got a working agreement with the trade, after which the quality of the butter improved very rapidly.

At this point of the discussion, Mr. H. D. Clemes and other members of the Toronto Produce Exchange, appeared on the scene. On behalf of the produce trade, they put the situation right up to the dairymen. The grade pledged itself to buy butter on grade just as soon as the dairymen worked out a basis for grading. A lively discussion ensued, culminating in a resolution, which came spontaneously from the meeting, being passed unanimously and enthusiastically endorsing the principle of government grading, and requesting the government to put the necessary machinery into operation.

What Has Already Been Done.

Considerable investigation work and experimental grading was done on the Toronto market last season. Secretary Hearn, of the W.O.D.A., explained how this had been inaugurated. The Superintendent of Dairy Instruction said he had gone to the trade with the request that a representative of the dairymen be allowed access to the warehouses in order to find out if possible the condition of the butter as it arrived on the market. They had met with a hearty response at the hands of the trade, who had shown them every courtesy and done everything possible to facilitate the work of investigation. Mr. John H. Scott had been appointed, and had commenced work early in July. The capable manner in which he had conducted the work, said Mr. Hearn, merited the thanks of everyone connected with the dairy industry in Ontario.

In reporting on the work he had conducted, Mr. Scott stated that there had been two objects in view: first, to get a general idea of what percentage of first grade, second grade and off grades were coming in; and, second, to arrive at an understanding of the conditions surrounding the handling of butter that were affecting the quality. The standard of grades which he used was as follows: first grade, 92 points and over, with a minimum of 39 for flavor out of a possible 45; second grade, 87 points, but under 92; third grade, 82 and under 87 points; and under 87 off grades or culis. Up to Oct. 31st, 214 lots had been examined, of which 57 per cent. graded first, 41 per cent. graded second, and one per cent. third. Mr. Scott believed that more of the butter should properly have

gone into third grade. Regarding the common defects of these lots of butter, 25 per cent. showed unclean flavor; 22 per cent. old cream; 15 per cent. stale flavor, and nine per cent. were fishy. About 23 per cent. were salted too heavily; 14 per cent. were weak in body, and 11 per cent. greasy. It seemed to be a practice that when the flavor was not just right, butter makers would try to cover it up with salt; 63 per cent. of the butter showing fishy flavor being heavily salted. Sixty-two per cent. were poorly finished, indicating a great deal of general carelessness. Mr. Scott was strongly of the opinion that the system of marketing butter might be greatly improved. An organized system of marketing might be introduced with benefit to the trade. He believed the Dairy Standards Act, when put in force, would greatly improve conditions by putting creameries on a more uniform basis. The dealers were ready to cooperate in this work of paying on a basis of grades if supported by the creamery men. The creameries could then take up the question of cream grading, and the farmers who were willing to produce good cream would be paid for the labor they expend in carefully handling it.

How Alberta Turned the Trick.

"Many men take the wrong point of view on this question of cream grading," said Mr. C. Marker, Dairy Superintendent for Alberta. "They look upon it as a mass of difficulties that is about to rise. This is an entirely wrong viewpoint. They should look upon the scheme as a mass of benefits that is about to arrive." Continuing, Mr. Marker said that their strongest competitor in the home market had been the product from Ontario. The trade used to say that they must have some of this good Ontario butter. Later, their butter came from the Eastern Townships, and then from New Zealand, a trial shipment of the latter, sent 1 1/2 years ago, being so uniform, of such good keeping quality, that the consumer wanted more of it. The plan on which grading work was to be carried on was drawn up by the Department and laid before the dealers. The Department was prepared to give the butter of creameries and issue grade certificates. When the trade of Alberta and British Columbia found that this grading service was placed at the disposal of the creameries, the best creameries got the best price. No legislation had been enacted to compel grading, yet remarkable improvement had been made in a short time in every creamery. As soon as he found out that he could get a better price for better quality, the creamery man went to the farmer and pointed out the advantages of their working together to secure this higher quality product. Cream grading had therefore come as a natural result of the grading of butter.

The Different Grades.

The grades adopted have been special, first, second and off grade. When the work started, first, second, and off grades were the only ones, but the grade for specials had evolved owing to the extremely high quality of some of the product coming in. The following figures given by Mr. Marker show the rapid improvement that has been made:

Percentage of butter grading—	1915.	1916.
Special	59.68	79.25
First	32	16.2
Second	7.34	4.01
Off grades	3.4	1.2

The decrease in firsts showed that a (Continued on page 8.)