Technical and Bibliographic Notes/Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

- [ ] Coloured covers/ Couverture de couleur
- [ ] Covers damaged/ Couverture endommagée
- [ ] Covers restored and/or laminated/ Couverture restaurée et/ou pelliculée
- [ ] Cover title missing/ Le titre de couverture manque
- [ ] Coloured maps/ Cartes géographiques en couleur
- [ ] Coloured ink (i.e. other than blue or black)/ Encre de couleur (i.e. autre que bleue ou noire)
- [ ] Coloured plates and/or illustrations/ Planches et/ou illustrations en couleur
- [ ] Bound with other material/ Relié avec d'autres documents
- [ ] Tight binding may cause shadows or distortion along interior margin/ La reliure serrée peut causer de l'ombre ou de la distortion le long de la marge intérieure
- [ ] Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/ Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.
- [ ] Additional comments:/ Commentaires supplémentaires:

- [ ] Coloured pages/ Pages de couleur
- [ ] Pages damaged/ Pages endommagées
- [ ] Pages restored and/or laminated/ Pages restaurées et/ou pelliculées
- [ ] Pages discoloured, stained or foxed/ Pages décolorées, tachetées ou piquées
- [ ] Pages detached/ Pages détachées
- [ ] Showthrough/ Transparence
- [ ] Quality of print varies/ Qualité inégale de l'impression
- [ ] Includes supplementary material/ Comprend du matériel supplémentaire
- [ ] Only edition available/ Seule édition disponible
- [ ] Pages wholly or partially obscured by errata slips, tissues, etc., have been refilmed to ensure the best possible image/ Les pages totalement ou partiellement obscurcies par un feuillet d'errata, une pelure, etc., ont été filmées à nouveau de façon à obtenir la meilleure image possible.

- [x] This item is filmed at the reduction ratio checked below/ Ce document est filmé au taux de réduction indiqué ci-dessous.

10X		14X		18X		22X		26X		30X	
	12X		16X		20X		24X		28X		32X

Copy Deposited No. 6822.

Can. Jones; Eliza M. J.

LECTURE

ON

CO-OPERATIVE DAIRYING

AND

Winter Dairying.

BY

MRS. E. M. JONES.

AUTHOR OF

DAIRYING FOR PROFIT; OR, THE POOR MAN'S COW.

MONTREAL:

JOHN LOVELL & SON.

LECTURE

ON CO-OPERATIVE DAIRYING AND ON WINTER DAIRYING.

By Mrs. E. M. Jones.

As read before the first Congress of Farmers, in the City of Quebec.

Mr. Chairman and Gentlemen.

I have been asked to prepare a paper on Dairy matters, to be read before this, the first Congress of Farmers, in the Province of Quebec.

I can hardly tell which feeling predominates in my mind: intense pleasure at the honor done me, or a deep sense of the importance of this occasion. I need not enlarge upon my own diffidence—such remarks are an old story, but I will tell you why I respond so cheerfully to the call.

When I was a child I often went, with my companions, to gather wild strawberries, but the berries were scarce, and the search was tiresome.

If a passing farmer said, "Children, I hear there are good berries in such a field over yonder," we gave him doubtful belief, and did not always go.

But if one of our number who was actually picking berries called out, "Come on, girls, here is a splendid spot," we just tumbled over one another in our anxiety to get there, and all shared in the good luck.

Now, I have found "a good spot" in Dairying, a great spot, and I want you all to come on, just as fast as you can, and share in my luck. My whole life has been spent in Dairying, and after struggling through untold difficulties, and proving each step as I went, by dearly bought experience I have at last attained a brilliant success, and I want others to share it.

I look at it in this way:

The average cow of the country makes 150 lbs. butter a year, which sells at an average price of 20 cts. Indeed, I doubt if they do as well as this.

My cows produce from 250 lbs. all the way to 500 lbs. butter a year, and sometimes far more. All my butter sells at 35 cts. per lb. all the

year round, right at my own place. I have no express or freight charges to pay, and I do not even have to print it.

My Dairy has become famous all through the States and Canada, and I have now lying on my desk letters from Dairy Associations in Michigan, in Indiana, in Connecticut, Vermont, New York State, and the grand old Province of Quebec, all urging me to come to their Dairy Conventions and lecture on Dairy cows and butter-making. All these Societies offer to pay my expenses, and most of them offer a handsome sum in addition.

While deeply sensible of the honor these gentlemen do me, and proud to tell you of it, I yet ask you to believe that I mention it in no spirit of boasting—far from it, indeed I mention it only to cheer on others, so they too may succeed and make money.

Do you realize what it means? Let us consider it.

If we could actually double the Dairy product of our country, and also get a higher price then we now do, and if, to do this, we need not keep more, but fewer, cattle, at less cost for feed, for attendance and barn room, would it not alter the whole aspect of Dairy matters in Canada?

Just think of it—of all that it means to us!

Why, England pays annually thousands and thousands of dollars to Irish and Danish farmers, every cent of which ought to go into the pockets of the farmers of Canada.

Let us change all this, and bring this trade to our own Dominion.

We must increase our product and increase our profits too. And one great way of making more profit is, to follow the teachings of all our great Dairy Schools and Colleges. They continually tell us to "Lessen the cost of production."

How is this to be done? By starving our cows? Far from it.

But by keeping a better class of cows, feeding and caring for them better, and using more skill and care in making our butter. We thus increase our output, and, at the same time, we lessen the cost of production.

Do not think I advocate too high feeding, for that is almost as great an error as starving your cattle. Feed generously, and of suitable material, but find out each cow's capacity and feed her up to the highest point at which she pays for the feed, and not one bit beyond

In my own herd, the usual grain ration for each animal in full milk varies from 7 to 10 lbs. per cow, each day. This is composed of ground oats, ground peas, wheat-bran, and, occasionally, a very little oil meal. The ration is divided into two feeds, and given night and morning, upon the ensilage. Should the silo be empty, the grain is always fed upon hay that has been cut and moistened.

The quantity of ensilage fed is 30 to 40 lbs. a day.

At noon, my cattle get a very small feed of cut carrots or mangels, and any further supply of food required consists of bright, early cured long hay, put in their mangers. They get all the salt they need, all the water they want twice a day, and each cow is well carded and brushed over every day. Whenever weather permits, they are turned out for a short time, about noon, but are never left out till cold and tired. And the barns are thoroughly cleaned out, twice a day.

With this feed and care, I have two year old heifers making from 12 to 14 lbs. butter a week, and mature cows making from 16 to 19 lbs. a week.

To a very uncommon cow I feed a larger ration. My famous old "Massena" ate more than the quantity I have just mentioned, but what was her yield?

Being in her sixteenth year, when I tested her, she gave in 11 months and 9 days 8,290½ lbs. milk, which churned 654 lbs. three-fourths oz. of magnificent butter, and then dropped a fine heifer calf. With her previous owner when she was younger she is credited with 900 lbs. butter in a year, and her record is accepted by everyone.

Some people say that this large butter yield wears a cow out. Well, it has not worn "Massena" out, for she is hale and hearty and as bright as a dollar, and due to calf again next April, when 17 years old.

Some cows will respond far more readily than others. In my little book lately printed, "Dairying for Profit," I have given a year's feeding of a cow I once owned. The ration was very large, but then she was an exceptional cow, and her yield was very large, so that she gave me an actual cash profit for butter alone of $49.70 in the year, over and above her keep. As you will see by reference to my book, I made no charge against her for actual attendance or barn room. But, on the other hand, I gave her no credit for the quantity of skim milk and butter milk, for the large pile of manure, and for the fine heifer

calf she gave me. So you will see that the profit I mention is, if anything, under-estimated.

It has been said to me this was an exceptional animal and that few cows would respond to feeding as she did.

Precisely; that just hits the nail on the head.

Now, what we want to do is, to GET RID OF those poor cows that will not respond to feeding.

Beef them, bury them, but do GET RID OF THEM, for they are mortgaging your farm, and making slaves of your wives and families, and sinking you deeper into debt every year they exist.

And fill the country with cows that WILL RESPOND to good feeding, that will pull you out of debt, and leave you a good balance in the bank.

I do not extol one breed above another, for circumstances alter cases, and it is folly to disparage one noble breed of cattle just because you happen to prefer another. It is like the man who said there were only two sorts of dogs in the world, "the *dog* that he kept himself and the *curs* that everyone else kept."

This is all wrong.

We have many grand Dairy breeds to choose from, so I will say to you most earnestly, choose the breed that suits you best, then get the very best individuals of that breed, and give them the best of feed and care, and you will never regret it.

Let me here say that anyone who tries can do far better than I have done, because few have such difficulties to contend against.

The man of great wealth has the "sinews of war" with which to carry on his enterprise, and we all know what plenty of capital means in business. If united with brains and perseverance it means assured success.

The plain farmer, on the other hand, may not have the capital, but he generally has a good farm out in the country, where land value is less and taxes are less, and he has comparatively little outlay for labor, because he himself, and all his family, work as few hirelings will do.

But I live just on the edge of town, where the rent of land is enormous and yet the land itself is rocky and poor, and I have to hire all my labor. On the one hand, I have not the advantage of getting the work done like the farmer within ourselves; and, on the other hand

starting with very limited means, I had not the advantage of the capital possessed by my wealthier friends.

In fact, to use a homely saying, I have been all the time "between the devil and the deep sea."

Yet I have proved that a Canadian Dairy may be made a great business, and a paying business, even under adverse circumstances and with the very plainest surroundings.

You can all do as well, and most of you can do better.

It makes me heart-sick to hear those of my own sex wishing they could earn some money, to see them peddling books and corsets, working in factories, or writing trashy novels, for only enough to keep soul and body together, and all the time they have right at hand an industry more noble, more profitable and far more independent.

One that will elevate themselves and the whole community, and enable them to confer a lasting benefit upon the country in which they live and die.

In answer to hundreds of requests I have printed my book, "Dairying for Profit," which tells how I keep my cattle and make my butter. And proud and happy I am to tell you that Hon. John Dryden has ordered thousands of copies for free distribution among the farmers of Ontario, and I only hope he will like it well enough to order 100,000 more, and also that Hon. Mr. Angers will do the same.

Still more gratified I am that the Quebec Govt. have also ordered a number of copies.

It might not be surprising that my work should be recognized in my own Province, where I have lived and labored; but this liberal-minded treatment on the part of my Eastern friends is peculiarly gratifying to me.

Let me thank you from my heart, and let me, at the same time, congratulate you on having in the French Canadian cattle of your country one of the grandest and most profitable breeds on the face of the earth.

My friend, Mr. Tylee, once took me to see Mr. Dionne's herd, and I was surprised and delighted, while the sample of butter given me rivalled that of my beloved Jerseys.

In these cattle you have almost boundless possibilities, and I predict a great Dairy future for the Province of Quebec.

You have three more great causes of thankfulness, though a very

brief mention must suffice. I allude to the large number of well equipped butter and cheese factories, to the presence of the travelling Dairy among you, and to the excellent schemes now on foot for establishing winter Dairying as the rule and not the exception.

One can hardly over-estimate the immense advantages of the co-operative system in making both cheese and butter.

Fifty years ago we all made butter and cheese at home, for the same reason that we travelled by stage coach, simply because we had to—there was no other way.

But the march of Progress has brought us many good things, many labor-saving things, and I do assure you that one of the greatest of these is Co-operative Dairying.

Why is not every man a blacksmith to shoe his own horses, or a manufacturer to make his own binding and reaping machines?

Just because those things can be done better, quicker and consequently cheaper by those who make it their life-long business, and whom constant practice makes perfect. While the farmer, on the other hand, can use the time to better advantage.

The factories can give you the benefit of such skill, such uniformity, and such market facilities as can only be found occasionally in private Dairies.

Also let me mention another point, that often escapes observation. After a long life of study I have come to the conclusion that the oftener one churns the better. Take a cow's cream for a week before churning it, and in spite of all your care, some will be too ripe, some not ripe enough, and so on; till I am convinced you get a better result if you churn that cow's cream three times a week, still better if you churn it every day, and, best of all, if you could churn every milking by itself.

We all know this to be practically impossible in private houses, but here is where the factory steps in, and carries out this idea to perfection.

There is, however, one lion in the path of these factories, one mill-stone round their necks which cripples their usefulness, and which even, in an indirect way, is ruinous to the best stock interests of the country.

We are now fighting this difficulty, and will soon win the battle.

I allude to the WANT OF DISCRIMINATION in receiving the products from the patrons.

Hundreds of times I have heard farmers say: "There ain't no use keeping good butter cows, for their milk brings no more in the factory." So far, this has been generally true, but we are now awaking to the fact, that it has been the crying evil of the system, that it has depreciated the market value of rich milk—in fact, that it has been, virtually, offering a premium for quantity at the expense of quality.

But we are gradually working to our point, and soon every man will be paid according to the yield of his milk in butter cheese, and, still better, all milk not up to a certain standard will be rejected entirely.

Of the Travelling Dairy it is impossible to speak too highly.

We all know the value of illustrating what we say. It is a great point to see exactly how a thing is really done; it is just the whole difference between only hearing about it and actually seeing it with your own eyes.

Lastly, the idea of winter Dairying is one of the greatest scope and the highest importance, and is destined to work a revolution in farm life. Make the bulk of your butter in winter if you wish to average a larger quantity, a better price, and a higher profit, also better cows and more and better manure.

You will also secure a more even distribution of your labor, so it won't be all a feast or a famine. Sometimes, for half the winter, the teams are comparatively idle, and the men have time to sit around the village store.

Now, I like their having a little leisure and sitting around the store, and exchanging ideas, but do not carry it too far.

You can milk the cows and take the milk to the factory in winter, and still have time for reading, recreation, and social intercourse.

The cow that calves in September will yield well all winter; then, when grass comes, it will send her along again for a while, and when she does fail, it will be in July and August, just when you are heated and tired with haying and harvest, and don't want to be bothered with her—just when the cow is tired and hot, and worried with flies, and only wants to "stand in the shade and switch her tail," and just when butter brings the lowest price in the whole year.

I hold that the same cow is worth ten dollars more a year if she calves in September than if she calves in April.

I earnestly hope you will still further use my book, because it is worth

while to have labored for nearly half a century if, at the last, my life-long work be thus endorsed by the Government of my own country; and because, when lectures are over and the Travelling Dairy has moved on, my book goes right into the farmers' houses and *stays there*, to be a continual reminder of what they have been taught.

Taught through the noble efforts of men whose one aim in life has been to raise the standing and better the position of the agricultural community.

Men who are indeed philanthropists in the truest and broadest sense of the word, men whose names should be handed down to posterity in letters of gold.

If I can supplement their efforts by my little book, I shall be a proud and happy woman.

It has, at least, one merit—it is my actual life experience, so that many a poor soul on reading it takes heart of grace, and says: "She has actually done all this with her own hands; and if she has done it, we can do it too."