

FRASER VALLEY
MILK PRODUCERS'
ASSOCIATION
1917-1967

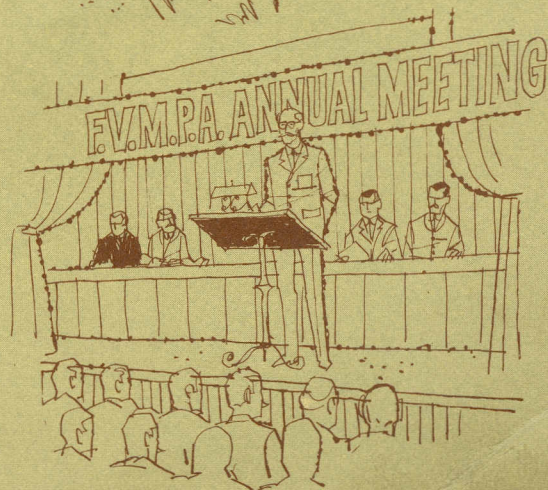


Photo Credits

Our thanks is extended to many associations, companies and persons who loaned many photographs that appear in this special historical issue.

*Artray Photographs, Vancouver
B.C. Department of Agriculture
B.C. Hydro and Power Authority
Canadian Broadcasting Corporation
Chilliwack Museum
City Archives, Vancouver
Dominion Photos, Vancouver
FVMPA Members
FVMPA Public Relations Department
George Hunter, Toronto
Langley Museum
Jack Lindsay, Vancouver
Provincial Archives, Victoria
Chas. Rive, Vancouver
Williams Bros. Photographers, Vancouver*

FRASER VALLEY MILK PRODUCERS ASSOCIATION

PLANT & OFFICES AT:
6800 LOUGHEED HIGHWAY
BURNABY 2, B.C.



MAILING ADDRESS:
P.O. BOX 9100
VANCOUVER 3, B.C.

TELEPHONE 298-1373



During 1967 our Fraser Valley Milk Producers' Association completed fifty years of business activity.

As a tribute to the dairymen and other pioneers who contributed immeasurably to the development of the FVMPA, our magazine "Butter-Fat" has chronicled in word and picture, some half-century highlights of the life and times of the farming community.

It is a far cry from now to the beginning days of the Association. Common-place items of yesteryear are now only memories or museum pieces. Candles, coal oil lamps and lanterns have been replaced by electric lights. Canoes, rowboats, stern-wheelers and horse drawn vehicles as ways to get around have fallen victim to the fast automobiles and jet aircraft. Mud and gravel paths and roads have given way to paved super highways. The log house and split shake shack are rarely seen in these days of modern bungalows filled with present-day conveniences.

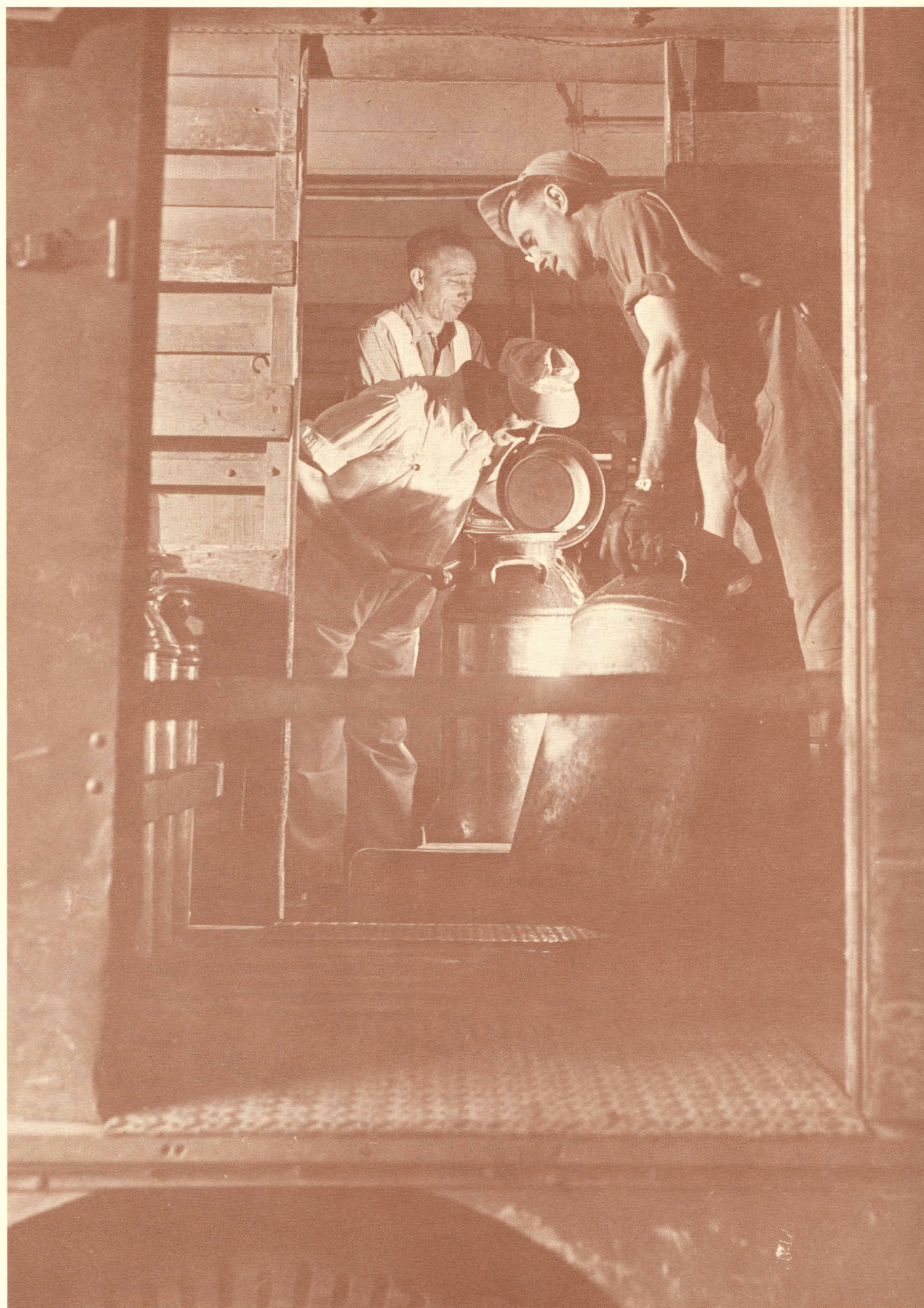
People had fun in those days. Neighborhood get-togethers included concerts, dances, lantern slide shows, whist drives and the first silent movie "flickers."

A key word was co-operation. It was shown in the concern, understanding and kindness between neighbors. It came out in community projects such as silo-filling, threshings and barn raisings.

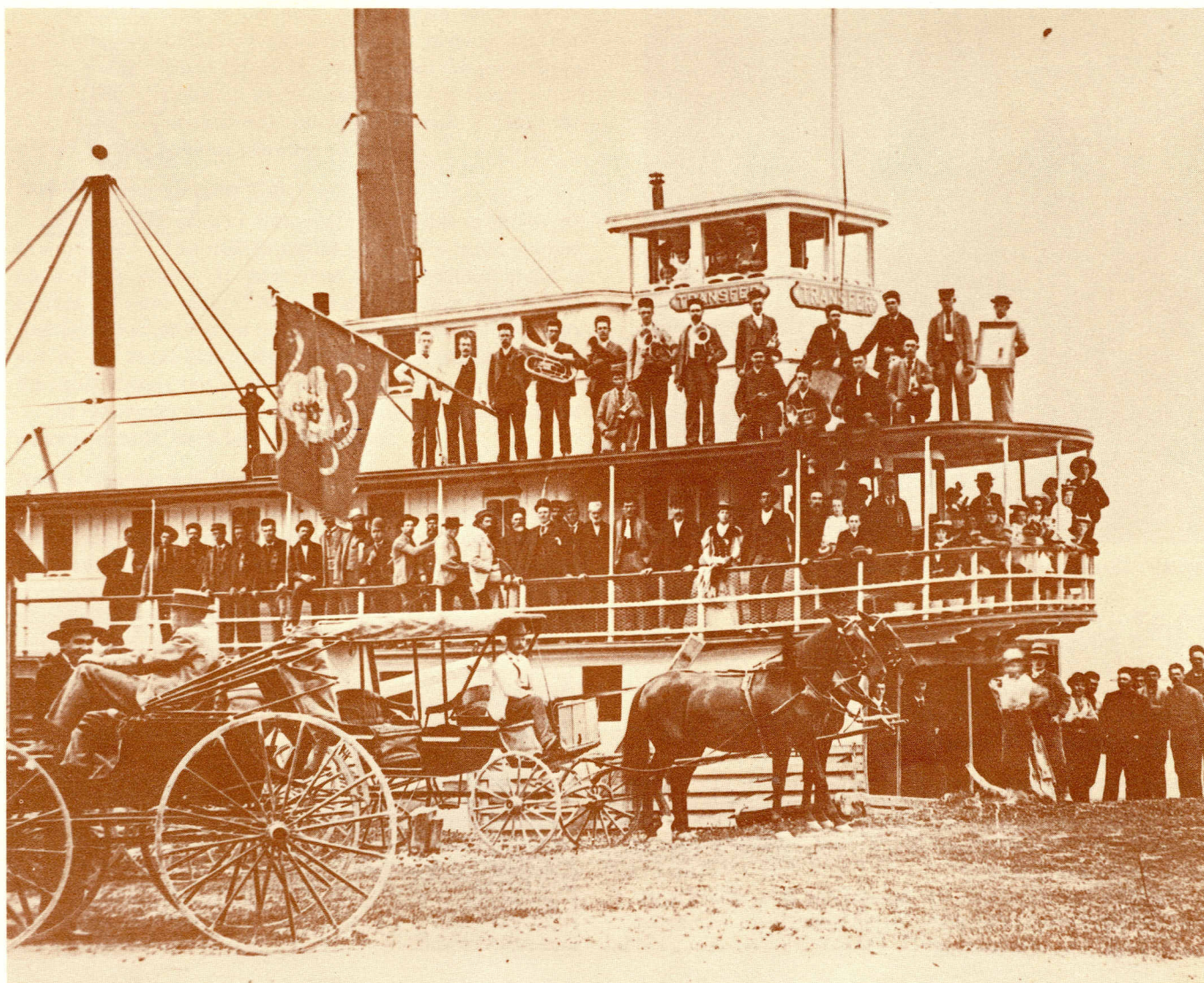
Out of this pioneer program of working together the FVMPA found growth, loyal members and capable leaders.

To these men and women, and to their co-workers the school teacher, the minister and priest, the blacksmith, the banker, the general store keeper and many other Lower Mainland personalities we dedicate this pictorial record of accomplishment.

H. S. Berry
President



A "milk sniffer" checks freshness of milk as it arrives at the dairy in early days.



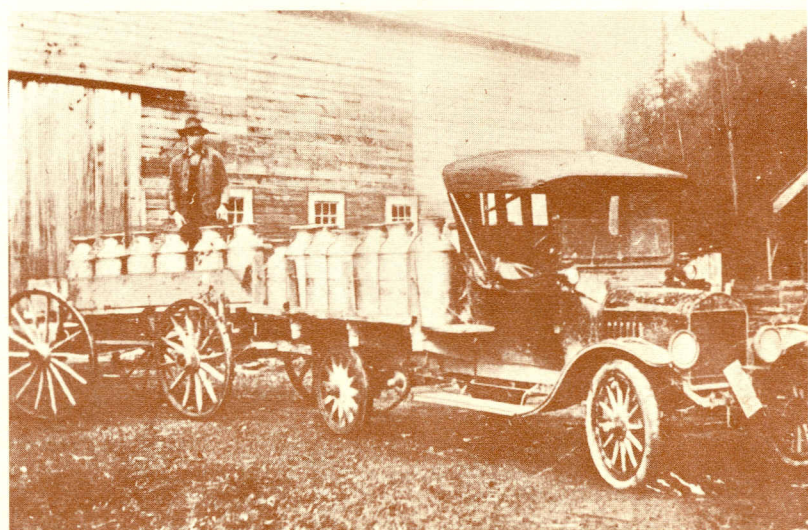
River transportation was used extensively during early days in the Fraser Valley.

Our FVMPA Story

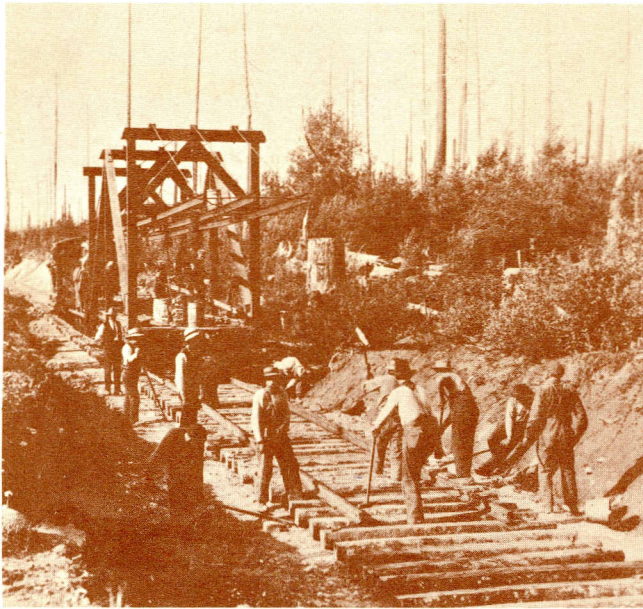
Fraser Valley Milk Producers' Association was born over 50 years ago out of the farmers' desperate need for protection from the distributor-controlled fluid milk market in Vancouver. Farmers were being played against one another in a drive by distributors to buy milk at ridiculously low prices.

Lower Valley Served Vancouver Market

Up to 1910, farmers in the Delta area were close enough to deliver milk by horse and wagon to the nearby cities of Vancouver and New Westminster. But there was another area of the Fraser Valley that produced milk—the Chilliwack or Upper Valley area. There was good land and the dairy industry had started there about 1860. But transportation, such as it was, prevented dairymen from shipping their milk great distances. River boats could transport milk to New Westminster but that was a long and costly trip. Some milk came in via CPR milk trains so milk in excess of the local fluid needs was confined to two or three small creameries and a cheese factory.



First motor transport of milk (1910) with driver Archie Edmondson.



Laying the rails on the CNR line near Chilliwack.

Then came 1910 and completion of the B.C. Electric Railway Co.—an interurban line linking by rail Chilliwack to the Vancouver market. Soon after the Canadian National Railway completed its transcontinental line through Chilliwack to Vancouver.

Milk Trained to Vancouver

Train travel meant that milk could be brought from the Chilliwack area to milk dealers in Vancouver in a mere three hours.

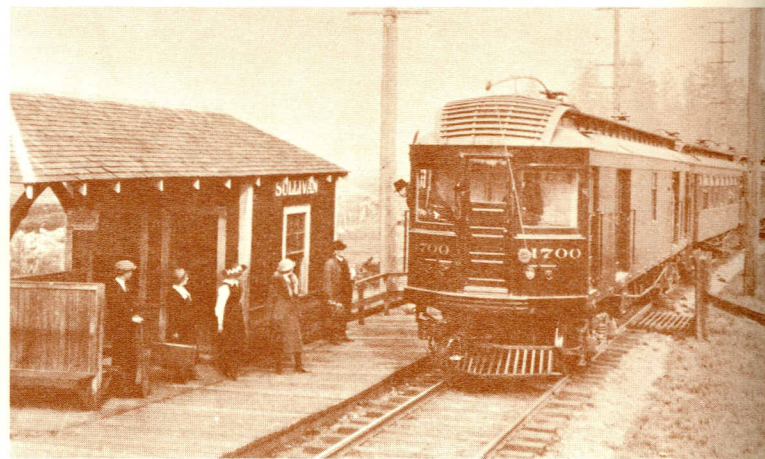
Trouble lurked around the corner, the first time dairy-men in the Valley were going to be faced with competition for the sale of their milk.

Alternate Milk Supplies

Fluid milk dealers in the Vancouver area anticipated that transportation advances in the Fraser Valley would



Early B.C. Dairyman's Association members in Chilliwack included, left to right; John W. Berry, Pete Moore, Henry Rive and Edwin Wells.



Sullivan passenger station in Surrey in 1923.

open up new sources for milk. Now they were able to buy milk from an alternate supply instead of having to take Delta farmer's milk.

The Vancouver dealers went to producers in the Chilliwack, Agassiz, Abbotsford and adjacent areas and used their milk to bargain with Lower Valley dairy farmers.

Took Advantage of Farmer

W. M. Page of Matsqui told the Clyne Royal Commission Milk Inquiry: "Frequently a farmer would wait for weeks, then go to town and find the dairy had closed up and the operators had skipped the country . . . A favourite trick was to fail to return the cans."

Future Appeared Gloomy

As the late W. J. Park said: "These Western farmers had to make up their minds whether they were going to accept the lower price or let other milk come in competition . . . The distributor had a club over the producers."

Prices and market security became so chaotic and critical that dissatisfied farmers began looking around for some means of coming to terms with the milk dealers. Farmers had to protect themselves or face being forced out of the business.

Up to the time of the milk trains, price for a can of milk was about \$2. City distributors, by playing one end of the Valley against the other, soon forced the price down to \$1 a can less and up to 30 cents a can for freight. And if a dairyman complained, he might receive a "stop delivery" notice without warning.

Milk Supplies Abruptly Cut

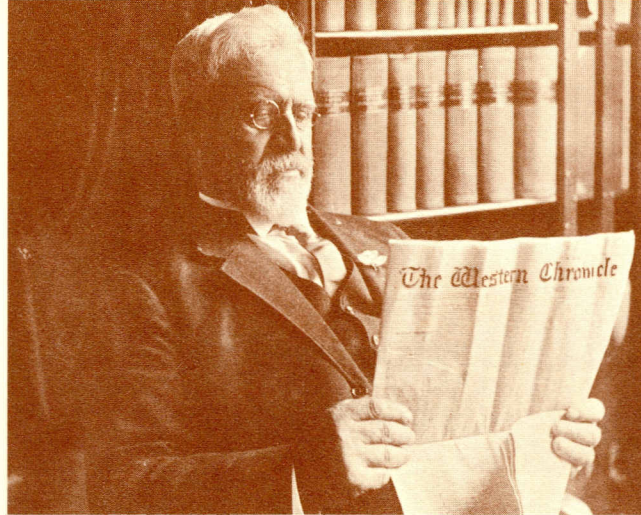
William Wardrop of Deroche, related this to the Clyne Commission: "The dairies would shut off a milk shipper on a day's notice. If you went in to enquire about a market for your milk, if they did not like you, they would just say "We don't want your milk." And before you were out of the door, they would pick up the phone and tell the other dairies not to take your milk."

As a result of this serious situation, thousands of gallons of milk were fed to the hogs.

And a Charter was Signed

A group of the more determined and energetic farmers in the Valley met in New Westminster on June 18, 1913 and signed a charter to form a dairy marketing co-operative which later was to become the Fraser Valley Milk Producers' Association.

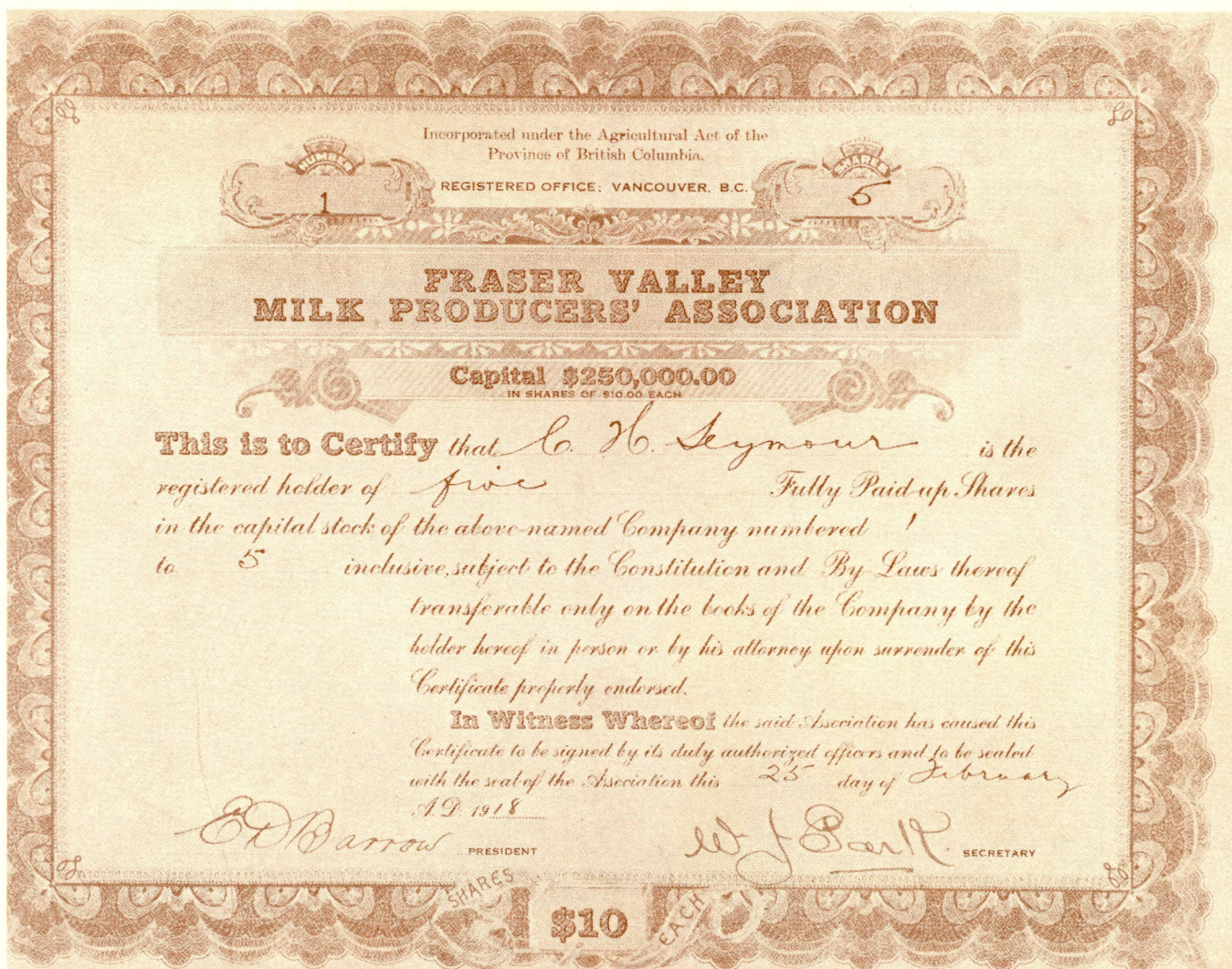
A provisional Board of Directors was established. On that Board was E. D. Barrow, W. J. Park, John Oliver, J. W. Berry and C. E. Eckert. These men had distinguished careers in British Columbia's agricultural development.



John Oliver, one of the founders of the FVMPA and former B.C. Premier.

After a whirlwind campaign led by the dairy leaders in all regions of the Fraser Valley, nearly 90 per cent of the farmers became cooperative members. Capital was supplied by the members' purchase of shares on the basis of five shares of \$10 each for each daily can of milk delivered to the Association.

The authorized share capital was \$250,000. But pre-occupation with World War One, which started in 1914, and difficulties of enlisting a sufficient percentage of producers, delayed the inception of operations by the co-operative until Feb. 16, 1917.



The first shares of the FVMPA were purchased by C. H. Seymour.



Hauling milk to the Sardis plant in 1925.

One of the first acts of the co-operative was formation of the Lower Mainland Milk and Cream Shippers Association. About this time, the B.C. Government had passed legislation to assist in establishing co-operatives. The Bill was called the Agricultural Associations Act.

Getting farmers—a rugged breed of individualists—together, and getting them to put money on the line to move into the marketing side of business wasn't easy.

Organization Moves into Vancouver

W. J. Park once said: "We combed the Valley with more or less success. And finally figuring we had the requisite of 80 per cent of the milk, we decided to come into Vancouver as an organization. We had \$40,000 in cash and notes, every cent of it farmer capital. (More than \$71,000 was subscribed in the first year by 848 members.) It was more difficult to persuade him to put his dollars into the selling end of his business. He would pay \$500 or \$1,000 for a pure-bred bull, knowing it meant increased production, but he declined to believe that a similar investment in the sales end would also net him a profit."

Initially the FVMPA was merely a bargaining agency

dealing directly with the distributors who earlier had played one dairyman against the other for the lowest possible price for his milk. Now these city dealers found bargaining more difficult.

Prices Gradually Raised

The late D. R. Nicholson describing the results of the Association in 1917 to the Clyne Royal Commission Milk Inquiry in this way:

"During 1916, milk was being retailed on this fluid market at 10 cents per quart. In 1917 with 97 per cent of the production being marketed through the co-operative, it was possible to raise the price to the producer approximately 10 cents per pound butterfat, thereby giving some relief to the impossible situation, without raising the price to the consumer."

Pool Prices Went to 60 Cents

The pool price after manufactured milk prices were added brought the Association price to 60 cents per pound butterfat.

But the independent milk dealers in the Vancouver area weren't going to agree to the FVMPA's bargaining

The Wells and Son Edenbank Farm at Chilliwack was one of the earliest farm operations in the Upper Fraser Valley.





One of Vancouver's first fresh milk deliveries, in the early 1900s. The young man in charge is Samuel Garvin.

terms without a fight. They began offering incentives of six to seven cents a pound butterfat above the FVMPA pooled settling rate and coaxed a fair number of large shippers away from the Association. The control of production by the FVMPA was reduced to about 75 per cent.

Fluid Milk Dealers Purchased

To give some protection to the level of their returns, the FVMPA in 1919 bought out a number of fluid milk dealers and went into the distribution business themselves. It was at this point where battle lines were drawn between

As milk production increased, the problems of surplus milk became more apparent so one of the first acts of the new Association was to rent three manufacturing plants. The initial operations began in the plants owned by the Chilliwack Creamery Association, the Edenbank Creamery Association at Sardis, and in the Richmond Dairy Company on Hornby St., Vancouver.

Increased Authorized Capital

By 1919, the authorized capital of the Association was increased and the two Valley plants were purchased. Also



Pacific milk condensary—Ladner 1909.

the two groups—FVMPA members on one hand and independent dealers and farmers on the other. Both sought the consumer's business.

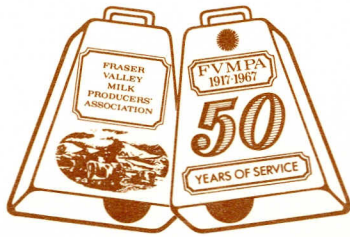
Financial Depression Hits

On top of all this trouble, a financial depression was taking place in 1919 and 1920 and butterfat prices slid from 76 to 70 cents. At the end of 1920, the price had dropped to 50 cents, a price that held for nearly five years.

The retail milk price wars in Vancouver saw the quart price go from six quarts for a dollar in 1920 to 12 quarts for a dollar in 1922.

The first can wash at the FVMPA plant in Vancouver in 1926.





Inside the original Pacific Milk Plant Creamery in Ladner—1909.

at this time, two condensaries were operating in the Lower Mainland. Handling part of the surplus were the Pacific Milk plant at Ladner and the Borden Company in the Atchelitz district near Chilliwack.

First Retail Company Bought

The first entry of the FVMPA into the retail milk trade originated when it purchased the Standard Milk Dairy Company and other dairy concerns on May 1, 1919. It was forced on the dairymen who could see that the costs of distribution and the return to the farmer received for his milk began to cause concern in the country. The spread was too great.

Since the FVMPA now had a responsibility both to the member and the consumer, a partnership was made be-

tween Guy Clarke and the FVMPA and the company was renamed the Fraser Valley Dairies Limited. In 1923, Mr. Clarke's interest in the business was bought out.

The following year, the FVMPA purchased the Pacific Milk Company near Abbotsford and members authorized a \$400,000 loan to make the purchase.

Utility Plant Constructed

The year 1924 also brought the decision to build a utility plant at Sardis to make butter, cheese and some casein. It was completed in June, 1925 and immediately went into operation. Equipment from the Chilliwack Creamery was transferred to the Sardis plant.

In 1926, the FVMPA formed the Port O'Van Ice Cream Ltd. and in 1938 changed the name to Arctic Ice



The FVMPA's condensary at Delair in 1928. Today this is the Pacific milk plant.



The forerunner of the FVMPA's Eighth Avenue fluid operation until takeover in 1919.



Sardis utility plant in the early 1930's.

Cream and Dairy Company Ltd. In 1944, the FVMPA became sole owner of the business, operating it as the Arctic Ice Cream Division.

The Associated Dairies was formed in 1931 through the amalgamation of 11 fluid milk distributing companies in

Branch offices have been established in key areas so that good service can be given to all Dairyland customers.

Burnaby Plant Construction Approved

But perhaps the biggest single move in recent years came on March 17, 1961 at the Annual General Meeting in Mission City when the membership voted in favor of replacing the Eight Avenue Vancouver plant with a \$5 million fluid milk and ice cream manufacturing plant in Burnaby, B.C.

A series of carefully set out location reports were made to determine where a milk plant of the future could best serve the Lower Mainland.

Most Modern Dairy in North America

Years of planning, incorporating anticipated growth in the milk market, went into the Burnaby plant. Finally, early in 1964, more than half a million pounds of milk daily began to flow through the most modern dairy plant in North America.

Immediately high ranking officials from countries girding the globe visited Dairyland's Burnaby plant, still today considered an ultra-modern dairy operation.



Farm-churned butter ready for shipment from Mount Lehman—1900.

Vancouver. Included in the 11 firms was FVMPA's own Fraser Valley Dairies. Associated Dairies remained in existence until December, 1943 when the Association purchased the remaining stock to become sole owner.

Birth of a New Brand Name

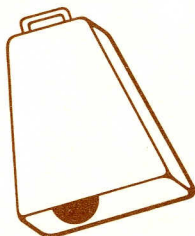
Dairyland fluid milk division was born, the name so well known today by families throughout British Columbia.

Expansion of Association Continues

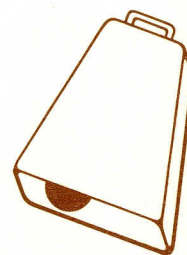
There have been other changes in the fluid milk division since 1943. Dairyland has expanded, taking Arctic Ice Cream under its wing. Today the Dairyland fluid and ice cream marketing organization is active in many areas of B.C. Latest move in a constant effort to supply quality products to consumers in British Columbia is the purchase of the Lakelse Dairies at Kitimat, B.C.



Terrazzo floors, tile walls and bronze lettering greet the visitor at the entrance to the FVMPA's Burnaby plant.



Declaration of Association With Share Capital



1. The intended corporate name of the Association is THE FRASER VALLEY MILK PRODUCERS' ASSOCIATION.

2. The portion of the Province within and for which the Association is constituted is the Fraser River Valley, north of Yale "C.E.E." and including the City of Vancouver, B.C.

3. It is proposed that the head office of the Association be situated at Vancouver, B.C.

4. The names of those who are to be the first Directors of the Association are:

JOHN OLIVER, C. E. ECKERT, E. D. BARROW,
JOHN W. BERRY and W. J. PARKS.

5. The objects of the Association are:

The manufacturing of cheese and butter: The dealing in poultry, eggs, milk cream and all other agricultural and horticultural products for patrons of this Association. The dealing in foods for all kinds of farm stock, for the purpose of supplying such foods to patrons of this Association. And the erection and maintenance of a cold-storage plant and the sale of ice.

6. The amount of the capital of the Association is Two Hundred and Fifty-thousand Dollars, divided into 25,000 shares of the par value of Ten Dollars each.

The liability of each shareholder is limited to the amount unpaid on the shares held or subscribed for by such shareholder. Form C. 100/0/1912.

We, whose names are subscribed hereto, being desirous of forming ourselves into an Association, to be known as "THE FRASER VALLEY MILK PRODUCERS' ASSOCIATION of VANCOUVER, B.C.", do hereby severally agree to conform to the rules and by-laws of the said Association, and to take the number of shares of the share capital of the Association set opposite our respective name.

WHEREAS there has been filed in the office of the Minister of Finance and Agriculture a Declaration of Association, numbered 15, subscribed by not less than twenty-five persons who are desirous of forming themselves into an Association under the provisions of the above Act:

AND WHEREAS the requirements of the said Act have been duly complied with:

I DO HEREBY CERTIFY that on and after the date of this Certificate the persons whose names are subscribed to the said Declaration of Association, numbered 30, together with such other persons as may from time to time become members of the Association, shall be a body corporate by the name of THE FRASER VALLEY MILK PRODUCERS'

Name in Full	Address	Occupation	No. of shares
Starr Bros.	Abbotsford	Farmers	5 shares
C. E. Eckert	Chilliwack	"	10 "
John Oliver	Delta P.O.	"	10 "
Thomas Forster	Glen Valley	"	5 "
Brian A. Harrison	Langley Prairie	"	5 "
Jno. W. Berry	Langley Prairie	"	10 "
W. B. McMyn	Pitt Meadows	"	5 "
Smith Bros.	Ladner	"	5 "
John Harper	Silverdale	"	1 "
G. H. Rotluff	Matsqui	"	2 "
D. E. McKay	Lulu Island	"	10 "
L. W. Embree	Delta	"	5 "
S. Morley	Delta	"	5 "
Geo. McClelland	Lulu Island	"	5 "
E. Heaton	Delta	"	1 "
M. E. Alexander	Matsqui	"	2 "
Michaud Bros.	Langley Prairie	"	3 "
J. B. McLean	Lulu Island	"	1 "
F. V. Worrell	Milner	"	5 "
W. J. Park	Pitt Meadows	"	5 "
Charles Kerr	Chilliwack	"	4 "
E. D. Barrow	Chilliwack	"	5 "
Alex Jus	Chilliwack	"	2 "
Mat Brannick	Chilliwack	"	1 "
T. N. E. Beldam	Chilliwack	"	1 "
J. H. Copeland	Chilliwack	"	1 "
S. A. Harding	Chilliwack	"	5 "
Chas. E. Evans	Chilliwack	"	25 "
Alex P. Chadsey	R.R. #1, Sardis	"	5 "
Herbert Parker	Chilliwack	"	3 "

ASSOCIATION, with all the powers conferred by law in that behalf.

The portion of the Province of British Columbia in which the Association proposes to do business is THE FRASER RIVER VALLEY, west of Yale and including the City of Vancouver, B.C.

The place where the head office of the Association is situated is Vancouver, B.C.

The Association is incorporated under Part II of the above Act.

The amount of the capital of the Association is \$250,000 dollars, divided into 25,000 shares of the par value of \$10.00 each.

The liability of each shareholder is limited to the amount unpaid on the shares held or subscribed for by such a shareholder.

DATED at the City of Victoria in the Province of British Columbia, this Eighteenth day of June A.D. 1913.

"PRICE ELLISON,"

Minister of Finance and Agriculture.



Early agricultural meeting attended by J. Kelly, Sam Shannon, H. R. Hay, W. J. Park, W. Purvey, Joe Colder, Walter Patteron.



The 1910 B.C. Dairyman's Association was attended by: G. T. Thornberry, E. D. Barrow, Alex Davies, Ed Dunville, Pete Moore, Albert Knight, Thomas Foster, Sam Shannon, J. M. Steves, E. A. Wells, Joe Thompson, J. Barley, F. J. Bishop, T. J. Trapp, Horatio Webb, John Shopland, H. Bonsell, Geo. Watson, Alex Urquhart, Thomas Buckingham, Capt. Erskine, Dr. F. S. Tolmie, Dan Cooper, Thomas Duncan, W. H. Menzies, A. B. Dixon, Jack Both, Jas. Turner, James Thompson, Thomas Laing.



FVMFA annual meeting in Vancouver 1926.

A group of dairymen at the home of A. C. Wells in Sardis, 1922. Among those present that day were: H. R. Davis, Gordon Wells, Ed. Wells, A. C. Wells, L. Bellamy, Pete Moore, George Bryant, Hal. Barton, Mrs. Barton, Rev. Mckenzie, Dr. Wonnock, Lawrence Mitchell, R. U. Heirford, Mrs. Heirford, G. T. Thornberry, Dr. A. Knight, Chas. Hawthorne, J. M. Steves, G. J. Thorton, Mike Herron, Henry Rive, Mr. Overland, J. W. Winson, Lyle Macken.



Our First Board Meetings

On these pages are the first minutes of the FVMPA Board of Directors meetings and the first four annual meetings. Although brief, their content brings home to us dramatically the tremendous problems faced by these dedicated dairy farmers in their struggle to get the FVMPA off the ground.

The First Meeting

(New Westminster, B.C., August 13, 1913)

A Meeting of the Provisional Directors composed of W. J. Park, J. W. Berry, E. D. Barrow, C. E. Eckert and John Oliver was held in the Conservative Club Rooms on the above date.

It was moved by Mr. Oliver and seconded by Mr. Berry that Mr. Eckert be President—CARRIED.

It was moved by Mr. Oliver and seconded by Mr. Barrow that Mr. Park be Secretary-Treasurer—CARRIED.

It was moved by Mr. Berry and Seconded by Mr. Oliver that an account be opened in the name of the Association and all monies belonging to this Association be deposited in the Canadian Bank of Commerce, Vancouver, and all cheques to be signed by Messrs. Eckert and Park—CARRIED.

It was moved by Mr. Barrow, Seconded by Mr. Oliver that the President and Secretary Treasurer be instructed to complete the incorporation and report at the next meeting of the Board.

It was moved and seconded that this meeting adjourn.

E. D. Barrow, President
W. J. Park, Secretary



E. D. Barrow the Association's first president, chats with W. J. Park, the first secretary, at an annual meeting.



Early harvest near New Westminster—1910.

The Second Meeting

(New Westminster, B.C., August 27, 1913)

Provisional Meeting held in Conservative Club Rooms.

Present: Eckert, Barrow, Park, Berry.

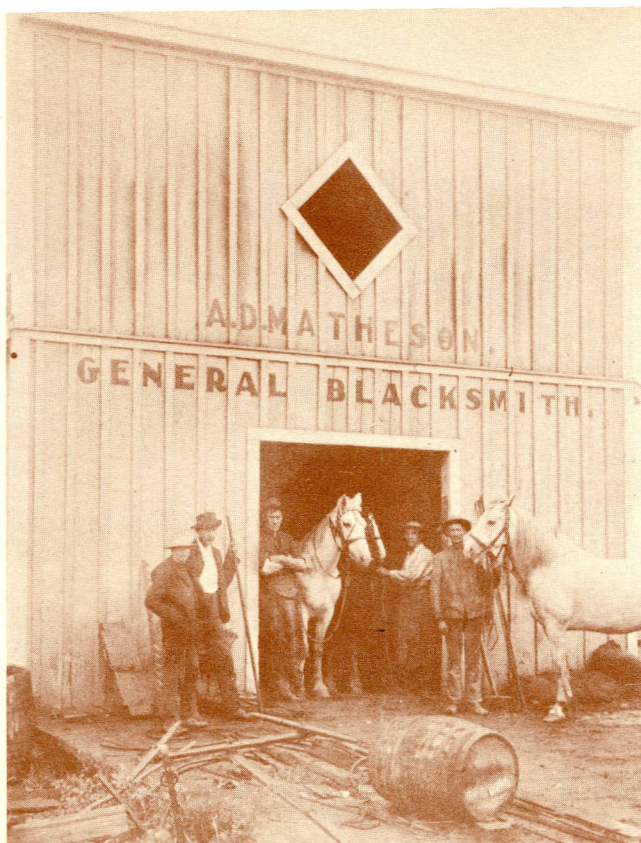
Moved by Mr. Berry, Seconded by Mr. Park, that Mr. Thomas Forster be appointed to canvass the Fraser Valley outside of the Chilliwack district for members and stock subscriptions, this Association to pay expenses and salary.

Moved by Mr. Berry, seconded by Mr. Park, that Mr. Barrow and Mr. Eckert be appointed to canvass the Chilliwack District to get stock subscriptions; this Association to pay salary and expenses.

Moved that meeting adjourn.

E. D. Barrow, President
W. J. Park, Secretary





Alex Matheson's blacksmith shop—Cloverdale.

The Third Meeting

June 19, 1914

Orders to President to take up agreement and stock forms with Solicitors preparatory to requesting loan from Government to finance our undertaking.

That each Shareholder receive approved forms of Contract notes and stock subscriptions.

That a Commission of 1% be paid all canvassers on the total amount of stock subscribed. All agreements for stock to be signed and 5% of stock to be paid in cash and notes signed for balance.

That Mr. Buckingham be appointed canvasser for stock subscriptions.

A Later Meeting

August 24, 1915

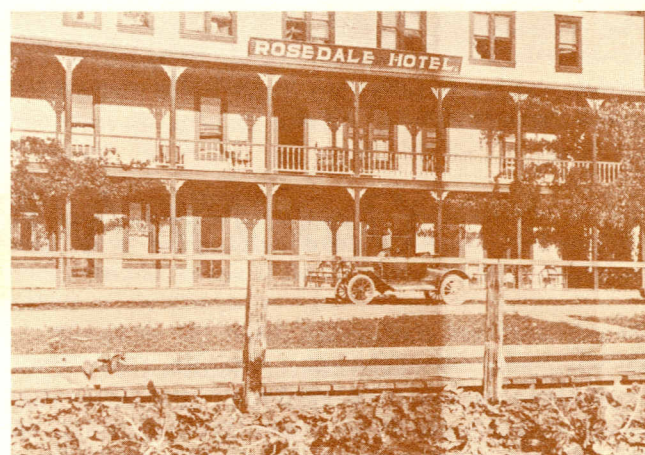
Present: C. E. Eckert, J. W. Berry, E. D. Barrow, W. J. Park.

Mr. Buckingham reported as follows:

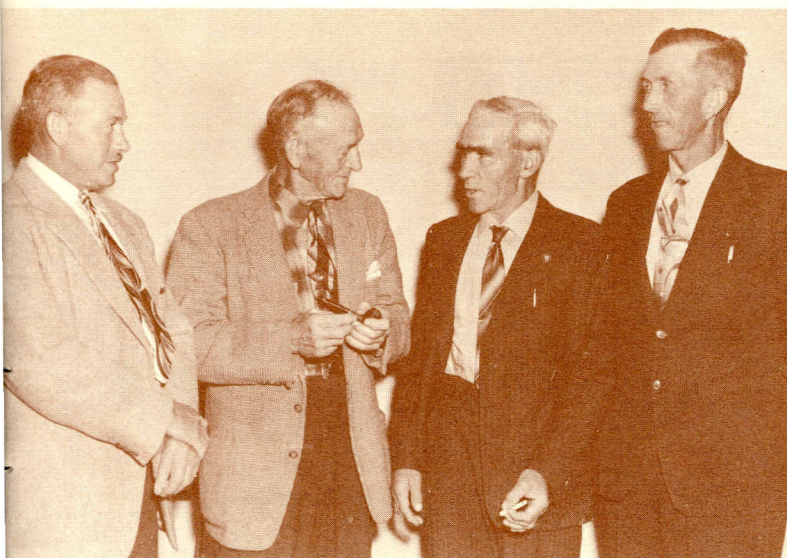
That he had visited the farmers of the Delta and Langley Districts and found them too busy to entertain the proposition to put money into the Association at this time.

That Mr. Buckingham be given a letter of introduction to the Eastern Dairies as representative of this Association.

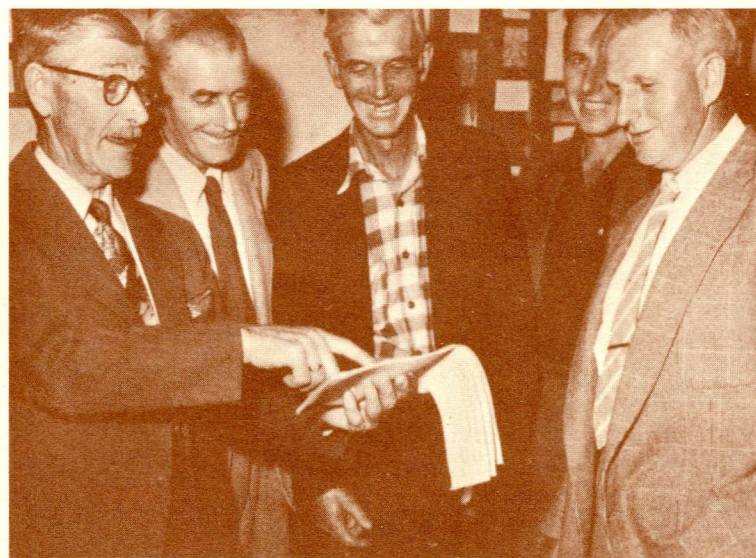
That the Secretary arrange for halls and advertise meetings to be called for the first two weeks in November for the purpose of organizing the different branches of the Association.



The old Rosedale Hotel, a familiar landmark for many travellers in early days.



At a council of locals meetings, Ejner Pedersen, Harold German, Frank Akeroyd and Hugh Ferguson discuss the events.



Council of local meetings—1955. Present were James Swan, Les Davis, V. Stewart, Peter Mitchell and John Kirkness.



Scything oat hay at Chilliwack in 1905. The man on the load is Robert Mercer, father of the late Alex Mercer, a former general manager of the FVMPA.

Our Early Board Meetings

January 19, 1917

Meeting held in Woods Hotel, Vancouver, B.C.

Members present: J. W. Berry, E. D. Barrow, Alex Davie, C. H. Evans, C. E. Eckert, W. J. Park, H. W. Vanderhoof.

Mr. Sherwood asked to come before Board for interview.

Moved by Mr. Park and seconded by Mr. Barry, that Messrs. Barrow, Eckert and Vanderhoof be appointed a Committee to interview Messrs. Clerk and Sherwood with reference to purchase of dairy.

Election of Officers.

The result of ballot as follows:

Officers Elected: President, E. D. Barrow; Vice-President, J. W. Berry; Secretary, W. J. Park; Treasurer, C. E. Eckert; Executive, H. W. Vanderhoof, E. D. Barrow, C. E. Eckert.

It was moved by Mr. Eckert, seconded by Mr. Evans, THAT the Bank of Montreal be used for the time being as the Bank of the Company.

Moved by Mr. Berry and seconded by Mr. Davie, that the President and Treasurer sign cheques.

Moved by Mr. Evans and Seconded by Mr. Berry, THAT the Executive interview the Condensers and make arrangements, if possible, for the sale of milk from the Association. Report to the Board before making final arrangements.

Moved by Mr. Evans and Seconded by Mr. Berry:

THAT the Executive interview the Creameries at Chilliwack with reference to leases and option purchases and ask them for confirmation by letter.

Moved by Mr. Berry, Seconded by Mr. Davie:

THAT the purchase of stationery be left in the hands of the Executive.

Moved by Mr. Berry and Seconded by Mr. Park:

THAT in view of the fact that this Board is unable to determine the expense that will be incurred to procure outstanding milk, THAT they will pay \$1.00 per can for all milk signed up and to notify the Committee men accordingly.

Moved by Mr. Evans, Seconded by Mr. Vanderhoof:

THAT the organizers of the Company be paid all their out-of-pocket expenses.



Prior to 1900 in Chilliwack. The proprietor and family.

Cans Purchased

January 27, 1917

A regular Meeting of the Directors of the Fraser Valley Milk Producers' Association was held in the Woods Hotel at 2 p.m. on the above date.

Mr. Barrow in the chair; other Members present: Messrs. C. E. Eckert, Alex Davie, H. W. Vanderhoof, C. H. Evans, W. J. Park, J. W. Berry.

The Minutes of the previous Meeting were read and adopted.

The report of Mr. Eckert re the condensers was to the effect that they had been successful in negotiating with them for the purchase of milk from the Association.

It was moved by Mr. Berry and seconded by Mr. Evans that the Executive buy a carload of cans if they think it advisable. Also 100 7¼" lids and 200 6" lids. Carried.

Adjourned.

Expansion Moves

February 17, 1917

The regular Meeting of the Directors of the Fraser Valley Milk Producers' Association was held in the Woods Hotel at 2 p.m. on the above date.

Members present: Messrs. E. D. Barrow, C. E. Eckert, J. W. Berry, C. H. Evans, H. W. Vanderhoof, Alex Davie, W. J. Park.

The Minutes of the previous Meeting were adopted as read.

It was moved by Mr. Park and seconded by Mr. Eckert that Mr. Sherwood be appointed Manager and that the Executive be given full power to make any arrangements with him and to report to the full board tonight. Carried.

It was moved by Mr. Berry and seconded by Mr. Evans that Mr. Eckert and Mr. Sherwood be instructed to make arrangements with the Bank of Montreal for loan security by farmers' notes and if unable to make satisfactory arrangements that they be authorized to interview other Bank Managers in connection with the same matter.

Moved by Mr. Berry and seconded by Mr. Evans that Mr. Eckert and W. J. Park be appointed a Committee to



Wellington Avenue, Chilliwack, looking south in the early 1900s.

interview a Solicitor and lay before him the business done by the Association up to this time; that they receive his advice with reference to legality of work done and report at a subsequent meeting of the Board.

Moved by Mr. Berry and seconded by Mr. Vanderhoof that the contract between the Valley Dairy and this Company be signed and sealed by the President and Secretary.

Moved and Carried, that the Bank account be kept with the Bank of Montreal in Chilliwack and that the President and Treasurer be authorized to sign cheques on behalf of the Company.

Moved by Mr. Berry, seconded by Mr. Park, that the Executive be instructed to complete arrangements for the option and lease of the Edenbank and Chilliwack Creameries according to the terms submitted.

It was moved by Mr. Evans and seconded by Mr. Eckert that the Directors receive \$5.00 a day for time actually spent in connection with the work of the Association; \$2.50 for expenses and a further allowance for actual amounts paid in Railway transportation.

Moved and Carried that the name of our Dairy be called "The Fraser Valley Dairy".

Meeting adjourned.

E. D. Barrow, President
W. J. Park, Secretary

The Ashwell General Store in Chilliwack—1912.





Charter members at the 1967 annual meeting. These people started shipping to the FVMPA in 1917.

Our Early Annual Meetings

The First Meeting

(New Westminster, B.C.—last Saturday in January, 1914)

The First Annual Meeting of the Members of the Fraser Valley Milk Producers' Association held at the City Hall, New Westminster at the call of the Secretary on the above date.

The Meeting was called to order by the President, C. E. Eckert and the business of the Association was discussed by the Members and the following were elected permanent officers for the ensuing year or until such time as their successors were elected and appointed; viz;

C. E. Eckert, W. J. Park, J. W. Berry, John Oliver, and E. D. Barrow.

The proposed Constitution and Bylaws as submitted to the Department was read and passed, clause by clause; adopted as proposed.

The Directors were authorized to prepare contracts and work out a financial plan by which the Association might undertake the work proposed at the earliest possible moment and John Oliver and C. E. Eckert were appointed a Committee to draft a form of contract which was to be submitted to the Board of Directors and passed upon by them when sufficient finances could be raised to carry out the objects of the Association.

It was moved and seconded that the Meeting then adjourn.

E. D. Barrow, President
W. J. Park, Secretary

The Second Meeting

SECOND ANNUAL MEETING held at the office of the Columbian in New Westminster, 1 p.m., the last Saturday of January, 1915.

RECOMMENDED that business be not commenced until we had more funds in sight than they had been able to procure up to that time.

They report that they were unable to interest enough of the farmers of the Fraser Valley to justify the commencement of business and that they wish a further period of time in which to secure funds and the cooperation of the dairy farmers in the Fraser Valley.

The following directors were elected for the ensuing year: C. E. Eckert, J. W. Berry, W. J. Park, E. D. Barrow and John Oliver.

A seed drill in operation in Surrey.



The Third Meeting

The Third Annual General Meeting of the Members of the Fraser Valley Milk Producers' Association held in the office of the Columbian, New Westminster, January 24, 1916.

Reports regarding Contracts and Finances.

Resolution that Directors be increased to seven (7).

Nominated and elected by acclamation as Directors for ensuing year:

George McClelland, L. W. Embree, M. E. Alexander, C. E. Eckert, J. W. Berry, E. D. Barrow, W. J. Park.

Directors report still unable to secure enough funds to properly finance and carry out the work which it was intended the Association would undertake.

The newly-elected Directors were instructed to proceed with organizing, devising a financial plan and securing Members and when they had sufficient Members to assure the Association of 80% of the Milk produced in the Fraser Valley, the Board was instructed to proceed with the business of handling milk for Members.

The Fourth Meeting

The Fourth Annual General Meeting of the Members of the Fraser Valley Milk Producers Association held in Columbia Hall at 11:30 a.m., January 18, 1917.

Mr. Barrow, Chairman; Mr. Park, Secretary.

That Committee composed of C. E. Eckert, J. W. Berry, C. H. Evans, collect data from the different Associations concerning the quantity of milk that had been signed up by the farmer of the Fraser Valley.

The Committee appointed to investigate the quantity of milk signed up by the farmers of the Fraser Valley reported as follows:

That after consulting the canvass made in each district



A group of pioneers at the hollow tree in Stanley Park included D. Aiken, W. H. Menzies, J. M. Steves, W. E. Scott, John Collins, Joe Thompson, Pete Moore, M. A. Tell, Capt. Erskine, Alex Davies, Sam Shannon, William Buckingham, F. J. Bishop, Horatio Treble and H. F. Page.

as to the quantity of milk that would come into the control of the Association, they found it was 80% of the milk produced.

It was moved by Mr. Doherty and seconded by Mr. Eckert that this be a closed meeting and that all who were not Dairymen be asked to retire from the room.

The following Districts had been organized for the purpose of securing stock subscriptions and Contracts for the handling of the farmers' milk:

Agassiz, Dewdney, Silverdale, Pitt Meadows, Lulu Island, Ladner, Cloverdale, Langley, Dennison, Matsqui, Huntingdon, South Sumas, Sardis, East Chilliwack, Camp Slough, Rosedale.

That the policy of this Association be to handle the milk of Members only.

The question of non-producers sitting in this meeting was discussed and it was decided that Messrs. Wells, Kidd



The B.C. Dairyman's Association at New Westminster in 1912. Among those who attended were: A. C. Wells, A. Cantelon, Ray Wells, Chas. Hawthorne, Jas. Bellamy, George Watson, John Watson, G. Thornton, W. Dusterhoft, J. W. Berry, Lawrence Bellamy, Andrew Atchison, Mr. Baker, J. W. Park, Alex Davies, William Newby, J. M. Steves, Edgar Dunville, Jack Fletcher, Henry Rive, E. A. Wells, W. R. Rawley, W. T. McDonald, Jas. Higginson, Wes. McIntyre, F. Bishop, Joe Thompson, William Duncan and R. Webb.

and L. J. Ladner be asked to remain in the Meeting.

Moved that this Association have seven Directors.

Amendment that we have 5.

Amendment lost.

Original Motion carried.

Constitution amended to permit a Member to own 100 Shares instead of 50.

Directors nominated: E. D. Barrow, W. J. Park, A. D. Patterson, C. Evans, H. W. Vanderhoof, C. E. Eckert, Alex Davie, J. A. Kinney, J. W. Berry, B. A. Harrison, M. McLean.

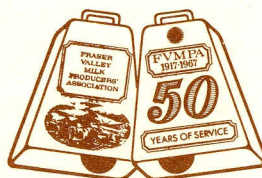
Elected: **H. W. Vanderhoof, W. J. Park, J. W. Berry, C. E. Eckert, E. D. Barrow, Alex Davie, C. H. Evans.**



The Rev. David Donaldson of Mission City has given the invocation at the past 21 annual meetings of the FVMPA.



Some of the groups who attended the Annual General Meetings of the FVMPA at Mission City during the late forties and early fifties.



ANNUAL
MEETING

FRASER VALLEY MILK PRODUCERS ASSOCIATION

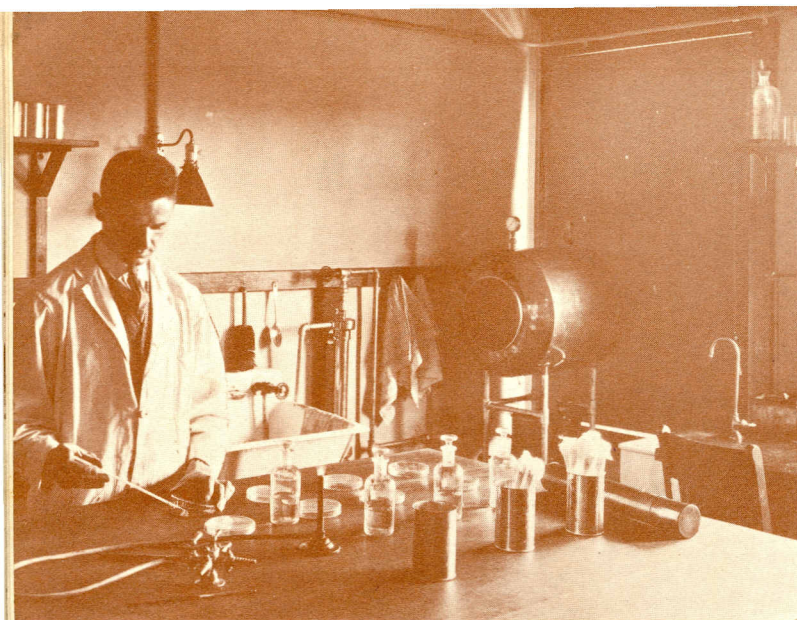
Dailyland ADVERTISING 1966



Fiftieth FVMPA Annual Meeting - 1967

This is a section of the membership that attended the Golden Anniversary annual meeting of the Fraser Valley Milk Producers' Association in March, 1967. Many of the members in the front rows are either Charter Members of the Association or members who have belonged to the FVMPA for 25 years or more, thus becoming members of the Quarter Century Club.

Our Development



Early laboratory at the Eighth Avenue plant, Vancouver.

Every day over one million pounds of milk are handled by the Fraser Valley Milk Producers Association. This milk is produced by the 1,300 member dairymen and more than 95 per cent of it is grade A milk . . . milk that meets the grade A specifications of the provincial and municipal authorities.

The quality control story goes back many years—to 1923. The early leaders of the Association, supported by the membership, introduced a field service and employed a trained bacteriologist—a novel idea in those days.

The FVMPPA became the first dairy organization in Canada to employ a bacteriologist in a quality milk control program.

By 1925 the program was widened with the establishment of the first laboratory to check on the quality of milk being produced at that time.

L. A. Atkinson, former general manager and C. D. Kelly the first bacteriologist with the FVMPPA—1926.



The first dairy manufacturers short course held in British Columbia 1923.

Continual Efforts to Improve Milk

During the formative years of the Association, the efforts applied to improve milk were mainly of an educational nature. Field work on the farms, lectures at country meetings, and articles in "Butter-Fat" aided the producer in his quest for a quality product.

As the volume and business expanded, the directors foresaw the need to adopt additional measures to ensure a constant and adequate supply of clean, quality milk for the consuming public.

Milk Payments Made by Grade

On August 31st, 1933, a system, approved by the farmer members, of paying for milk by grade, was instituted. Three classifications—A, B, and C were used. A price differential of 3 cents per pound butterfat was made between A and B. The class C price was 9½ cents per pound butterfat below the "A" price. The "A" and "B" classification differential was later increased to 5 cents. Today the same basic three class system is still in use with a few refinements. The price differentials between the various grades however is much greater. Between "A" fluid and the next grade "A" manufacturing or "Am" the price difference is \$2.96 a hundred weight. "Am" and "Bm" are separated by \$1.00 and "Bm" and "Cm" by 50 cents. For 42 years the FVMPPA has retained only grade "A" milk for the fluid market.

of Quality Control

Bacterial Count Limits Set Out

On October 31st, 1955, the Provincial Government passed legislation adopting the Resazurin test and specifying a bacterial count of not more than 200,000 for raw milk entering the fluid market. The Association had established this standard one year prior to that date.

New Grading System Adopted

On March 26th, 1964, a new grading system was adopted to replace the Resazurin test. It is called the Standard Plate Count method and limited a bacteria count to not more than 75,000 for raw milk entering the fluid market. At present more than 90% of the shippers meet this standard. As a matter of fact, over 80 per cent of the shippers qualify for a quality bonus payment for bacteria counts under 30,000.

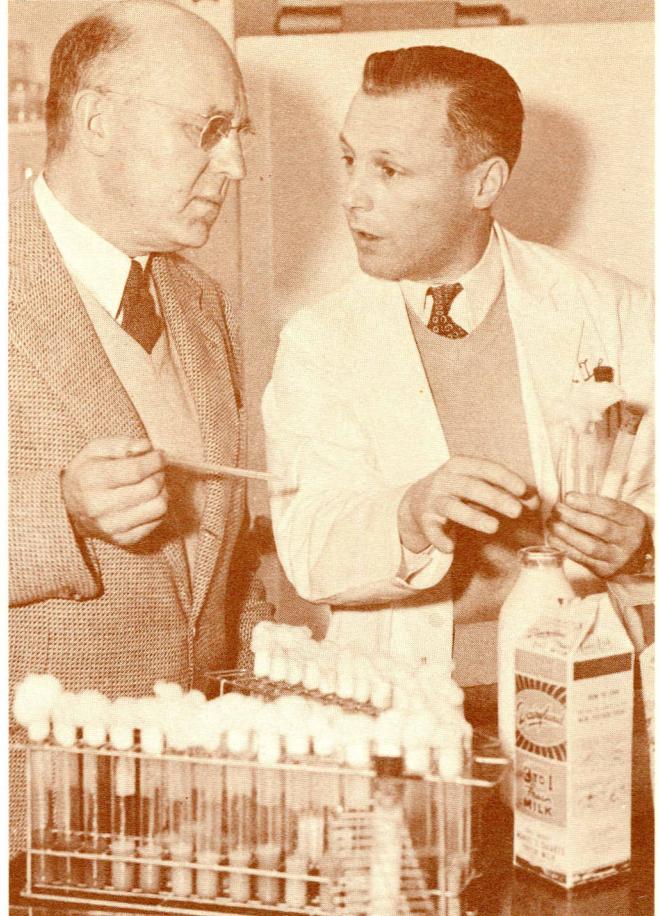
University-trained bacteriologists and technicians are daily directing their efforts towards maintaining and improving where possible, the quality of all Association products. The FVMPA employs the largest scientific staff of any dairy organization in Canada, and one of the largest bodies of technical dairy personnel to be found in North America.

Central Lab at Burnaby

The central laboratory of the FVMPA is located in the head office building in Burnaby. Quality control for the Dairyland Fluid Milk division, ice cream and speciality products as well as research studies on old and new products are carried out here. Other laboratories are located at the Pacific Milk Plant near Abbotsford and the Sardis Utility plant. On-the-spot quality control of Pacific and Delta evaporated milk, butter, cottage cheese and powdered milk is directed from these centers.

In the last ten years there has been a tremendous change in the dairy industry in production techniques, processing methods, distribution and new products. The new and special items such as flavoured yogurt, chip dips, orange juice, fresh apple juice, bakers cheese and flavoured

Eighth Avenue plant laboratory in 1937. G. J. Okulitch and L. A. Atkinson at the microscope.



Justice J. V. Clyne chats with Neil Gray in 1955.

fruit drinks along with the improvement of the older products has greatly increased the importance of quality controls measures. More than 120,000 quality control tests are carried out annually between the three plants.

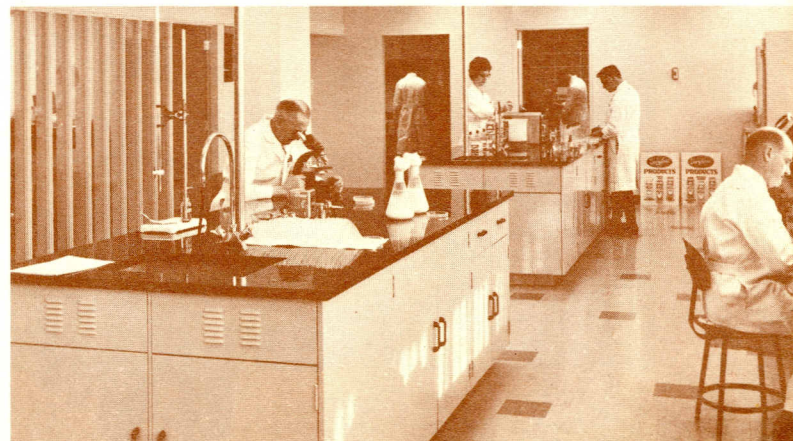
A Leader in Quality Control

The FVMPA through research has maintained a leading role in dairy industry innovations. Among Canadian firsts were the adoption of the vacuum-packed evaporated milk can; the addition of vitamin "D" to fluid milk; the introduction of the enamel-lined double seam sanitary style evaporated milk can; the processing of 3 to 1 concentrated milk; and the manufacture of buttermilk powder.

On the local scene the Association scored firsts with the aluminum foil milk bottle cap, later replaced by the improved double seal protective milk bottle hood-and-cap.

The Pacific Instant brand of powdered skim milk was one of the original instantized products to appear in Canada's stores.

The FVMPA's modern quality control laboratory located at the Burnaby plant.





In 1894 the Fraser Valley suffered its first disastrous flood. This scene is Mill Street in Chilliwack looking north.

Weather Problems

Dairying in the early days was not an easy life. If it wasn't the long hours or unsettled markets, Mother Nature might add to the farmers' problems.



A very common scene during the early winters in the Valley.

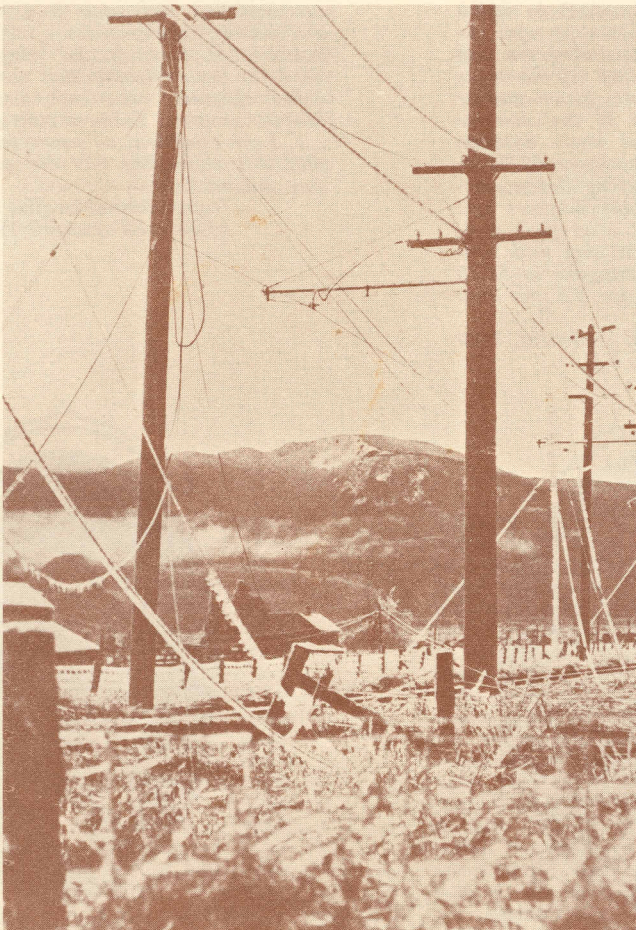


Flood on the Pacific Highway south of Cloverdale—1935.

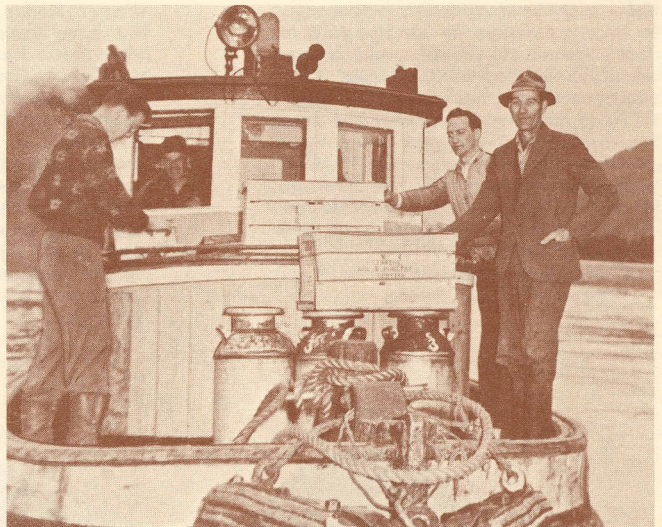


No building, store or home was spared as this picture taken from the Chilliwack Presbyterian church in 1894 plainly shows.

The 1935 ice storm took its toll along the B.C. Electric line.



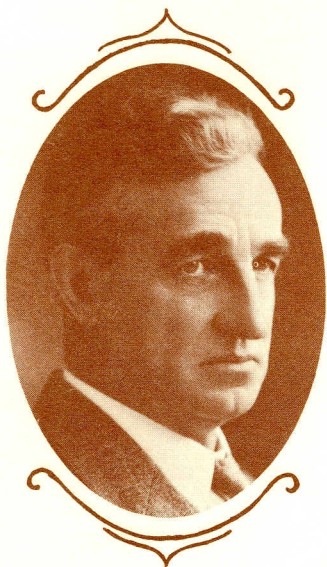
The 1948 flood forced some dairymen to use the river to get their milk to market.



Downtown Chilliwack ice storm in 1935.



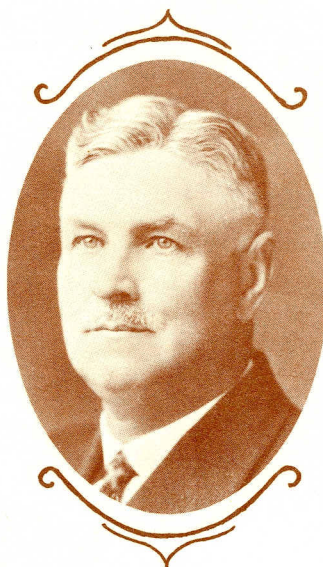
The Presidents of 1917.



E. D. Barrow
1917 - 1918

"It has been apparent to your Directors for some time that when we take up the question of larger city investments, and also of providing for the handling of the surplus in the Chilliwack and Ladner districts, we shall require considerable additional capital . . . if the Association is to occupy a strong position in the business of this community, a substantial amount should be added to its Capital Stock Account each year. We have about \$11,000,000 invested in the farmed end of our business, and if we expect full benefits through our selling organization, we should not lose sight of the fact that sufficient capital must be provided."

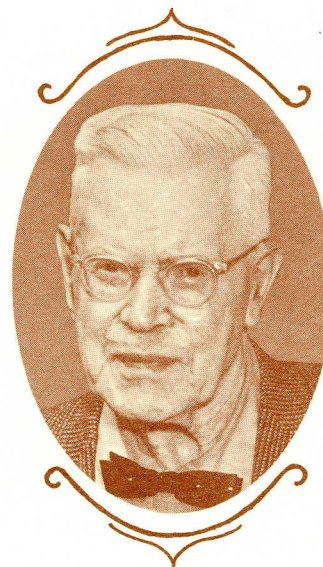
—Annual Report
February 15 to December 31, 1917
Vancouver, B.C.



J. W. Berry
1919 - 1922

"The prospects for the coming year are for cheaper milk. The extent to which we may be affected by depressed markets is difficult to forecast. Much will depend upon the degree of support given the Association by all the milk producers of the Fraser Valley. The manner in which we have been able to cope with the very serious situation during the past few months is evidence of the value of co-operative effort. Much greater stability was shown in the markets here than in sections where no such organizations as our operated. Those who have been producing and marketing milk in this locality in years past can quite appreciate what their position might have been with milk sell in the state of Washington at \$1.70 per hundred-weight for 3.8 per cent butterfat."

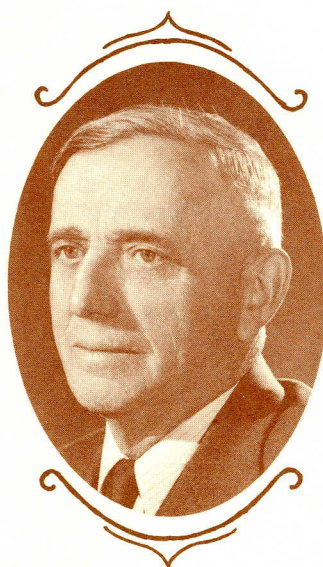
—The Annual Statement, 1920
Vancouver, B.C.



W. J. Park
1923 - 1930

"Your Association has clearly demonstrated that co-operative marketing is the only solution to successful farming . . . it is therefore necessary that every member look to his guns and to support his Association to the utmost of his ability . . . you have accomplished with your own money a wonderful achievement . . . let us bolster that, boost it and bring ourselves to the realization it is our individual business, not our directors' business, but my business individually . . . I am confident as your president that with this spirit that our path is sure success."

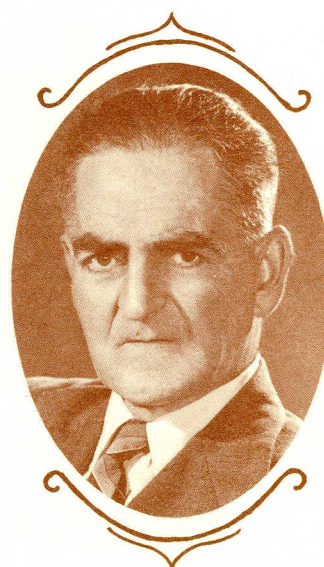
—from editorial in first issue
of Butter-Fat, April 1923.



J. J. Brown
1960 - 1963

"There are times in the life of every man and every organization when the winds of fortune do not carry us as far or as fast as we would hope. In such times we are apt to question ourselves as to the wisdom of our cause, the rightness or otherwise of decisions which are made. Sound judgment can only be arrived at after a recognition of all the facts which bear on the matter. Plans for the future must be based on experience—what has happened in the past, what is now happening in the present, and, based on this information, what is likely to happen in the years ahead . . . the FVMPA has reached the point where it is now one of the greatest organizations in Canada—the envy of producer groups from coast to coast."

—FVMPA Annual Meeting
March 21, 1963.



J. C. Brannick
1964 - 1965

f Our Association -1967



W. J. Miller
1931 - 1934

"Last year will go down in the memory of us all as one of the most trying and disappointing years that the farmers of British Columbia have ever experienced . . . it has been gratifying to know that in spite of the trying times we have gone through, the great majority of members are loyal and steadfast to the Association and the principles of co-operation, and are looking hopefully forward to better times, and with the determination to carry on the good work of the last sixteen years."

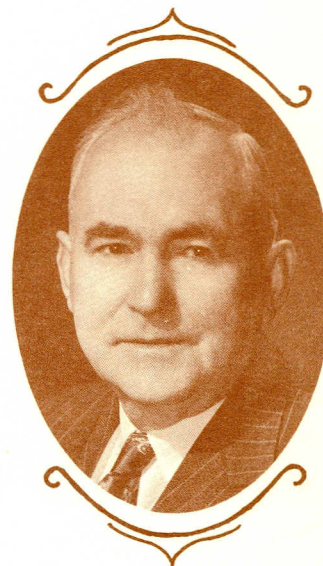
—FVMPA 15th Annual Meeting
Canadian Legion Hall,
New Westminster
February 25, 1932.



W. L. Macken
1935 - 1947

"The present situation is the most critical in our history . . . Conserve your present incomes because it may be a long time before we get this thing settled. The farmer asks for the cost of producing his milk and a little extra. Is there anything wrong in that? Isn't he entitled to it? . . . It is only by statute we are going to get anywhere, and it is only by the consent of the people who are affected that we are going to get it to work . . . I'm going to battle through until we get a reasonable share of the fluid market."

—FVMPA Annual Picnic,
Cultus Lake, July 8, 1939.



D. R. Nicholson
1948 - 1959

"The function of the FVMPA is to receive daily all of the production that the membership sees fit to ship to its organization at any time—receive weigh, grade and record the transaction. Manufacture, process and market the production of its membership; pay all the just costs incurred in such transactions and return to its membership 100% of the proceeds available after costs of handling are taken care of . . . these proceeds are paid whether in the form of cash, or share and loan certificates—the FVMPA is a service organization, designed and built to service its membership, the dairy industry at large and the consuming public."

—Clyne Royal Commission
Vancouver, B.C.
October, 1954.

"Since February, 1917, your organization has never looked back. For 47 years it has guaranteed us a place to ship all of our milk. In nearly five decades of doing business, the Association has never missed a twice monthly payment to a producer; it has never missed a pay day for our staff . . . the tremendous growth of the FVMPA during the past ten years is brought home to us with great emphasis when we look at the sales figures since 1953, as compared with sales from 1917 to 1952 . . . in the past ten years, sales were over \$262 millions. During the entire 36 years prior to 1953, sales were under this figure, or \$219 millions."

—FVMPA Annual Meeting
Mission City
March 25, 1964.



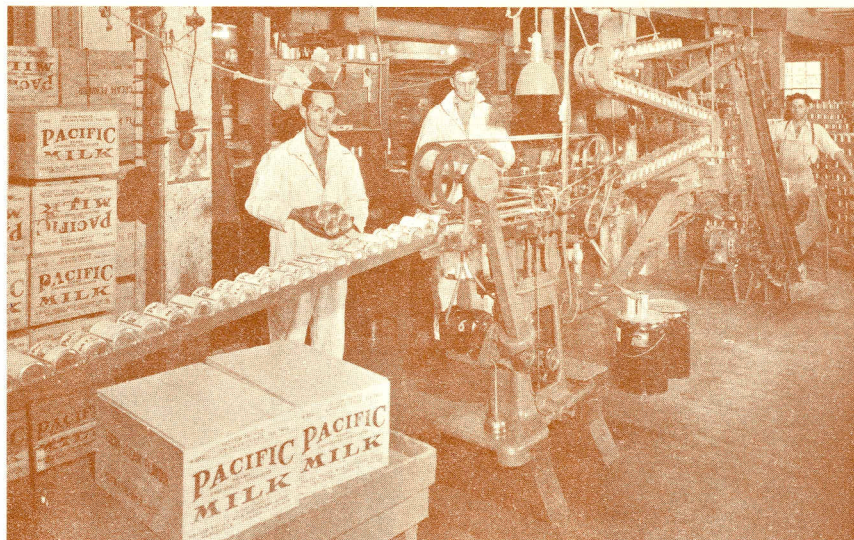
H. S. Berry
1966 -

"In the Centennial year of our country, we also celebrate the 50 year story of our organization. Our farmer-owned organization has faced many problems and come through many crises with changes in membership numbers, milk volumes and product values. Through good times and bad, peace times and world wars, the FVMPA has enjoyed the experience of a steady, consistent and remarkable growth."

—FVMPA 50th Annual Meetings
Canadian Legion Hall
Mission City
March 22, 1967.



An early labelling and packing line at the Abbotsford plant, using wooden boxes.



The History of Milk Control

Milk control didn't come easy to British Columbia's dairymen. It has followed a troubled course from the early 1900's, in and out of Canada's Courts of law, to today's successful legislation.

The history of milk control is practically synonymous with the formation and 50-year growth of the Fraser Valley Milk Producers' Association.

Pressure Exerted

In fact, many measures enacted by government bodies to bring fair returns to the dairy farmer were a result of pressures generated by the FVMPA.

As has been described in the overall history of the Association, the co-operative formed by dairymen could be considered an early means of market control in protecting the farmers' place at a realistic price on the market.

Majority Were Members

About 90 per cent of the farmers in the Fraser Valley became co-operative members. And because of the solid line by dairymen, city dealers found playing the Delta area farmers against the Upper Valley dairymen more difficult.

To give some protection to the level of their returns, FVMPA in 1919 bought out several fluid milk dealers and went into the distribution business.

The Pacific Milk Co., which was purchased by the FVMPA in 1924, processed evaporated milk. The FVMPA soon realized the need for even greater manufacturing facilities so a utility plant was built at Sardis which made butter, cheese and casein.

Foresight Lauded

Mr. Justice J. V. Clyne in his report released in November 5, 1955

The B.C. Electric turn around at Chilliwack in 1923.





Justice J. V. Clyne, during the Commission milk inquiry visited the Sardis Utility Plant and tested a skimmed milk powder sample.

said: "This far sighted action in supplying an outlet for milk not required on the fluid market is worthy of note as it was and still is of benefit to every farmer in the Valley, inasmuch as the FVMFA manufacturing plants are capable of absorbing all available surplus and their existence prevents the fluid market from being flooded with milk."

The facilities acted as an umbrella for both FVMFA members and the independent dairymen. Some co-op farmers, having financed the plants, felt that the independents should share financial responsibility for the entire market.

Intense Competition

Competition became intense. Returns to producers fell and remained low. Dairy farmers were not at all happy with the situation. In 1927, about 800 farmers from the Valley took a boat to Victoria and descended on the Legislative Assembly to discuss the problem.

Dairy Farmer Relief

A Bill was prepared called the "Act for the Relief of Dairy Farmers." A Commission was appointed in 1928 whose recommendation resulted in the "Dairy Products Sales Adjustment Act" under which returns from both fluid and manufacturing markets were to be pooled among all farmers. This Act was similar to the Natural Products Marketing Act (B.C.) covering fruits and vegetables, which in 1931 was declared by the Supreme Court to be ultra vires of powers of the province as it provided for indirect taxation—taking from one and giving it to another.

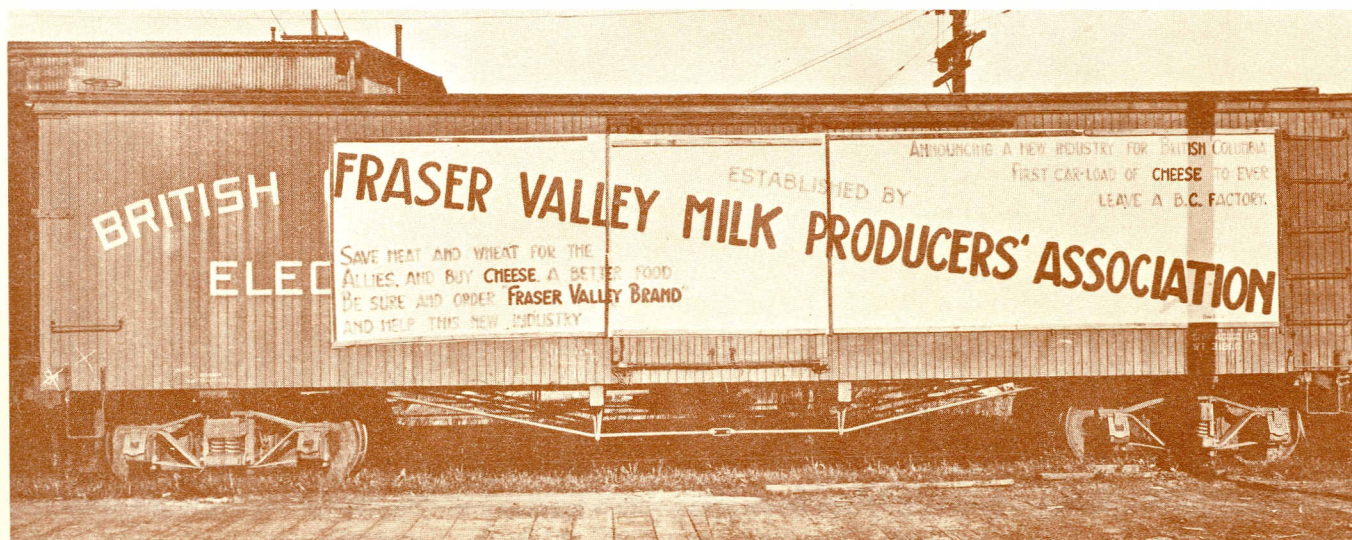
The following year (1932) the Dairy Products Sales Adjustment Act met a similar fate, thus providing the first set back to the controlled marketing of milk.



An early hand milk separator.

The next attempt to introduce marketing control in B.C. was under the Natural Products Marketing Act. It was to be supplemental to a Federal Act of the same name. The Federal Government submitted the Act to the Supreme Court of Canada who declared it ultra vires of the powers of the Federal Government to regulate matters of trade and commerce that fell within the jurisdiction of the province. This judgment was upheld by the Privy Council on Appeal in 1936. The Privy Council, however, upheld the validity of the Provincial Act but in 1941 the Supreme Court of Canada, in another case, held that the Orders of the Board, providing for equalization, were bad and beyond the powers granted to the Board by the Act.

The first load of Fraser Valley cheese to leave Vancouver in June, 1918.



And the second attempt at controlled marketing of milk in B.C. went down to defeat after months before the highest courts in Canada.

Nothing officially transpired for the next few years.

Second World War

War time Prices and Trade Board took over the milk pricing starting in September 1942 and remained in control until June, 1946.

When it was abandoned the B.C. Milk Board assumed control of fluid milk and prices continued at both levels until 1953 when control at the consumer level was dropped.

Study in the Offing

Competition soon brought distributors to the point where the fixed producer price could not be met.

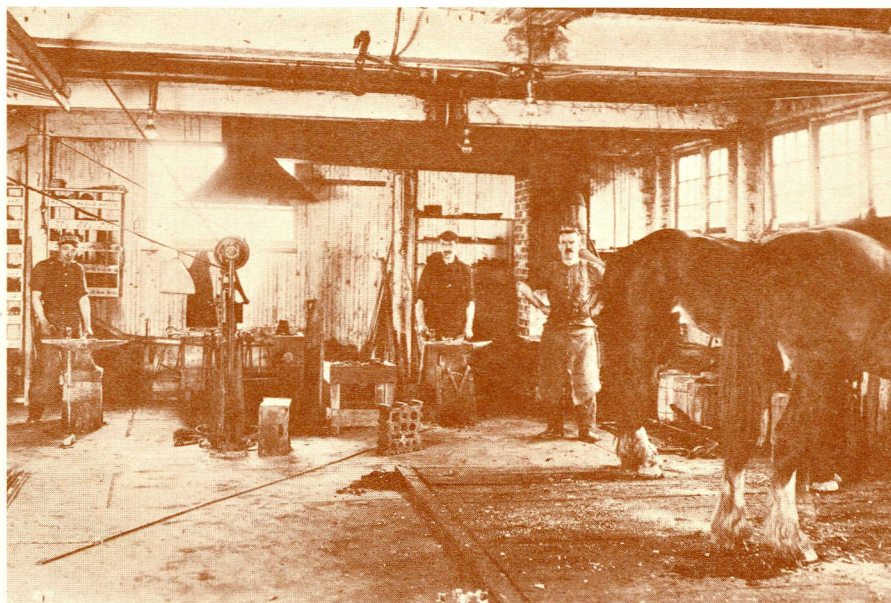
Without question, the milk industry needed a study from an outside source so the B.C. Government appointed a Royal Commission under Mr. Justice J. V. Clyne. Evidence from all levels of the dairy industry were heard over a five-month period.

Clyne Commission

The Commission's recommendations, in brief, are:

- Draw up a new statute incorporating several existing Acts. Purpose would be to maintain a steady and adequate supply of fresh, safe milk of satisfactory quality to the public at a reasonable cost.

- Justice Clyne saw justification of price controls maintained to the



The blacksmith shop at the FVMPA's Vancouver plant in the 20's.

producer but he felt that consumer price controls had failed and should not be reimposed.

- Formula pricing should be the method adopted to set the producer price and should recognize changes in producer costs, the purchasing power of money and a supply demand adjustment factor.

Establish Qualifications

The Commission also felt producer qualifications should be established and there should be equalization between producers. In this way all producers would have an opportunity to share in the higher priced fluid market since standards were set by the

government, and distributors therefore would pay the same price to qualified producers.

Quotas Established

In setting the recommendations in motion, quotas were set up to allow participation in fluid values by producers.

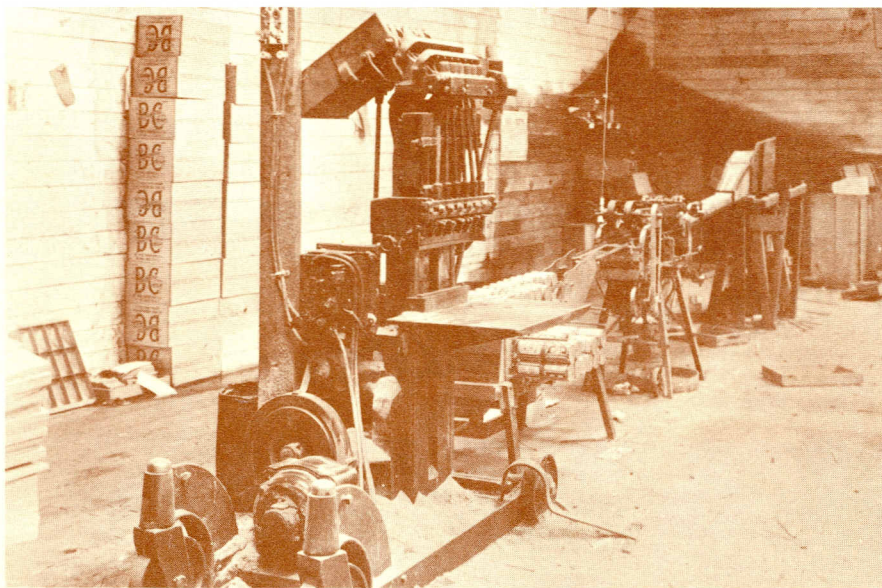
Under the second Act, a milk clearing house was incorporated which took possession of all milk sold to fluid distributors and processors, pooled the proceeds and divided them between all producers in proportion to their shipments, irrespective of whether the milk of the individual producers was sold for fluid or manufacturing purposes.

Milk Board Rules

Thus the Milk Industry Act provided for inspection and grading of farms and standards of qualification as well as penalties for non-compliance. It defined the geographic areas of production to be controlled. The powers of the Milk Board were set down, providing for quotas so that each producer received his fair share of fluid values, etc.

The quota went into effect on March 1, 1957.

Adjustments to the formula were set down to determine the quotas which have been made since its inception. What stands out most clearly is, since 1957, satisfactory controls have been placed on the milk market. Dairy farmers have been paid for their milk in an equitable and stable manner.



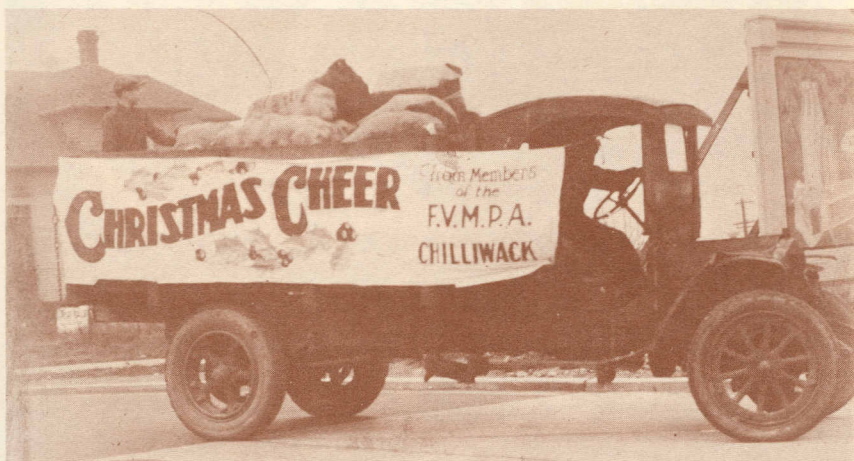
The labeling and box nailing machine at the Borden Milk Condensary—March, 1916.



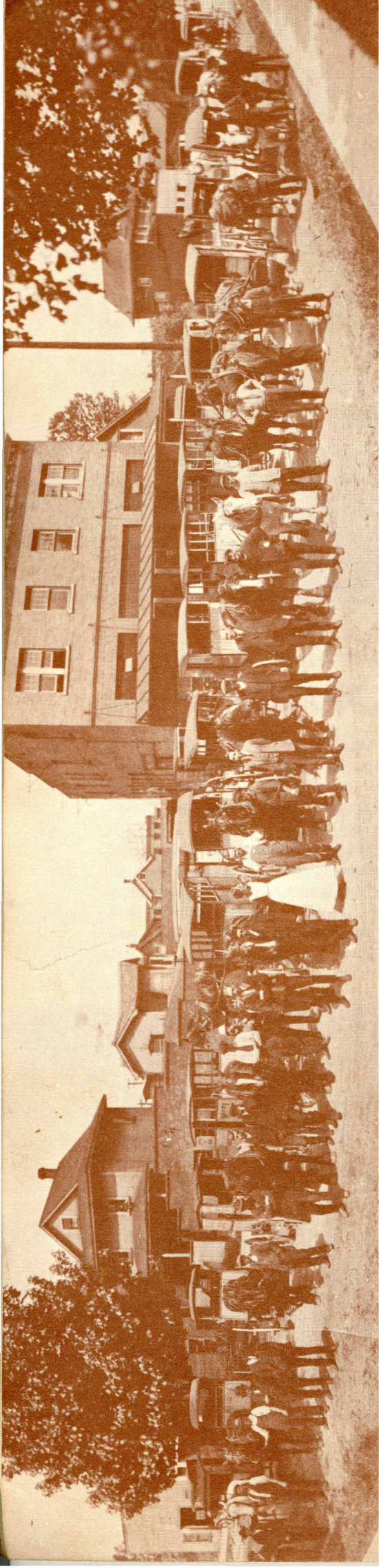
Farmers Help City Folks

Depression years were particularly tough for people in cities who couldn't raise or grow their own food. It was the farmer who came to the aid of his city cousin.

The FVMPA members during the depression sent railway car loads of foodstuffs into Vancouver. Unloading the train car in the top photo is a late editor of Butter-Fat P. F. Collin and present day traffic manager G. W. Kendall (with pipe).



Salesmen of the Fraser Valley Dairies Limited taken in Vancouver—1920.



Upon entering the retail milk business, in 1919, the FVMPA purchased a number of existing retail outlets such as Valley Dairies pictured here.

Our Transportation Over the Years

When the FVMPA entered the retail end of the milk industry, they entered the large field of transportation. From the beginning with horses and wagons, the FVMPA today operates more than 400 motor vehicles.



An early hard rubber tire delivery truck.

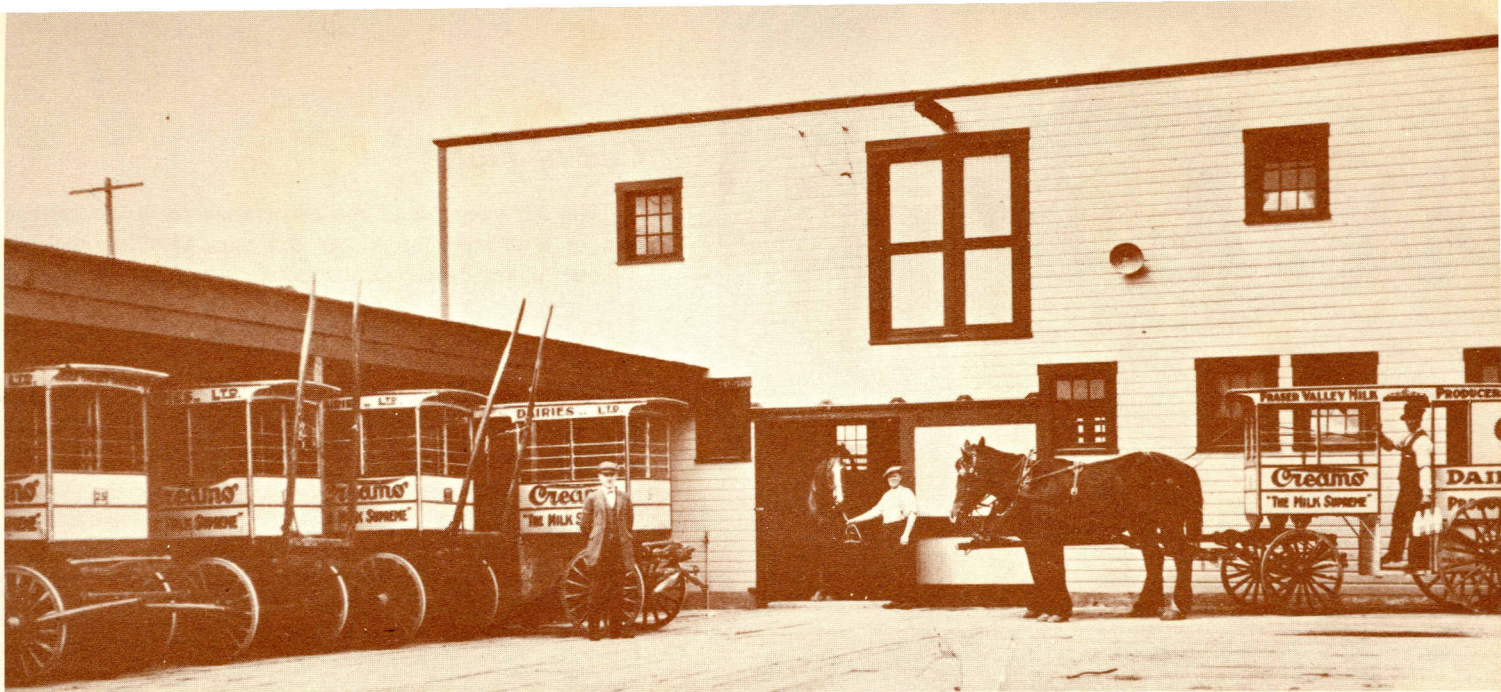


One of the first soft rubber tire delivery trucks.



Today, many sizes and shapes of trucks are used by the Association.

What it lacked in weight and speed it made up with capacity.



The horse and wagon were a common sight on Vancouver streets for many years. This is the FVMPA's Kitsilano depot.

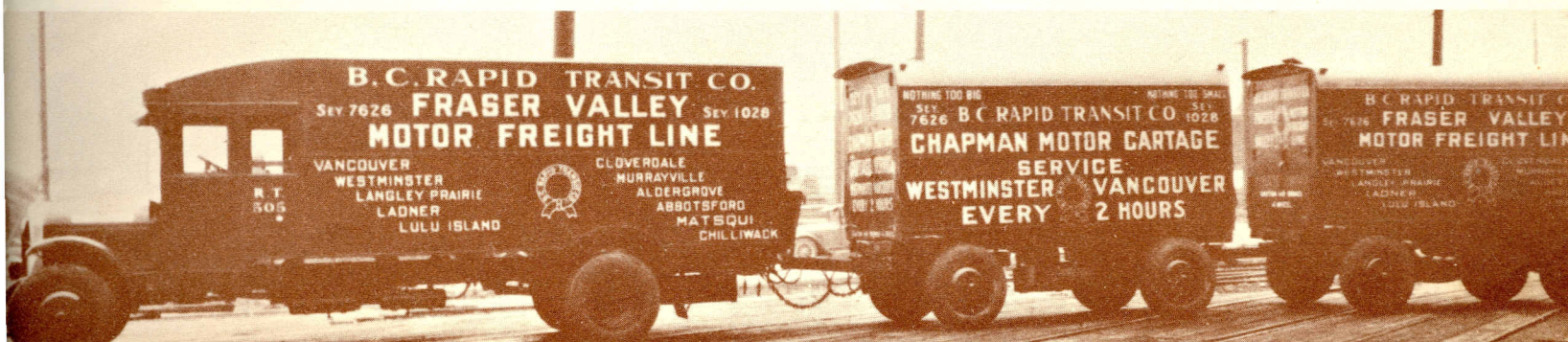


The first milk tanker in B.C.

Horse vers Horsepower

"The farmers in all sections of the country have been quick to recognize the advantages of the use of the commercial car in his work. The truck has established its superiority over the horse," so said the Vancouver Province in 1913.

Hauling milk with mules from Chilliwack to the Sardis Utility plant.





Cost of Horse

The 1934 records of the Association show the average cost of a delivery horse per day was \$1.09 at the 8th Avenue plant. Ninety-seven horses were housed in the barn.



In 1919 retail delivery of milk made exclusive use of horses. George Sawyer pictured beside a horsedrawn wagon has seen many changes in his 49 years in the milk business. Today, George enjoys the speed and comfort of modern trucks.

Our Modern Trucks



Farm pickup.



Retail delivery.



Wholesale delivery.



Inter plant tankers.

Some of the Best...

and Worst

A well-known children's doctor was being conducted through a ward on a trip of inspection. His host showed him a patient and said, "This child limps because his right leg is shorter than his left. What would you do in this case?"

"I'd probably limp too," replied the doctor.

* * *

Constable: "What are you standing here for?"

Idler: "Nothing."

Constable: "Well, move on. If everybody was to stand still like you, how would the others get by?"

* * *

THE FARMER GETS IT IN THE NECK

The city housewife bought some shoes—

The price was up a bit,
But what's another dollar
If the shoes have style and fit?
It makes small difference to her,
If prices go sky high,
Her husband has a steady job,
She has the cash to buy.
Her hair is waved, her nails are pink,
Her gowns New York designed,
She smokes and has her little drink—
No mortgage on her mind.
But let potatoes rise a bit,
Or butter, eggs or milk,
Then listen what Milady says,
With others of her ilk.
"We must tell our local member."

* * *

No one is completely useless. Even the worst of us can serve as a horrible example.

* * *

WAR ORDER

A rancher in the U.S. received the following instruction from a war time government board "Your request in killing steers cannot be granted. It is contrary to our rules. They must be kept for breeding purposes."

One wife to another: "Don't worry if your husband flirts. My dog chases cars, but if he caught one he wouldn't know what to do with it."

* * *

Waiter: "Looks like rain sir."

Customer: "Sure does, but I asked for coffee."

* * *

THE PASSING OF THE POT

As far back in my childhood,
As memory may go,
One household vessel greets me
That wasn't meant for show.
Beneath the bed 'twas anchored,
Where only few could see,
But it served the entire family
With equal privacy.
Some called the critter "Peggy,"
And some "The Thunder Mug,"
And others called it "Badger,"
A few just called it "Jug."
To bring it in at evening
Was bad enough, no doubt;
But heaven help the person
Who had to tote it out.
Our big one was enormous
And would accommodate
A watermelon party
Composed of six or eight.
On nights when dark or rainy,
It was a useful urn,
On icy winter mornings
The cold rim seemed to burn.
At times when things were rushing,
And "Business" extra good,
Each took his turn awaiting,
Or did the best he could.
Sometimes when in a hurry,
To our disgust and shame,
We fumbled in the darkness
And slightly missed our aim.
The special one for company
Was decorated swell,
But just the same it rendered
That old familiar smell.
Today, this modernism
Relieves me quite a lot,
And only in my vision
I see that family pot.

PURE MILK

New Customer: "Can I rely on your milk being absolutely pure?"

Green Milkman: "Yes, ma'am our milk has been paralyzed by the public anarchist."

* * *

THE IRON COW

A Scottish farmer one day said to his hired hand Sandy, "Here, Sandy, gang roon and give the coos a cabbage each, but min' ye gie the biggest to the coo that gies the maist milk."

When Sandy returned, the farmer asked him if he had divided the cabbages out according to merit.

"Aye, maister," replied Sandy. "I gied 'em a cabbage a head and hung the biggest on the pump handle."

* * *

DO YOU JUST BELONG?

Are you an active member,
The kind that would be missed;
Or are you just contented
That your name is on the list?
Do you attend the meetings,
And mingle with the flock,
Or do you stay at home,
To criticize and knock?
Do you ever go to visit,
A member who is sick,
Or leave such work to just a few;
Then talk about the clique?
Now think this over, members,
You know the right from wrong
Are you an active member,
Or do you just belong?

—Mrs. Hugh Ferguson, Chilliwack,
"Butter-Fat", December, 1942

* * *

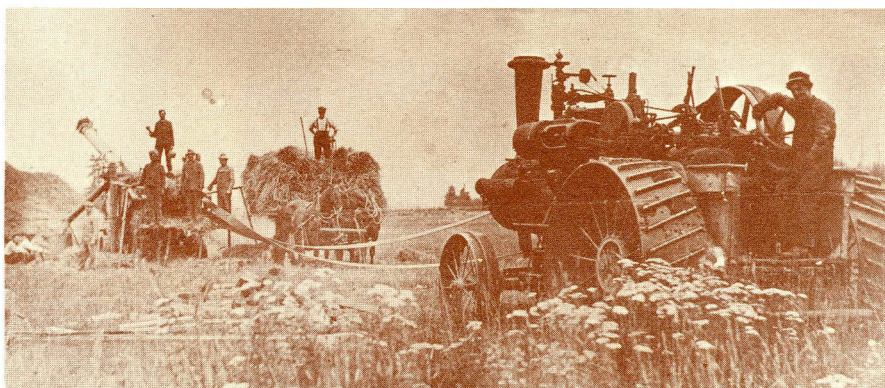
A pedestrian had fallen into a manhole and called for help. "Dear me," said a gentleman who happened along. "Have you fallen into that manhole?"

"Not at all," was the reply. "As you seem interested, I will say that I just happened to be down here and they built the pavement around me."

Excerpts Out of the Past

SARDIS: A meeting of the Sardis Local October 31, 1935 went on record as being in favour of supporting the Board of Directors in asking for the suspension of the Marketing Act indefinitely until the equalization goes into effect.

POPLAR-PEARDONVILLE: The November 20, 1929 meeting approved a motion asking the Directors to consider the advisability of paying a minimum wage of 40 cents per hour instead of 35 cents per hour to workers in the condensary.



Threshing on the Loney Brothers Farm at Mud Bay in the early 1920s.

RICHMOND: First meeting of the local was held on November 3, 1917 in the Eburne Post Office Building with Mr. Laing in the chair. He said the regular monthly meetings would be held chiefly for the purpose of securing feed and also anything that might come up in regard to the workings of the FVMFA.

HAMMOND-PITT MEADOWS: At a meeting held on April 25, 1919, two delegates were named to attend a meeting of the Association in Vancouver on April 26th for the purpose of endorsing or otherwise a proposition that would be presented by the Board regarding the retail milk business in Vancouver.

EAST CHILLIWACK: A special meeting of the local on October 17, 1921 was convened with Mr. A. C. Ferguson in the chair. After brief remarks by Alex Mercer, Mr. McCutcheon stated that there were over 500 members of the FVMFA in Chilliwack, shipping over 1,000 cans of milk daily, and 12 independent shippers shipping from 1 to 6 cans each. Mr. W. J. Park reported the paid up capital of the FVMFA was \$500,000. He said the existence of the Association through the period 1917 to 1921 had been worth about 15 cents per pound butterfat to each member above what it would have been without the FVMFA.

A shinglebolt camp on Jackman road Aldergrove—1913.

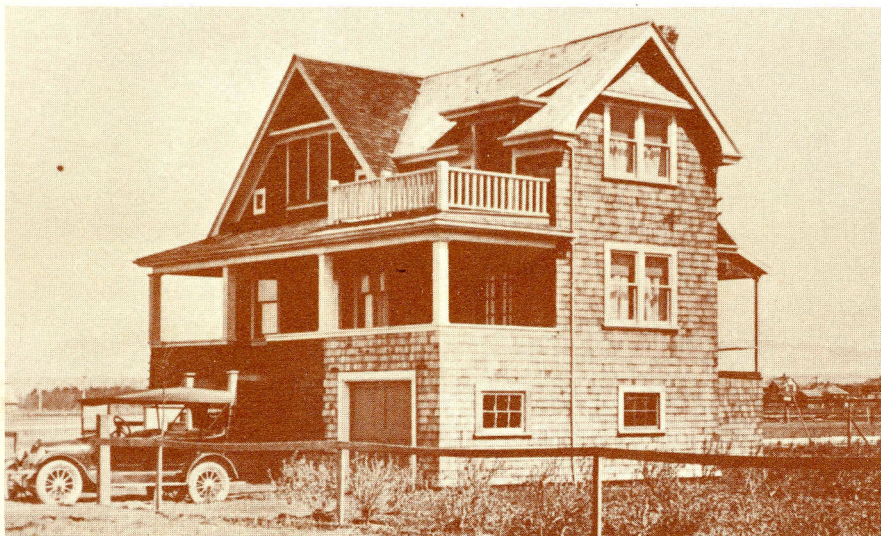


Farmers throughout the Fraser Valley attended the New Westminster Exhibition. This class was photographed in 1921.

WEST LANGLEY: The local meeting of January 26, 1932 passed a motion that in the event of the price of butter-fat having to be again reduced on account of the sale of 4% milk at 12 quarts for \$1.00, that the directors take steps to start a campaign to flood the market at a lower price. The feeling of the meeting being that it would be better to give the milk away for a time being and bring things to a climax than to go on as present taking a steady loss for an indefinite period.



From FVMPPA Local Minutes



The D. A. Gough's residence, Gordon Road, Lulu Island—1917.

FAIRFIELD: Mr. Thurston presented his famous case re: "skim milk", with a wonderful array of figures on four blackboards at the January 27th, 1931 meeting. He told the old, old story from the days of Adam, when Eve wore a fig leaf, down to the present time; the meaning of these figures, however, were hidden in a maze of obscurity which nobody seemed to understand.

ALDERGROVE: The first meeting of the local was held in the Aldergrove Community Hall on August 15, 1923. Officers elected were President, J. Harris; Secretary, A. Westland. A collection was taken to pay for the use of the hall, the sum received was \$3.90. It was decided to pay \$2.50 for the use of the hall.

AGASSIZ: On February 6, 1924 the local passed a resolution that as the confidence of the consuming public was of vital importance to the success of cooperative milk marketing in the City of Vancouver, it would establish a feeling of confidence between producer and consumer if an official of the City

Council be invited to a seat on the Board at their meetings.

MILNER - LANGLEY: Secretary Les Davis' minutes of the October 1923 local meeting recording talks by President W. J. Park, and Directors W. L. Macken and J. W. Miller. They spoke on the early struggles of the Association. Plans for consolidation of distribution were discussed.

DEWDNEY: With H. Skipper in the chair and D. McDonald as Secretary. The local meeting heard Director T. Edwards give an account of Association business and the problems of the Lower Mainland Dairy Products Board. The place—Dewdney Memorial Hall; the date—November 25, 1937.

SILVERDALE: At a meeting held by the shippers of this area, on December 1, 1916 for the purpose of forming an Association known as the Silverdale Branch of the Fraser Valley Milk Producers' Association, the following motion was passed. "It was moved by Mr. Israel and seconded by Mr. E. Conley that Mr. D. Cooper be President and that Mr. E. Nelson be Secretary of the Association for one year—carried unanimously."

MT. LEHMAN: A meeting of the branch was called on October 21, 1917 with the objective of ordering a carload of feed from the FVMPPA feed department. The Secretary, one Mr. D. R. Nicholson, was instructed to write the department for prices.



Andrew Smith built this home in 1877. His wife and infant son came around the Horn to here the following year.



Spring plowing with mules—Ladner—1905.



Champion tug-of-war team from Matsqui at an early picnic.



Dean Clement of the Faculty of Agriculture at UBC addressed the 1933 FVMPA picnic at Second Beach, Vancouver.

Picnics Break Summer Work

The annual picnic of the Fraser Valley Dairies' employees held on Bowen Island—July, 1919.



An early fair at Mission City, complete with brass band.

Injected Fun Into Locals

E. E. Cooney of Eburne is enthused with the idea of injecting a little life into the affairs of our Locals. Only a bare mention of this fact was necessary for our sales manager, H. J. Price, to get busy. The result, this local at the Brighthouse Municipal Hall put on a bill that the Orpheum or Pantages circuit might have made a bid for. Splendid music was presented by the Creamo boys sextette, composed of the boys from the Eighth Avenue plant. An original chorus written by one of the group follows:

In my dreams a pail I'm filling;
There's no end to it, it seems;
And the milk is ever spilling
While my Jersey grins and beams.
Then I dream my cans are leaking,
And I've lost my last home brew,
There's no language fit for speaking,
When I wake to find it true.

—Butter-Fat, 1923



About the Penny

Ever wonder what a penny originally was?

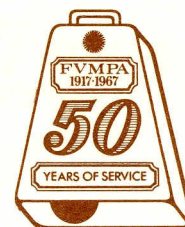
According to a historian studying the London scene in 1266, an English penny "called a sterling, round and without clipping, shall weigh 32 wheat corns . . . and 20 pence shall make an ounce, and 12 ounces one pound, and eight pounds do make a gallon of wine, and eight gallons of wine do make one London bushel, which is the eighth part of a quarter."



How Important Is Dairying?

(The Chilliwack Progress,
Thursday, September 7, 1922)

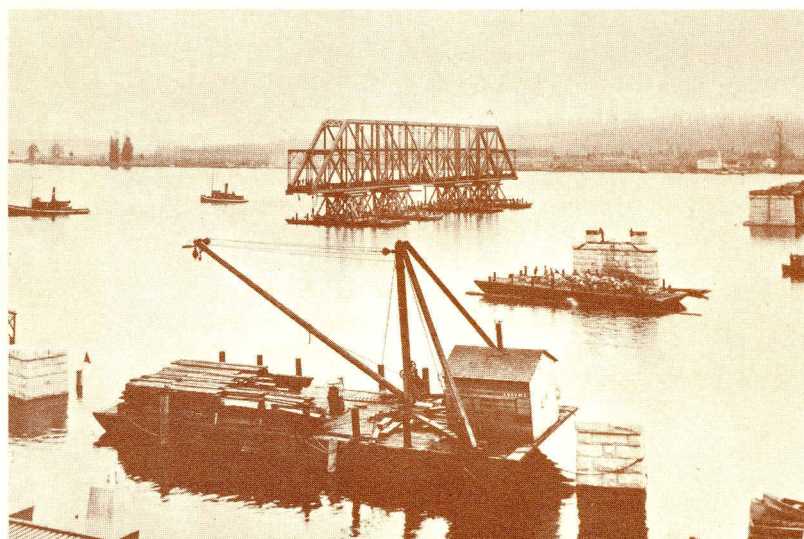
How important was the dairying industry of the Valley, which the reclaimed area would tend to increase, Mr. Barrow indicated in his statement that a business of six million dollars was done last year by the Fraser Valley Milk Producers' Association. The Lower Mainland was still short of milk, and the Milk Condenser at Delair could not be opened owing to lack of supply. British Columbia every year was importing \$4,500,000 of dairy products. "This Sumas area is particularly adapted for dairying and there is none better in the Lower Fraser Valley," the minister declared. "So you can estimate the value of adding this area to the productive land of the province." He believed that the copious rains of the Fraser Valley were of great value in making it the productive country it is.



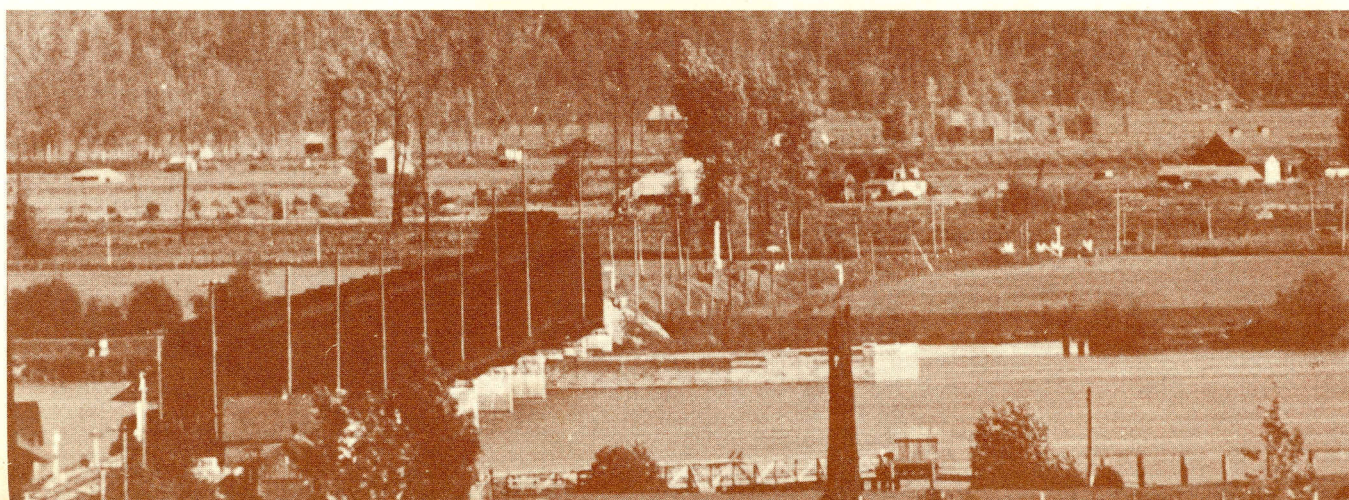
An early threshing outfit around 1910.

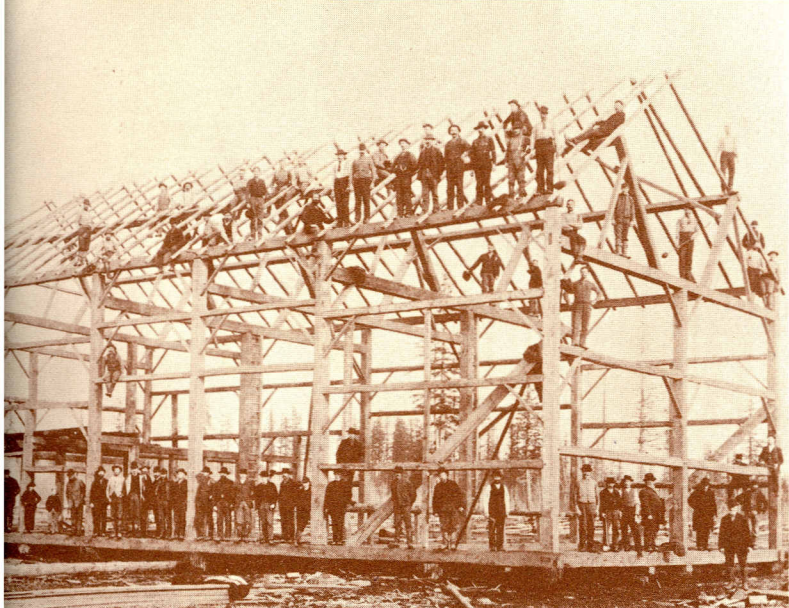


Threshing on the Charlton Farm, East Delta, 1924.



The Fraser River hampered travel until it was crossed at New Westminster in 1904 and at Matsqui in 1912.





The Berry-Coulter barn "raising" and later in use, J. W. Berry is standing at the chopper, H. S. Berry is on the center load.

Pickled Silage

Weather could just as well turn on the farmer as help him. In the days when rapid methods of harvesting through finely-tuned mechanisms weren't advanced, bad weather could create critical conditions.

In the fall of 1920, in their desperation, some Sumas farmers cut the wild prairie-grass in the rain and packed it in their silos.

The Vancouver Daily Province reported that there was much experience against the venture. In former years, when flood-water destroyed the summer crops and fall rains hindered the late haymaking, various attempts were made to stack the green or half-dried hay and "pickle" it.

Sometimes the inner portions of the stack was "cured" but there was always waste on the outside, and at times the whole pile went wrong and stock became sickly after eating. But last year (1920) there were empty silos, empty because the high water had robbed them of their corn and peas; it was either wild, wet grass or nothing.

Care was taken to lay the grass properly. It was well shaken in the silo, then evenly spread and tramped; no lumps, no air-pockets to engender trouble. The reward for this attention was reaped in well-conditioned stock, eager for their "pickles."



The A. C. Henderson Store on Wellington Street, Chilliwack. The Royal Bank is now in this site.



Part of the FVMPA's six horse hitch shown at fairs and exhibitions until the early 1940's.

"It ain't the guns or armament
Or the funds that they can pay,
But the close cooperation
That makes them win the day.
It ain't the individual
Or the army as a whole,
But the everlasting teamwork
Of every blooming soul."

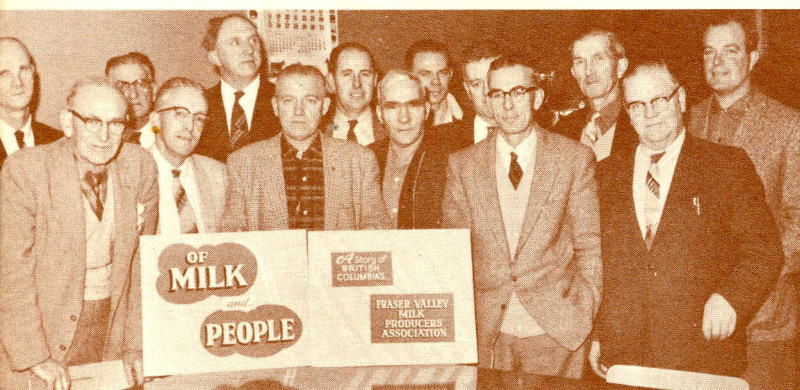
—Kipling.



Local officers and the Board of Directors were among the first to officially visit the new Burnaby plant.



The hospitality room in the Eighth Ave. plant was visited by thousands of persons during its years' of operation.



Chilliwack Central Executive was one of the first groups to view the Association's film "Of Milk and People." To date seen by over 1½ million people.



The W. J. Park room, named after the Association's first secretary, has catered to more than 56,000 persons since opening in 1963.

Visitors to Plants

Thousands of visitors see the Association's Fraser Valley plants each year. It has been the desire of the FVMPA to open our doors and show our clean, modern facilities to others.

Entrance of the old Eighth Ave. plant at Vancouver, featured a painting by John Clymer, today a well-known magazine illustrator.



The Associations' General Managers

1917-1967



E. G. Sherwood
1917 - 1923



W. J. Park
1923 - 1933



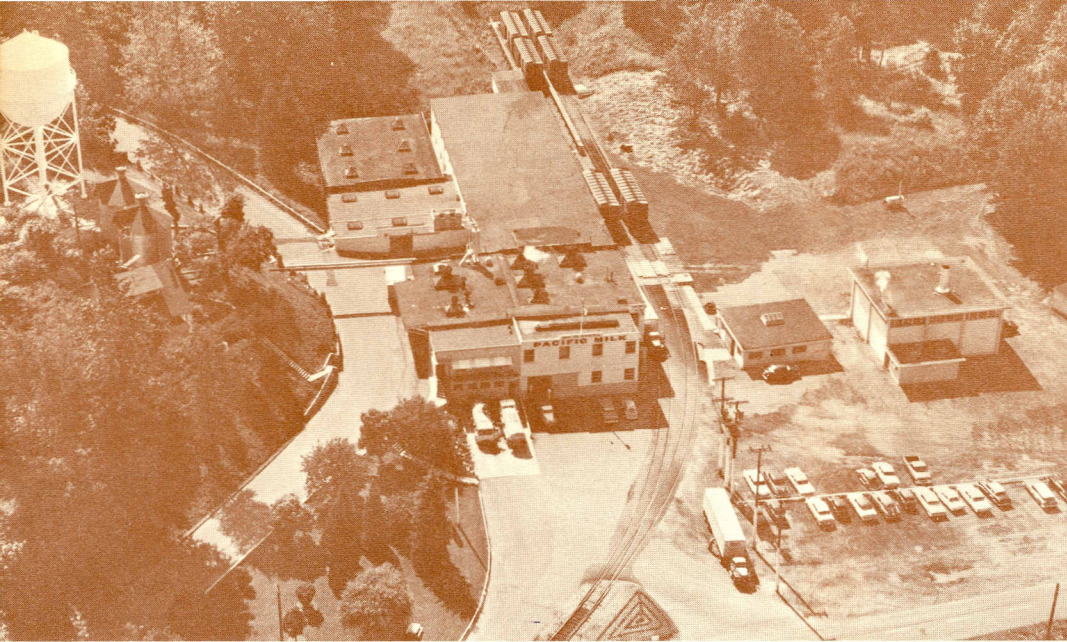
A. H. Mercer
1933 - 1961



L. A. Atkinson
1961 - 1966



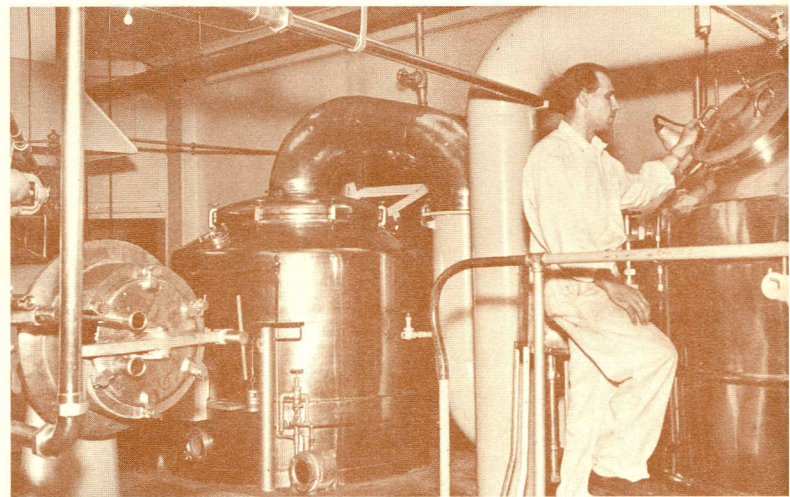
G. J. Okulitch
1966 -



Aerial view of the Abbotsford Pacific Milk plant.

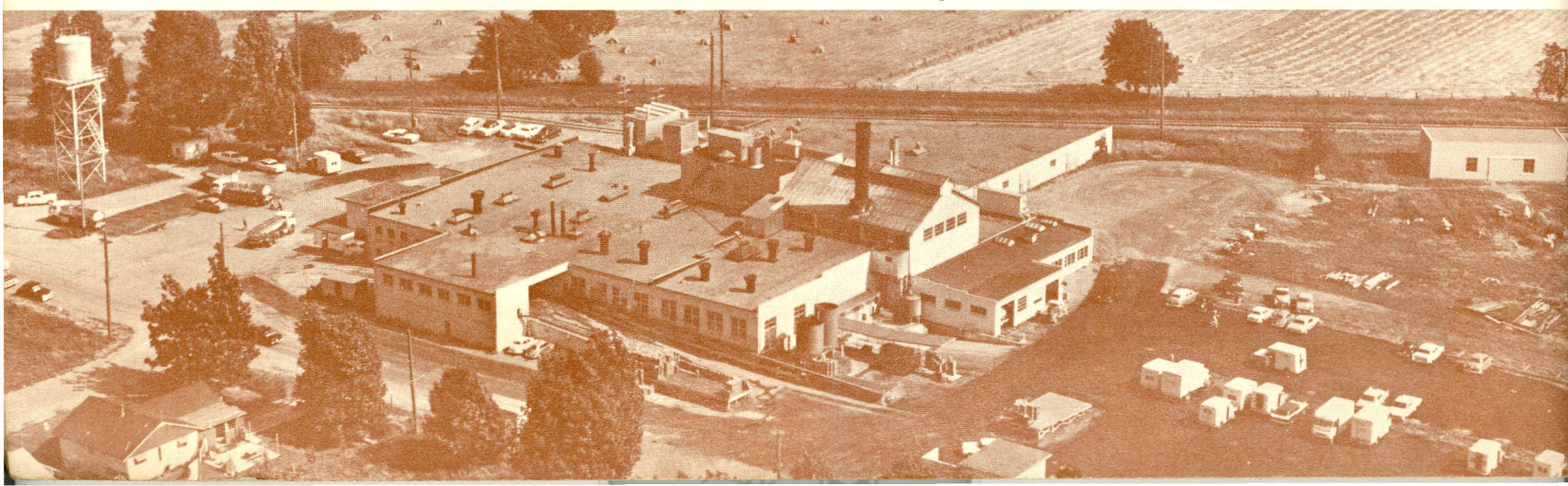


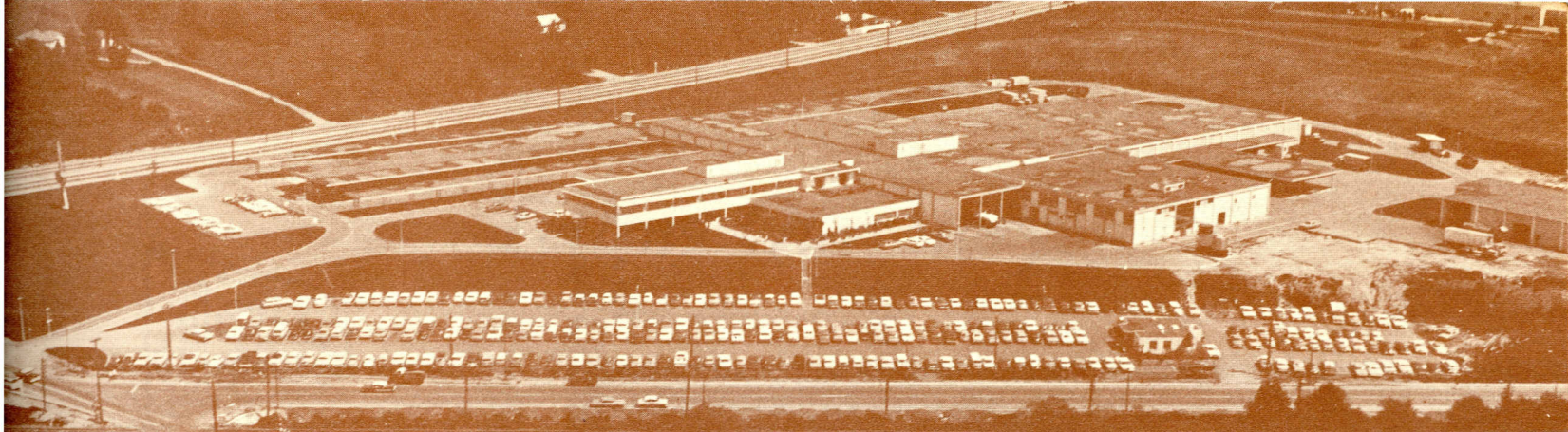
Cottage cheese batch is checked in the vat before packaging.



Evaporators at the Pacific Milk plant are checked by a production man.

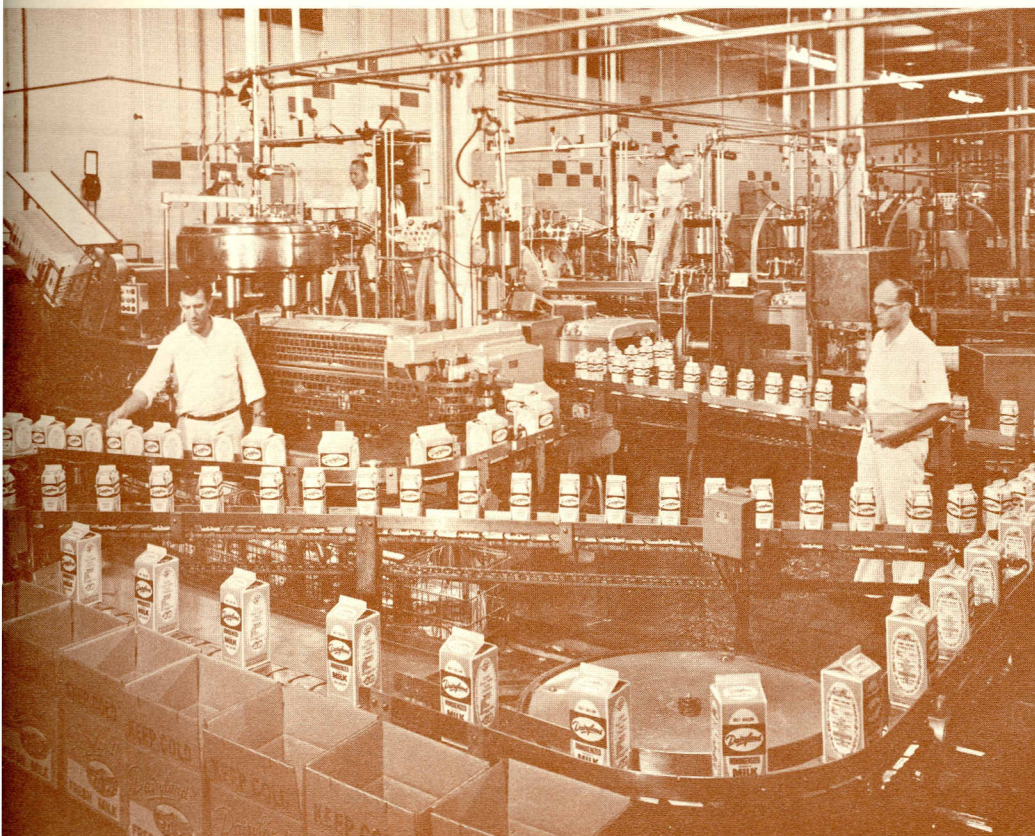
Sardis Utility plant manufactures butter, cottage cheese and skim milk powder.





The Association's modern fluid milk and ice cream plant at Burnaby.

Our Three Lower Mainland Plants



Milk is packaged in plastic coated paper cartons at the Burnaby plant.

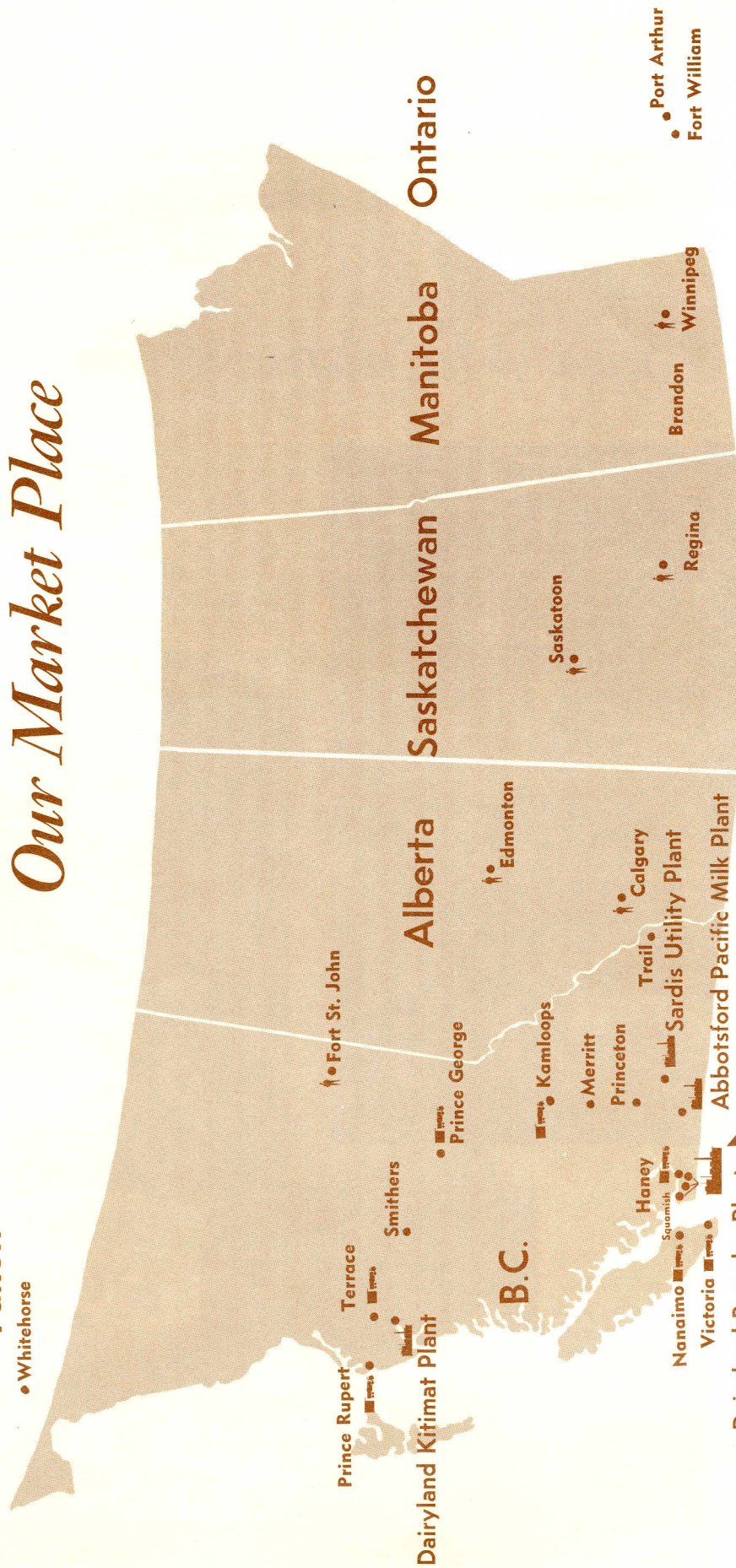


Burnaby plant is set off by a large illuminated sign at the corner of the property facing the Lougheed Highway.



Yukon
• Whitehorse

Our Market Place



FVMPA Head Office

Dairyland Branches

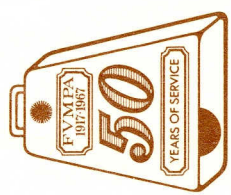
- Victoria
- Nanaimo
- Kamloops
- Prince George
- Terrace
- Prince Rupert
- Haney
- Kelowna
- Squamish
- Smithers

Dairyland Distributors

- Merritt
- Princeton
- Fort St. John
- Fraser Canyon
- Trail

Pacific Milk Sales Representatives

- Prince George
- Penticton
- Victoria
- Vancouver
- Edmonton
- Calgary
- Saskatoon
- Regina
- Brandon
- Winnipeg
- Port Arthur
- Fort William
- Whitehorse



Telling Our Story

Spreading the word of Fraser Valley Milk Producers' Association has been accomplished through a wide variety of publications that have been produced for the past 50 years.

Best known of these is "Butter-Fat," our farmer-owned agricultural journal for co-operative dairymen. "Butter-Fat" has become a name widely-respected in the dairy industry.

If "Butter-Fat" was the creation of any one man, he was Percy F. Collin, the magazine's first editor, who guided the dairy publication through its first 30 years. Mr. Collin studied journalism and advertising in England and then worked for several newspapers in British Columbia. He was a shipping member to the FVMPPA when he assumed editorship of "Butter-Fat."

Today, "Butter-Fat" is moving into its forty-fifth year of continuous publication.

To Association shipping members, a newsletter called "The Milk Run" provides information in a form that can be produced more quickly than a magazine.



Early Butter-Fat Editor P. F. Collin

In addition to publications, movie films describing the Association and promoting dairying have been produced. The most popular film "Of Milk and People," has been shown to more than a million and a half viewers.



Some of the many publications prepared by the FVMPPA.



Rosedale local members and families visit the Vancouver plant.



Heavy snow falls make milk deliveries difficult.

Our People



Employees who have worked for the FVMPA 25 years get together once a year. Some still work for the Association.



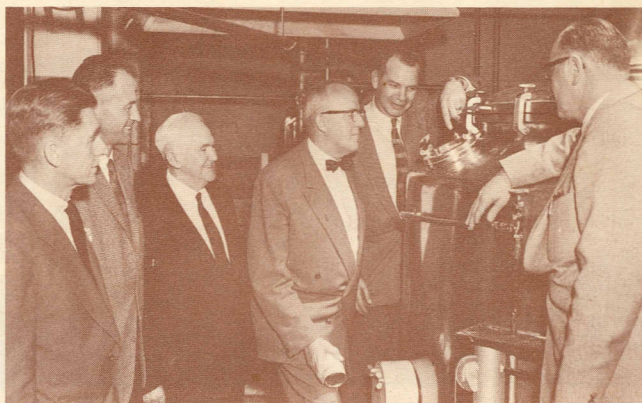
Two past presidents of the FVMPA—the late J. C. Brannick and the late W. J. Park—meet with B.C. Minister of Agriculture Frank Richter.



Now retired Agassiz Experimental Farm superintendent Harold Hicks, right, with a former FVMPA vice-president T. M. Edwards.



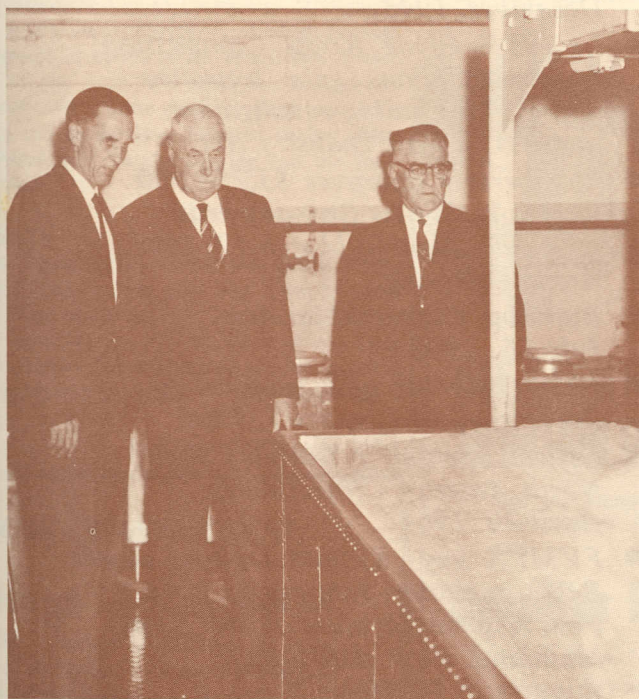
Russian Deputy Vice-Premier Dmitri Polyansky, centre, with FVMPPA president H. S. Berry and son Bill, left, during a countryside visit in 1966.



Abbotsford businessmen tour the Pacific Milk plant with superintendent Frank Forrest, in centre leaning against evaporator.



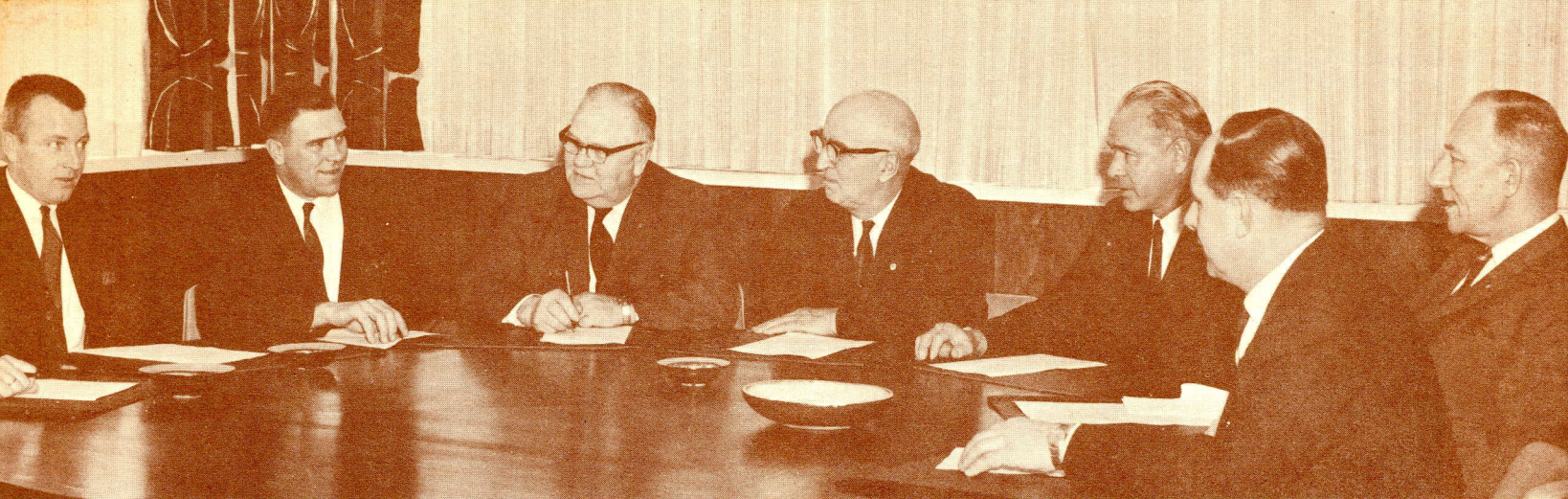
FVMPPA members in 1963 board an aircraft for a charter flight to Europe.



B.C. Lieut.-Gov. Pearkes, centre visits the Sardis plant with plant superintendent Murray Osten and the late FVMPPA President J. C. Brannick.

The King and Queen of Siam visited the Pacific Milk plant in 1931.





FVMPA Board of Directors — 1967-1968

Many hours each year are spent in meetings at the Burnaby plant by the FVMPA Board of Directors. Seated around the table from left to right, are Directors Jake Hoogenboom, P. J. Friesen, A. D. Rundle (Vice-President), H. S. Berry (President), G. W. Park (Secretary), J. C. Cherry (Executive Member), and R. E. Mitchell.

Historical Highlights of the

Fraser Valley Milk Producers' Association

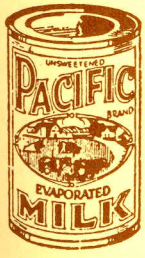
- Taking out of the FVMPA Charter—June 18, 1913.
- Commencement of business—February 16, 1917.
- Purchase of the Chilliwack Creamery and the Edenbank Creamery in 1919.
- Entry into the retail milk business in Vancouver on May 1, 1919 with the purchase of the Standard Dairy Company.
- Employed the first dairy bacteriologist in Canada in 1923.
- Established the first commercial dairy laboratory in Canada to check on milk quality in 1925.
- Purchase of the Pacific Milk Company and building of the Sardis Utility Plant after membership approved a \$475,000 bond at 1925 Annual Meeting.
- Purchase of the Associated Dairies Ltd. in 1931 with 10 other dairies.
- Began payment of milk by grade on August 31, 1933.
- Bond issue of \$500,000 approved by membership in 1942 to buy Associated Dairies Ltd.
- Introduced "Dairyland" brand in December, 1943.
- In 1955, Clyne Royal Commission recommendations gain legislative approval, including equalization, under B.C. Milk Industry Act.
- Membership approves \$3,750,000 loan to build new Burnaby head office and plant at March 17, 1961 Annual Meeting.
- Burnaby plant sod-turning July 26, 1962.
- First tanker of milk received at Burnaby plant January 5, 1964.
- Official opening of Burnaby plant, North America's finest dairy, April 30, 1964.
- FVMPA buys Kitimat Dairy. Begin operation January 8, 1968. First Association plant outside Lower Mainland. First Association shippers in Interior.

Pacific Milk

Now!

VACUUM PACKED

AND IRRADIATED



FVMPA BORN IN 1913

The official certificate of incorporation of the Fraser Valley Milk Producers' Association was taken out at Victoria on June 18th, 1913. Established under the "Agricultural Associations Act 1911—Part II, the embryo company was titled an "association." A cooperative act had not been legislated to that date, thus the word "association" was used and has been retained through the years.

If Cows Could Talk They Would Say "Milk Me With a De Laval"

It is a fact proved by thousands of De Laval Milkers in use on more than half a million cows, that the cows like it better than any other method of milking.

In a recent questionnaire received from 1140 De Laval Milkers in 47 states, this question was asked: "How does it agree with your cows?"

88.53% answered this question favorably.

306 said "Fine."

204 "All right."

143 "Good."

152 "Better than hand milking."

All the rest—except 13 out of 1100—gave favorable answers.

The De Laval pleases the cows because it milks them with the same uniform, gentle and soothing but stimulating action day after day and year after year, without variation. Cows almost invariably produce more milk when milked the De Laval Way than with any other method, and owners say they have less udder and teat trouble with a De Laval. And of course the De Laval saves a great deal of time and is easy to keep in a clean and sanitary condition.

DE LAVAL CREAM SEPARATOR

The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to clean, clear, furnish in even close, with hand, electric or bull drive.

De Laval Milker

The Better Way of Milking

The De Laval Co., Ltd.
1168 HOMER STREET VANCOUVER, B. C.

In 1923, one sixth of the FVMPA membership were veterans from World War I. Notwithstanding the fact that these members bought land, stock and equipment when prices were highest, they are now producing at a disadvantage and a consequent loss to themselves. It might be excusable if some of these producers, all of whom are feeling the pinch greatly in excess of the established farmer, were attracted by the extra few cents the Independent dealer has offered them. To the credit of these men, let it be said that not one of the three hundred soldier sellers have left the Association for the alluring bait the Independent has offered.

—Butter-Fat, April, 1923

GOOD OLD DAYS

In 1915, the Fraser Valley farmer was paying \$30 a ton for bran, for which he now pays \$60. Then he could hire first class farm hands the year round for \$35 and board. Now he pays \$65 and \$70 for labor of any kind. As for the first class farm hand he has practically ceased to exist. During haying and harvesting, \$5 and \$6 per day is not unheard of.

—Farmer's Magazine, 1920.

BANK OF MONTREAL

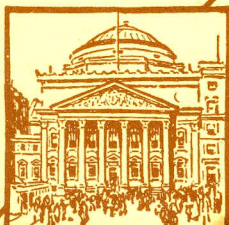
Established 1817

Savings Department

There is a Savings Department in every Branch of the Bank of Montreal in Canada. Interest at the current rate is paid on all Savings Deposits.

Amounts of \$1.00 and upwards may be deposited.

BANK OF MONTREAL
TOTAL ASSETS OVER
\$750,000,000



The B.C. Dairymen's Association met Feb. 8-9, 1921 at the Empress Hotel in Victoria. President: J. W. Berry. Then B.C. Minister of Agriculture E. D. Barrow addressed the convention.

Association secretary Henry Rive reported that a display illustrating the value and necessity of milk as a protective food, especially in infant nutrition, was made in the writing-room of the hotel. The public was invited to view the exhibits.

British Columbia Department of Agriculture DAIRY BRANCH

Clean and Cold.

To secure cream that is sweet, clean in flavour, smooth and even in consistency, and that will grade "Special" on arrival at the creamery: **Cows Must Be Healthy. Food and Water Clean and Untainted.** Stables and milk-house should be well-kept, with fresh air and frequent use of lime. Utensils of good quality tin, well soldered, with all seams closed and no rust.

Milk Clean Cows in a Clean Place in a Cleanly Manner

Clean Udders — Clean Air — Clean Hands.

Use small topped pails. Remove milk from stable or yard to separator promptly after milking. Do no pouring in the barn.

Separation

Set Separator for 35 per Cent. cream. Keep speed up.

Separate at once while milk is warm. **Clean Separator** after each separation as you would dishes after each meal. Rinse utensils in warm water, then wash in hot water with cleansing powder, scald thoroughly and place in sunlight to air and drain. Use a brush, not a cloth.

Cool Cream Carefully

in separate vessel to 50 deg. F. or below as soon as possible. When thoroughly cooled, but not before, add to larger lot.

Keep Collecting Cans Cold and Covered

Stand in cold water. Stir frequently. Cover with cheese cloth.

Make Frequent Delivery

to avoid old or stale flavours. Cover cans to keep off sun and dust en route to creamery.

Cold and Clean

Ask for Dairy Circular No. 9 on Sterilizing Equipment for the Dairy Farm.

T.B. COMPENSATION

The February 1st, 1913, Vancouver Province observed that at the Dairymen's convention in New West-ster, emphasis was placed on the need to "keep the boy on the farm."

J. W. Berry's suggestion was approved that compensation be asked for cows slaughtered because of TB, at the rate of \$100 for a grade cow and \$150 for a purebred.

All toasts were drunk in milk at this convention.



USE CXL STUMPING POWDER TO OBTAIN THE BEST RESULTS

Ask the Secretary of the Institute in your district for full information or write

Canadian Explosives, Ltd.

Room 913 Birks Building

VANCOUVER, B. C.

Stumping Powder Booklet Mailed Free on Request



Travel in Safety by B.C. ELECTRIC

In these modern days when accidents abound it is refreshing to think that there is one way by which the public can travel in safety.

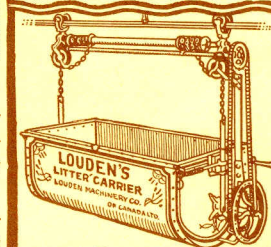
Dominion Government figures for 1926 show that out of 749,000,000 passengers carried by the electric railways of Canada, only three were killed.

Not a single accident occurred to a passenger on our interurban lines last year.

B.C. Electric

PACIFIC SALES

A 1925 report by Production Manager Elias Rive shows 84,354 cans of milk were processed at the Delai plant. Of this number, nearly 55,000 cases were marketed in the export market under the 'Columbia' label. Over the years, FVMPA evaporated milk has found markets in Britain, the Middle East and the Orient.



It's play for the boys to clean the stables with a Loudon Carrier. Easy to load, easy to raise, easy to carry load to the pile. The only roller-bearing, worm-gear carrier made. Either chain or crank lift. The nicest working, most durable and reliable Manure Carrier Equipment made. Get special descriptive circular and detail of our interesting selling plan. Write today to

A. I. JOHNSON & CO., LTD.
844 Cambie St., Vancouver, B.C.

U.S. MILK IN B.C.

The 1913 Province, reporting on a government milk report, said Vancouver used 8000 gallons of milk daily supplied from 3487 cows in 109 herds. It noted that "a" increasing quantity of milk is imported from the State of Washington. The average quantity was 250 ten gallon cans a day from May to September, and 300 cans a day from October to April. Five hundred cans were imported in January, 1913.

FVMPA BOOSTS OKANAGAN JUICE

In 1963, Dairyland introduced apple juice to the market in Pure-Pak type milk cartons. Since that time over \$160,000 in Sun-Rype apple juice has been packaged and sold.



Order Your Farm Help Now

TO BE OF SERVICE to Western Canadian farmers and help to meet their needs in securing competent farm help, the CANADIAN PACIFIC RAILWAY will continue its Farm Help Service during 1926, and will include in this Service, as last year, the supply of women domestics and boys.

Through experience in the past few years, the Company is now in touch with a number of farm laborers in Great Britain, Norway, Sweden, Denmark, France, Holland, Switzerland, Poland, Czechoslovakia, Hungary, Yugoslavia, Germany and Roumania and can promptly fill applications for farm help.

In order to have the help reach Canada in time for Spring operations, farmers requiring help must get their application in early, to enable us to secure the help needed.

Blank application forms and full information regarding the Service may be obtained from any C.P.R. agent or from any of the officials listed below.

THE CANADIAN PACIFIC RAILWAY COMPANY Department of Colonization and Development

WINNIPEG J. N. K. Macalister, Superintendent of Colonization.
T. S. Acheson, Agricultural Agent,
Canada Colonization Association.
SASKATOON W. J. Gerow, Land Agent.
H. F. Komor, Special Colonization Agent.
CALGARY James Colley, Farm Labor Agent.
VANCOUVER H. J. Loughran, Land Agent.
REGINA G. D. Brophy, District Passenger Agent.
EDMONTON J. Miller, Land Agent.
MONTREAL J. Duggan, General Agricultural Agent.
C. Le Due Norwood, Land Agent.

M. E. THORNTON, Assistant Commissioner. J. S. DENNIS, Chief Commissioner.



F. V. M. P. A.



"Serving the Community for 50 Years"



F.V.M.P.A. Means Money to the Lower Mainland



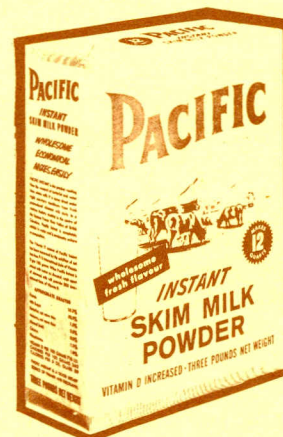
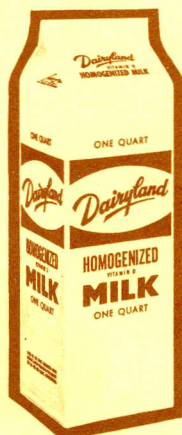
In 50 years, more than \$584,000,000 from milk sales have been added to the British Columbia economy. The effects of these monies on the community have been favourably reflected in expenditures such as

★ Hauling	\$17,841,864
★ Containers and Supplies	\$73,148,990
★ Wages and Salaries	\$78,625,586

Over \$340,000,000 has been returned to dairy farmers . . . and largely spent by them in every type of business throughout the area . . . since 1917.

The first year of business brought \$1,150,532 to the membership. In 1966, returns to members were \$19,062,789.

Over 50 years of public acceptance of Fraser Valley products has made this advance possible . . . and has built the Fraser Valley Milk Producers' Association into one of the province's leading industries



Fraser Valley Milk Producers' Association