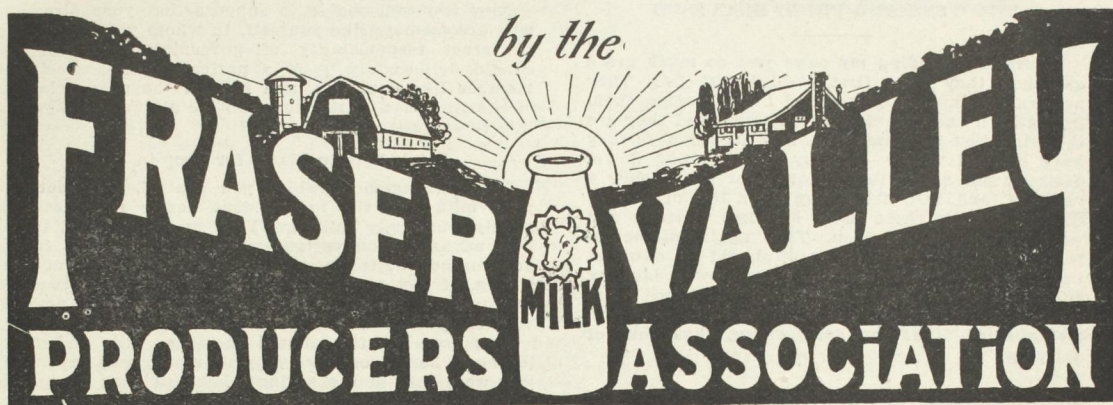


# BUTTER-FAT

PUBLISHED MONTHLY IN THE INTERESTS OF DAIRYMEN



Volume 6



APRIL, 1928.

Number 1



—By Courtesy of the Pfaunder Company.

## The New Way of Transporting Milk

GLAS-LINED TANKS ARE RAPIDLY TAKING THE PLACE OF THE CAN METHOD OF HAULING MILK WHEREVER GOOD ROADS ARE AVAILABLE

With excellent highways and high allowable gross weight in the United States, the above 6-wheel, 2800-gallon transportation unit is becoming popular for the shipment of large quantities of milk by truck. The Western Maryland Dairy Company of Baltimore now operates four of these 6-wheelers. The twin-tank arrangement makes possible the handling of milk from two cooling stations on one load.



# WHAT'S THE MATTER?

## THE TEST AND PRICE DISCUSSED

"Here, I'm feeding my cows just as much grain as when they were first stabled last fall. They are not getting any grass, and I am keeping them in the barn and out of the cold rains, and they are receiving just the same care and attention as they have had all winter—yet my test is going down. There is not a cow in my barn that tests below 4 per cent. and YOU are giving me a test of 3.5 per cent. I'm sure there must be some mistake and want to know the reason. Then again, please inform me why the settling rate should go down at this time of the year. There's no money in dairying at the present prices of cattle feeds, and I am seriously considering calling in the auctioneer and trying some other type of farming than that of dairying."

\* \* \* \*

This is a sample of a communication sometimes received at our head office, which demands and receives careful attention and investigation.

We are going to place ourselves in the position of the writer, for we have a lively appreciation of the trials that beset the man who is milking cows for a living.

Our fellow member who has made the foregoing statement has received his copy of "Butter-Fat" and has ascertained the settling rate, and finds to his sorrow that the monthly price has dropped. By the same mail he has obtained his test card which reveals that the butterfat test on which he is paid is also on the toboggan. The net result of this finding is to make our friend, Bill Co-op. almost inclined to believe what Independent Smithers is always reiterating, to the effect "that the profits of the association are used up in high overhead." Anyway, he cannot understand why the price should go down when there is no milk war on, and when the cows are being stall-fed to the limit.

And feeding those cows last month, thought Bill, cost a pretty penny. Besides the hay, grain, bran, oilcake and ensilage, they were receiving an extra dessert in the form of last year's potato crop for which there was no market. "What's dairying coming to," commented Bill, "when the price goes down in the month of March and when feeding costs are the highest of the whole year."

And as for the test—there's something wrong there, thought Bill. How is it that Jake Clarkson, the cow tester, has not found a cow in my barn that tests below 4 per cent.? and here I am paid on a 3.5 per cent. basis. If the cows were getting even a little grass in the fields it might account for a decline in test, but they are getting just the same feed they have received all winter, except the potatoes taking the place of mangolds. The theory that a cow's test will vary, may be allright for that editor of "Butter-Fat," but you can't tell me that all my cows are going to drop five points with all the care I'm giving them? From Bill's point of view things looked black, especially when he contemplated breaking up a dairy herd he had been years building up, so instead of taking the team out to plow in the backfield, he penned the letter we have mentioned and despatched the matter from his mind.

### Who Are We?

Now Bill, we have taken a mental note of all you have said and even imagined your thoughts, and we are now going to give you an explanation.

First of all, we are going to change that YOU of yours into a WE, for you are still one of us, and it is that unity, standing shoulder to shoulder with your fellow workers that helps us to overcome the difficulties that surround a co-operative association like ours.

Now is it reasonable to suppose that your directors, who are farmers like yourself, to whom you have given the great responsibility of governing your business should deliberately upset a perfectly good association member like you, Bill, and imperil the good relations of the other 2702 dairymen who are aligned with you in this co-operative organization?

### Indy's Milk to Blame for Drop in Price.

Your management which you control, does not buy your milk like the independent dealer purchases his supply from Indy Smithers. Your product is sold to the best advantage on various markets in different forms, and you get the full price it brings, less the cost of marketing. If you were paid more than the price received for your product, this business of yours would not last very long.

You were at the annual meeting, Bill, and there learned where every cent of your money was expended; you were told of the savings that had been made, the economies that had been effected, the conservation and sale of by-products that were formerly wasted and the economical management of your business. That time-worn "overhead" bubble of Indy Smithers that is commonly used everywhere to discredit co-operative endeavor is completely busted.

The fact is, the price is down solely as the result of Indy's selfish action and that of his fellow independents in supplying ammunition in the form of milk to the independent dealer, who is using that milk to increase his business in the only way he can do it—to slaughter the price and thus demoralize the market to your detriment and that of your fellow co-operators.

### Widespread Price Cutting

Since the advent of several new dealers into the retail dairy business in Vancouver there commenced a little sniping here and there at our accounts by the cut price method. This has been growing until last month it developed into active raids upon our established business, and today there exists the most widespread campaign of price cutting we have ever encountered.

Milk (and remember it's Indy's) is being sold in certain stores to the public at 8c per quart. What these stores pay for it can only be imagined; it is reasonable, however, to suppose that they are not selling at a loss. Pasteurized milk in bulk is being delivered to cafes, restaurants and hotels as low as 28c per gallon. We have lost a few accounts, but to hold on to our business your management has met the cut prices and you are the loser, and the peculiar thing about the whole business is that the public in general do not benefit from this price cutting.

When your neighbor, "Indy," again attempts to run down your association, just tell him that if it were not for the likes of him, who are taking advantage of you and your fellow co-operators, there would be a fair living for all of us in the dairy business.

### The Falling Test

Now, Bill, about that falling test of yours. You told us about your test dropping five points, but you did not mention that your milk receipts had more than doubled in the last month. We take your word for it that your cow-tester has not found a cow in your barn that tests below 4 per cent., but you must remember he only tests one day in the month at the farm, whereas your composite at the plant that is tested contains every day's sample of your milk as it arrives at the dairy. And then you keep some milk back for the house and also use some for feeding your calves which should be accounted for. If you refer to your monthly statement of this time last year, you will find that your test dropped in a similar fashion, in fact, it is general and seems to be a



natural tendency in the spring of the year, not only in the case of our association, but wherever cows are milked. Upon re-testing your composite sample it was found that it tallied with the test of daily can samples taken from your shipments, showing there was a decline in your test.

There is nothing we should like better than you to visit your plant and investigate this matter for yourself, for we know you will be thoroughly satisfied that you are being fairly treated.

#### Feed and Test

The point we wish to emphasise is that feed, however good, does not materially effect a cow's or herd's test, and we herewith print an authoritative statement on the subject from the work of that noted dairy expert Professor Ecklels in "Dairy Cattle and Milk Production," which we hope will convince you on this point:

"It would seem reasonable to assume that the richness of the milk would be influenced by the feed received by the animal. This question has received much attention by experiment stations in this country and in Europe, and the evidence is conclusive that the fat percentage of the milk can not be changed permanently by any method of feeding. Certain experiments have shown that sudden changes in the ration—for example, greatly increasing the protein or oil content of the ration—may result in a small fat increase for a few days with some individuals; with others no effect is produced, and in any case the results are only temporary. No ration or method of feeding has been found by means of which a Shorthorn or Holstein can be made to give milk as rich as that of a Jersey or Guernsey.

"Wing made an interesting study of the relation of liberal and scant feeding to milk production and fat percentage, covering four years and including 21 cows. A record of the milk production and the fat was kept for a lactation period on a farm where the feeding conditions were very poor. At the end of the period ten of the cows were brought to the University Farm and fed liberally for two years; they were then returned to the farm and a record secured for the fourth year. The seven cows that were continued the four years showed the following results:

	Lbs. Milk yield	Fat percentage
On farm, scant ration.....	3,340	4.40
University farm, good ration	6,383	4.65
On farm, scant ration.....	4,492	4.43

"The good feed and care resulted in nearly double the amount of milk produced under the poor feeding conditions on the farm. The result of the good treatment was carried over to some extent the following year when the herd was returned to the original farm conditions. The richness of the milk, however, was not increased to any appreciable extent by the better feed."

#### IN THE LIMELIGHT

Now that Vancouver's Mayor has his initials L. D., affixed to a prominent mountain in this vicinity by the Geographic Board according to press reports, it has dawned upon one of our readers that many of those beautiful and lofty sentinels that guard our fertile Valley are without a name. Supposing some publicity seeker should get his tag on one of these mountains. For instance Mt. Almond has a euphonic appeal and might suit the Geographic Board, and then you know, 'Arry has done so much for the Fraser Valley farmer, that he might get the chance of following in the footsteps of his chief in preserving his name to posterity.

Speaking on this subject The British Columbian editorially announces:

"Could there be anything more painfully inept than to burden a respectable peak by association with the red tie, the eternal cigar and the publicity seeking stunts of a man whose sole claim to fame is some not easily understood ability to roll up a big vote in the Terminal City?"

## F. V. M. P. A. Members

There will be held a series of meetings, at the different F.V.M.P.A. Locals shortly.

At which your Directors will review the business of the last annual meeting and deal with matters of importance that need your attention.

You are earnestly requested to attend your Local meeting, the date of which you will receive notice of.

**Every active Member should attend.**

W. J. PARK, President.

#### FRASER VALLEY MILK PRODUCERS' ASSOCIATION

405 Eighth Ave. W., Vancouver, B. C.

## IT'S QUALITY THAT COUNTS WHEN BUYING S E E D S

And when QUALITY is combined with SAVING PRICES, you have a combination that is hard to beat.

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#### A Complete Stock to Supply Your Needs

Seed Grains, Grass Seeds, Field and Garden Seeds. Seed Potatoes and Fertilizers.

#### FRASER VALLEY MILK PRODUCERS' ASSOCIATION

(Seed Department)

405 Eighth Ave. W., Vancouver, B. C.



# The Letter That Was Filed--Why?

To The Mayor and Council,  
City of Vancouver, B. C.

Gentlemen:

The considerable publicity which attended the proposed legislation for the relief of dairy farmers in the Fraser Valley area has resulted in two things.

First, a natural disappointment to some 3000 dairy farmers who again realize that for another year, at least, they must continue to shoulder the whole burden of surplus milk produced by the entire Fraser Valley area, when responsible for but 75 per cent. of that burden.

We do not wish to discuss here, the purport and equity of that proposed relief measure, other than to state that your body, after studying the final draft of our bill, must surely have been seized with our integrity of purpose, as evidenced by the insertion of clauses 21 and 22, as noted hereunder, which more than met your contention that a control was desired:

21. Nothing in this Act shall be construed as giving power to a Committee to fix prices at which milk and/or surplus products may be sold, or to direct in what quantity, to whom, or when milk and/or surplus products may be sold or disposed of by a dairy farmer or in any way adversely to affect the interests of the consuming public.
22. When it can be shown by any responsible body that by virtue of the powers contained in this Act, any dairy farmer or group of dairy farmers, is carrying on his or their business in such manner as to adversely affect the interest of consumers, the Lieutenant-Governor-in-Council may suspend the functions of the Committee until such time as the condition complained of shall have been corrected; provided, however, that any dairy farmer or group of dairy farmers against whom complaint is made shall have the right to appear and defend any action or complaint lodged against them.

The second result of the publicity, is of deeper concern for the moment, inasmuch as it deals with the motivations of your Council in its opposition to the proposed Bill.

A clean open constructive opposition is always to be welcomed, but a reference to the recent press reports reveals a campaign which apparently had for its objective the discrediting of our Association and its products to the public of Greater Vancouver.

Quite unwillingly we are forced to this conclusion through the lines of conduct taken by Mayor Taylor, City Solicitor Williams and Alderman H. E. Almond, though we are yet unable to bring ourselves to the belief that the actions of these gentlemen had the full and unqualified support of your whole council.

By implications, inferences and direct statements which fell but little short of slander these three civic officials, through their public utterances spread the impression abroad throughout the whole Dominion, that our association was incompetent to manage its business and that its product was of inferior and questionable quality.

The action of City Solicitor Williams, on February 22nd, 1928, in placing ten bottles of milk upon the table of the Agricultural Committee room, two of which were in a state of obvious decomposition, could have been intended for no other purpose than to mislead and influence the Committee.

It is significant that when Dr. Underhill and Mr. Vance were questioned in camera before the Committee at that time, the official records of your Health Department were not produced, although Dr. Underhill and

Mr. Vance were seen perusing them in the public lobby of the Empress Hotel.

That your City Solicitor's innuendo was effective is amply proved by the determination of Dr. Wrinch to reopen the enquiry for a further public hearing upon March 1st, 1928, after having decided to finally consider the Bill in Camera on February 27th, 1928.

The City's representatives who were present at the March 1st, 1928, enquiry heard the chairman state, as a result of a question put by a member, "We had an urgent request that we should hold an enquiry to satisfy the people of Vancouver that their milk supply is satisfactory. We want to prove it is, because it appears that a great deal of criticism has arisen with regard to the milk. We have all heard it, and we want an official report on that."

Then, and then only were the official records of Vancouver's Dairy Scores produced and we are of the opinion that they would never have seen the light had it not been for the insistence of the chairman of the agricultural committee.

Here, we must ask you to consider this extract from the transcript of evidence of the March 1st, 1928, enquiry:

City Solicitor, Vancouver: "Mr. Chairman, I think this is with reference to the samples of milk being placed on the table before the Committee. A report went back to Vancouver that the dairies were supplying poor milk."

Now, if the City Solicitor was working solely in the interests of the citizens of Vancouver, and neglected to previously acquaint himself intelligently of all the departmental information at his disposal in respect to the quality of milk sold in the City, was he not derelict in his duty?

And assuming that the City Solicitor did the obvious thing and availed himself of his natural right to examine the private and official records of your Health Department, the production of the information gained therefrom would have negated the damning inference made by the bottles of decomposed milk.

The City Solicitor's failure to produce the official records at the beginning of the hearing, and at all times when the quality of milk was brought into question, particularly, when the sample bottles of decomposed milk were put on exhibition by the City of Vancouver, and the final production of the records on March 1st, 1928, only upon demand by the Agricultural Committee, constitutes, in our opinion, a grave reflection upon the strict impartiality of the City Solicitor's office.

In connection with the above, it is significant that at the enquiry on March 1st, 1928, Mr. Vance was forced to admit under cross examination that our Association is supplying milk superior in health and food qualities to any other dairy in Vancouver.

Further, it is of marked significance that your city analyst, while still under cross examination, admitted that eight sample bottles of milk were shipped to Victoria, on February 13th, 1928, and another eight samples were shipped on February 20th, 1928.

The appearance upon the table of the committee room of two of the first eight samples (at least ten days old) along with the last eight samples, together with the admission by Mr. Vance, under cross examination, that he had received his instructions to collect and ship them from Dr. Underhill, and that the samples were forwarded without the customary proper precaution of packing in ice, indicates a motive which warrants your explanation.

In view of your City Analyst's evidence under cross examination that our Dairy's Plant score is the highest in Vancouver and its milk the most clean and whole-



some, we frankly cannot understand the motive underlying such a line of conduct and we must therefore leave it to the public to judge.

We must also ask the public to judge of the following:

That the acceptance by Alderman Almond, chairman of finance, of a position on the special committee, to watch the city's interest was subversive of his aldermanic position, inasmuch that he being president of the City Dairy Co., Ltd., was an interested party and could not, therefore, judge impartially for the city.

That the City Solicitor's zeal in behalf of the City was influenced by the knowledge that the defeat of the proposed measure would be pleasing to Alderman Almond.

That this is borne out by the evidence given before the Select Standing Committee of Agriculture, Legislative Assembly, Wednesday, February 22nd, 1928, as note the following extract from the transcript:

Alderman H. E. Almond (representing himself as an independent milk dealer)—

"Mr. Williams has made a wonderful speech and I feel like going back to Vancouver and recommend to the Finance Committee of the City Council that his salary as City Solicitor be increased."

and again:

"There is not much more that I could say as Mr. Williams has covered the ground and has taken all of my ammunition."

You cannot but admit that while the activities of your city officials besmirched the reputation of our association, they produced a result of far graver import to the City of Greater Vancouver, inasmuch that by your acquiescence in the pernicious campaign conducted, our city today stands libelled throughout the whole of Canada as having a milk of inferior quality.

In justice to the men who produce and distribute milk in Vancouver, in fairness to the members of your Council, who were strictly impartial in their opposition, and for the sake of our city's reputation, some measure of disclaimer and retraction should be forthcoming from your council, otherwise the records of your health department must be disowned as valueless.

Respectfully yours,

FRASER VALLEY MILK PRODUCERS' ASSN.,

Per A. H. MERCER,  
Secretary.

March 23, 1928.

### HOW TO PRODUCE GOOD MILK

1. Don't mix warm and cold milk together. Never mix any milk together without first thoroughly stirring the same.
2. Use a stiff brush, a good dairy washing powder and plenty of hot water in washing all milk utensils, at least once a day.
3. Cool your milk before clamping the lids down tightly.
4. Wash your cans as soon as possible.
5. Don't feed silage, hay or any feed that may transmit an odor into the milk, directly before milking time.
6. Keep your milk in the milk house—and not the barn.
7. Keep your barn whitewashed the year around.
8. Keep manure piles out of paths of the cows.
9. Deliver milk every day.
10. Groom your cows daily.

—Pittsburgh District Dairy Council.

### FACTS ABOUT FORMALDEHYDE

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2. The solution does not lose strength when used.
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to  
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VEAL, PORK, MUTTON and also DAIRY COWS.

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our yards for us to sell on commission for you, wire  
or phone and we shall endeavor to handle them  
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## FINDING THE TRUTH

By Plant Superintendent E. Rive

President of a Local and Secretary of a Local  
Get Information First Hand.

Now that the more important matters are more or less by way of passing into the realm of history, let us look at home and the family circle, so to speak, meaning our own members and our own factories and our own employees. We, Us and Co. giving full place to the Company.

Not wars and rumors of wars concern us just now, but doings and rumors of wrong doing.

For instance, and for a little while we are going to think and speak of one plant in particular, the Delair Plant.

It was our pleasure not long ago to receive a visit at the Delair Plant from the President and Secretary of a Local where disturbing rumors were rife.

The rumors stated that "so and so" lost two or three hundred pounds of milk last month, that some one is always ten or fifteen pounds short daily, that someone else is continually robbed on his test, that the employees take their supply of milk from the farmers' cans, robbery again, and so on from mouth to mouth, from farm to farm, from member to non-member, and we were about to say from the co-operator to the independent, but is that co-operation, to magnify rumored irregularities, pass them on to all and sundry, and take no steps to verify or disprove by a visit to the plant? How many new members will such statements attract to our association?

For the express purpose of finding out the truth this President and Secretary visited the plant. They inspected the weighing in, observed the scales, noted how the samples were taken and checked up to see what weight was recorded when a full can was dumped, and oh, yes, what are all the small cans or lard pails in the corner of the platform filled with milk?

We have a number of employees living near the plant and on the premises. There is no milk delivery and they are not allowed to help themselves, but each morning they leave their pails with the platform man, who measures out to them a quart or a pint, or whatever they want, and puts the pails in a cool place for them to take away at meal time. Observe that he takes this after the milk is sampled and weighed and no individual farmer is the loser. The platform man makes his return of the milk so given out daily, and this is all collected for at the rate of 8c per quart, so the Association is not the loser.

This explanation was of evident interest to the visitors mentioned because the rumor that men were allowed to help themselves out of farmers' cans was causing great dissatisfaction in that particular neighborhood.

As to test, it is the privilege of any member to come and see his milk tested at the proper time, and every courtesy is extended to members availing themselves of this opportunity.

So let us be co-operating co-operators.

The man in charge of the plants will co-operate, get acquainted with him, if he makes a mistake he is man enough to acknowledge it, if his men were dishonest he wouldn't have them long.

Let us consider for a moment the effect of rumors and unverified reports that are calculated to harm the cause of co-operation.

Supposing that any member is placed in a position of trust for some firm, or is in business for himself; that someone starts a rumor that this member is worth watching. No, it was never proven that he actually did steal; but someone told his neighbor that his wife's brother-in-law's cousin had heard from a member of his lodge, whose uncle is a non-co-operating co-operator, that if he didn't it was only because he never got the chance. This is really the position in which some of the men in responsible positions are placed by these reports, and we would suggest that the president and secretary of every local make it their business to know the plant which receives their milk, to know the man in

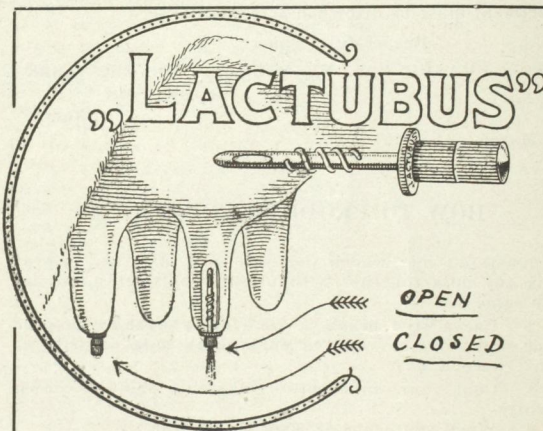
## MINERAL MATTER MAKES MILKERS



**BURNS' STERILIZED BONE MEAL  
IS THE BEST MINERAL FEED**

**It is Specially Prepared to Meet the  
Mineral Needs of Dairy Cattle**

**P. BURNS & CO. LTD.**  
VANCOUVER, B. C.



## YOU NEVER KNOW

**THE DAY YOU MAY NEED A LACTUBUS  
MILKING TUBE**

This new patented solid silver milk tube has saved many a cow's udder from permanent injury.

We have just received another shipment of the (long form) Lactubus, which we will mail to any address for \$1.25.

**FRASER VALLEY MILK PRODUCERS'  
ASSOCIATION**

405 EIGHTH AVENUE

VANCOUVER, B.C.



charge, and to meet him in the right spirit, not of a critic, but of a co-operating co-operator, just the same as the president and secretary just referred to, and we repeat this term, a co-operating co-operator, because we are rather taken up with it.

Let us all think this over. Criticize by all means, but do it constructively and not destructively, do it to help and not to damn, and while we have referred to Delair specially, it is not to be assumed on any account that the shippers to Delair are sinners above all other men. Rumor and gossip make no distinction of border or breed or birth, and all districts are more or less guilty of lending a too ready ear to "static."

### THE PRODUCER PAYS AGAIN

#### NEW YORK DAIRYMEN LOSE \$500,000 A MONTH

The life and the business of co-operative dairymen is being threatened in other parts of the world besides here. Recent despatches from New York indicate that the stability of that market has been upset by the independent dealers cutting prices, and the farmers there are consequently losing half a million dollars a month. This senseless waste of capital, which is the hard earned money of the farmers, could be avoided if they would only all co-operate. But farmers there are apparently the same as everywhere else.

This is what the official organ of the New York Dairymen's League has to say about it:

Cutthroat price cutting in the wholesale bulk milk trade of the New York City market was again becoming rather common as this issue of the Dairymen's League News goes to press.

Milk was being offered by small independent dealers at from five to 80 cents per 100 pounds under the prevailing market figure. Their ability to make these price reductions was possible because they were finding it easy to buy the milk of unorganized farmers back in the country at almost any price they offered. With the surplus supplies increasing brokers and small country dealers were dumping their stocks at anything they would bring rather than make butter, cheese or other products.

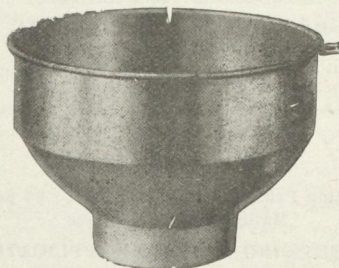
The price cutting in the city was not spread through the entire trade. It was taking the form of gorilla warfare with one small independent dealer who found cheap stocks available going out to take the business of some competitor. In some cases the victim of these attacks retaliated by sending into the country for cheap milk and upon getting a supply went out to cut under the man fighting him.

The situation was regarded as dangerous, for a continuation of this practice will result in its becoming more widespread and may extend to the better trade. Effects of such a condition would be disastrous to the entire dairy industry.

### THE DUTCH PRACTICE OF GROWING MORE GRASS

The system of grassland practised in some parts of Holland has much to recommend it. During the early season, milking cows are allowed to graze a proportion of the pastures, whilst the remaining grassland is kept ungrazed and mown at a very early date for hay. After getting in the hay, the dairy animals are then moved on to the rich aftermath for the remainder of the season, and the pastures from which they have been removed are cut frequently from that time onwards, the grass never being allowed to grow longer than a few inches. The practice is to mow early in the morning, after completion of milking operations, the grass being allowed to wilt until later afternoon, when it is taken up and filled into the stack for preservation as silage.

## THE SANITARY WAY OF STRAINING MILK



### The New Sterling Sanitary Milk Strainer

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## Editorial Comment

### "SAVE THE FARMER"

It will be remembered with what energy the Vancouver Board of Trade marshaled its forces, spent its money and gave its support to help the fruit farmers in the Okanagan in their effort to market their product co-operatively. When the Okanagan fruit growers sought legislation, which was of so far-reaching a character as to control the prices which the Vancouver consumer would have to pay for O. K. fruit, this same Board of Trade again lent its aid. But when the farmers of the Fraser Valley, right at Vancouver's door, (whose prosperity would reflect to a greater extent the prosperity of Vancouver than ever the far-away Okanagan could possibly do), ask for a simple measure from the Legislature that would place them only in a position of equality with the independent farmer, and which in no way effects the price of the product to the consumer, this same body of prosperity boosters turn a deaf ear. Not content with actively opposing our bill and sending delegates to Victoria for that purpose, they take some credit for the defeat of the Dairy Equalization Bill, and it is even cited as one of the great achievements of the past year's activities of the Vancouver Board of Trade by its retiring president at the annual meeting of that body. The following published report given at this meeting is illuminating evidence of the peculiar attitude of helping one farmer and knocking another:

"Proposed Act for the Relief of Dairy Farmers—Your board successfully opposed the attempt of the Fraser Valley Milk Producers' Association to secure legislation at the present session of the Legislature, which, in brief, involved the important principle of the distribution of milk throughout Greater Vancouver. The board felt that the principle involved in the proposal was of so far-reaching a character that it would be unwise for the Legislature to grant the privileges asked for in the proposed bill."

And if this was not enough, and in order to "rub it in" here is another press report which gives further proof that the Vancouver Board of Trade is directly opposed to the dairy farmers' interests, not only in the Fraser Valley, but throughout Canada:

"VANCOUVER, March 24.—The Australian trade treaty was endorsed by the council of the Vancouver board of trade at a meeting held on Thursday. No interference with the present treaty, is, in brief, the text of the resolution, copies of which will be forwarded to Premier Mackenzie King, the minister of trade and commerce, and the federal members from British Columbia."

## ABOUT OURSELVES

With this issue of "Butter-Fat," our publication enters upon its sixth volume. Owing to a natural modesty on our part we have generally allowed our birthdays to go by unheralded, but we feel that after five years of effort to give our membership a journal designed to review the business of our Association and impart information thereon, to spread co-operative ideals, to render help in the growing of crops and management of the dairy herd, to furnish advice in improving our product, in short, to follow the motto of that great co-operator Sir Horace Plunkett that appears at our mast head, "Better Farming, Better Business and Better Living"—that we have not entirely failed in our mission.

It may be of interest to our readers to learn that "Butter-Fat" is not the first official organ of our Association. It was preceded by a four-page publication known as the "Fraser Valley Milk Producers' News," which lived for a short space of time during 1917. It was confidently predicted that the life of "Butter-Fat" would be equally brief, but we have survived through the vicissitudes of 63 issues, which includes two special issues in addition to the monthly numbers.

"Butter-Fat" was born at the annual meeting of our Association held in Chilliwack in 1923. The motion for its adoption being due to Members C. Lovoie of Cloverdale and Edwin A. Wells of Sardis and its name was endowed by Director W. L. Macken. The first issues of "Butter-Fat" contained twelve pages, its circulation then was 1700, and today it has grown to 16 and 20 pages, and our circulation has more than doubled.

The extraordinary reader-interest that "Butter-Fat" presents, is that the majority of its readers are part-owners of the publication, which renders it an exclusive and valuable advertising medium. This has been recognized by our advertisers, many of whom have been with us since our first issue. In this respect our membership who have taken advantage of the advertising space in "Butter-Fat" have been well repaid, which is evidenced from the hundreds of letters on our files bearing witness to the pulling power and successful sales that have resulted therefrom. Through this patronage "Butter-Fat" is practically self-supporting, a slight profit being shown above all operating expenses in our last balance sheet.

We cannot close this brief review of our activities without a word of commendation and appreciation to those many members, who by their advice, messages of encouragement, letters dealing with our business, press clippings and photographs that find their way to the editor's desk, which have helped considerably in the work of this publication, and for these tokens we are grateful.

We are told that we have reached close to the hearts of our readers, and in the making of friends we have naturally made some enemies. It is said that the truth sometimes hurts, and in our zeal for the welfare of our Association we have been led to expound the principles of co-operation with such earnestness that may not be conducive to our well-being, but for that we have no regrets.

If we are privileged to guide the destinies of this monthly journal throughout another volume we shall continue to faithfully present the views of our Association, further the interests of co-operative marketing; and hope to more better render that service to which we are dedicated, "Better Farming, Better Business and Better Living," and your suggestions as to how we can better improve "Butter-Fat" will always be welcomed.

## BEST LIFE FOR A YOUNG MAN

Mrs. Harrison, of Wychnor, the first woman president of the Alrewas Agricultural Society (England), speaking at the annual show luncheon recently, said she still thought that the life of a farmer was the best life for a young man. The towns might be more attractive, but "God made the country and man made the towns," and she did not think men had yet improved on God.



### MONTHLY STATEMENTS

We wish to draw to your attention the necessity of keeping your monthly statements.

They are useful records for comparative purposes, showing the monthly weight of milk or cream shipped, test, values of shipments, payment on note, payments to S.S.B., etc., etc.

They give you the necessary figures for your income tax returns, and are quite valuable in many respects.

It takes considerable time to turn up our copies to extract information which is sometimes asked for, and whilst we are always glad to be of assistance in this way, yet it would be unnecessary if the statements were on file for reference.

### FRASER VALLEY MILK PRODUCERS' ASSOCIATION

Head Office: 405 Eighth Ave. W., Vancouver, B. C.

### DIRECTORS TAKE THE ROAD

In another part of "Butter-Fat" you will see a notice from our president, W. J. Park, urging you to attend your local meeting to be held soon after the receipt of this issue. As we go to press the dates of these local meetings have not been definitely arranged, but each member will be notified of the date and place of meeting.

These meetings give every member an opportunity of having a voice in the affairs of our Association. They enable the members to come in close contact with the directors, who are able to give the membership a more detailed idea of their business than is possible by any other method.

In the opinion of our president these series of local meetings are of more concern than perhaps any other previous meetings in our history. Matters that will influence our future and policies that may have to be adopted will be laid before you for your consideration.

Every member should make it his or her duty to be present at one of these meetings.

### WAR ON CO-OPERATIVES

#### One Million Dollars to be Created to Fight Agricultural Co-operative Marketing Organizations

The news that a million dollar fund is to be created by opponents to co-operative marketing for the avowed purpose of killing co-operatives should place every co-operator upon his guard and instil in him a determination to stay on the side of co-operation, unless he wants his industry to perish.

From the following it will be seen that a determined effort is being made to break the co-operatives in the United States:

"A very powerful organization has been formed for the purpose of fighting co-operative marketing activity, says Seymour Jones, Washington state market agent, in his weekly bulletin. The organization has been named the Federated Agricultural Traders of America and embraces the various combinations that are handling products as middlemen, price fixers and profit-takers in all lines, and also includes banking and manufacturing institutions. This new federation, says Mr. Jones, claims that co-operative marketing for the agricultural classes means a heavy loss to its members and is wrong from an economic standpoint, and that it would be profitable to spend \$1,000,000 now to combat the advance of the co-operative principle. This effort of the market-controlling agencies to keep the agricultural producers from securing profits to themselves will probably arouse the farmers to still greater efforts for organization and the fight will be a

bitter one. The farmers can win if they stick together, says the market agent."

Just how this million dollars will be spent it is not difficult to determine. Will it not be used as a bait, in the form higher prices than the co-operatives can pay to wean away the unsuspecting ones from the fold of co-operation? This has happened to nearly every co-operative organization that has gone to the wall, and it will take place again.

The same juicy bait of a few cents price advantage was dangled before the co-operative tobacco growers in the Southern States and they fell for it, one by one, and now they are in the grip of the tobacco interests. The prices they received for their crop after the fall of the organization were not worth collecting, and in many cases the tobacco crop was left unharvested in the fields, and has been plowed under for fertilizer.

The question might well be asked of ourselves: How much is now being spent in the Fraser Valley to break this association of ours? The ten cents per pound butter-fat that is being offered above our rate looks mighty tempting for the moment. But what of the future? It is plain that if we do not stand together we shall go the way of these other co-operatives.

### ROTATING CROPS

One of the newly elected bishops caught a tartar a little while ago when visiting a certain parish in the Old Country. Leaving the church he noticed that a part of the churchyard was under a seemingly flourishing crop of potatoes. This annoyed him, and he said indignantly to the Vicar: "Mr. Vicar, when I come here next year, I trust that I shall not find God's acre desecrated by potatoes." "You won't, my lord," said the Vicar. "I am not such a fool as all that. I intend to rotate the crops—cabbages next year, my lord."



### Door to Door Delivery by the Big Red Trucks

The Fraser Valley Motor Freight Service is designed to give the maximum of service. The big red trucks pick up goods at the warehouse and deliver them to the consignee.

Delivery trucks are maintained at Vancouver, New Westminster, Langley Prairie, Abbotsford and Chilliwack for picking up and delivering goods shipped by the main line trucks to these points.

Convenient daily schedule. Fast, frequent and reliable service by a responsible organization and its efficient employees. C.O.D. shipments a specialty.

Ship by Fraser Valley Motor Freight

B. C. Rapid Transit Company's

### Fraser Valley Motor Freight Line

A Branch of B. C. Electric Service



## ITEMS OF INTEREST

## MILK ENQUIRY

An investigation into the whole milk situation in the Fraser Valley will be commenced in the near future, according to the Hon. E. D. Barrow, Minister of Agriculture.

In order to bring to the enquiry expert knowledge in economics and dairying conditions in the Fraser Valley it has been mentioned that one of the professors of the University of British Columbia will be appointed upon this commission.

\* \* \* \*

## POTATO GROWERS ORGANIZE

Dire necessity has brought into being practically every co-operative marketing organization in the world.

With most of our Valley farmers feeding last year's crop of spuds to the cows, and if they have been fortunate enough to sell them obtaining from \$6 to \$10 per ton, the potato market here has reached a sorry state.

We wish the new co-operative every success, for it is closely allied to us, as many of our members are vitally interested, as will be seen from the following elected executive of the new organization: Geo. Challenger, Ladner, F. N. Sinclair, Chilliwack; Mr. Brown, Surrey; Mr. Harris, Delta, and Mr. Beharrell, Matsqui.

\* \* \* \*

## ON THE AIR

Your advertising department is testing out a new and popular means of advertising our association and our product.

Many farm homes have installed radios, and if those of you who are "listening in" will tune into radio station CKWX on Friday between 6.30 and 7.30 p.m. for the next few weeks, you will hear some familiar voices that you know, and also a good programme of music by our concert party.

\* \* \* \*

## WORTH \$72,000,000

In 1927 the value of all agricultural production in the province was about \$72,000,000. Of products not produced in sufficient quantity to supply our needs, or not produced in the province at all, it was necessary to purchase \$22,000,000 worth.

Of the \$22,000,000 worth of foodstuffs purchased by British Columbia in 1927, less than \$4,000,000 was spent in foreign countries, \$18,000,000 being spent in the other provinces of the Dominion. The largest single item purchased outside the Dominion was butter. About \$1,000,000 worth of butter was bought from New Zealand. Nearly three times as much was purchased from our sister provinces.

\* \* \* \*

## A GOOD THING

The Health Department of the City of Vancouver has done one good thing for the dairy industry here, in recommending that legislation be enacted permitting the sale in Vancouver of only certified milk, raw milk from plants under special regulations and the pasteurized product.

\* \* \* \*

## TOMMY ATKINS LIKES OUR MILK

Pacific Milk is not only famous here at home, but its popularity is gaining in different parts of the world.

When the British Army of occupation in Shanghai had their first taste of good Fraser Valley milk made into "Pacific," they naturally wanted more, and three shipments have gone forward to Shanghai and one consignment to Hong Kong.

Besides these foreign shipments a large order has recently been despatched to Lima, Peru. Other export orders that have been filled of late include shipments to Kobe and Yokohama, Japan; Seoul, Korea; Makambo and Gizo in the Solomon Islands, and Salaverry, South America.

Stocks of Pacific milk have been sold as fast as made owing to the demand to fill this export business as well as satisfying our domestic market here.

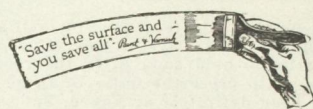
The Ladner plant of our association was reopened on the first of this month.



## B. H. "ENGLISH" PAINT

"The Paint with the Guarantee"

To protect, preserve and beautify your house, barn or other outbuildings, always use B-H "English" Paint. Goes further and lasts longer and is cheaper than ordinary paints. It is Canada's standard of paint quality.



**BRANDRAM-HENDERSON LIMITED**

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG  
MEDICINE HAT CALGARY EDMONTON VANCOUVER

## "Diamond Brand"

### Dairy and Poultry Feeds

are clean, pure, carefully milled and  
accurately mixed

Sold and Guaranteed by all  
F. V. Locals

Manufactured by

**Vernon & Buckerfield**  
LIMITED

Vancouver, B. C.



## REDUCING FEED COSTS

Getting the greatest money value from feeds fed to dairy cows is not entirely a matter of feed and milk prices. The U. S. Bureau of Dairy Industry has tabulated the feed and production records of 100,000 cows, taking the data from herd improvement association records. A comparison was made of the feed costs of cows producing 9,000 lbs. of milk a year with those of cows producing 4,500 lbs. The result shows that the higher producing cows require only 40 per cent. greater feed cost than cows producing only half as much milk.

On this basis let us assume a feed cost of \$80 a year for cows producing 4,500 lbs. of milk and 40 per cent. greater on \$112 a year for cows producing 9,000 lbs. milk. On the basis of feed cost per quart of milk, we find that figure to be 3.82 cents for the low producing cow and 2.67 cents for the better cow, a difference of 1.15 cents in favor of the latter.

This 1.15 cents a quart reduction in feed cost looks like a small item, but when applied to the production of 12 good cows for a year's time, it amounts to \$576, enough to pay 6 per cent. interest annually on nearly \$10,000.

The dairyman in financial distress desires immediate relief. In such circumstances, his first thought turns to increasing the price for milk. That seems to be the easy way to remedy the difficulty. Too often such men continue to clamor for higher milk prices and at the same time continue to give labor, stall room, and good feed to inefficient cows.

We agree that it is a worthy objective to secure a good price for milk—a price that also suits the consumer to the extent that he continues to buy liberal quantities of milk, but we hold that net income may be influenced upward in more ways than increasing the price of milk; to be specific, by improving the average production per cow.

This improvement may be accomplished by the elimination of low-producing, inefficient cows and by the use of sires whose daughters produce more than their dams. The task of eliminating low producing cows is simple compared to that of finding proven sires. The latter, however, is not an impossible task. The need in this direction is more records of dams and their daughters—more grade and pure-bred herds in herd improvement associations. Without this, we can not hope to take full advantage of the natural laws of inheritance.—Hoard's Dairyman.

## JOHN BULL TO DRINK MILK

A "drink milk" campaign beginning in April, on which the British Government will spend half a million dollars to encourage the drinking of milk, is announced by the British Minister of Agriculture pending approval by the Empire Marketing Board. Consumption of imported milk in Britain is said to be increasing. The amount of tinned milk consumed in 1927 is said to have been equivalent to 77,000,000 gallons of raw milk, and of condensed skim milk equivalent to about 57,500,000 gallons of fresh skimmed milk, an increase of 112 per cent. over consumption in 1921.

## HOW TO TREAT SEED POTATOES

**Corrosive-sublimate Solution**—Dissolve 4 ounces of corrosive sublimate in 2 gallons of hot water; then add 28 gallons of water. Soak the seed tubers from half an hour to two hours. The length of treatment should be varied according to the condition of the seed stock. If it is firm and has not germinated and has any considerable amount of black scurf on it, give the longer treatment. On the other hand, if it is much germinated or is free from black scurf give the shorter period of treatment.

**Formalin Solution**—Use 1 pint of formalin to 30 gallons of water. Vary the period of treatment, as advised above. Treat seed potatoes before they are cut.

## INTERNAL COMPETITION

"Internal competition had more to do with the downfall of the fruit grower of the Okanagan than any other condition or form of opposition," stated Inspector Clarke of Dominion Fruit Branch in an address to the fruit growers in Chilliwack recently. Two great efforts were made to secure a sufficient percentage of voluntary co-operation among the growers to save the industry from collapse and ruin. Opposition to the co-operative marketing idea and adherence to the personal liberty fetish he said defeated these efforts. A percentage of the growers preferred to have the industry go to the wall, rather than forget their prejudices, and legislation was required to compel growers to do what they ought to have done voluntarily in their own interest.

The great need for a better market and more adequate returns ten years ago brought about the co-operative effort of Fraser Valley dairymen. So universal was the cry for better returns that practically every dairyman welcomed and supported the co-operative marketing plan.

Similarly to the Okanagan, the volunteer plan has not proven a one hundred per cent. solution in the Fraser Valley. A number of producers have not been favorable to co-operation from the beginning, while some over-zealous co-operators cannot be accused of being over-diplomatic in their attitude toward the non-co-operator. These, along with other factors, have led to a widening of the breach and a great increase in the number selling through other than the co-operative channel. The so-called independent shipper is in the meantime receiving a greater price for his milk while the co-operator is receiving from seven to ten cents less per pound butterfat. In most instances the independent price is based on the settling rate of the F.V.M.P.A. and as this continues to recede, so does that of the independent. There can be no doubt that the present situation is going to lead to a diminishing return to practically all dairy farmers, while the city consumer will probably pay as much as ever. The real cream of the milk business will go to the dealer, as was the case ten years ago.—Chilliwack Progress.

## Very Queer

Father (reading school report): "Conduct, bad; reading, bad; composition, history, bad—bad—bad!" What is the meaning of this, Gerald?

Gerald: I can't understand it, Dad. Do you think it might be a forgery?—Punch.

# The Successful Farmer

Good stock, sound methods, and a helpful banking connection—these are the basic requirements of the successful farmer.

A helpful banking connection may be established by opening an account with the Bank of Montreal.

There are 45 Branches of this Bank in British Columbia, and each is

*"A Bank where Small Accounts are Welcome"*

# BANK OF MONTREAL

Established 1817

Total Assets in excess of \$830,000,000.



## NEW RULES

## "Aisy Chairs" for Cows

The following "take-off" from the Sunday News indicates that the English farmers are meeting with new regulations regarding milk production, which are being treated lightly by the author.—Editor.

"Notice!—The above regillations is just to go on with. If it should be found that any varmers and cowkeepers is still making a living, the Government will think out some more."

This note appears at the end of an amusing skit on the Tory attitude to farmers and farming which has just been published in the West of England, under the title: "Rules and Regillations of the new Milk and Dairies Order, according to Jan Stewer."

First of all, states the document, cowsheds must be ready for inspection at any time of day or night by:—

The local sanitary authority, inspector of cruelty to animals surveyor, medical ossifer of health, boy scouts, girl guides, the village policeman, town crier, rate collector, cap'n o' the vire brigade, and the district nurse.

In a section dealing with cowhouses are the following orders:—

All cowsheds must face towards the zouth. Any what faces towards the north mus' be turned around or pulled down and putt up fresh. Ten pound vine for all cowsheds what faces in the wrong direction.

All cowsheds mus' be furnished with aisy cheers and a sofa so's the cows can rest comfortable arter meals. A pianner or orgin shude be pervided if the varmer or eether of his chaps can play 'em. If not, there shude be a grannyfone or the wireless, as cows is very partial to music.

Every cow mus' be pervided with a looking-glass to zee if her horns is on straight. Powder puffs is not compulsory, but is highly recommended.

Vloors of all cowsheds mus' be covered with carpet. Linoleum won't do, 'cus it strikes cold to the cows' veet.

A bell must be pervided for each cow so's he can ring for the varmer if he shude want aught in the night.

Under the section "Treatment of Cows" it is ordered that everything must be done to make the cow's life 'appy and comferable, even to the fixing of the temperature for the cow's night and morning bath. "Varmers will be vined vive pound if their cows is looking miserable and fed up."

Lastly come directions for the proper behaviour of the milkers:—

Milkers is not to spaik cross to the cows. If they wants a cow to move wan zide or tother they mus' say "Plaise"; not, "Git over, you ramshackle zon of a cross-bred oss-radish." Cows is muty 'arted, and it spoils their milk to be spoke to that way.

If the cow flinks his tail in the milker's eye or putts his voot in the bucket, the milker is 'lowed to say, "Bother it," or "Dear, dear." If he says, "Darn your stoobid eyes I'll skin you alive if you daun bide still," he'll be vined vive pound.

## A NEW ORDER

Down in the country to the South of us where secret societies flourish, various lodges have emanated bearing the name of some noble animal, such as the Moose, Elk or Lion.

The promoters of such aspiring orders are apparently looking about for other animals by which to designate new lodges, for they are about at the end of their tether when they have to resort to the name of the "Goat." We are told that the latest and most exclusive lodge in which it is a great honor to take degrees "in the Land of the Free" is that of the "Mysterious Order (not Odor) of Billy-Goats." Its chief officers carry the dis-

tinguished titles of "Exalted Angora" and "Royal Angora."

Now, why these high places in this mystical order should be confined to just one breed of this excellent animal is something for the goat breeders to carefully investigate. It is strange, however, that the sterling qualities of the bovine animal should have been missed by these title hunters. We can quite understand the apathy of our Southern friends in steering clear from the male variety of the genus Bos. For instance, the title of the Ancient Order of the "Bull" might lend itself to some complications; but the "Distinguished Order of Cows" should be quite appropriate.

What more noble animal is there than the cow. In India she is a sacred animal and worshipped; she is more beneficial, benevolent and protective than any other animal in existence, and has earned the title of the "Foster Mother of the World."

If our suggestion is acted upon we respectfully advise that in order to avoid any jealousies between the various breeders, that careful consideration be given to placing or rotating the chief dignitaries in the "Distinguished Order of Cows." The "Chief Holstein Potentate" would give way to the "Exalted Jersey Ruler" when his term of office had expired. Likewise the "Distinguished Guernsey Past Master" would change places with the "Most Excellent Ayrshire Grand Principal." Thus, there would be an equality amongst the breeds and no particular one would be the high "muck-a-muck."

## All In the Family

A teacher asked: "Can anyone tell me the meaning of the word, 'collision'?"

No answer. The teacher explained: "When two things come together unexpectedly, that is a collision." Then the teacher asked:

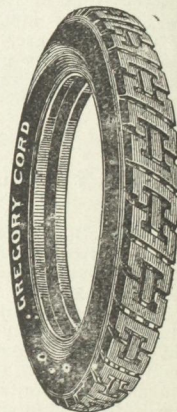
"Now can anyone give me an example?"

Little Jimmie: "Twins."—Silent Partner.

You Can Make

**Easy  
Money**

by buying B. C. Products and keeping your money in circulation in your home market.



ASK YOUR DEALER FOR

**GREGORY TIRES**

THE BEST COST LESS

**GREGORY TIRE & RUBBER  
1926 LTD.**

Port Coquitlam, B. C.



## Correspondence

To the Editor: Recent events regarding the milk bill would show that the question of adding a lady member to the board of directors should be considered. It is a well known fact that the majority of city people do not read the newspapers thoroughly. The unfavorable headlines practically seems to settle the idea in their heads that we are out to gouge them all we can.

Our president is doing good service in addressing various clubs throughout the city. The point is that it is the housewives who do the buying and in lots of cases the dairy patronized is because they like so and so as a driver and the question to them is solved.

My idea is that with a lady member addressing the various women's organizations and personally conducting parties over the association plants would be of considerable value to us.

Perhaps other members would be tempted to write on this subject.

H. V. TOSTEVAN,  
R.R. 1, Milner, B. C.

March 24, 1928.

### IT PAYS

To the Editor:

The young bulls we advertised in "Butterfat" are all sold and at good prices.

St. Mary's Mission (Father Ed. Maillard), Mission, B. C., got a fine young bull that won many prizes last summer.

W. J. Thompson of Rosedale, B. C., got a son of our great old foundation cow La Vata Mechthilde of Penticton (51188). This calf should be heard from later.

Another young calf went to west coast of Vancouver Island and still another to Terrace, B. C., on the C. N. R.

(Signed) G. A. PAULL,  
R.R. 2, Chilliwack.

### HIGH JERSEY RECORDS

Some highly creditable records are contained in the latest R.O.P. list, the following being those made by Jerseys owned by F.V.M.P.A. members in the Chilliwack district:

Fauvic Baroness St. Mawes—Four years 289 days; milked three times daily for 144 days; 9,246 lbs. milk; 461 lbs. fat; average per cent. fat, 4.99; Thos. Lister, Chilliwack.

Dream of St. Mawes—Five years; milked three times daily for 144 days; 7,320 lbs. milk; 466 lbs. fat; average 6.37; Thos. Lister.

Interested Mercedes—Five years; 9,333 lbs. milk; 465 lbs. fat; average, 4.98; Sydney Raby, Sardis.

### THEIR POINT OF VIEW

An Irishman and a Scotsman were passing a large Roman Catholic

church in Montreal. The Irishman, being a good Roman Catholic, took off his hat when they were passing. Sandy did the same.

After they had passed the Irishman said to the Scot:

"I didn't know you were a Catholic. I thought you were a Presbyterian. I was glad to see you take off your hat when you passed the Holy Church."

"Church!" said Scotty. "Mon, i thoct it was the Bank of Montreal."

## FIRE INSURANCE

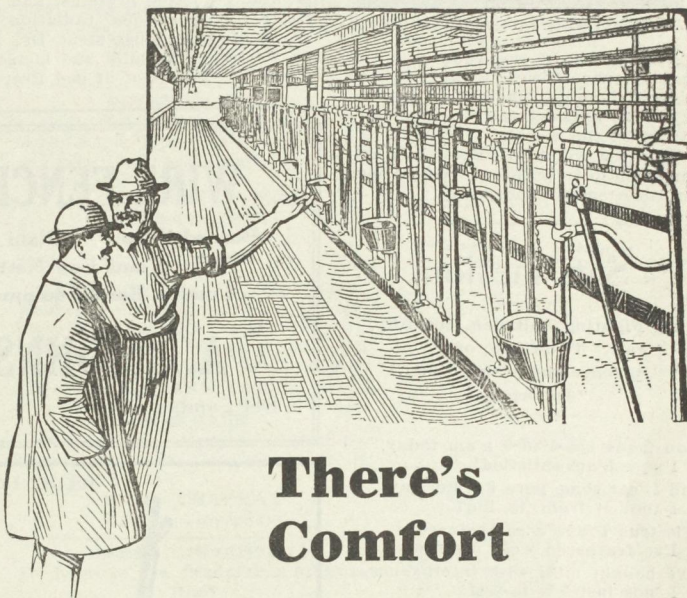
The London & Lancashire  
Insurance Co., Ltd.

C. O'D. BELL

Resident Agent, MATSQUI, B.C.

Telephone: Matsqui 2021.

AUTOMOBILE INSURANCE  
HAY INSURANCE



## There's Comfort

Many a farmer has been saved hundreds of dollars in building material and floor space by using the free BT Floor Plans. Our reduced prices are within reach of every progressive farmer.



Write today for a free copy of the big BT Barn Book. It contains 32 full page building plans, 143 full page photos and a thousand money-saving ideas. 336 pages in all of up-to-date information on stable construction. But the supply is limited—fill in and mail coupon today to make sure you get a FREE copy.

### COUPON

BEATTY BROS. LIMITED, 928 GRANVILLE ST., VANCOUVER

Send me the BT Barn Book, postpaid and FREE. I have filled in the coupon below:

Are you building a barn?..... Or remodelling?.....

If so, when?..... Size of barn?.....

Are you interested in Steel Cow Stalls?.....

Manure Carrier..... Hay Carrier?.....

Water Bowls?..... Horse Stable Fittings?.....

Water Pressure System?..... Engine Drive Washer?.....

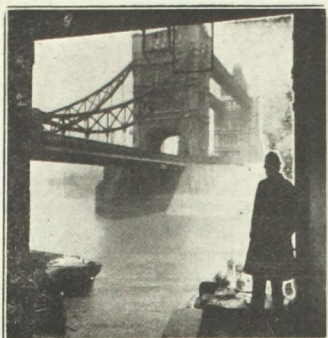
Your Name.....

Post Office..... R.R. No..... Section.....

Township..... Range..... Station.....

Town nearest to you.....





—Copyright, International News.

Looking across the Thames at the base of the Tower Bridge in the heart of London, England, which today is the greatest dairy import market in all the world.

The ever-watchful "Bobby" is evidently on duty at this particular spot for some specific purpose.

## Satisfaction

"A Fighting Milkman, Wealthy,  
"Fair," Two-fistic; of "Competence" he prates quite  
"Aphoristic."

You made me w'ot I h'am today,  
I sure h'am satisfied!  
Did I 'ear some pore Farmer say:  
I took it from 'is 'ide?  
'Tis true I 'ave a competence,  
I've feathered well, my nest,  
I've bought milk with intelligence,  
I 'nos just 'ow to test.  
The farmer 'nos I 'ave, and will  
Work well to do 'im good.  
Sometimes the Beans it pays to spill,  
But that is h'understood.  
My fren's the H'ef. V. H'em P. H'ay.  
'Nos I'm h'extremely h'able;  
'Ave they forgot that one great day  
H'i voted for their stable?  
There's no one 'oo 'as done so much  
To 'elp those good men true.  
For twenty years my gentle touch  
'As h'always stuck like glue.  
H'in "Biz" or from my Council chair,  
For farmer h'and the (City),  
I've spoken h'in a way mos' fair,  
(That last time was quite witty.)  
For there was h'i the farmer's friend  
Faced with those farmer gents;  
Wile h'i played middle 'gainst each  
end,  
TO SWELL MY COMPETENCE

### MINERAL MATTER

Lime and Phosphates Necessary  
For Producing Cows

Mineral matter (lime and phosphates in particular), are of vital importance to the heavy producing cow, and the best way of supplying

this and in a manner in which she can absorb it is a problem to which the Rowett Institute is devoting its attention. This Institute, which has been established to conduct research into animal nutrition, is located at Aberdeen in Scotland, and at the time of the Imperial Agricultural Research Conference was visited by many overseas representatives of agriculture. In speaking to these visitors Dr. J. B. Orr, director of the Institute, said that during the last four or five years the main work at the Institute had been the study of deficiency in dieting. This study included vitamins, minerals, and animal and vegetable proteins, and the effects of ultra-violet radiation. In the physiology department Dr. Magee was studying milk and lactation by testing the effect of cod liver oil

and other oils on calcium and phosphorus balance in the case of the goat. In the case of the milk cow, Dr. Orr believed that possibly the biggest problem was to get her to absorb a sufficiency of calcium to replace the lime that heavy milking drains from her system. This problem arises from the fact that when the breeder of super-cows produces members of his herd which yield 2000 gallons of milk in a lactation, he was asking the cow to yield ten times the supply of milk that she would have given in the natural state

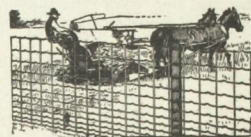
### WANTED TO PURCHASE

A few large, heavy-producing Guernsey grades. Apply

EDITOR OF BUTTER-FAT

## WIRE FENCES

Barbed Wire Plain Wire  
Poultry and Fox Netting  
Louden Barn Equipment

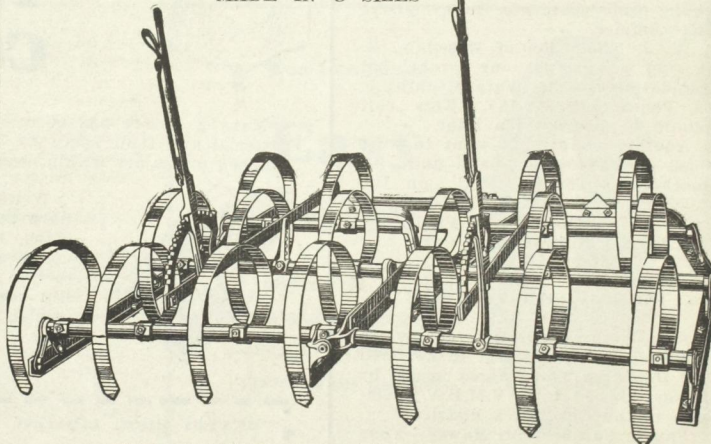


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844 Cambie Street

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MADE IN 8 SIZES



### THIS LEVER SPRING TOOTH HARROW

is an effective implement for pulverizing the soil, thoroughly renovating the field from weeds and quack grass. It is very popular on account of its general usefulness. Built for hard work under roughest field conditions. Double-pointed teeth give double wear.

Write, Phone or Wire to

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Phone Fairmont 308



## OPPORTUNITIES FOR THE BUYER AND SELLER

### "FARMER TO FARMER"

Copy Received up to the 30th of  
the month.

Classified and Breeders' Directory  
10c per line.

### Chestnut Madoc Farm

"Federal Accredited Herd No.  
3560."

Guernsey Cattle Chester White Swine  
Barred Rock Poultry

#### FOR SALE:

Owing to a large percentage of the  
calf crop being heifers, I am of-  
fering about six head of cows, or  
two-year-olds, or a limited num-  
ber of young calves.

#### Also—

Chester White Boars and Sows—  
If you are in the market for a  
young boar or sow for Spring de-  
livery, place order now.

Barred Rock Eggs for hatching,  
from our well known strain. This  
year I am using cockerels bred by  
James Dryden, Concord, Cali-  
fornia, whose sire was from a 314-  
egg hen.

Price per 100 ..... \$9.00  
Price per 50 ..... \$5.00

Baby Chicks if ordered very early.

CYRIL ROBERTS  
Chestnut Madoc Farm  
Sardis, B. C.

#### FOR SALE

Netted Gem, Certified Seed Potatoes  
at \$50 per ton F.O.B. shipping  
point. Sacked in three grades ac-  
cording to size. They are smooth,  
russet colored, good cooker. Last  
year's yield over ten tons per acre.  
Order now. Apply to—

JAS. CARMICHAEL  
Brader, B. C.  
Phone: Aldergrove 7-X

#### FOR SALE

One mare 8 years old, 1500 lbs.,  
or would consider trade for a good  
cow. Also a two-furrow 14-inch  
sulky plow in good condition. Cheap.

A. L. BATES  
Gifford, B. C.

Security \$55,000,000.00



British Columbia Branch  
VANCOUVER

### PAULHOLM HOLSTEINS

The home of "Agassiz Sir Faforit  
Pietje" 66111, the highest record  
bull in B. C. and of "Texal Burke of  
Crystal Springs" 72017, the four  
times junior champion and grandson  
of the champion 305-day butter cow  
of Canada. These and our fine herd  
of prize winning and R.O.P. cows  
are now in their new home on the  
Yale Road east of Chilliwack.

All our young bulls sold. Place  
your order for a fall calf.

G. A. PAULL & SONS  
R.R. 2, Chilliwack, B.C.

#### FOR SALE

Registered Holstein Bull; Nico-  
mekl Champion Mechthilde (69566),  
two years old.

W. TAMBOLINE  
Ladner.

#### HOLSTEIN BULL

Aagie Echo Hengerveld No. 42232  
born April 25th, 1918. Extended  
pedigree, full particulars and price  
from:

A. AND S. MATTHEWS  
Westholme, B. C.  
Accredited Herd

#### SILOS.

Announcing new Silo Sales Plan—  
Delivered direct to you at a big sav-  
ing—No Wood—No Hoops—No Nails  
—No Fixtures—No attention—Self  
adjusting. Write now for Catalogue.

HOARD COMPANY, Victoria, B. C.

#### FOR SALE

Seed Peas, Egyptian Mummy,  
large growth, good for silage. 4c lb.  
Less for quantity.

W. E. CHAPMAN  
R.R. 1, Cloverdale

#### A GREAT OPPORTUNITY To Improve the Production of Your Herd

FOR SALE: HOLSTEIN BULL  
"Beet's Posch Champion" (74287.  
Born June 14, 1927. Dam's record  
18,000 lbs. milk, 693 lbs. butterfat,  
average test 3.69; a successful show  
cow and sister to Clara Inka Keyes,  
First Prize Cow with record at Van-  
couver and Portland. His sire won  
his class at all Class A Coast Fairs  
last year and was Reserve Grand  
Champion at Vancouver and Victoria  
to an Ontario bull, and was third in  
the aged bull class at Toronto. He  
is now heading the herd of Hol-  
steins at the University of Alberta.  
Priced to sell. Apply—

W. WOOD  
R.R. 1, Cloverdale.

#### FOR SALE

Two tons Netted Gem seed pota-  
totes, passed two field inspections.  
Price \$18.00 a ton.

T. A. NEILANDS  
Glen Valley

#### FOR SALE

Frost & Wood Binder with two  
sets of trucks (field and road). This  
binder is in good working order and  
is a bargain at \$100. Apply—

P. L. SANDECOCK  
Aldergrove, B. C.

## Market Column

### FEBRUARY, 1928

#### Butterfat Receipts:

Sweet milk	.....Lbs. B.F.	270,880
Sour milk	.....Lbs. B.F.	1,043
Sweet cream	.....Lbs. B.F.	8,713
Sour cream	.....Lbs. B.F.	3,946
Certified milk	.....Lbs. B.F.	1,008
		285,590

#### Butterfat Receipts:

Eighth Avenue	.....Lbs. B.F.	146,152
Sardis	.....Lbs. B.F.	87,315
Delair	.....Lbs. B.F.	38,422
Borden	.....Lbs. B.F.	13,701
		285,590

#### Butterfat Processed:

Wholesale pasteurized fluid	.....Lbs. B.F.	34,865
Retail pasteurized fluid	.....Lbs. B.F.	45,427
Dealers' fluid	.....Lbs. B.F.	68,976
Ice cream	.....Lbs. B.F.	3,298
Butter	.....Lbs. B.F.	82,999
Milk powder	.....Lbs. B.F.	243
Casein	.....Lbs. B.F.	1,039
Cheese	.....Lbs. B.F.	.....
Pacific	.....Lbs. B.F.	23,543
Columbia	.....Lbs. B.F.	8,444
Borden	.....Lbs. B.F.	13,701

#### Milk and Cream Receipts:

Sweet milk	.....Lbs. milk	6,896,313
Sour milk	.....Lbs. milk	27,350
Sour cream	.....Lbs.	14,073
Sweet cream	.....Lbs.	33,243
		6,970,979

The above production shows an in-  
crease of 23,506 lbs. of butterfat over  
February 1927.

### MARCH, 1928

Sweet milk, 55c per lb. B.F., f.o.b. Van- couver.	
Sour milk, 30c per lb. B.F., f.o.b. Van- couver.	
Daily special cream, 48c per lb. B.F., f.o.b. Vancouver.	
Special grade cream, 44c per lb. B.F., f.o.b. Vancouver.	
First grade cream, 42c per lb. B.F., f.o.b. Vancouver.	
Second grade cream, 37c per lb. B.F., f.o.b. Vancouver.	
Off grade cream, 27c per lb. B.F., f.o.b. Vancouver.	

### March Butterfat Prices at Other Points:

Alberta (f.o.b. factory):	County	Central- izers.
Special grade	Creameries	45c
First grade	39c	41c
Calgary: Milk (only not on a pool basis), \$2.75 per 100 lbs., basis 3.6.		
Seattle: Milk (only not on a pool basis) f.o.b. Seattle delivery \$2.85 per 100 lbs., basis, 3.8.		
Milk f.o.b. condensory, \$2.15, basis 3.8.		

### I NEED THE MONEY

and will sell one ten-gallon wooden  
churn with hand and foot treadle.  
Any reasonable offer will be accept-  
ed. Also one 4 h.p. Associated Gas  
Engine, equal to new, a bargain at  
\$100; one Oat Crusher (12") in first  
class condition, price \$25; one Fluey  
Straw Cutter for \$20; one Root  
Cutter, both pulps and slices, price  
\$10; one adjustable Potato Hiller,  
price \$10; three Water Bowls for  
cow stalls, the lot for \$10. Apply—

GEORGE MCLELLAND  
R.R. 1, Eburne, B.C.  
Tel. Marpole 31-L2.



## Some Facts on **Royal Standard Fertilizers** for B. C. Farms

Farmers throughout British Columbia are rapidly realizing the value of soil fertilization. The real economy of an investment in commercial fertilizers is being every year demonstrated in larger crops, lower unit costs of production and a more stable and permanent type of agriculture.

In making his choice of fertilizers, the farmer should consider first the requirements of his soil—whether the limiting factor of crop is nitrogen, phosphate or potash—then choose that fertilizer which gives the greatest percentage of these three plant foods. For his protection, the Fertilizer Act requires a guarantee of these elements in definite percentages. The farmer should therefore buy his fertilizer by guaranteed analysis.

All Royal Standard mixtures are high-analysis, first quality goods, entirely free from filler and so composed as to fill the requirements of most British Columbia farms.

### GUARANTEED ANALYSIS

**Royal Standard "A"**—Water Soluble Nitrogen, 4%; Available Phosphoric Acid, 10%; Water Soluble Potash, 4%.

**Royal Standard "B"**—Water Soluble Nitrogen, 3%; Available Phosphoric Acid, 10%; Water Soluble Potash, 8%.

**Royal Standard "C"**—Water Soluble Nitrogen, 2%; Available Phosphoric Acid, 10%; Water Soluble Potash, 12%.

Use Royal Standard "A" as a top-dressing for hay and pasture lands at the rate of 400 pounds per acre. When applied with grain which is seeded down you can insure a good catch of grass-seed by its use.

For potatoes, roots and vegetables of all kinds use Royal Standard "B," the highest quality fertilizer of this particular type sold in British Columbia.

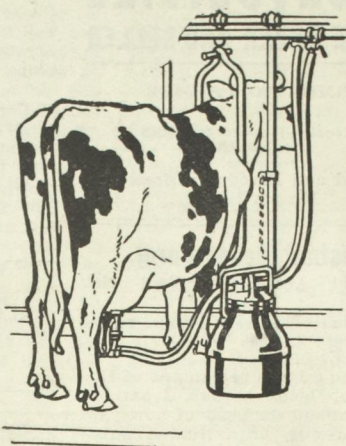
For legumes and all crops on very peaty soils use Royal Standard "C" Fertilizer. The percentage of nitrogen ensures an early growth while this type of soil is still cold in the spring.

## Vancouver Milling and Grain Company Limited

Head Office and Mills: Vancouver, B.C.

### BRANCHES:

Victoria      New Westminster      Langley Prairie  
Mission City      Courtenay      Duncan      Nanaimo  
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Replace your old Cream Separator with a 1927 IMPROVED DE LAVAL. New features—turnable supply can, easier turning, floating bowl.

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of Any Make.

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