

# MARKETING BUTTER

**PACKING AND STAMPING HAVE MUCH TO GO WITH THE SELLING PRICE.**

In a bulletin on dairying in California the agricultural department says that practically all the best creamery butter sold on the Pacific coast is in squares of about two pounds each. This method of handling butter is excellent in some respects, but it is subject to criticism in two important features: First, there is now no uniformity in the weights of the squares. One creamery sends cases of 90 15x15 pound squares, or 105 pounds, to Sacramento, and to the same market another creamery sends cases holding 60 squares, aggregating 101 pounds. This latter creamery also sends to San Francisco cases holding 60 squares of 95 pounds. It must be both confusing and annoying to handle squares of such varying weights, and no really good reason for the practice was found. Doubtless many people who purchase butter do not notice the difference in weights, but consider all squares alike, and the seller who can shave off the most without being suspected is the gainer. Such competition is not only discredit-able, but dishonest. The second criticism of the method of marketing butter relates to the packages. Eastern dealers have learned that it is more



economical and satisfactory in many ways to use cheap but neat boxes for shipping, which do not have to be returned, than to use the heavy and expensive trunks or chests that were so common only a few years ago. These latter are continually being lost and broken, cause annoyance at both ends of the line and require much labor for proper cleaning and this is too often neglected, while the cheaper packages have not these objections.

A correspondent of The National Stockman and Farmer says that if all butter put on the market were branded the quality in a very short time would be improved, as each brand would then stand on the merits of the product it represents. So long as good butter must be sold at an average price, so as to pay the groceryman to handle inferior grades, making the profits on the best grades bear him out, there is no incentive for the butter maker to improve her quality of butter. I use the premium assembled for the great bulk of butter is yet made by the farmers' wives. The person who makes a really good article need not fear detriment to his trade to offer his product for sale under a private brand.

One butter maker who packed a good quality of butter in firkins was allowed by her marketman 1 cent extra on the pound for simply writing the family initials in blue on the lid of each firkin. The customers soon learned the handwriting and knew it represented a good quality of butter. Another woman molds her butter into pound blocks and is allowed by the marketman 2 cents extra per pound. She uses a homemade butter mold, a rectangular box, which makes the block 5 inches long, 3 inches wide and 2 inches deep, containing 30 cubic inches. The mold has a loose bottom, on which is covered an unseasoned fern leaf, but which on careful scrutiny is the family initials. There is a plain half-inch wide around the outside of this bottom piece. This is lowered to the depth of a quarter inch. The fern leaf is lowered scarcely a quarter inch. When the block of butter is finished, the outside band serves as a protector for the fern leaf when it becomes necessary to pile one block on top of the other.

## SHRINKAGE IN SUMMER.

Milk decreases in quantity and quality during hot weather. The shrinkage of milk in summer, says Hoard's Dairyman, is an important question. In the hot, dry weather of July and August not only do the cows decrease greatly in their flow of milk, but also the quality of milk decreases. That is to say, it takes more pounds of milk to make a pound of butter or cheese. C. L. Fitch, superintendent of the Hoard creamery, furnishes the following data on this subject: "I find on referring to our daily reports during August, 1906, that, for instance, our Koshkoping creamery dropped in milk supply Aug. 1-30 from 6,000 to 4,500 pounds daily and in butter yield from 430 and 535 pounds to 100 pounds of milk on the 1st and 2d to 430 and 445 pounds per 100 on the 30th and 31st. Besides this fall in quantity and per cent of fat, the losses in the skim milk largely increased in spite of all the skill and care the butter maker could put forth. Our losses of butter fat in the buttermilk are always larger in the hot weather of summer than in winter."

All this shrinkage in yield of both milk and butter fat, also the loss in skimming and churning in such weather, can be almost wholly remedied if the farmers will put up summer silos and as soon as the first show of shrinkage of milk appears feed the cows at night and morning. This is a cheaper and better way to furnish the cows with a rich, juicy food than to cut and carry green forage to them.

Another way to help the matter is to have the cows calve in September and to dry in July and August. In this case also the summer silo helps greatly, giving the fresh cows a good start with just the food they need to enlarge the milk flow.

It is a curious thing how slow and reluctant the dairy farmers are to avail themselves of the splendid advantage of the silo for both winter and summer production of milk. There are such a great number of them who think a pasture is just the thing, no matter if the cow has to work herself down to skin and bones to get a starvation ration out of it.

# CONTINUOUS MILKING.

**Difference Between Adam's Cow and the Modern Dairy Type.**

The dairy cow of the present is a very artificial animal, says J. S. Wood-ward in The National Stockman. Adam's cow gave milk only about four months in a year and then went dry and got fat. The further the dairy cow has varied from the original the more persistent she is as a milker, and the less likely to get fat. But in breeding a tendency in us breed another out, so doubtless the continuous milker is less hardy and able to "rustle" for herself than was Adam's cow. So if we would milk her with no let up she must be properly cared for and fed.

There is not the least doubt that a cow can be so fed as to stimulate milk production to such an extent that she will become very poor and even roll her prospective offspring. On the contrary, she can be fed so as to become fat too fast and still cause a decrease in the milk yield. Either of these would not be conducive to the health of the cow. Neither is it healthy for a thin skinned, thin haired, nervous cow, with scarcely a pound of fat on her whole carcass, to stand out in the snow, shivering on the lee side of a barnyard.

When properly housed, fed and watered, the milk flow is a safe indicator of what is best for the cow's health and that of her offspring. If the cow is a persistent milker, she cannot be dried without having had the food which make milk withheld and others substituted. This, of course, causes a change in the habit of the cow and digestion of her food and in my experience and observation always injures the cow. Better by far feed the cow plenty of those elements needed for milk production along with those having the necessary elements for the production of the young animal and let her give the milk.

## Bovine Tuberculosis.

The theory that bovine tuberculosis is communicable to human beings through the consumption of dairy products has been rapped lately from many quarters, says the New York Post. Dr. Theobald Smith of Harvard University, who has been making experiments in this matter for several years, declares that certain differences exist between bovine and human tubercle bacilli, and that thus far he has not found the bacilli identical in any instance. He was one of the authorities consulted by the special investigating committee of the New York assembly on bovine tuberculosis, whose report, it will be remembered, took the back track in relation to the tuberculin test by recommending that hereafter the state "only force the condemnation, quarantine and slaughter of such animals as are found to be tuberculous by physical examination," leaving the choice as to the use of tuberculin with the dairyman. "Evidence taken by the committee," to use further words of the report, "would indicate that very rarely, if ever, does a person contract tuberculosis from meat or milk of animals," and this led naturally to the conclusion that "the state can better use its funds in the most judicious and present policy of destroying all animals showing a reaction under the tuberculin test." It was pointed out to the committee by a veterinary surgeon that where bovine tuberculosis is plentiful human tuberculosis is so rare as to have no relation to it.

## Frauds in Butter.

Every pound of oleomargarine, or margined butter, or new process butter, or renovated butter, or of any other nonbutter kind of alleged butter sold and eaten displaces a pound of real butter, says the New York Farmer. Not only does it displace real butter, but it also breaks down the price of the real butter. In this direct, positive way the fraud grease butters inflict a double injury upon the farmers. The fraud greases swell the visible supply, while the demand is a fixed factor. The tenth pound appearing in supply when the demand is for nine pounds will compel practically the selling of the entire ten pounds for the value of the nine pounds. It is the double effect of these unnameable, dangerous, unwholesome, indigestible frauds that should appeal to the farmers and cause them to unite in demanding extreme severity in laws to punish the adulterators and imitators. Let no farmer be lulled by the farmer's look, but with tenacity upon these frauds. Bogus foods are a curse to the community in every way—in health, in money, in morals, in business. Down with the frauds, the humbugs and the poisoners! The chicken thief, the forger, the perjurer, the embezzler and the highwayman are bad, but they are angels of light and models of honesty and philanthropy in comparison with the demagogue who makes an indignant attack upon the community with the weapon of poisoned foods of all sorts.

## Age in Cows.

Milk cattles receiving indifferent care age a great deal more rapidly than others, says George E. Newell in The American Cultivator. A cow's age, as regards milk yielding value, should be measured not so much by years as by care and feed. A naturally good cow, if she has had rough usage, will be played out in a lacteal sense when she is 8 or 9 years old. But if she has had a fair showing from her owner in the pasture and stable, she should remain a profitable milker for 12 years, and sometimes longer.

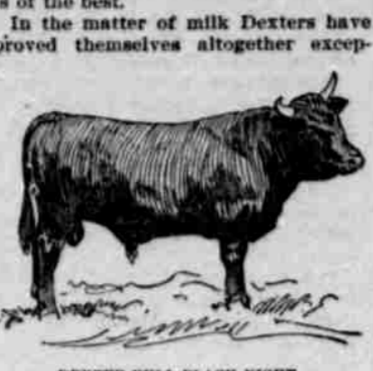
## Butter Coloring.

The chief reason why the question of coloring butter artificially is being so much discussed is the advent of margarine as a competitor of butter, says a correspondent of the London Live Stock Journal. Margarine, as many of us are fond to believe, would stand a good enough chance in the market against butter if it were not colored in imitation of butter, and it is this fraudulent point in margarine that has made people critical as to the moral right or wrong of coloring pale butter to make it look rich. Granted that it is a fraud on the public to color margarine to resemble butter, the question arises: How far is it defensible to color inferior butter to resemble superior butter? And out of this arises the further question: How can we fairly demand that margarine people shall desist from using coloring matter while butter makers are allowed to use it as freely as they like? This, indeed, seems to be the crux of the whole thing, so far as rival disputants are concerned. The problem might be finally solved perhaps by prohibiting both parties from using coloring matter, but what would the dairymen say to that? That the margarine people have no moral right or claim to use it may be taken as clear enough, but then, what about the right of the butter makers? There can be but little doubt that parliament would far more easily see fit to prohibiting the use of artificial color in margarine if only the use of it in butter did not stand in the way.

# DEXTERS DO WELL.

**MILK AND BEEF PRODUCED BY THE DEXTER BREED.**

For several years past the diminutive Dexter breed of general purpose cattle has been increasing in public favor, says the London Live Stock Journal, doubtless on account of their hardiness as well as their adaptability to thrive and yield a large profit on land that is unproductive to the larger breeds of stock, and also from the fact, pretty generally admitted that more milk and beef can be produced from a given quantity of food by these cattle than by any other breed, and the quality of both the milk and meat produced is of the best.



DEXTER BULL BLACK NIGHT.

In the matter of milk Dexters have proved themselves altogether exceptional animals for their size, that wonderful little cow Red Rose when in Mr. Sutton's herd producing the extraordinary yield of over five tons of milk in one year. Other specimens, too, have shown themselves capable of very high records, and at the recent London show, where everything was carried out on the most exact practical lines, scarcely any breed gave so good results as the Dexters, and doubtless, had food been taken into consideration, they would have stood higher on the list. The Dexter, it must be borne in mind, is native of a district very storm swept and bleak; consequently nature has so arranged that their coats shall be rather later in coming off than those of other breeds in warmer parts. Black Knight is an excellent example of the Dexter breed.

## Hay Rich in Protein.

A Canadian correspondent of Hoard's Dairyman says: The dairyman must in the future grow hay crops as rich as possible in protein to combine with his cheapest of all feeds, corn ensilage and fodder, prominent among which are alfalfa, clover, the clovers, Canada field peas, peas and oats, etc., according to climatic and soil conditions. Without any of the above class of feed on hand, it may safely be allowed that ten pounds of mixed grain must be fed to keep up the milk flow of a cow while on a full ration. With them this part of the ration, and the most expensive part, too, can be reduced about one-half, and at the same time more crushed corn can be fed and alfalfa seeded in its place. The field has been a solid mass of green all the winter, after making nearly a foot of growth last fall and more than twice this in depth of root. If it fulfills its promise this year, there will be a large area sown in the fall, which is, from all accounts, the best time to seed. We are also doubling the area of cowpeas and Canada peas and oats, both certain crops for this section, and shall give some beans a good test on two of the farms.

## New Dairy Methods.

The man who thinks dairying is now what it used to be is likely to be badly shocked, says Rural New Yorker. We spoke some time since of the quick delivery of a cream order. Here is the programme on a Connecticut dairy farm: The cows are milked from 4:30 to 6 p. m., and some hot nights last summer, right after milking, the milk was run through the separator and in cream run into a can packed in salt and ice to cool it thoroughly. It was then immediately made into ice cream and by 7:30 was being sold at 10 cents per dish and 40 cents per quart. Less than two hours from the cow! The butter is churned every morning at about 6 a. m. and the buttermilk is fresh on the cart and frequently reaches the consumer within 15 minutes of the churn. The butter is salted in the churn, printed after breakfast and by 9 or 10 a. m. is in the hands of the consumer. The cream of tonight and tomorrow is set to ripen the same day at 11 a. m. and churned the next morning, so the butter is made from milk only 24 to 26 hours old. Some mornings, when milk is scarce, the skim milk is taken on the cart immediately from the separator and within 30 minutes of the cow delivered to customers.

## Clover Hay and Milk Cows.

A well known writer on dairying subjects says that clover hay is really a good diet for milk cows. It has a little usefulness for the dairyman. It would pay him better if it was all turned under the soil to enrich it. Next to this the feeding of hanged grass is the most fruitful cause of bad body in winter. Some farmers buy up damaged grain because it is cheap, but they cannot afford to feed it to dairy cows. In nine cases out of ten it will injure the butter that it will prove very costly in the end.

## Kansas Cows.

H. M. Brandt, one of the leading creamery men of Kansas, said to the state board of agriculture the other day: There is not a farmer in Kansas or elsewhere, if he knew what could be done with a good cow, but who would be a dairymen. There is not a more honorable way of making a comfortable living. Show me a farmer who has insisted on raising grain for the last six or seven years exclusively, keeping very little dairy stock, if any, who has made any money and kept his grocery bills and incidental expenses paid up without going in debt and I will show you two who with 10 or 15 cows have, aside from raising a wheat crop, raised enough of corn, oats and other feed crops and fed them to the cows that paid off mortgages on their homes, paid living expenses on half the acreage, were happy and had money in the bank. We have the disagreeable things to contend with, we admit, in Kansas as well as elsewhere, but I have yet to see the day or month but that there was plenty of feed that would make milk. What we need is men that will persist in learning the most profitable way to farm, and we will soon see the cow in her proper place. No man has a right to call him-

# SHEEP FEEDING RACK.

**A Device With Some Features That Are Out of the Ordinary.**

Some of the ordinary feeding racks for sheep have various faults. The sheep run their heads and necks clear into the fodder, which causes chafing and the like to lodge in the wool of their heads and necks. Then the feeding sheep are apt to crowd each other, which is a serious objection, particularly when the racks are used in the barn. The interesting part of the rack is its cover, which is constructed in the following manner: Lay a six inch wide board lengthwise centrally upon the rack, having it rest on the ends of same. Crosswise to this nail on short pieces of board six inches wide and just long enough to rest on the sides without projecting. Space these boards 18 inches from center to center, which will be about right for average sheep. They should also be tapered down to 2 1/2 inches at each end, and be sure not to have any sharp or ragged edges about them, nor anywhere else about the rack. Lay everything smooth. It will take 11 crosspieces for a 10 foot rack, and such a one will accommodate 24 sheep.

The cover, as so far described, is to be hinged to the rack by means of three T hinges, so it may be easily raised and lowered when it is desired to fill the rack with hay or fodder. A piece of small rope or clothesline is to be fastened to the middle crosspiece of the cover just opposite the hinge. This is run over a little pulley fastened to a jaw above. A snap or hook should be fastened to the other end of the rope and a small ring tied into the rope at the other place, so that it may be secured in an upright position when filling the rack, by catching the snap into the ring.

This cover is not yet quite completed. Some means must be provided to prevent sheep from jumping upon the rack. This is accomplished by setting up three standards 15 or 20 inches high, one at each end of the cover and one in the center, and they may be braced as shown in the illustration. To these is nailed another fence board, and then the feeding rack is complete.

## Brome Grasses That Do Not Rust.

In choosing brome grasses for meadows varieties subject to attack of rust, like *livinus mollis* and *B. arvensis*, are to be avoided. Both these varieties are also particularly susceptible to smut, according to a foreign authority on grasses. Such kinds should be chosen as *B. erectus* and *B. inermis*, which are not only not susceptible to rust, but also give a much heavier yield of forage.

## Yale Will Be the First University in the Country to Establish a School of Forestry.

The new school will be started in the fall. The statute does not apply, but that if a harmful article should be added or if boracic acid was put in and the milk sold without giving notice the statute would amount to adulteration in the meaning of the statute. In the case under consideration the purchaser had full knowledge of the fact that boracic acid was used.

## Entomologist J. B. Smith of New Jersey States that Arsenate of Lead Must Be Used in Larger Proportion than Other Arsenical Poisons for Spraying.

When used at the rate of two pounds to 100 gallons of water it may be employed with entire safety to the plant and as an insecticide will then equal paris green or London purple used at the rate of one pound to 125 gallons. "Chops" for which there is ready sale for export purposes are made from the lower grade apples by chopping the whole fruit into coarse pieces and evaporating them.

## Be sure your spraying formula is right and then follow it closely.

Half rotten manure is more valuable than well rotted, because the former contains a larger amount of nitrate.

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