

GUARANTEED PURE MILK DAIRIES

These Dairies have Permits from the City Health Department and are regularly inspected by the same "Why not Buy Pure Milk" —



COST OF MILK DISTRIBUTION

The Italians have a proverb, "Through wordy fray, Truth goes astray," which seems to be distinctly applicable to the misunderstanding between the dairy farmer and the city distributor of milk. Truth compels us to say that more words are used and wasted at the farm end than at the city end of the milk business.

In this connection the Director of Farmers' Institutes for New York State said at a meeting last spring that the milk business was the only one he knew of where manufacturer and distributor were at odds all the time; that there was no sense in it; that the dealers would be glad to meet the farmers half way and discuss matters amicably, as the interest of one was the interest of all, but that the farmers held the dealers at arms' length and contented themselves with damning the dealers.

The cause of all the unrest, which sticks out like a sore thumb, is now, has been for many years and looks as though it always would be the question of profits.

The farmer assuredly does not realize a living profit on the milk he takes from his cows for the use of the cities' millions of people. The average gain, where there is any at all, may be set at eight-tenths of a cent a quart.

The farmers we refer to are the owners of the greater portion of the 22,000,000 dairy cows that are milked every morning in the United States, who make their living from their farms and cows. There are some dairies that pay a much better rate of profit, of course, but it is with the great mass of what, for want of a more closely descriptive term, we call "average" farm-

For the dealer, as for the dairyman, the net profit on a bottle of milk is the difference between the total cost and the price received. In figuring the cost we have to take into consideration the price paid the farmer and the expenses of handling it in the country and in city delivery.

First, we have the price paid to the farmer. The average paid per quart for the last three years is three and a half cents; for the ten years preceding that time the average price paid was \$0.3227. This would give an average from 1903 to 1916 of \$0.329 a quart.

Just as no arbitrary figure can be made to which we may safely point and say "Milk can be made at a cost of so and so much a quart," so in the case of the dealer we are not justified in asserting that he can handle and deliver the milk at such and such an expense.

Some of the larger companies cover immense areas of territory in their delivery routes; others have their customers fairly close at hand. Some can distribute the loads of a number of their delivery wagons to houses so near together, or to so many families in one house, that their cost of delivery is materially lessened; other wagons of the same dealer or those of another company have long hauls between customers and so pile up delivery expense.

HYGIENIC DAIRY

R. F. D. No. 5

Clean, Tuberculin-tested Cows, clean barns and milkers, have placed our Dairy Score among the highest in the city. We invite those interested in "Better Milk" to visit the farm and inspect our stock and dairy methods.

The most modern machinery, pure water and the best of feed, insure you a clean, pure and wholesome milk.

AUTO DELIVERY

James Thomsen, Steve Thomsen, Proprietors



Merrymount Dairy

It is needless to state that our cows are of the best stock, Tuberculin-tested, according to ordinance, carefully and scientifically fed; none but the purest water to drink, with sanitary features of the best, you have the reasons for the superior quality and cleanliness of Merrymount Dairy Milk and Cream.

Phone Queen Anne 2803.

Hansen Bros., Proprietors



Licton Springs Dairy

TWO Deliveries Daily

Pure Milk, direct from the farm to you.

Clean, tested cows, clean barn and milkers, have placed our dairy score among the highest.

JOHN A. HULTEN
Proprietor
Phone Kenwood 2630.



American Dairy

H. CASSIES Prop.

12 Quarts of the Purest Milk for \$1.00

All milk from Tuberculin-tested cows.

TWO DELIVERIES DAILY

Phone Ballard 2050.



Interlaken Dairy

19th Ave. N. and Boyer

Pure Milk from 50 Tuberculin-tested Cows, produced under the latest sanitary conditions, is our daily output.

We have complied with all city and state ordinances.

If You Want the Utmost in Pure Milk Phone East 6608

Jas. Govan, Alvin Vrey, Proprietors.



Independent Dairy

Our Specialty—Milk for Babies and Invalids
Pasteurized Milk and Cream

1001 Howell St., Seattle, W.



Maple Leaf Private Dairy

Fresh Milk and Cream

Delivered Daily Direct From the Producer to the Consumer—Our Cows All Tuberculin Tested

P. A. Fischer, Proprietor—R. F. D. No. 1, Seattle

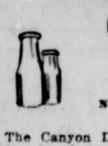


Keep Your Children Healthy

Through the hot weather by using more fresh, natural milk. It is not only the cheapest but the most healthful food obtainable. Insist on getting the fresh, natural milk, it contains all the food values.

Crown Hill Dairy

W. T. LOUGHLIN, PROP.
12th Ave. and 87th W.



Canyon Dairy

Nels H. Eskerberg, Proprietor

The Canyon Dairy makes two deliveries daily during the summer months. If you want to obtain our sweet milk, from tuberculin tested cows, remember, we have it.

NELS H. ESKERBERG
Phone Ballard 2424



KENWOOD DAIRY

H. C. Lind
7824 Ashworth St.

Has Been Indorsed as Selling Absolutely Pure Milk and Cream

I Cater to Baby Trade All Milk From Tuberculin Tested Cows

Phone Kenwood 2784



O. W. Holmquist Dairy

For 19 years our Milk has stood the test for purity and quality.

Why Not Have the Best?

PHONE RAINIER 231-M



A. H. Odegaard Dairy

Pure Milk Costs No More—Why Not Have It?

A postal card will bring our Pure Milk to your home. Write today.

A. H. ODEGAARD
R. F. D. No. 6—Box 305



The dairies on this page are the best equipped in the Northwest.

They deliver nothing but the purest milk and cream.



LIBERA PRIVATE DAIRY

First South and Dawson St.

We have complied with all city and state regulations. All our cows tuberculin tested.

Pure Milk Delivered Daily

M. J. LIBERA, PROP.



Crystal Springs Dairy

N. P. RYEBURG PROP.

Recommended Milk and Cream Delivered Daily

Our Milk and Cream is sold direct to the consumer.

PHONE BALLARD 298



Excelsior Dairy

We invite those interested in "Better Milk" to give us a trial order.

We Cater to Baby Trade

C. E. HERMAN, PROP.
Two Deliveries Daily
Rural Route No. 1—Box 104



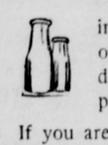
Quality Dairy

A. DANIELS, PROP.

Milk, Cream, Butter, Cheese, Buttermilk, Eggs, Etc.

We Make a Specialty of Cottage Cheese

207-9 14th Ave.—Phone East 995



Are you buying milk from one of the dairies on this page?

If you are you are getting pure milk.

They all have permits from the city health department.



Wilcox Dairy

Woodville, Wash. Henry Maggioni, Prop.

Milk that is absolutely pure and produced under the latest sanitary conditions, delivered daily.

Auto Delivery

R. F. D. No. 1

A Telephone Call or a Postal Card to Any of the Dairies on This Page Will Bring Prompt Service



If It's PURE MILK You Want

Phone Main 4379

WESTLAKE DAIRY

M. S. Young, Prop.

Wholesale and Retail

Pasteurized Milk and Cream

1111 Virginia St.



Miller Bros. Dairy

Our Milk and Cream

Is Sold Only From Tuberculin Tested Cows

We invite your inspection.

ERNEST MILLER
Proprietor

R. F. D. No. 6. Box 131



This Space Reserved

—FOR THE—

EASTSIDE DAIRY FARM

Kirkland
T. J. OWENS
Proprietor



COLUMBIA DAIRY

M. Smith, W. T. Smith, Proprietors

Pure Milk From Tuberculin Tested Cows Assures You of the Best

Delivered Daily, Straight From the Farm to Your Home—Give Us a Trial

PHONE RAINIER 165-J.



L. & S. Dairy

G. LARSON, Prop.

Phone Kenwood 1453.

Purest of Milk

All Healthy Cows.



J. A. Pilling

A De Luxe Dairy

That Delivers Nothing But the Purest of Milk and Cream

R. F. D. No. 2—Box 62
Phone Kenwood 772



Richards Bros. Dairy

PURE MILK

Our herd is free from all tuberculous cattle.

If You Want Pure Milk
Phone Kenwood 2503

C. B. Richards, H. M. Richards, Proprietors



LAKWOOD DAIRY

C. E. Chandler, Prop.

Our tuberculin tested cows produce only the highest grade milk.

All our milk is handled under the most modern and sanitary conditions.

PHONE RAINIER 188-M.



Standard Dairy

Milk and Cream That's Pure That's Our Entire Story

Standard Dairy

Phone East 265—2036 E. Madison



Ferndale Private Dairy

When you buy fresh, clean cows' milk for your family, you are getting the best. The sooner you get it after it is milked the better it is. Our milk comes from healthy, well treated cows, and is absolutely guaranteed. The bottles we use are thoroughly cleaned and sterilized.

JOHN PEARSON, ERIC NORD,
Proprietors. Phone Ballard 2044.



Ballard Dairy

Edward Olsen, Prop.

PHONE BALLARD 790

We Deliver Nothing But Pure Milk and Cream

Ballard Dairy



Hansen's Private Dairy

J. E. HANSEN, PROP.

Our Milk and Cream is only from tuberculin tested cows and produced under the latest sanitary conditions.

PHONE QUEEN ANNE 1305



C. H. Nelson & Sons Dairy

JUANITA

Pure Milk from one of the finest and best equipped dairies in the Northwest, delivered daily. Visitors are always welcome at our farm.

Phone Red 433, Long Distance



Salmon Bay Dairy

Our Motto:

Pure Milk Always

MILES BATEMAN, PROP.
3005 Market St.



I. Behringer's Private Dairy

10th Ave. N. W. and 93rd St.

Twenty years' experience back of every drop of milk produced in this Modern Dairy.

Cleanliness Our Watchword
PHONE BALLARD 3157



Skotland Dairy

A. Skotland, Ole Skotland, Props.

Fresh, Pure Milk

Delivered Daily
All Our Cows Tuberculin Tested
PHONE BALLARD 1286



Greenwood Dairy

Pure Milk Delivered Daily
12 Quarts \$1.00

Straight From the Farm to the Consumer

GUS JOHNSON, PROP.
Phone Ballard 2550