

In looking for profit, the Creamery Patron, too often starts out hind-side foremost. They look to the creamery for increase of profit instead of the farm end of the business.

The 150-pound butter cow is too frequently in evidence. While she is a consumer of profits the 300-pound cow is a large producer of profits, and with proper breeding and selection the herd may be placed above the 300-pound line.

Another source of profit not properly utilized is the by-products, especially the skim-milk, 16 pounds of which, fed to veal calves has produced at the rate of one pound of gain, practically 6 pounds of gain to 100 pounds of milk, which gives a value of 30 to 36 cents per hundred pounds of skim-milk when sold as veal, which shows that the despised little dairy bred steer is not an object to be knocked in the head as soon as it makes its appearance. And even if fed for beef it may be made a source of profit as shown in the International Live Stock Exhibition at Chicago, where a "Dairy Bred Steer" won 4th place in dressed carcass contest in the butcher's block in competition with beef bred steers.

It seems incredible to state the value obtained from feeding skim-milk to pigs in connection with clover pasture or shorts.

"In experiments conducted in feeding skimmilk and corn to pigs when corn is worth 84 cents per bushel skimmilk

is worth 46 cents per hundred pounds." (See Henry's Feeds and Feeding, page 572.)

And this value may be obtained in feeding ground wheat and shorts with skim-milk, in connection with clover pasture or clover hay.

Another very considerable item of profit, from a herd of well-kept cows, is the manure, which is indispensable in keeping up the fertility of the soil.

The Washington Dairyman is standing on a broad plane of prosperity and it depends upon his own effort whether he enjoys the full benefit of it or otherwise. If he fails to get justice at the proprietary creamery, the co-operative creamery or cheese factory are within his reach. There is an insistent and increasing demand for milk and its products. The condensery is a co-worker with the creamery and the cheese factory in converting grass and grain and labor into gold coin. The source or supply for their increasing thousands should not be in crowding each other to the wall, but in increasing the number and size of dairy herds.

There is entirely too much of the surrounding country growing nothing but fern and brush, that should produce clover and oats and peas in abundance, an ideal dairy food and one of the cheapest. If this source of supply is properly utilized it will end the strife between the rival interests and each can have that full measure of success to which he is entitled.

GARDEN, FIELD AND

FLOWER

# SEEDS

FARMERS, GARDENERS,  
DAIRYMEN.

Send for our 1903 Catalog.  
Best seeds for your use. Address today.

## A. G. Tillinghast

Puget Sound Seed Gardens, La  
Conner, Skagit Co., Wash.

# Seeds

NORTHERN GROWN.

The very best and purest.  
True to name.

We have largely increased our  
stock of choice seeds, and are  
able to fill orders in any quantity.

# Trees

BUY YOUR TREES from us.  
We have our own nursery and  
personally supervise the work of  
planting, budding, growing and  
shipping. All stock true to name  
and guaranteed free from danger-  
ous insect pest.

**Puget  
Sound  
Nursery &  
Seed Co.**  
Seattle, W.

# Don't You Know

Dairying pays better, year in and year out, than any other branch of farming in the State. The business suffers nothing from drought—nothing from flood. Rightly run, dairying earns spot cash 365 days in the year—spot cash in large amounts.

Our method has made a revolution in Dairying Industry. The drudgery of it is destroyed. Its profits are a glad sweet song. We did it by buying

cream direct from the farmers, thus annihilating rancid butter, soured skimmilk, swapping at the stores, low prices. We made the dairy farmer an independent man.

**THAT IS, WE MAKE SUCH AS ADOPT OUR SYSTEM INDEPENDENT.** If you won't be helped, we can't. We can help hundreds more—are willing to boost everybody.

**WE BUY CREAM.**

**H. I. WEINSTEIN & CO.,**

**SEATTLE, WASH.**



## DAIRYMEN

do you realize the  
feeding value of

**SPRING VETCHES,  
BLUE EXPRESS PEAS  
WHITE HULLESS BARLEY**

It will pay you to investigate these. Our new illustrated catalog tells all about them. Sent free to dairymen and anybody else who wants it.

*Lilly Bogardus & Co.*

SEATTLE, WASH.