

in particular, sent out into all of the dairy districts that enthusiastic and indefatigable institute worker, Prof. Spillman, to instruct our people in the fundamental principles of dairying under the new methods. Many of us well remember the professor's earnest talks on the subjects of breeding, feeding and caring for the dairy cow; the crops to grow and the best methods of cultivation; the care of milk from the cow to the separation of the same; cream refining; bacteria, good and bad, and their development; butter making, cheese making and curing, and so on. Thus our progressive dairymen came to realize the importance of a more perfect understanding of the controlling principles underlying their work, which was followed by a gradual improvement in the quality of our dairy products. Soon, however, a few of our commission houses established creameries in the cities and distributed the hand separator among the dairymen throughout the state, who shipped and continue to ship their cream to the city creameries, thus transferring an enterprise that legitimately belongs to the country to the cities. The motives underlying this change we well not here attempt to pass judgment upon.

But we feel that we can truthfully assert that questions affecting the improved quality of our dairy products did not figure in their calculations at all. If they did, then certainly these gentlemen have made a miserable failure of their enterprise.

The original plan of delivering to the creamery milk fresh from the cow, twice daily has been changed to that of delivering the cream two and three times weekly, with a corresponding change for the worse in the quality of our butter. Questions that relate to the cheapness of manufacture are evidently overshadowing those questions that more directly concern the quality of the product. This we hold to be

a wrong principle and a dangerous practice. Our industry in this state can never reach its possible development under such conditions. The old argument that our industry must look to the public creamery for its greatest development has lost much of its strength. We know that some are disposed to lay the blame for the situation to the dairymen who furnish the cream. In view, however, of other facts, to which I shall hereinafter allude, we are inclined not to place all of the blame with the dairymen.

We are fully aware that indifference and carelessness on the part of some dairymen is responsible for much, and who by some means should be required to adopt more tidy and intelligent methods in their part of the work, yet the handling and caring for the cream after the same has passed beyond the control of the dairyman challenges our investigation. Undue rivalry and personal advantage among those engaged in manufacturing and handling dairy products figures largely in these matters, and so long as such condition exists a very high standard of quality cannot be reached without a direct and determined effort on our part.

As a medium through and by which existing evils might likely be overcome I would suggest a creamerymen's organization and if need be have the same under a law to be yet enacted. There should also be a system of scoring and passing upon the quality of our dairy products devised by such an organization, with the view of a general improvement of the same. I believe great benefits to our industry would be the result. But there are other matters that seriously affect our interests and I desire to refer to some of them.

Did you, dairymen who are supplying cream to the creameries, hear that butter dropped two cents per pound last week? Your check for this

month's cream will show it. An advance of two cents per pound I am sure would have been far more acceptable, as well as far more natural, considering the season of the year and the demand. Have you forgotten that the same thing occurred one year ago at about this time? Do you know of any reason for such an occurrence two years in succession? Do you not believe that the incident is entirely unnatural and unwarranted? If unnatural, then it must be artificial and brought about by the work of some man or set of men.

We are informed that one of the heaviest dealers in butter in Seattle practices buying up large quantities of eastern butter during the summer months, when butter is lowest in price, ships the same into our state where it is put in cold storage, and is used in breaking down the market at this time of the year, when every pound of butter fat costs the dairyman who produces it from two cents to five cents more than at any other time of the year. We are also told that much of this butter is being sold as fresh eastern butter, while much of it is sold and labeled as fresh creamery butter. Yet this same concern has the audacity to solicit cream from among the dairymen of the state. Here we have a case that requires investigation and a remedy. Our interests demand it. The interests of the consumers of butter demand it. The dairymen of the state are being victimized by reason of the greedy and deceitful practices of a dealer in their products, and the public is being deceived into paying for and consuming that which is not what it is represented to be.

We as dairymen, demand from all those dealing in our products, their influence and honest efforts in maintaining living and legitimate prices for our products, that shall not be influenced to our great damage by

imported goods. We do not object to any legitimate competition. We condemn, however, the practice above alluded to, and greatly regret to know that a concern that has grown fat under our steady patronage should be the one to introduce the practice.

The question of extending the work of our organization requires our attention. It would be well for us to acquaint ourselves more certainly regarding such sections of the state as have not as yet been favored with the influence by direct contact of this organization. It is generally conceded that the circuit over which we have been moving and doing our work in holding our conventions has received a wonderful impetus along dairy lines, as a result of our direct influence. No doubt, but that our influence and power as an organization might be strengthened by extending our work into new territory, where the conditions would warrant such a move.

Our greatest strength lies in holding the confidence of the public, and our work should be so directed, and so broad, that all who may be interested in dairying and in the growth and development of our dairy industry, will be directly benefitted.

On the other hand, we may, at times, need a weapon in the protection of our interests. If so, one of the most effective weapons within our reach at present will be publicity. First then, we should hold the confidence of our people by a course of rectitude and right doing on our part; a sympathetic interest will thus be created. Then woe to the concern that proves to be our enemy, and a deceiver of the public—carry the news of such treachery through the press of the state, to every consumer of dairy products.

The Variableness of the Test.
(B. F. Reed.)

To do justice to the subject assigned

RECEIVER'S SALE

OF THE CELEBRATED
MEADOWBROOK FARM
SNOQUALMIE, WASH.

Equally Well Known as SNOQUALMIE HOP RANCH.

By order of the court, the receiver, James S. Goldsmith, has been instructed to sell in one lot the property, consisting of 1,240 acres of land, valuable and extensive water rights and all personal property, including Live Stock, Farm Implements, Hotel and other Buildings at

AUCTION

At the front door of the King County Court House, Seattle, Wash.

SATURDAY, JANUARY 23rd, AT 10 A. M.

TERMS OF SALE:

The court orders that the bidding must start at \$47,700. The first bid must be \$10,000 cash, subject to mortgage \$35,000, approximate interest \$1,700 and approximate taxes \$1,000. Bidder to deposit 10 per cent of his cash bid at time of sale; balance on confirmation or sale by the court.

Besides the farm of 1,240 acres, which has been variously appraised at from \$75 to \$125 per acre, the inventory shows personal property, exclusive of extensive water rights, valued at \$60,000.

This property consists of a furnished hotel, with piano and safe, modern creamery, railroad station, warehouses, barns, cottages, blacksmith shop complete, 12 horsepower threshing machine, mowing machine, wagons, etc., etc.

Farm and dairy implements in large numbers and of great value.

Blooded and grade cattle, hogs and horses.

Large quantity of potatoes and seed grain of all kinds.

We appraise the Real Property, 1,240 acres, at \$75 per acre.....	\$93,000
We appraise the Personal Property at	\$55,000

\$148,000

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HAYNES-COWEN CO.

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