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REPORT OF W. D. SAUNDERS FOR YEAR ENDING JUNE 30th, 1920.

During this period, conditions were such that more or less difficulty was experienced in getting persons interested, probably more difficulty than at any time since the work was started.

On account of high prices paid labor in factories and on what is commonly known as public works, agricultural workers were difficult to get and hard to keep. The high prices for tobacco interfered also with dairy development. Where tobacco could be grown everything else was put aside for this crop. We had some people interested at one point and thought we had a cheese factory assured, but when the price for tobacco went so high, it was dropped.

At Bedford City we put in operation one factory. It was located in the basement of a warehouse and we fixed up a very good place for it there. Got a local man to make the cheese, and with the assistance of our field man, Mr. Frelin, started this factory up in good shape and made good marketable cheese all summer. The first cheese made paid the farmers sixty cents for butterfat, while the Roanoke market only paid fifty cents for fat in cream to be made into butter. This factory made a good record for the season, paying good prices for the milk, and showed some profit at the end of the season.

We regarded the operation of this factory as very successful. No cheese sent in to the trade was turned down. Another point in Bedford County became interested. This was at New London. A man was found and came to the short course at V. P. I. in February for a special course in cheese making. This factory was set up in an old building near the New London school. In fact, it was a building controlled by the school, and which they allowed us to use. A storage room for the cheese was arranged in one end of the building, and the vat set up in another room, with the cheese press, and the boiler set up on the factory outside, making a reasonably convenient arrangement for a factory. This factory was started early in the season and has been making cheese that has made a reputation locally as a good marketable American cheese. A good deal has been sold locally to the merchants at Lynchburg on the curb market. The surplus went to the jobbers at Roanoke - Swift & Company. The difficulty in keeping these factories going will be in procuring enough milk to make a sufficient amount of cheese to pay the cost of making the cheese without taxing the milk too much. We should make a determined effort to get cows for these plants and keep them going if it is possible to do so.

We had two other points in Bedford County where it looked as if we would certainly get factories started. We organized at both places, but various causes combined to stop the work at both places. The localities referred to were Huddleston and Locust Grove. We may be able to do something at these points later. Considerable interest was developed at both places, but on account of the high price of tobacco at Locust Grove, where tobacco is grown to a more or less extent, and this and other reasons at Huddleston, we had to abandon the work at these places for the time. Considerable interest was developed at Falmira in Fluvanna County, and also at Carysbrook, in same county. We held a number of meetings at both places, and finally organized at Falmira and got the Carysbrook people to consent to combine with them

temporarily, and the site was selected for the factory. A man was found who was employed to make the cheese and was sent to T. P. I. for the short course in February, and he was a very promising man, and everything looked promising, but somehow they did not get the cows necessary to make the venture a success, and probably for some other reasons, some of which have already been alluded to, the operation never started. This, though, is a good prospect to work on another year and should certainly be a going proposition next season.

I spoke in Albemarle County in the northwestern section of the county to a meeting which seemed to be interested, but so far nothing has come of it. I also had a conference with County Agent Bess in Amherst County, by request, and he thought that he had several points where some development might be started, but nothing has come of it yet.

I also spent a week in Richmond and Westmoreland Counties with County Agent Monroe. We had several meetings at various points in the two counties and much interest was shown, but at Hagen in Westmoreland County, I was encouraged to think that we had an operation assured. We had a large and an enthusiastic meeting and organized, and everything appeared favorable to starting a factory, but the follow-up work must not have been what it should and nothing more has been done, but I am confident something can and should be done here. I have never been in a section that was more promising for dairy work that I found in these counties. The land seemed good, for the most part, clover appeared to grow better than in any part of Virginia I have ever visited, and all crops that the dairymen would be interested in growing seemed to me to be grown in this section, with the greatest ease. Pastures of a certain kind too, were abundant, and this section I believe could be developed to rival Holland and that section of Europe, in dairy production.

The factory at Pilot in Montgomery County did a good season's work, and cheese went into the market in good shape from this factory. The amount of milk, though, in this locality, was not as much as it should have been to assure the permanent success of this factory. Some work along this line is important if we are going to hold our grip on what we have accomplished.

We did the usual work at the fairs, showing cheese at the Roundb, Lynchburg, and Richmond fairs. The cheese shown scored in every case high, and indicated our ability to make a product that would fully meet all the demands of the trade. This was especially the case in Richmond, where we sold the cheese after the fair at about five cents above the market, all the cheese being sold to a merchant for the retail trade.

We have developed beyond a doubt the fact that wherever we have attempted to make American cheese that we have encountered no difficulty in making a cheese meeting all the demands of the trade, and, it is my opinion, which is the result of an experience of several years, that we can make a cheese anywhere in Virginia superior to the average Wisconsin cheese that comes to the state.



