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EDITORIAL.

Outlook for Canadian Trade.

While the British market is, and doubtless will continue to be, the principal outlet for the surplus produce of Canadian farms, and is well worth cultivating to the fullest extent, there is neither wisdom nor reason in being content with but one string to our bow, as in that market we have to compete with similar commodities from many nations. Should Britain generously conclude to give her colonies a preference over foreign countries in her markets, by admitting our products free, while taxing those of foreign countries, we shall still meet vigorous competition from the other colonies, as we do in many lines at present, and our enterprising neighbors to the south will employ their characteristic ingenuity to the fullest extent in the matter of transportation facilities and freight rates to overcome the obstacle of a British tax, of which they cannot reasonably complain, since it will be only administering to them a dose of the medicine they prescribe for others. That our neighbors regard this possibility seriously may be inferred from words of that shrewd business man, Mr. J. J. Hill, the railway magnate of the Western States, uttered at a recent meeting of Minnesota farmers. In an exceedingly able address, he said, in part: "Mr. Chamberlain a year ago took a leaf out of our political economy, and started a political campaign in Great Britain in favor of a preferential tariff which would admit the agricultural products of her colonies while imposing a tariff on the imports of every other nation. Great Britain and her colonies buy from us about 70 per cent. of all our exports. Suppose they put a tax on our wheat of ten cents a bushel. Remember that the surplus wheat we export fixes the price on the entire crop, that which we sell among ourselves and that which we sell to go abroad. If our wheat is taxed 10 cents a bushel on 180,000,000 bushels raised in our three north-western States, it would amount to \$18,000,000. That you will have to pay."

Mr. Hill further stated his belief that these conditions are not far distant; that Mr. Chamberlain is winning his way, having made more progress in the first year of his agitation than he expected to in the first three years. That is a question, however, on which there is far from being unanimity of opinion, and the probability is that Mr. Chamberlain will find that it will require more than three years before his propaganda is completed. Under present conditions our products are every day strengthening their hold and popularity upon that mighty market of Great Britain. Let the means of access to it be improved.

Mr. Hill, in the same address, pointed out the wisdom of cultivating more than one market, and showed that by good management his company had succeeded in establishing a profitable market for wheat and flour in the Orient, by which the wheat of the West, which two years ago was selling for 50 cents a bushel was now realizing 75 to 80 cents, no less than 4,320,000 bushels of American wheat and 1,550,000 barrels of American flour having found a market in that direction during the fiscal year, ending June 30th, 1903. By taking advantage of all the conditions entering into the question of transportation, loading cars in both directions, to and from the Pacific Coast, they had been able to give a rate from

Minneapolis to Hong Kong of 40 cents a hundred for 8,000 miles—"8 a ton, or a mill a ton a mile—the lowest transportation ever worked out on the face of the earth." It is 2,000 miles of rail transportation to the Coast, and 6,000 by water.

The question of interest to Canada in this statement is why cannot we, with all our natural advantages, our vast wheat-growing territory and favorable Pacific ports, secure a fair share of the trade for wheat and flour with Japan, China, and Australia. Our wheat is the best in the world, and while the people of the Orient are not yet educated to an appreciation of the best quality of flour, they will learn, and in the meantime the lower grades of our product may find an outlet in that direction, as some has already done. The visit of our Minister of Agriculture, Hon. Mr. Fisher, to Japan, and the appointment of our Railway and Transportation Commissions, should bear fruit in the near future, as our new trans-continental lines get in working order, in the opening and extension of markets in that and other directions, so that we may share in the trade wherever our products are suitable. And the sooner effective action in this matter the better.

Manuring Problems.

Success in farming is primarily dependent upon the intelligence, enterprise and industry with which its operations are conducted. Foremost among these is replacing the fertility taken out of the soil by growing crops. This is done by manuring in some form or other. Thorough tillage, moisture and warmth will cause the soil to give up to growing plants the fertility which it contains, but this must be supplemented either by manures produced on the farm or purchased. Feeding animals for the production of energy (such as horse-power), food or clothing for man, is the way in which crops are profitably utilized, and at the same time manure manufactured upon the farm. The stable is a manure as well as a food factory. How to make the most of it; how to save it; how and when to apply it with the least outlay of labor; whether to apply in the fall and plow down as for roots; to spread upon the fields in winter, as many of our corn-growers do; to plow under deeply, or work in by surface cultivation; the comparative advantages or otherwise of applying fresh or piling and rotting, once thought to be essential in making the fertilizing elements available—all these, and other questions, are deserving of careful study and close observation, both by our most progressive farmers and the professional investigator. There are certain general principles which govern, but the same plan will not give equally good results for all purposes, and under different conditions. The crucible of extended experience will ultimately determine for every man what is best in his case. This is a subject deserving of discussion in the "Farmer's Advocate" by those who have given it close consideration, and whose observation has taught lessons that would be helpful to others under similar circumstances.

Now is the time to make sure of securing choice seed for sowing if you have not already got it. No farmer can afford to sow anything but the plumpest and cleanest seed.

The Dairy Industry.

Western Ontario, Eastern Ontario and Quebec dairymen have all held their annual conventions, and in each meeting the prevailing note was progress and confidence in the dairy business. The growth of the dairy industry in these three sections represented by the three annual conventions has been phenomenal. In twelve years dairying, and its associated industry, bacon-producing, rose from eleventh place in the list of Canadian industries, until to-day there are only two greater in the whole Dominion, and have also carried with them in their ascendancy prosperity to every other branch of Canadian agricultural industry. In 1903 Canada's dairy exports amounted to about thirty millions of dollars, and, incidentally, assisted in producing as large an export bacon trade. In 1892 we exported a little more than one million dollars' worth of butter, and eleven and a half millions of cheese. Since then our butter exports have increased to over seven millions, and our cheese to twenty-two million dollars' worth. In connection with the growth of our dairy exports, it is interesting to note the decline of those from the United States. In 1892 that country exported seven and a half millions' worth of cheese, and two and one-half millions' worth of butter. Ten years later the cheese exports had declined to two and a half millions and the butter advanced only one-half million, the cause being due to the increasing demand of the home market.

What is the significance of this growth of the dairy industry? In every farming community throughout Canada to-day there is evidence of a marked degree of prosperity. The sixty millions derived last year from the bacon and dairy industries have been distributed more evenly than a similar amount derived from any other industry, and have been or will be expended more judiciously, because controlled by a more careful class than any other similar amount. In short, dairying may truthfully be said to have been the salvation of the country. Not only has it brought direct returns, but indirectly it has been the means of increasing the fertility of the land, of improving the type of cows kept and of hogs fed. By demanding a large supply of fodder to carry the herds over the year, it has created a demand for larger yielding crops, and the consequent general adoption of silos for storing corn, and in some parts the growth of alfalfa clover.

Hitherto the advancement of the dairy industry has meant more particularly the increase in the production of cheese, but in the future butter may be expected to be more largely produced. By selling butter from the farm scarcely any of the valuable fertilizing materials are disposed of and the finished product is in the most concentrated form possible to transport agricultural produce. Such being the case, farmers and middlemen should do all in their power to foster this industry. The former must endeavor to reduce the cost of production by increasing the average usefulness of his cows, and the latter must endeavor to manufacture the best possible article from the material on hand, and both must work hand in hand for improved transportation and marketing facilities.