

Factors Influencing Profitable Dairy Farming.

The Winning Speech at the Public Speaking Contest.

DELIVERED BY R. ALEX. BRINK, '19.

IN our province, the dairy industry engages a large population of intelligent, progressive and hard-working farmers. There are some who are assuredly more progressive than others and some whose efforts are attended by vastly greater financial returns than others. The recent Farm Business Survey in Oxford County had for its object the revelation of the features in dairying having the greatest effect on the amount of profits. The remarks I will make to-night on "Factors Influencing Profitable Dairy Farming" will be based largely upon information gleaned in this survey with such notes as I shall add from my own observation and acquaintance with the industry.

Four years ago, I was personally interested in dairy farming to the extent of milking five Holstein cows in the morning before I left for school and again in the evening after I had returned. Conjoined with this intimate experience, it was my privilege on Saturday mornings to haul the milk to the factory, a distance of about two miles. As I would take my place in the long line of wagons there, converged from all parts of the community and manned by hardy individuals as varied in nature as in appearance, I often wondered, as I surveyed the scene, what reward attended each man's long hours of steady labor, what returns for the ceaseless round of toil that is the lot of the dairy farmer. In that long line there were individual cases of interest. Here would be a man

grown old and feeble in the endless duties of the farm and there a sun-browned boy whose father had said he was going to be a farmer and didn't need to go to school any more, the lad yet scarcely able to lift the cans from his wagon. Here one would see a smart outfit with every indication that its owner was a happy and prosperous man, while behind him his neighbour would be waiting, gloomily, probably complaining about the weather, while his horses sullenly hung their heads, apparently ashamed of their master's incompetence. How interesting it would be, I thought, to stand at this point of focus and read each man's story right back to the farm. The recent Farm Business Survey has made that possible and, from the scores of patrons daily converging at that factory, I have selected two whose cases are such that they form a perfectly fair basis for comparison. Each tilled 95 acres of first class land, each derived 85 per cent of his income from dairy cows, each hired the same amount of labour and neither suffered any handicaps beyond his control. But despite the equality of their opportunities, Mr. Common, as I shall designate the less successful man, after he had paid the running expenses of his farm, deducted depreciation on equipment, the labour of the unpaid members of the family and interest on his investment at 5 per cent., had left a labour income of but \$850, while the other, whom we