

**The Merchant's Viewpoint**

Jno. A. Gunn, Produce Dealer, Montreal.

"On all sides we hear the cry, 'What causes the high cost of living?' Governments may employ all the students of economics in the country to investigate conditions, but I say here, without fear of contradiction, that unless the farmer makes a greater attempt to keep up with the growing demand of the cities the prices of

food products generally will be higher instead of lower.

Look at the condition of the beef, hog and sheep industries. Today packers are at their wits end to know what to do. Instead of lower prices at this season of the year, we see prices firm and advancing, on account of short supplies. Only last week our company had an inquiry for 10 cars of dressed beef for Calgary and Vancouver. Think of it—only two or three years ago train loads of live cattle passed through this port for export to Great Britain. Today, there are not sufficient cattle produced in the West to take care of the demand.

I dislike to think of what the next few years will bring forth. Get busy now. Farm. Work overtime to take care of the growing demand for your wares, just as the manufacturer is doing every day to meet this situation by equalizing the supply and demand. Try a few years of increased intensive farming, and we are satisfied the results will justify the experiment.

**Our Front Cover**

Organization is now the keynote of success in any industry. It is the growing realization of the necessity of organization that explains the new vitality in Grange circles. Down in Essex county all the Granges of the county have united in a county Grange. The likelihood of the officers of this county organization may be seen on the front cover of Farm and Dairy this week.

Back row, left to right: W. Braden, Asst. Steward; Frank Barnard, Steward; James N. Fletcher, Overseer; Mrs. Jas. N. Fletcher, Ceres.

Middle row, left to right: Miss H. Robinson, Sec.-Treas.; Charles Saywell, Chaplain; Frank Hunt, Lecturer; Walter Wardell, Acting Master; John Curtis, Member of Executive.

Lower row, left to right: Miss Turford, Gatekeeper; Miss Mary Bell McBane, Pomona.

**Opening United States Markets to Canadian Products**

The Democratic Tariff Bill that has received the approval of President Wilson and the leaders of the Democratic party, and which was introduced in Congress last week, will, if successfully enacted into law, admit a number of products from Canadian farms to the United States markets free of all cost and materially reduce the duties of other products. The result will be of great benefit to the farmers of Canada, especially to those producing the products that are to be admitted free.

**FREE LIST**

The following articles of direct interest to farmers have been placed on the free list: Swine, meats, milk and cream, potatoes, corn and corn meal.

The duty on horses has been reduced from 25 per cent. to 10 per cent.; cattle from 27 1/2 per cent. to 10 per cent.; sheep from 16 1/2 per cent. to 10 per cent.; barley from 43.05 per cent. to 23.07 per cent.; hay from 43.21 per cent. to 26.67 per cent.; fruits from 27.21 per cent. to 15.38 per cent.; live poultry from 13.10 per cent. to 6.67 per cent.

Other tariff changes include the following: Buckwheat from 15 to 8 cents bushel; oats from 15 cents to 10 cents bushel; wheat, from 25 cents to 10 cents bushel; beans, from 45 cents to 25 cents a bushel; nursery cuttings and seedlings, from 25 per cent. to 15 per cent.; fresh vegetables, from 10 per cent. to 15 per cent.; apples, peaches, etc., from 25 cents to 10 cents bushel.

**FREE A BOOK THAT EVERY COW OWNER NEEDS**

In this 72-page book has been gathered together a fund of valuable information covering very fully those questions which are of vital interest to every owner of cows.

Some of the subjects interestingly discussed in this book by the best known authorities in America are as follows:

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**Proper Dairy Feeding and Balanced Rations;**  
**Most Suitable Dairy Crops; Alfalfa;**  
**Dairying for Profit; Silos and Silage;**  
**Soil Fertility; Farm Buttermaking, etc.**

Illustrations of representative cows of each of the well-known dairy breeds are shown and the special claims for each breed are set forth by the various cattle association secretaries.

The book also contains a series of illustrations showing the desirable points in selecting a dairy cow and much general information of value to dairymen.

While the De Laval Dairy Hand Book covers the various phases of dairy farming most completely, it is in no wise technical, but is written in plain every-day language so that even the children can understand it.

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