

extending half way back, and set in holes in the top planks and in a scantling at the top. These allow free circulation of light, and prevent all fighting or teasing over the stall partitions. Ropes with strong hooks are arranged to keep the horses up to their places in the stalls.

There is plenty of light from three windows in each end and four on each side. Each window has four lights 14 inches by 18 inches. Three slide windows are placed in the high partition in front of the horses for light and ventilation. Four small windows are placed in the gables to light the loft.

The entire stable floor is cemented with the exception of two small box stalls for colts. These have a hard clay floor. The horse stalls

are planked on top of the cement. Running water is supplied in the stable from the windmill and tank already in operation for some time. The barn has a metal roof, is equipped with lightning rods, and while plain and not elaborate is very well suited to the purpose for which it was built. Two ventilators are installed, one in either end, being simply galvanized iron pipes 18 inches in diameter opening at the bottom and with a regulated opening near the ceiling. They seem satisfactory, and were made by a local tinsmith and constructed at small cost. The barn is eave-trenched to carry all water from the yard. The contractors who did the work were Messrs. Taylor & French, of Talbotville, Ont.

How a Farmer Keeps Books.

By Walter M. Wright.

Farmers are being more and more thrown in with business men and their ways of doing things. Where they used to get to town once a month or once a week only, they now get the daily papers, speak to town men over the 'phone or get on a train and in half a forenoon have been to town and back. This communication forces them to notice the business man's occupation, and farmers wonder why they too haven't the same respect for their farm business. Now they find out that it is largely because the prospering town man understands his work from A to Z, systematizes everything and knows to a dollar just what he is worth, what luxuries he can have, and in what pleasures he may indulge. They see, too, that it is because he keeps account of affairs by his books that he knows his business so well. This is the reason we hear so many queries on, how can farmers with their complicated business keep a proper set of books, and why it is that agricultural journals encourage farmers to keep books.

The first great question is the Capital Account; what goes into it and why it is kept at all. Many farmers would be far better off to sell their farms, invest their money in 5% or 6% bonds than to keep on farming, and if they kept a set of books, with a proper Capital Account, that is what they would do, or else change their ways. Many of them lose sight of the fact that the money they have tied up in fences, horses, buildings, windmills, machinery, hoes, axes, plows, waggons, harness, etc., has power to earn money for them. The only acquaintance many will have with the business term of "interest" will probably be the money that the bank collects on notes or a lawyer on a mortgage.

There is another use for the Capital Account besides showing what interest you could earn if you sold your place; it shows what your business is worth should you want to sell, insure, or borrow, and many other important facts.

In the Capital Account should be placed the cost of the land or the price you would accept for it. But be careful not to put it too high. Just to explain it we will suppose Mr. Walker buys a piece of land from the British Columbia Government, paying \$2,000. He buys a team of horses \$400, a set of harness \$40, a wagon \$125, a plow \$20, a scraper \$15, goes in and takes possession of his place. All these items would, if added together, give Mr. Walker his Capital—\$2,600.

He starts in to clear his land and spends two months fencing, clearing, etc. He should then place a value on these two months work, and add it to Capital at just the rate he could have hired a man and team to do the work. Suppose he buys more horses, builds more fences, gets more tools, such as hoes, axe, mower, rake, etc., all these would be added to his Capital. In other words the Capital is the value of property, tools, equipment, and money that a person uses to conduct his business. It is upon this investment he must make his dividends, and in figuring whether his farm pays him or not he must take this into consideration. Consequently if an owner of a farm can't make 6% on his capital it is far better to sell out and invest his money otherwise, or find out just where his loss occurs.

TREATMENT OF GAINS.

No business is kept running unless it is showing a gain, at least not if the proprietor is aware of its condition. It is because we have made a gain that we can take a salary and an interest on our investment, (declare a dividend), but we must know all the items of cost and expense before we can tell what part of our revenue is gain. Because a man with a dairy, grows all his own feed, has his barn paid for, and does the work himself, it does not follow that because he receives a check monthly from the creamery that the amount of those checks is his gain; we shall see why later on.

This being so we must know how to figure out our gains in order to find what interest we are getting on our investment, what dividend we can declare. To do this we must be able to calculate the cost of production at least approximately. To have it accurate would be still better. With this cost known we can deduct it from our

returns, and see just how much we have to apply towards our dividend, or in other words, what interest is earned by our capital.

Some prefer in figuring gains not to deduct anything for their own salary, nor to charge up their own time against a crop. They take all the net returns as salary and charge up interest on investment as the only item of cost, other than direct outlays. This may appeal to some but it doesn't seem right, because if one does

COST ACCOUNTING.

There is a term used by manufacturers which in a measure explains itself, i. e., Cost Accounting. This describes the work of a business man when he is trying to find the cost of manufacturing a certain article, perhaps an example will explain it fully. Say a manufacturer wants to find out what it costs him to make an overcoat ready for shipment. He starts a "Record" and will place on this record the price of the cloth used to make up a large number of coats; then the time at so much an hour of the designer who makes the pattern, then the time of the cutters, the price per hour he has to pay them for the time they take to cut the cloth, then the time at so much per hour for the time spent by the sewers, the button hands, pressers, etc. These when added will give him the cost of making; to this he adds his overhead charges which will be a fair proportion of the expense account, such as light, heat, taxes, interest on investment tied up in machines, buildings, etc., and other expenditures. These charges he divides among the number of coats and thus finds his cost of production. Suppose he found it to be \$9.00 each; then he must sell his coats at more than \$9.00 in order to make a profit. This is cost accounting, and it is the new method that has been working wonders for manufacturers, storekeepers, contractors and business men generally. It is the method farmers are going to use, a method some are using and we want to see more use it.

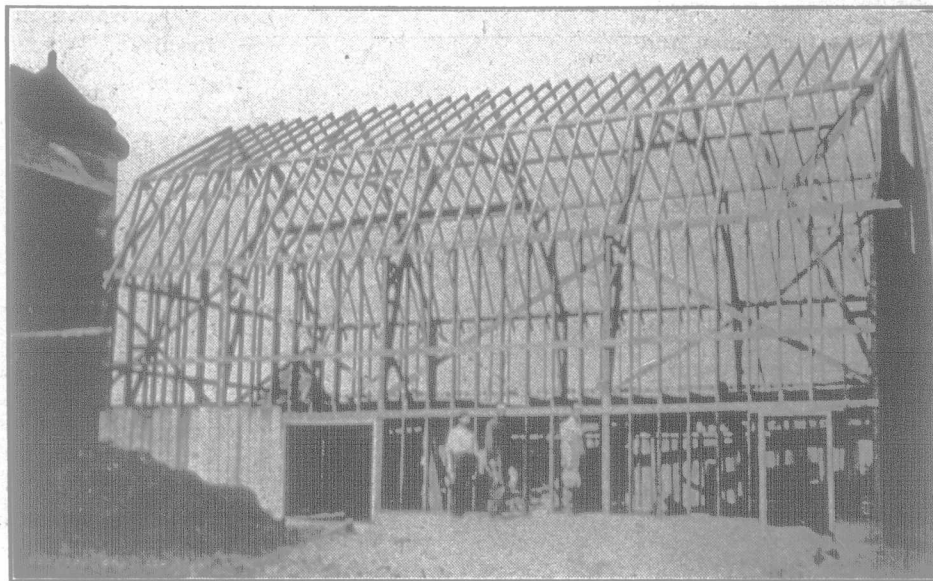
How it may be worked on a farm to advantage and yet not take up much time often seems to be a problem, but it is really not a problem.

No man can make his business pay if he does not know what it costs to produce the goods he has to sell, for he cannot intelligently fix his selling price. Farmers have come to a place where they must fix the price, not leave it to buyers. It is foolishness to sell below cost. Cost Accounting on a farm is not nearly as intricate as it is in most factories. On some goods manufacturers cannot get very close to the cost of certain articles, yet they do not give up; they get as close as they can. Many people on the farm have started in to keep account of the cost of raising a colt, and because they forgot to jot down some item have quit altogether. It is better far, to keep on even if some item is missing, and get an approximate result than to drop it altogether.

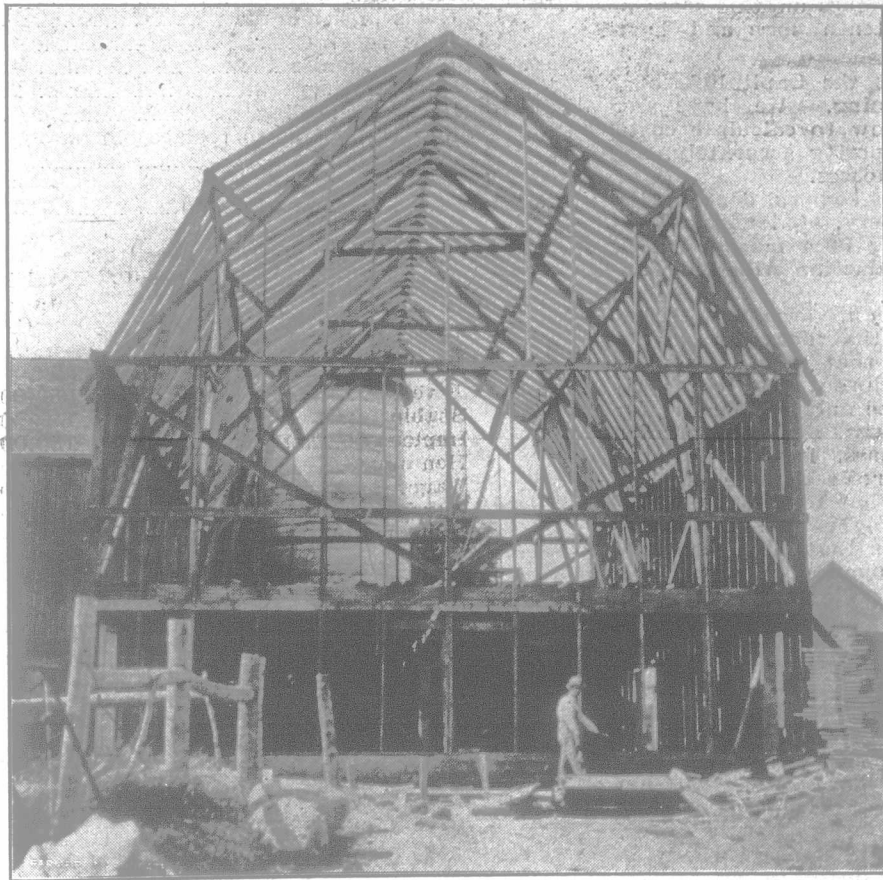
Many of our most prosperous farmers are using the time card of the factories to get at the cost of production. It is a splendid plan, and there are two classes to choose from; the daily card, and (for farms) the crop card. The big trouble with the daily card is that it is forgotten. One farmer using daily cards hangs his card, which has a pencil tied to it, on the nail where he hangs his work-

ing clothes, so that when the day's work is done the card confronts him. On these cards each day is placed a record of the time spent on each crop, then at the end of the month the time of men and horses are figured out from these cards, and charged up at so much per hour against the cost of production.

With the crop card the method is a little different. One farmer who uses this method has at the gate going into the fields, a tin box nailed to a post, a card with a pencil is hung inside.



The Plank-frame Barn at Weldwood.



End View of Plank-frame Barn.

This shows the arrangement of braces and the construction throughout.

this he is too liable to overlook the value of time, and also will not be as careful in economizing with the hired help or systematizing their methods, because they can't see where the waste comes in, and it's not because they are not clear thinkers. If time spent on a crop is not charged then there is no accurate way of finding which crop is giving the best returns for ones labor, or in other words, which crop pays the grower the best salary. Grow the crops that pay the most for your time.