

Patronize the Home Merchant

H. Scneider, Waterloo Co., Ont.

SO "the man from Glangarry" doesn't believe in buying the goods he needs from his home merchant: I have just read Mr. McClelland's article in Farm and Dairy, and am moved to reply. Words do not come readily to me; I would rather plow all day than write one letter. My ideas, however, are so well expressed by a fellow-German whose home is in Iowa, Mr. Hans Garbus, that I ask you to publish a portion of a letter he wrote recently to the Farm Journal of Philadelphia. I believe in living and letting live.

Here is the letter:

"Twenty-nine years ago I began my farm career. I had an old team and \$50. Our furniture was mostly home-made—chairs, cupboards and lounge made from dry-goods boxes, and neatly covered with ten-cent cretonne by my girl wife. We rented eighty acres. Being a boy of good habits I got all needed machinery and groceries of our home merchants on credit, until fall crops were sold. The first year was a wet season, and I didn't make enough to pay creditors. I went to each one date of promise and explained conditions, paying as much to each as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a forty-acre piece of my own.

"As soon as I owned these few acres the mail order houses began sending me catalogues, and gradually I began sending my loose change to them, letting my accounts stand in my home town, where I had got my accommodation when I needed it.

Community Decay Results.

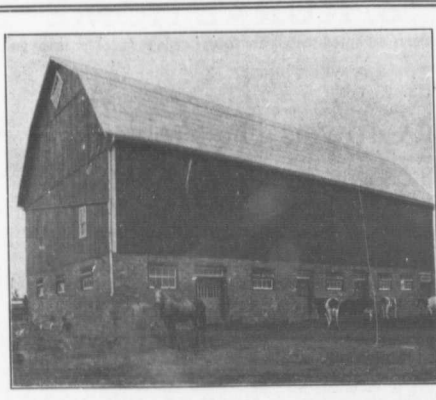
"We then had one of the thirdest little villages in the stage-good line of business in all branches, merchants who were willing to help an honest fellow over a bad year, and a town full of people who came twice a week to trade and visit. Our little country town supported a library, high school, band, ball team, and we had big celebrations every year. A farm near a live town soon doubles in value. I sold my forty acres at a big advance and bought an eighty, gradually adding to it until I had 300 acres of the best land in Iowa. I then felt no need of asking favors, and found it easy to patronize the mail order agents that came almost weekly to our door. I regret to say that I was the first in the county to make up a neighborhood bill and send it to a mail order house. Though we got bit every once in a while, we got in the habit of sending away for stuff.

"Gradually our merchants lessened their stock of goods—for lack of patronage. Finally we began to realize that when we needed a bolt quickly for machinery, or clothing for sickness or death, we had to wait and send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated, and men of less energy moved in. Gradually our town has gone down; our business houses are 'tacky' in appearance, a number are

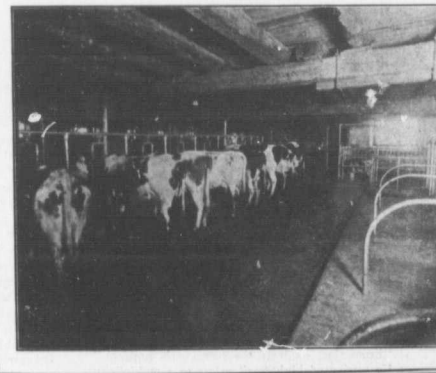
empty, our schools, churches, and walks are going down, we have no band, no library nor ball team. There is no business done in the town, and therefore no taxes to keep things up. Hotel is closed, for lack of travel. Go down to the depot when the freight pulls in and you see the sequel in mail order packages.

Farm Declines in Value.

"Nine years ago my farm was worth \$195 an acre; to-day I'd have a hard matter to sell it at \$107 an acre. It is 'too far from a live town'



In these days of high prices and keen competition the dairy farmer must consider many details to make success assured. Cow health and comfort is not one of the least of these. It can only be obtained in well ventilated, well-lighted stables that can be kept clean and sanitary at any season of the year. The accompanying photographs illustrate how these may be obtained. Note the height of the wall, the number of windows, with arrangement to admit air, also perforated doors, and on the interior view the cement floors, elevated platform, steel stalls and stanchions, cement mangers, steel calf pens, and well fed, contented cattle. This barn is owned by Trotter Bros., of Lindsay, Ont.—Photos by F. D. Lee, Lindsay.



—so every farmer has said that wants to buy. He wants a place near schools and churches, where his children can have advantages. I have awakened to the fact that in helping to pull the town down, it has cost me \$5,600 in nine years. Like the majority of farmers, I didn't figure far enough ahead."

What is your answer to the foregoing, Mr. McClelland? Isn't it a true picture of what has happened to many small towns and villages here in Ontario?

A Dual Purpose Suggestion

By "Herdman"

DAIRY cattle will make gains almost as economically as beef cattle. Much careful investigation work has proved the truth of this statement. Some dairy enthusiasts have been quick to take hold of the figures that have been made available to boost their breeds as being the ideal dual purpose cattle. In the last few months I have noticed several letters from the pens of

Holstein breeders, claiming that their breed excels in the production of milk, and that Holstein steers are coming into favor with butchers. The Ayrshire has long been regarded by some of its breeders as approaching nearer the dual purpose type than any other of the dairy breeds.

Let me assert most emphatically that only exceptional animals of our four great dairy breeds—Holsteins, Ayrshires, Jerseys, and Guerneys—can be considered as dual purpose animals. While it is true that they will make as economical gains as will beef animals, the value of an animal for beef purposes is not determined by the amount of gain, but where the increased weight is put. A beef animal puts it on his back; the dairy bred animal puts its weight lower down and as internal fat.

Unsatisfactory Results.

I have fed many animals of every kind and description of breeding, including Ayrshires and Holsteins, and have never been satisfied with the results obtained in feeding cattle of dairy breeding. They always sold as second-class at a second-class price, and with feeds as high as they are today we cannot afford to waste our time on anything that will not grade at least good. Some farmers like to raise a few steers to consume the surplus feed left after they have fed as many milk cows as they care to milk. Where are these steers to come from?

Here is my suggestion: Why not breed for both milk and beef? The plan that was used in my old home in Scotland gets around the difficulty better than any other I know of. There it is the common thing to mate the very best of the dairy cattle to Ayrshire bulls to breed their milk producers. Surplus bull calves from this mating are sold as veal. The progeny of the second-rate milkers of the herds are mated with a Shorthorn sire, and their progeny make excellent feeders that occasionally will top the market and will always class as good. The heifers of mixed Shorthorn and Ayrshire breeding are frequently as good milkers as their Ayrshire dams, but long experience has taught Scottish farmers that breeding further than the first cross is liable to be disastrous to milking qualities. Hence the dual plan that I have suggested. Where herds are small it is a simple matter for one neighbor to maintain a dairy sire and another a beef sire, both sires to be used in both herds.

To own and not to use what others need is economically unjust. Herein lies the immorality of speculation in vacant land.

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