

With reference to an article on "Safeguarding the Interests of Cheese-factory Patrons," in your issue of 20th February, I quite agree with the writer of the article in thinking that the cheese company should receive payment before it delivers its product into the hands of the buyer, and I am of the opinion that the best way to sell in cases where a certified check cannot be obtained at the car door, is to have the cheese covered by a bill of lading holding the goods, said bill of lading to be attached to a draft on the buyer, and not delivered until the draft is paid. Inspection can be allowed or not, as circumstances require, and, as soon as the bill of lading is signed, the nearest bank would cash the draft for the cheese company. C. M. MANNING.

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There are many improvements which might be suggested which would benefit the farmers as well as the merchant here. "Frenzied" buying has caused many evils to creep in during the past ten years, and conditions seem to be growing worse instead of improving; so much so that many firms during that period have been forced out of business, and the produce merchants generally, today, are no better off financially than they were ten or fifteen years ago. The trader who is trying to conduct his business on honorable lines finds it most difficult, and requires to exercise great caution in his buying in order to prosper and at the same time act squarely towards those from whom he buys in the country.

As regards clause 3, we think your suggestions impracticable. The merchants here are working on too small a margin to permit increasing either their expense or risk. We are of opinion, however, if your ideas could be carried out, buyers would be more cautious in their operations, and would buy their goods nearer their legitimate value, and there would be less claims charged up to the maker, and many evils in this regard would be done away with.

As regards clause 4, we are not in a position to say whether this would protect the farmers or not. To our minds, considering the enormous turnover in the cheese and butter trade—25 to 30 millions of dollars each year—the losses incurred by the farmers are comparatively light, and, in view of the tactics they adopt toward salesmen, remarkably so, as it is a well-known fact that salesmen often run chances they would not do for the sake of one-eighth or one-sixteenth cent extra, simply because they are afraid to face the farmers should they sell for even a small fraction less than their neighbors.

It appears to us there is too much grasping, both on the part of the farmers and merchants, and this has brought about failures and an unhealthy condition generally. To our minds, if the farmers are anxious to protect themselves, and feel they should not allow their goods to leave their hands without payment, the way to overcome taking this risk is to have the goods shipped to Montreal and sold here, at the Public Storages, as many factories now do. In this way they run no risk, as quality is examined, weights tested, and payment made immediately.

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In my opinion, one way to lessen the risk and loss of patrons would be to have all the cheese sold on the Board.

Buyers going to the Board for the first time each season, should have a letter of introduction from their bankers to the said Board.

Salesmen should sell to merchants only who have a good rating, and the president should be empowered to make inquiries regarding any buyer's standing any time the salesman demands a report.

Information from Bradstreets would help matters, but would not be a preventive. Like any other business of large proportions, there is a risk of bad debts, which a business man cannot always avoid.

#### WINTER FEEDING FOR THE PRODUCTION OF MILK FOR CITY CONSUMPTION.

In the first place, the selection of cows that will yield a satisfactory return and give a good quality of milk, should be the foremost consideration.

We should like to secure a cow that will give a good flow of milk of fair quality, and ultimately could be turned into beef of such quality that there would be little if any sacrifice in the price obtained. Such cows are not easily secured. As many of the farmers engaged in the production of milk for the city trade do not raise any calves they are dependent on securing their cows from dealers, and very often these cows prove unprofitable. Could the dairy farmers always obtain cows that would prove satisfactory, it is doubtful if it would pay to raise any of their own.

In view, then, of the difficulty of purchasing the class of cows desired, many dairy farmers are now devoting more attention to breeding and raising the heifer calves from their best cows. It becomes, then, a live question as to the selection of the breed to be kept.

If the cream only is to be sent, then it may be that the Jersey or Guernsey would prove as profitable as any; but if the whole milk is to be disposed of, then it is quite certain that the Holstein will yield more satisfactory returns in milk of fair quality.

I am not especially interested in any breed, as I have not raised any of my own cows, but purchase from dealers; thus, it is evident I have nothing to gain by stating a preference for one breed over any other.

Several of our best dairy farmers are purchasing one or more pure-bred females, and, having the use of a pure-bred bull of the same breed, they are getting their herds in a fair way to yield them satisfactory returns.

If purchasing a cow, unless such cow has a record, it is usually quite safe to select a cow of a distinctly dairy type, as dairy farmers do not pretend to feed for the butcher trade.

The fall and early winter is the time preferred for cows to freshen, but farmers supplying milk for the city trade try to arrange to have their cows renew at various periods throughout the year, so as to be able to keep up their regular supply. Thus, if a farmer intends to send the milk of sixteen cows, he would require to keep eighteen or twenty, and, as some would freshen, others would be let go dry. The keeping up of a regular supply is one important consideration to be taken into account.

If a farmer is sending to a cheese factory or a creamery, he is not put to this disadvantage, and often at considerable extra cost in the purchase of more cows, or possibly high-priced feed. Another important point to be considered is the expense of delivering the milk each day to the wagon, which goes along some leading road near the city, or to the station, when milk is shipped by train. At least three-fourths of the farmers selling milk for city consumption are put to this daily expense.



Woodview "Chief."

Champion male, 1907, first cockerel, Guelph, 1907; first cockerel, Toronto, 1907. Owned by Jno. Pringle, Woodview Poultry-yards, London, Ont.

If some good farmers would undertake to raise good cows to furnish other farmers who supply milk, I feel certain that satisfactory returns could be made by both classes of farmers.

Then, the feeding and care of a dairy herd is the most important consideration, owing, in many cases, to the scarcity of satisfactory help.

Many farmers consider that milk can be produced at more profit during winter than in summer, unless there should be considerable land unfit for cultivation. I think no one will dispute the fact that no feed is equal to the natural grass for good results. It is the aim of all good dairy farmers that, as far as possible, June conditions should prevail, in order to obtain the maximum results. For winter feeding, we aim to provide succulent, palatable and nutritious food; at the same time, it is necessary to have some bulky food to fill the large stomach of the good dairy cow. Corn ensilage is one of the cheapest and best of bulky foods, being succulent and palatable, but requiring some concentrate in addition in order to obtain a well-balanced ration. Roots, also, especially mangels, if fed moderately, are very desirable. The very high price of bran has made it unprofitable to feed, and I am doubtful if more than fifteen dollars per ton should be paid for bran to yield a profit, notwithstanding the equally high prices for other feeds. Many farmers, during the fall and early winter, fed considerable quantities of oil cake, but that, too, has been considerably advanced in price, owing to the steady demand. Caution is needed in feeding oil cake, as it is very rich in protein, and may also be fed at no profit if given to cows in too large quantities. In order to produce milk, it is necessary to provide food containing a good percentage of protein. Among these may be mentioned oil cake, gluten meal, brewers' grains,

distillers' grains, and alfalfa hay. It is believed by many farmers that very satisfactory returns can be made by feeding a ration of corn ensilage, roots and alfalfa hay. No doubt the flow of milk could be increased by feeding some meal in addition, but it would materially increase the cost of production and lessen the percentage of profit. Ensilage and alfalfa also answer well to supplement the pasture during the dry weather. York Co., Ont. ALPHA.

(To be continued.)

## POULTRY.

### TRAP-NESTING, VIGOR, AND INCUBATION.

Editor "The Farmer's Advocate":

Referring to your note at the foot of Mr. Henry's letter, in the Feb. 13th number of "The Farmer's Advocate," I would like to point out that the theories, as set forth by Mr. Henry in that letter, do not allude to the retarding, but rather to the non-forcing of egg production at an unnatural time. I desire to congratulate Mr. Henry on his thorough grasp and clear exposition of a subject which, as he says, is puzzling the would-be scientists and professors. At the same time, I shall best answer your query by endeavoring to show that trap-nesting can be carried on with perfect success under such conditions.

Before filling my present position, as superintendent of the Poultry Yards of Canada, Limited, I had twelve years' poultry experience in this country and Great Britain, and during that time found that best results are obtained by separating the hens from the pullets. The pullets are forced for egg production, trap-nested, banded, and their records carefully noted; the hens are allowed to lie fallow, but not retarded in their laying; by that I mean, if I find them laying, I do not try to stop their egg production, simply let nature take its course. These hens are also trap-nested, and records noted, and, as they are already supposed to have on their pullet bands of the year before, you will readily see that we have a double check on the laying qualities of our birds. By following this method, the breeding stock (the yearling and two-year-old hens) will benefit by the rest, and, mated to vigorous male birds in the spring, will lay strongly-fertilized eggs, which, in their turn, will produce fine, healthy chicks, whether hen or incubator hatched. The pullets will have filled the egg basket, and, when the hatching season commences, you should find your books showing a balance on the right side.

This now brings us to the hatching and brooding side of the question, and on that I am going to slightly differ from Mr. Henry's view that the hen-hatched chick is better than the incubator one. I have operated nearly a dozen different makes of incubators and brooders—Canadian, English, and American, both over here and on the other side—and I am prepared to state emphatically that, if the eggs set in an incubator are from fully-matured, healthy birds, as described above, at least seventy-five per cent of the hatchable eggs will produce healthy, vigorous chicks, and ninety-five per cent of these chicks will be raised, barring accidents.

Personally, I have never had a case of white diarrhea among my chickens, and can only attribute its absence to care in selection of breeding stock, cleanliness, proper heating of the brooders, and careful feeding.

We hear a great deal too much nowadays of puerile experiments and incomplete tests by supposed poultry instructors and would-be scientists of the mysteries of moisture, ventilation and other bugbears warranted to frighten the ordinary poultryman from embarking in the business, but I can honestly say that I have never seen any appreciable difference between chicks hatched and reared artificially and those hatched and reared by hens. If there be any advantage, I think it is with the artificially-hatched chick, as lice troubles are absent, provided the brooders are kept clean. I find, on looking over our records here, that, out of seven thousand chicks, incubator-hatched last season, not a single case of white diarrhea developed. This agrees with my own experience and that of over three hundred correspondents, whose records I have on file. On the other hand, every day brings me such complaints as that received to-day from a correspondent at Bridgeport, Ont. I quote his own words: "Last spring I set three hundred and sixty eggs under hens. I got one hundred and twenty alive; some smashed in the nest, and others died one way or another, until I finally had sixty-seven, and this after tramping miles lugging hens on my back in a bag, only to find them not wanting to set. No more clucks for me. If a wooden hen is no better than a feathered lady, then someone can raise; I will buy."

Assuring you, Mr. Editor, that as a poultryman I full appreciate your endeavor to further the poultry industry of our country.

M. LOCKHART-TINDALL.

Renfrew Co., Ont.