

of my visit, Mr. Kendrick was shipping 30 to 22 cans of milk daily.

It will be seen that the methods practised on this Dundas county dairy farm are neither unusual or startling. They are sure. They have proved so in the case of Mr. Kendrick. It is as an inspiration to other young men like him, who are wondering what there is in the farm, that I give the personal side of this story. It is just six years ago last spring since Mr. Kendrick moved on to the farm he now owns. He had about \$960 in effects, but no cash, and he came

on to the farm as tenant, not as owner. He also came as a single man, but he no sooner had the seed in than he hastened to take to himself a wife. At the end of one year as a tenant, he purchased the farm, paying nothing down. That he has prospered is shown by his own statement that the profits of another year or two will make him complete owner of 75 acres of the richest land in Dundas county. In fact, the place would have been paid for already had so much not been invested in improvements. The improvements however, are returning a larger percentage of

profit than the mortgage cost. Among other items were eight head of registered Holsteins and a registered Clyde mare. The farm home is a brick house of modern construction, setting well back from the road, and made doubly attractive by the trees that surround it. The only feeling of regret that I had on leaving the Kendrick farm was the knowledge that Ontario may soon lose Mr. Kendrick. He has done well in Dundas county, and is now looking for a wider field. He now, for all I know, he may be in the dairy business in Calgary.

Just Why Dairy Farmers are Interested in Cow Testing

A Graphic Representation of its Advantages by Chas. F. Whitley, Ottawa.

THE upper chart herewith gives

as a diagram the comparative yield in boxes of butter of three types of cows. The first, selected, both fed and bred for production, is a five-year-old grade that gave 11,630 pounds of milk, 450 pounds of butter worth \$135; with feed cost of \$55 her clear profit is \$80. Such cows and better ones have been discovered through cow-testing. Her owner was not content with an ordinary type, an average cow, for satisfaction of that kind effectually kills and buries all progress, so he selected, using records as a rational basis. The second is the average yield of 8,200 cows as collected by our recorders at 13 dairy record centres in Ontario, Quebec, and Prince Edward Island, namely, 206 pounds of butter worth \$61.80, feed cost \$35; profit, \$26.80. This is probably much better than the average yield of all cows in the Dominion. The third is the type unmasked by cow-testing, desired by no one. In this case it is not just one lone individual cow, but is the average yield of a herd of ten cows in Ontario, 80 pounds of butter worth \$24, and the owner estimated it cost \$30 to feed each cow.

Does this comparison not convey something to you? Is it not worth a very great deal to you to look carefully into this matter of cow-testing, to think in larger figures, to determine that your herd shall speedily be one of selected individuals? The best in everything is yet ahead of us; the best cow is yet to be recorded, helped on by the best in methods, the best in crops, the best in dairy farming generally, so that our dairy herds, uniformly excellent, may be of the finest type possible, always improving. Join this society of unlimited possibilities; become a member to-day, start recording at once.

The Investment in Dairying

Cow-testing has always sounded one dominant note, the selection, on their records, of the best cows. The recommendation is timely in view of the claim that there is an investment by dairymen of from \$500 to \$1,000 or more for every gallon of milk produced per day. Thus the efficiency of every cow is no slight consideration in our huge business of milk manufacture. For every hundred dollars invested in the manufacturing industries of Canada there is reported to be a gross return of ninety-three dollars; in agriculture there appears to be a gross return of seven-

teen dollars. Can we do better? Dairy records, through giving what is absolutely essential to every manufacturer, a knowledge of cost of production, have paved for many men the royal road to larger returns; the successful business dairymen to-day make each cow their own stand her trial by the impartial jury of scales, test, and record form. The sentence is soon passed, and several reformatory inmates now pay good dividends.

Another evidence of cow-testing value is found in the largely enhanced profits and increased yields of milk and fat obtained by those well-informed men who persevere in acquiring knowledge charted in their own stables on the record form. The unit, whether cow or acre, is being studied and developed as never before, because

of dairy records. Cow-testing is not hedged about by any trade secrets or any copyright formula. No red tape binds one in making his own simple totals. There is no selfish or sinister competition; but on the contrary there is the greatness of true cooperation in securing results that count very materially in building a better home-farm, supporting loyally the near-by factory, advertising the locality as a good dairy section, while adding in no small measure to that needed efficiency, which makes true prosperity for the Empire.

In a Herd of 16 Cows

The lower chart indicates graphically the yearly returns from a herd of 16 cows where some selection has been practised and all cows put on a paying basis. With an average yield of 4,850 pounds of milk, 3.5 test, and 170 pounds of fat, with feed valued at \$35 per cow, there is clear average profit of \$16. But it will be seen that the five best cows yielding 204 pounds of fat make \$96 profit as against the \$4 average from the five poorest. Then on comparing the worth of the poorest cow, age 8, giving only 122 pounds of fat, with the 12-year-old giving 247 pounds of fat, we see clearly that it is not a question of one cow returning just twice as much profit because she gives twice as much fat, but the profit is actually 20 times as great.

May I venture to submit that clearer proof could not be wanted of the practical utility of dairy records.

What additional sum is within our reach as direct gain from cow-testing? Considerable light is shed by the fact that in one creamery in Prince Edward Island over thirty patrons, members of our cow-testing association there, took in double the amount of money per cow last year than they did four years ago, while the other patrons show little or no increase. So it is in many other districts. There is nothing to prevent any factory of 500 cows, if its patrons take up cow-testing in earnest, handling extra money annually to the extent of \$8,000. We have men by the score in Ontario and Quebec now obtaining 1,000 and 1,500 pounds of milk more per cow than two years ago. Scattered all over, we find instances like this, the man who has been cow testing now milks eight cows and gets \$400 or \$430 more cash than the man who does not weigh and sample, but who

