

A Business Education Needed.

Editor "The Farmer's Advocate":

To all who have been concerned enough with themselves, and their future to consider the opportunities of life, there comes this firm conviction, that to him who uses most his power to reason will be accorded the greatest reward, but to him who is content by his physical powers to obtain the luxuries and necessities his body and intellect cry for, will live in an ill-fed body with an impoverished mind, in a world of nought but monotonous, never-ending tasks.

Reaching this conclusion, one will search among the occupations displaying the possibilities for a remunerating labor that will employ the abilities he may possess. Confronting him there will be the great professions that have been the stepping stones for many men. The professions to which, because of the efforts some men have made, humanity has accorded honor, and esteem them above the other tasks and callings of life. We look at the doctors, the lawyers, the scientists, the chemists, and find that their calling has been made what it is by the trained mental effort of those who led and still lead in these professions.

Yet in all these we find the possibilities marred by the fact that they must be pursued under conditions not conducive to the fullest enjoyment of life. There is the city dust and heat and loneliness, the monotonous round that cannot change, but when we turn from these to the prospect of the soil and its future we find a call from a profession (yes, profession) which as yet but the fringe of whose possibilities has been seen not even touched. For the chemist, the greatest field of experiment and research that the laws of the universe govern, to the economist a sphere unorganized, lacking system and objective, and to these and others farming offers for the solution of its troubles, honor and esteem far above that now accorded to the other professions that man has built.

The farm task with the ever-varying seasons must give up its monotony, spring forces the tasks of winter to give place to a newer routine, the summer with its outdoor work compels a new arrangement, but the city professions know no season's change such as these. Variety is the spice of life, and it comes unsought for to the farmer's door.

Yet with all these calls the farmer's life seems still to lack inducement. It would seem that the contract of lifting it to the plain where it should be were too great for man, and the easier tasks have been taken. Gradually by the "high cost of living" the duty to supply more foodstuffs is being forced upon us, and at last the greatest call is being heard, and "back to the land" man must go, but not as of old, unprepared and un-schooled in his calling.

Then what can we do to make ourselves, as farmers, more efficient, for it is to us that the task has been given. We must be our own chemists, economists, and business managers. We must find out for ourselves and then pass on to others what we have, that others may, with our achievements as a foundation build still higher, thus we may attract the best trained and wisest men to enlist in our profession, and lift it from where it is to the highest pedestal, because we have such a grasp of the possibilities of agriculture for

"Such earnest natures are the fiery pith,
The compact nucleus 'round which systems
grow!"

Mass after mass becomes inspired therewith,
And whirls impregnate with the central glow."

Up in the Rockies there is a long, winding trail that eventually leads to a flat expanse, from there lead many trails, and riders arriving cannot tell the trail that will take them to their destination, but one might climb on to a peak on a mountain nearby that will place him where he can look down and see just where each trail leads, he can come down having seen them all, direct his own course and tell the others where each trail will surely lead them. His effort to climb gave him his grasp of the situation. He knows all the others know, and this much more.

Just so will it be with those of us who are willing to study and learn, we take all the others can give and climb higher for ourselves that the pleasure of directing others may be the reward for our effort. But let us not be selfish, help others as we would have them help us, pass on our experience and encourage others to do so too. We need in our farming more system. We must take what the business schools are giving to business in the city, all of it that we can use. We must take the businessman's marketing schemes and use them ourselves; we must learn how he writes his letters when correspondence will help him; how bookkeeping can assist, and the hundred and one other things. The farmer as an individual is not in a position to take them for himself, he must depend on others to do that for him for there are those who can, and are fitted

to go and get them, and having got at the facts and principles arrange them in such form that they will apply to farming. Can we not have placed in our Agricultural Colleges a "Farm Administration Course"? The business men have seen the needs of training the University Graduate in such a way, that these graduates may with effect apply directly, their theories; to meet this they have agitated until the universities have placed in the courses, one of "Business Administration" the little quotation above is that with which one university prefaces its text on one phase of this course.

Let us urge this, ever remembering that the more peaks we climb (or subjects we study) the more trails we can see; the greater our effort, the stronger we shall become in our profession. Let us get the best men from the farms and cities to give what they know; they will gladly do it. If the step is organized, encourage our farmers and our farm boys to take the course, and coming home inject more business system into our work. Surely the task is commendable, let us make the effort.

There is no such course available at present, but would it not be well to send the boys and girls this winter to the business colleges, not with the idea of fitting them for the overcrowded, under-paid city duties, but that they may get an idea of the value of business systems, promptness, bookkeeping and commercial practices generally, that these may assist them to construct a better and a brighter outlook for our profession, so that when they are called upon to take their places with us in the ranks they may be working in a profession of which they may be justly proud because of what it is doing in the solving of life's riddle.

B. C.

WALTER M. WRIGHT.

"Back to the Land," How to Get the Money.

Editor "The Farmer's Advocate":

No better slogan could be sounded at the present time than "Back to the Land." Our cities overcrowded, thousands of able-bodied men out of employment, business reduced, trade dislocated, and "nothing doing" in speculative schemes or real estate, or likely to for some time. This represents prevailing conditions in our cities. What about the country? What are the conditions there? Shortage of labor and high interest for money. This dual condition is curtailing agricultural enterprise, and soil cultivation, thus lessening production, therefore, the above slogan is quite apropos.

During the past few years the speculative fever of our cities in stocks, bonds and real estate became contagious, the get-rich-quick epidemic spread to the rural parts of our country, and many farmer's sons were induced to leave the land for apparently easier and more lucrative positions in our cities.

In many cases the lure of the city proved to be a will-o'-the-wisp, and it was only when they got to the city and entered the field of competition with men of keen business acumen, that they realized what real struggle meant.

There thousands of our young men are living at present, their capital tied up in unprofitable ventures, and many of them would be glad to get back to the land, were they in a position to do so, and if opportunity offered. Many of these young men have spent a good part of their life on the land, are hungry to return, and would be valuable acquisitions to whatever locality they would settle. But they have no capital; it is tied up in real estate in all probability. I have talked with not a few of these men, some single, others with a wife and family, dependent on them and realizing the seriousness of the situation I have heard such expressions, "What a fool I was to sell my farm and invest my money in the city." "I would give a good deal if I had a farm to go to."

These are only two of many I could repeat. This drain from the rural parts has had a reflex influence on country life. Districts have become less progressive, owing to the loss of young men of mental calibre and activity; this, combined with a shortage of labor and lack of capital to develop agricultural enterprises, has greatly lessened production. I do not hold that all idle men in our cities would make good farm help, as some are decidedly unfitted for the soil, but there are many men who would make most capable and efficient help, and whose desire is to get back to the land. There is a demand for more efficient farm help; a call comes from high places for farmers to increase production, and to meet the demand for food products that is and will be created by the present European war. The war crops of Europe, and of the great Russian Empire. That shortage will cause a great increase in the demand for foodstuffs, and an increase also in the price of them. How far will our farmers be able to meet this three-fold call under present conditions of financial stringency? Only in part can it be done, and by those who

have ready capital to develop their business. Banks and loan corporations demand a higher rate of interest than the profits from the land justify, except in a favored locality, or in some special line of farming.

In order that many of the young men in our cities may get back to the land, and also that those on the land may further develop their present holdings, capital is required. This capital must be secured at a comparatively low rate of interest, so that the farmer may have a chance to make a decent profit. Canada has the land to produce a bigger crop of cereals than she now does, she has the foundation stock to raise more cattle, horses, sheep and swine, she also has the men; what is lacking is the capital to finance the ploughing and cropping of large areas that are now unbroken. Given assistance in this direction the crops of Canada and its numbers of live stock could be increased 50 to 100 per cent. If we prepare now to meet the emergency by far the biggest amount of gold that has ever come to Canada will flow into our country during the next few years, and it will not flow here in the form of loans, but in payment for products. Nobody need be told what a stimulating effect this would have on every form of business activity.

The scheme of the Port Arthur Board of Trade, which they purpose putting before similar Boards, is commendable, and if carried out would relieve this situation in a large measure. Their plan is to ask the Dominion Government to empower the loan of at least \$50,000,000 to the township municipalities in Canada on their municipal debentures for five years with interest at five per cent., repayable annually, on condition that such municipalities lend such money to rate-payers to be expended in clearing and bringing additional land under cultivation; the loan to be a first lien against such land by being a tax against it similar to the drainage tax, the advance to any one farmer not to exceed \$1,000, and to be made to the respective municipalities as the improvements are made.

This scheme is a statesman-like one, and would not be in the nature of an experiment. The Argentine Republic has loaned \$50,000,000 in this way; Australia has loaned over \$80,000,000, and New Zealand, beginning with \$10,000,000 found the results so good that it has steadily extended the plan until it has now loaned \$65,000,000. Both Australia and The Argentine, the latter country especially, give credit to these loans for a great increase in the number of industrious farmers settling upon the land, with consequent prosperity to the country as a whole. Upon a very much larger scale the same general scheme has been worked out by the British Government in Ireland, where \$330,000,000 has been loaned to the tenant farmers with which to buy and improve their holdings. Canada has a plain duty to herself and to the Empire in this matter. Now is the time to act.

Que.

W. F. STEPHEN.

THE DAIRY.

Care and Feeding of Milk Cows in Fall and Winter.

I. CARE.

Editor "The Farmer's Advocate":

Not long since, while walking along a road on a wet morning, I saw a valuable herd of cows, part of them lying down and part standing with backs humped in a field, while the cold, drizzling rain poured on the defenseless animals. Nearby was an expensive dairy barn and stable. The question I asked was, why were these cows out in this cold rain, when a good stable, where the cows would have been sheltered, was standing empty?

This is not an unusual condition of affairs. Nearly everywhere in the autumn months are to be seen herds of milking cows standing around outside, in fields or barnyards, while the cold rain or the nipping frosts reduce vitality, and consequently the milk flow. In some cases the stables are not ready for stock—floors are being renewed or repaired, new ties or mangers are replacing old ones, but not yet completed, or some other valid reason may be given for not housing the herd, but in many cases the explanation is simply laziness—the owner or men are "too tired" to clean the stable after the cows have been in all night. This is not a sufficient excuse, and no good dairyman would leave cows out of doors in cold, rainy weather because of lack of time to clean the stables. One of the arguments that may be advanced in favor of litter carriers for cleaning stables is that it makes the job easier and more cleanly, as compared with a wheelbarrow, and hence less excuse for not keeping the stable clean, and also less reason for not stabling cows at times when they should be in the stable. There is also the further point to consider of adding to the bulk of the manure pile, which, on most farms in older Canada is now a valuable asset. Cows out of doors add very