



FARM AND DAIRY



& RURAL HOME

We Welcome Practical Progressive Ideas
Trade increases the wealth and glory of a country; but its real strength and stamina are to be looked for among the cultivators of the land.—Lord Chatham
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Dairying—Past, Present and Future*

—PROF. H. H. DEAN, O.A.C., GUELPH, ONT.

I REFUSE to be classed as a pessimist, but I do earnestly think it about time we got down to hard facts and common sense on this question of rural depopulation. Dr. Wiley, writing on a similar topic, asks these very significant questions: "Why do the wolves eat the sheep?" Is it because of the wolfishness of the wolves, or because of the sheepishness of the sheep? When I have answered these questions we shall have taken a first step in the solution of this great problem.

In the past, the dairy farmer has not received just rewards for the capital invested, the risks involved, nor the labor performed in the production of milk, on which rests the whole Canadian dairy industry. He has been able to make a living, lay aside a little for old age in many cases; in some cases not, but has had to rely upon the bounties of children, that most galling of all conditions to a self-respecting farmer. No class of men has worked harder nor for longer hours than has the dairy farmer, hence his reward should have been greater. The fact is, that while the returns from the dairy farm have been greater than from almost any other line of farming in Canada and the cash more certain, year after year much of the profit which should have been the farmer's has gone into other pockets because of the trusting disposition of farmers, and also because they have not been organized to demand their fair share of the profits.

DOLLAR MILK NOT PROFITABLE
On the average, our dairy farmers have not received for milk more than \$1 a cwt. for a period of years in succession, which leaves practically no profit except where land and labor are cheap. The cheap land was got in newer or less favored sections, and the cheap labor came largely from his own family until they got wise; then the boys, and in many cases the girls also, left the farm to look for the other 50 cents of the consumer's dollar paid for farm products.
But, you say, look at the splendid farms, good fences, and good buildings to be found in the best dairy sections! Were these not made by dairying? Yes, in some cases, in others not. Many such farms were produced from profits made out of side lines, such as land or live stock speculations. Where this is not the case, these farms are the result of a long life of self-denial and spending very little of the hard-earned money. "A dollar saved is a dollar earned" has

long been a popular maxim on the farm; hence farmers have received credit for being "close," "stingy," etc., whereas, if this is the case, it is because circumstances have made them so. On the whole, farmers are generous with everything except money, and the reason they are not of it, as a rule, in the past.

Why ever may be the financial returns of the other classes interested in the dairy business, it is certain that the dairy farmer is not receiving sufficient remuneration. In an address recently given before an audience composed almost entirely of breeders of purebred dairy cattle, we suggested that farmers should make the price for which they sell their goods, and not allow this to

In a recent number of a well-known American dairy journal, the field agent or supervisor of farms owned by the United States Borden Condensed Milk Co. makes this remarkable confession: "The exploitation of the several farms by the Borden Co. has also taught an invaluable object lesson to the corporation; because the company cussing the subject that at the price their factories pay the farmer for milk there is a big profit in dairy farming, but to their great surprise in practice they found incontestable facts that even with silage and other home-grown roughage they actually produced milk on their own farms at a considerable loss when obliged to sell it to their own plants or factories at the same price the farmer receives."

The writer goes on to tell how the company blamed the loss on poor cows, and gave orders to clear out all the unprofitable animals. "Notwithstanding this drastic remedy," he says, "the Borden Condensed Milk Company fell down flat trying to make milk on their own farms and selling the product at the same price they paid the farmer. In this dilemma the city manager set a date for a personal interview with the writer, who had now also more or less to do with the dairy herd, to talk over the business end of making and marketing the milk, which, as every dairy farmer knows, is the problem of chief importance, viz., the market price of the product. For what value is any article after it is grown on the field or made in the barn, unless it can be sold or used at a profit? If any business is all outlay and little or no income, the zeal is flattened, the enthusiasm blunted and the ambition cooled. Yet the writer is a staunch supporter of the doctrine of cheapening production, but that does not mean that the producer is running almsgiving institution." He concludes the argument by saying "it is the price that makes the profit in dairying, all other conditions being equal." If our dairy farmers would adopt this motto in their stables and in their homes, and act upon it, we should soon see things wearing a different aspect on the dairy farms of Canada.

"SOOTHING SYRUP" ADVICE
For years we have been told to "chop upon production," "never mind the selling end of the business," etc., but farmers have grown tired of these soothing syrup specialties, and now look for a change. Too long farmers have been blamed because they did not produce more milk at less cost, but in any cases the dairy farmer is doing

Is Cow Testing Worth While?

Chas. F. Whitley, in Charge of Dairy Records, Ottawa

Notice these differences in yield and revenue between cows in the same herd, all fed alike:

Herd at	Best Cow		Poorest Cow		Difference		
	Age	Milk Lbs.	Age	Milk Lbs.	Milk Lbs.	Fat Value	
Quebec	10	7,462	255	12	3,875	147	113 \$37
Ontario	4	10,655	329	6	3,979	172	113 \$37
P. E. I.	6	9,411	372	4	2,531	100	6,489 \$64 78
B. C.	9	16,345	513	8	4,696	227	2,515 \$80 85
Ontario	4	13,100	471	5	4,690	165	8,500 \$96 91

The "average" of a herd may be very misleading. Study the individuality of each cow. This table illustrates four points:

(a) That although a herd may contain some good cows, as instanced in these of even production, for low yields of 3,900 and even 2,900 pounds are found. Constant selection is necessary before all are up to a good level when a perfect herd.

(b) That these large differences are not confined to one factory or township vines, indicating the universal need of scales and samples.

(c) That weight of milk alone is not always a correct guide as to a cow's value. In this B. C. herd the difference in value of milk alone might be put at only \$36, but taking fat at 30 cts. a pound, the real difference is \$85.

(d) That there are plenty of excellent dairy cows in Canada, the result of some clarifying process, but no system of taking merely an average of general results will ever give real credit to these masterpieces of the twentieth century.

be done by "the other fellow." As a prerequisite step, we said the farmer must find out what it costs to produce his goods, add sufficient for interest, labor, and profit, and make the price accordingly.

A member of the House of Commons in Canada, who was in the chair, commenting on our remarks, disagreed with some, but said, "He was absolutely right in saying that farmers should know the cost of production of their goods." A farmer present—one of the oldest breeders of purebred dairy cattle, in Western Ontario, an expert of one of the largest and wealthiest Cattle Breeders' Associations in Canada—interrupted the M.P. with this significant remark: "It would make them sick if they did." There was a world of truth in this sententious remark of a good farmer, and keen observer of matters agricultural.

*An extract from an address delivered at the last Eastern Ontario Dairywomen's Convention. This address attracted more attention from the dairy press than any other delivered at the convention.