

### Organization of the Farm Business

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the poorest quality of live stock and those where only the best class of animals was kept, so that this factor alone is sufficient to double the income from many Ontario farms.

There is at the present time one definite form of organization of the farm business where the farmer concentrates on the production of one special product. For example, in Oxford County, the greater percentage of returns from farms results from the sale of milk. To arrive at a definite conclusion as to the place this form of organization should hold in Ontario we have only to examine again the results from the Farm Survey in Oxford. Here it was found that the average farmer who derived only from 60-70% of his income from the sale of milk, in other words the farmer who practiced mixed farming, made a larger labor income than those who practiced specialized dairy farming, in spite of the fact that neither their crops nor their live-stock were as good. This increase resulted altogether from better organization, largely for the purpose of reducing the cost of production. On the other hand the few specialists who had their farms properly organized made larger returns than any other class. The Survey revealed the fact that that there were some farmers in Oxford County selling farm products for less than the cost of production, and many others making a very small labor income, while in the same district were farmers on farms equal in size and natural fertility, who were deriving good incomes from the farm business.

Taking these facts into consideration we must arrive at the following conclusions:—

That there is a need for better organization on nearly every farm in Ontario.

That specialization is an expert job and does not give the best returns for the average farmer.

That the efficient organization of the farm business offers the only opportunity to increase the labor income of the farm, without the investment of more capital for the expansion of the business.

Just how much difference all the factors in a well organized business have over the labor income of a farm is shown in a general but convincing manner by the results of the Farm Survey. In this it was found that a 100-acre farm efficiently organized produced double the returns of one of the same size poorly organized, and equal returns to a 250-acre farm lacking organization.

Realizing as we must the importance of having the farm business efficiently organized, how can we secure this desired organization? As with all great movements the change must be gradual. Little can be done with the present generation. It is true a few of the more progressive farmers have already recognized the value of a well organized business. A few more will pay more attention to this question when they read the results of the Farm Survey. But it is to the coming generations that we must look for greater results. These results can only be obtained by teaching the children of to-day—the farmers of to-morrow—not only the scientific facts of agriculture, but the business end of the industry as well.

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