

made in the cattle business which was destined to bring Mr. Hallman both fame and prosperity. His father had good Durham cattle, but he soon found as he attempted to improve them with Shorthorn blood that he got less and less milk from his cows. This was a serious matter, as a cooperative cheese factory now offered a fairly good market for the milk. Among the friends of the family was a Swiss gentleman, who talked much of the great cattle he had seen and known. Illustrations of Holsteins had attracted the elder Hallman, and in 1883 he decided to buy some Holstein cattle. Accordingly, three pure bred females and two bulls were purchased from Geo. E. Brown & Company, Aurora, Ill. Thus was the herd started that has yielded a great influence in the development of the black and white breed in Canada.

At the time they made their first importation, Mr. Hallman and his father did not know that there were any Holsteins in Canada. Later they heard that a few had been passed through the three months' quarantine by M. Cook & Sons, of Autawville, Ont. This long quarantine made importation difficult and expensive. In 1885, Mr. Brown imported Holsteins direct from Holland, bringing them through Canada. He fed at Toronto. The two Hallmans, father and son, and a Mr. Hergartner, went to Toronto to see them. The subject of our sketch had pluck enough to select six heifers, three calves and three yearlings, and one bull. These cost \$100 each for the calves eight months old and \$360 for the heifers coming two. Of this lot, Mr. Hallman took three for himself and borrowed the money to pay for them. The rest of the story is best told in Mr. Hallman's own words.

The First Disappointment.

"The first heifer to freshen was words. "She was as nice a beauty," said he. "She was as nice a type of Holstein as I have ever seen. She was a dual purpose type, splendid for milk and good for beef. She died with her first calf. That was my first setback with the breed. I had paid \$360 for her and kept her from fall to spring, and it was borrowed money at that. I decided, however, that the only way to recover my loss was to keep right on and get it where I had lost it.

"I proposed to Mr. Hergartner that we go into partnership. I calculated that in this way we would share the losses, as naturally losses were foremost in my mind at that time. I forgot that such a partnership also involved, necessarily, sharing the profits. In addition to ourselves, my father had some Holsteins, and also another neighbor Mr. Wagner. I was expected to do all of the selling and correspondence. We made additional importations from Smith, Howell & Lamb, of Syracuse, N.Y. Finally, Mr. Hergartner and I had 60 head of pure bred cattle. We had more cattle than there was a demand for. Had I been doing my own business I could have sold all and done much better. As it was, we called a dissolution sale, at which good cattle sold as low as \$60 and \$50, and I then started out for myself as the Holstein business. That sale was held just 10 years after I started on my farm."

Success in the Show Ring.

Even before this sale was held Mr. Hallman had started his career in the show ring. In 1885 he took part in a dozen head and went to the Provincial Exhibition in London. He went with much fear and trembling, for, as he explained to me not long ago, he was "just a green farm lad."

(Continued on page 11.)

Cow Testing and Herd Improvement

A Practical Farmer Relates How Cow Testing Enabled Him To Almost Double the Production of His Cows in Three Years—By E. B. Beach, Grenville Co., Ont.

I WILL try to relate a little of my experience in herd improvement. In the early spring of 1913, Mr. Freeman Brown, Dairy Recorder for this county, wanted me to take up cow testing work. I decided to keep herd records and find out what they would do. I became quite interested in the work. I found that it paid to know what the individual cow would do, the quality of milk she gave as well as the quantity. This could not be done without keeping a record of her work, so for the first year I weighed the milk three times a month and took samples for testing. But I wasn't satisfied with weighing three times a month, so for 1914 and 1915 I weighed twice daily. For 1913 the result was as follows:

	lbs. of milk.	lbs. of fat.
Average for 3 cows	5,145	172.9
Best cow, aged 4 yrs.	5,923	199.3
Poorest cow, aged 4 yrs.	3,371	114.4

	lbs. of milk.	lbs. of fat.
Average	5,461	186.3
Best cow	6,450	199.4
Poorest cow	3,138	111.6

feeds were corn stalks, hay and straw. Milk feeds were bran, shorts, cornmeal and oat chop.

Cleaning Up the Small Jobs

Jos. Irwin, Dufferin Co., Ont.

WE have never had much trouble in getting the seeding done on schedule time. During seed time everything goes like clock work. The team is in the field sharply at seven o'clock, one item of work follows logically after another, and everything and everybody is speeded up, with the result that the spring seeding finishes sharply on time, with scarcely a hitch, except when wet weather interferes.

Previous to last year, however, we always had difficulty just after seeding. Just as soon as the seed was in the ground things seemed to come to a standstill. We tore around and worked as hard as during seeding, but seemed to get nothing accomplished. Every job stuck to our hands, and we could not seem to get rid of it.

There were so many little things to do besides getting the root and corn land ready that it seemed impossible to make any progress. Just as we got started at cleaning out the manure that had accumulated since spring opened up, we would find a piece of fence that had to be attended to immediately. When we ought to be planting the garden a trip to town would demand our time. All during the spring rush the little jobs had been accumulating, but now they must be attended to, with the result that no end of time was lost in running from one thing to another. In seeding time it usually surprised us at the end of each week to find how much we had done. As soon as seeding was over, however, the surprise on each Saturday night was to find how little had been accomplished during the week.

Last spring we adopted the new plan with good results. By it we just about doubled the number of small jobs we could get through within a week. We began by making a list of all the jobs we could think of that had to be done within the next week or so. Each night this list was revised. The things that had been done were struck off, and new jobs put on as they appeared. The things that needed attention most were picked out so that they could be attended to the following day. Each day's work was therefore carefully planned, and we took great pride in being able to say at night that everything had been accomplished that day according to schedule.

As a result of this plan, we did in two weeks what formerly took us three or more weeks to do. We therefore got our roots and corn planted that much earlier and all the small jobs out of the way, so that we had a good long summer season left open for carrying on our general plan of farm improvement which we have under way, and which has occupied our spare time in summer during the past few years.

We have reached the point where we can scarcely advise a man to plant apple trees. For years and years we have been boosting and boosting the apple business. Our problem now is not planting, but shipping the fruit we have.—Prof. J. W. Brown, O.A.C., Guelph.

DOMINION HOLSTEIN BREEDERS' ASSOCIATION.

Parkhill, March 20th, 1914.

Dear Sir,

A Special Meeting of the D. H. D. will take place at the Victoria Hotel, Guelph, on March 21st at 12.30 o'clock p.m. The committee appointed at Stamford, after fully investigating, do not consider it to be the best interest of the Breeders to establish a H.B. in connection with the Agricultural and Arts Association, but are favorable for the Association to form their own herd book, which can be done cheaper and more satisfactory. Mr. D. E. Smith will accept the Secretaryship and push the work.

P.S.—Those not able to be present will please communicate their views to the Secretary prior to the meeting.

By order of President,

Ed. Hallman
President

P. STEWART, Secretary.

Twenty-five years ago last March the above notice was sent out to members of the Dominion Holstein Breeders. Mr. Hallman was then President. The Holstein has made a lot of dairy history in Canada since this notice was first sent out.

In 1914 the average value of milk was \$60.63; feed cost, \$28, and the average profit, \$32.63.

After two years' experience in the work and finding even cows the same age giving from 2,000 lbs. to 2,200 lbs. more of milk, and also from looking after the feed, finding some cows responding to the same feed more than others (for in 1914 and 1915 I kept feed records as well), I found one boarder, and so decided to keep the six best cows and feed more liberally. The result for 1915 was as follows:

	lbs. of milk.	lbs. of fat.
Average	9,456	341.2
Best cow	10,287	445.4
Poorest cow	3,194	211.8

The value of milk at \$1.80 a cwt. was \$132.95, feed cost \$72.15, and the profit \$60.78. The increase in production and profits was due to weeding out and more care and better feeding, and while I think it pays to keep a good sire at the head of the herd, yet my work in 1915 was with the same cows as in 1914, less one. I will be able to say more about breed in a couple of years from now if I stay in the work. While the cost of producing 100 lbs. of milk may have been a little high, I did it without snailage, turnips or mangels. My summer feed was green peas, oats and clover sown at different intervals. Winter

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