

It is seldom possible to grow sufficient concentrates to supply feed for all the live stock. Results of the Farm Survey show that the cost of production of the marketable products was decreased considerably by growing some cash crops, such as potatoes, and selling it to purchase concentrates. Where milk was being produced this system resulted in an average reduction in the cost of production of 24 cents per hundred pounds. This system allows for better crop rotations and consequently it conserves the soil fertility.

The question of cost of production is important because at present it is the one great problem about which all farmers are thinking. It determines largely the net returns. The well organized farm business is carried on with the least amount of capital invested in machinery and buildings, because to a very large extent these things are not productive in themselves, but rather only facilitate the handling of those things which are productive. The employment of labor profitably determines to a considerable extent the profits of farming. In the small one-man business little improvement can be suggested. It is the large business that must be organized to employ labor to advantage. The expansion of the business by various means allows for the more profitable employment of labor. A system of farming, distributing the work over the entire year, results in better returns for the money invested in labor.

All the advantages gained by growing as large a yield as possible of the right crops are lost unless these crops are disposed of to the best advantage. In dealing with the

question of marketing, there is one fact that must never be forgotten, that is that the manufactured article always commands the most money. Wherever possible it is to the advantage of the farmer to manufacture his raw food materials into the finished products, beef, bacon, mutton and milk, through the medium of high-class live stock. Some indication of the general increase in returns resulting from selling manufactured products from the farm is shown by experiments conducted by Prof. G. E. Day. Increasing the figures in his experiments to correspond to those existing at present, we find that the sale of a ton of oats at 75 cents per bushel, would return roughly \$43.00. The sale of pork resulting from feeding the grain to hogs would be \$90.00, showing a difference of \$47.00. When the labor expenses involved and the interest on the money invested in the hogs are subtracted, the increased profits would still be considerable. This increased price is received in practically the same measure from the manufacture of other finished farm products. But it does not follow that feeding good crops to any kind of stock gives good returns. High class stock is essential in the manufacture of food products, even as high-class machinery must be used to turn out satisfactory products from the factories. Definite information, showing the influence of the quality of live stock on the returns of the farm business is furnished by the results from a section of the Farm Survey in Oxford County. Here it was found that there was a difference of \$1,500.00 in the labor income between those farms with

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