

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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Producing City Milk Profitably

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THE great problem of the successful milk producer is the earning of a profit. This is no easy task when the producer is surrounded with present day regulations, when he endeavors to meet them, and at prices now being paid by city retailers. The cost of feeds, cows, and labor has so increased that there is a very small margin between profit and loss, if any in many cases, even at the prices paid by Ottawa dealers, which are the largest paid by dealers in any city in eastern Canada for reasons I will give.

Ottawa dealers pay \$1.70 a quart in summer and \$2 in winter at the Farmers' Dairy. Montreal dealers pay \$1.30 in summer and \$1.00 in winter. Much of the milk is sold for less. Which gets the best milk? Ottawa, to be sure. Nearly all the business in Ottawa is handled by one large firm, who do it most economically. They have a cash system, pay the producers more, and sell a better and purer milk for less money than is sold in any city in Canada.

Montreal has a wasteful system of delivery. Numerous large and small retailers crossing and re-crossing each other's tracks many times daily, competing against each other and selling for credit, thus meeting many losses, which ultimately comes out of the producer.

The Essentials to Profit

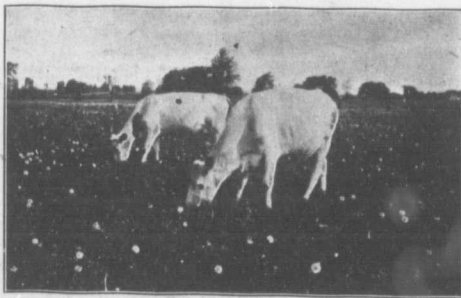
Briefly the essentials to profit in the production of market milk are as follows: Not too expensive land, and not too much capital tied up in buildings. Stables may be comfortable, convenient and sanitary without being too costly. There should be some well-defined plan of work whereby labor may be economized. Labor-saving implements can be used to advantage, but the farmer must avoid locking up too much capital in implements and machinery. Frequently it is cheaper to hire implements and horses than purchase them.

In order to produce milk economically it is essential to have a system of rotation of crops that will give the highest maximum yield per acre of roughage, as well as produce grain at the least cost. No farmer can produce milk cheaply without some succulent ration for winter feeding, such as roots and corn silage. Protein is the costly element in food, required for the production of milk. It is cheaper to raise this in the form of clovers and alfalfa than purchase it in concentrated form. I know something about milk and cream production, as I followed the business actively for 50 years, and I endeavored to raise as much nitrogenous fodder as possible. When this part of the ration has to be purchased, buy the foods containing the largest per-

cent of protein that you can get for the least money and consistent with the other elements in the ration.

An Individual Problem

These are problems peculiar to every dairyman, and he must study and work them out for himself. He may observe business principles and conduct his business accordingly to the conditions under which he labors. The producer may have all the foregoing worked out to a successful completion, and yet miserably fail as



Efficient Dairy Cows Are the First Factor in Profitable Milk Production.

Photo by editor of Farm and Dairy on farm of Jno. Murphy, Dundas Co., Ont.

regards profit, if he has not a good business herd of cows.

Clean milk and big prices are all very well, and sound like profit-making, but if each individual cow in the herd does not give a large and steady flow of milk at a minimum cost of feed, the profits are not what they should be. The day of the 4,000 or 5,000 pound cow is gone, for the successful milk producer. His herd must be composed of cows having a capacity of not less than 7,000 to 10,000 pounds of milk a year. Not more cows, but better cows, would enable the milk producer to better meet present day regulations and conditions. This is the pivot on which turns the wheel of success for the producer of milk for city consumption.

The Value of Water

C. Montgomery, Stamford C., Que.

WE have just installed in our remodelled stables, a complete water system. There are individual water basins before the cows. The water is brought from springs some distance away. We could have gotten water nearer, but we would not have been so sure of its purity.

Our stable and farm is the first in the section to be so equipped with running water, and we have been asked many times if such an investment could possibly be profitable. Some of our neighbors have been sceptical; some have really been after information. I will endeavor to present my views as I get some results.

When first I brought some really good dairy cows, I began to study feeding, balanced rations, and so forth. I found that a general rule in feeding was to feed according to the product. The text books laid great stress on the high protein quality of milk and advocated accordingly a ration that was rich in protein. On looking up the analysis of milk, however, I found that protein is not the main constituent but that 88 per cent of it is water. Water is the most important of all the constituents of milk. Yet how many of us think of it as an important constituent of a balanced ration?

Water the System Requires

Of every 100 lbs. of good rich Ayrshire milk that I get from my herd, 88 lbs. of it are water. This alone calls for a large supply of drinking water. Every breath that a cow takes means that a certain amount of water is lost from the body on the exhalation. All of us have seen the frost or moisture on the walls of a stable in cold weather. This comes from the cow's nostrils. The winter feeds that we give are mostly dry. Even silage is comparatively dry. Water is needed in the system to moisten and dissolve this food and the more milk a cow gives the greater are her demands in this direction.

My studies brought me to the conclusion that a cow should have water whenever she wants it. Watering once or twice a day, as we used to do, may be all right for cows giving a small mess of milk, but the modern high power producer, requires better attention. She is doing more for us than the old fashioned cow, and we must do more for her. It was these considerations that let me to invest about \$300 in a water system.

All of my system is not found in the stable. We have a permanent pasture a couple of hundred yards down the lane from the barnyard. Formerly it was our practice to pump water into a trough in the barnyard and ask the cows to come all the way from the pasture for it. Now we have the water piped right to the pasture. I notice that the cows drink more frequently, and I am sure that they milk more freely as a result. Of course the importance of water is not so great when grasses are fresh, but in a dry season nothing will drop a cow's milk flow quite as quickly as a deficient water supply. We expect dividends from both our stable and pasture water installations.

I will mention, too, that the same supply tank which supplies the cows is also piped to the house, where running water is indispensable.