

4. That a high crop yield tends to produce a high Labor Income but may easily result in a loss if fed to poor stock.

5. That the grade herd sire will be doomed by all stockmen who study Table No. 6 of this pamphlet.

6. That all-year dairying permits of a better organization of farm business than does summer dairying—with profits increased accordingly.

7. That the most profitable degree of specialization in dairy farming is governed entirely by the selling price of milk:—

(a) If that price be more than \$2.00 per cwt. specialization up to 90% of the total income is profitable.

(b) But if the price be less than \$2.00 per cwt., side-lines must be utilized to produce at least 30% of the total income.

(c) No matter what the price the dairyman cannot afford to neglect all side-lines.

8. That the average producing capacity of the dairy herd determines whether or not it is advisable to increase the farm expenses for labor and feed. The Labor Income may be kept up by extreme hard work on the part of the operator, but good cows will more than pay for the hiring of extra help, and thereby lessen the amount of work per man to be done on the farm.

9. That the cost of producing milk on 194 Dundas County Farms ranged from \$1.00 to \$4.00 per cwt., depending on the farm efficiency.

10. That the average cost of production of milk could be reduced by better breeding, more careful feeding and proper utilization of side-lines.

METHOD OF COLLECTING DATA

To collect the information necessary for this investigation, men were sent to the individual farms to get detailed accounts of all farm transactions from May 1, 1917, to April 30, 1918. Special forms were used, which enabled the enumerator to ask questions in a logical manner and thereby assist the farmer's memory in regard to the minor details of his business. The large items he could remember without assistance, even though he kept no books. Record was made of the number of acres under each crop grown, and in pasture, waste, or woodlot, of the yields of the various crops and the amount of each sold during the year, the amount of feed purchased within the year, and the amount of feed on hand at the beginning and end of the year. Next followed an inventory of all live stock on hand, together with purchases, sales and deaths of stock during the year, and receipts from all live stock products (milk, eggs, wool, etc.) Then the current expenses were itemized—taxes, labor, repairs to buildings and machinery, threshing, silo-filling, binder twine, etc. Finally came the valuation of buildings and machinery, with an estimate of the further life of each building and machine, and the valuation of the farm itself, in order to arrive at the total amount of capital invested in the farm business.