

marketed. But why should the farmer of to-day spend any time over the matter of organizing his business even if it is within his power? In former times the farmer lived directly on the products of his own farm. Now he sells these products and with the money purchases products from practically all parts of the world. His business is gradually becoming similar to all others. Farming has already passed from being a mere means of existence to a highly commercial enterprise, and, as all lines of industry must be efficiently organized to be successful financially, so with farming.

A farm business may be said to be efficiently organized when the right crops, grown by the right methods are harvested and marketed with that degree of efficiency required to give the greatest gross returns with the least cost of production, and still maintain the soil fertility, thus allowing for the existence of a permanent business. There are many factors entering into the organization of the farm business, but we can only consider the most important of these over which the farmer has the most control. The first definite knowledge concerning the relative degree of influence each of these factors has over the labor income of the farm is furnished by the results of the recent Farm Survey, conducted by the Farm Survey Department of the Ontario Agricultural College.

One of the most obvious ways of increasing the returns of the average farm is by increasing the tillable area of the farm. There is on nearly every farm in Ontario some uncultivated land, used for pasture, or left idle altogether. To secure the

greatest returns from the farm business this waste land must be cultivated where possible. Out of a number of farms in a section of the Farm Survey were some twenty-five that averaged about thirty acres of waste land. Some of this was brought under cultivation, and it was found that for the first eleven acres cleared the labor income was increased an average of \$450 for each farm.

When the maximum amount of land is brought under cultivation, it can only give good returns when the greatest yield of each crop is secured, always providing this increased yield is greater than the extra cost of production. It is unnecessary to enlarge on methods of increasing the yield of crops. Information on this point is free to all, but few realize the amount of increase in the income resulting from raising the yield of crops. Results obtained during the Farm Survey show that in a certain section a number of farms growing crops considerably below the average had an average labor income of \$779 each. In the same section a number of farms growing average crops, with other factors the same, showed an average labor income of \$1,354, an increase of \$575, which can be credited to nothing but the difference in crop yields.

When the maximum yield of crops is obtained the selection of these crops must be considered. On the average farm in Ontario, live stock forms a considerable portion of the business. Where this is not the case it should be. It has been found advisable to grow roughages, such as roots, hay and corn, on the farm, and some concentrates in addition.