

more than make up to you the excess freight expense. In putting up hay it depends largely upon whom you ship to as to the size of the bales. If you ship to a small jobber who deals almost exclusively with the retail trade of the city, it is advisable to make the bales small, but generally the trade on the market will create as good a demand for 75-lb. bales as for 60-lb. bales."

DAIRY.

Co-operation.

THE KEYNOTE OF SUCCESS FOR THE DANISH FARMER, WHY NOT FOR THE CANADIAN.

Address given by Prof. H. H. Dean, O. A. C., Guelph, at Western Fair, London, 1905.

Co-operation in simple form is as old as the history of mankind. The parents of the human race, according to history, first practiced co-operation on a fruit farm, and got on very well until they took in a third person, when trouble began. This third person has been the chief cause of trouble in all co-operative efforts since. It is altogether likely he or his agents were prime factors in the disorganization recently of the farmers' co-operative establishments in Ontario, to the loss of Ontario farmers.

By the term co-operation we understand the combined efforts of two or more persons for the general good of all concerned. Individual selfishness cannot exist in a successful co-operative effort. The Swiss were the first to adopt co-operation in the dairy business, but the Danes have been most successful in its application to dairying and allied farm industries. We should say that the Danish farmer is making more of his opportunities than any other farmer. This applies more particularly to the small farmer, who owns, say three cows and three acres of land. A British leader has for an ideal, "three acres of land and a cow for every man." The Danes go two cows better.

The small farmer is a dominant factor in the progress of Denmark. It is interesting to note the rise and progress of what Prof. Laing, of the Dalum Agricultural School, calls "the peasant class." As outlined by him, it was, briefly, as follows: "The small farmers in a certain part formed a society and built a small creamery. At one of the leading agricultural and dairy shows the butter from this creamery won the first prize. This indicated to them what co-operation could do for the small farmers by combining their efforts. Other farmers built creameries, bacon establishments, egg-exporting stations, etc., and soon the large landed proprietors were glad to fall in with the small farmers. Instead of managing estate dairies, they were glad to be allowed to send the milk to the co-operative creamery, because the butter was much superior in quality and cost much less to manufacture. However, the small farmer was still the dominating factor in the creamery, and to-day he is the great man of Denmark. The Prime Minister is a small farmer and ex-school teacher."

"Ordinarily," says Prof. Laing, "the farmer will turn a crown (about 25 cents) over three or four times before he spends it, then probably he will not spend it all; but for the cow or the creamery no expense is too great."

As a result of this combined effort on the part of the small farmers (peasant class) we find Danish butter, bacon and eggs dominating the markets of Great Britain. The British farmers send delegations every year to Denmark to study Danish methods. At the time of my visit some of the leading professors in connection with the Danish agricultural schools were preparing a course of lectures, to be given before an influential British delegation which was to visit Copenhagen for the purpose of hearing these men. This willingness to impart information is something which strikes a foreigner very favorably. In France, Switzerland, Germany and Holland all the information is apparently given grudgingly, or after liberal "tipping."

In Denmark they are only too happy to give a stranger all the pointers possible, and in two trips to Denmark I have not seen anyone indicate that he expected a "tip" for his services. It has been suggested that they are acting unwisely in being so free with information, but as Prof. Laing said, the more knowledge which is spread abroad the better will the world be, and the larger the amount of human happiness. Here we have a striking example of the main advantage of co-operation: It strikes at the root of selfishness, which is the greatest foe to progress in any nation.

To sum up the history of co-operative effort in Denmark: First, the Danish farmer realized his importance and what he could do; he then seized co-operation as the means to attain his objects, and applied it to the leading farm industries of the country.

If the Canadian farmer is to accomplish what he might and could, he must first realize his importance and what he can do. Next he must

seize the opportunities through co-operation as they present themselves, and hold fast to his ideal. It is a sad reflection that too many can be bought with five or ten cents per 100 pounds for hogs, an eighth of a cent per pound for cheese, half a cent per pound on butter, or the promise of some lucrative position. What Canada needs is more men of integrity, who are not moved by any of these things. In England they have a saying, "The public is a h'ass." It is possible that all the "h'asses" do not reside in England.

At the risk of being told "comparisons are odorous," we venture to make a few comparisons between Ontario and the Island Kingdom of Denmark. The land area of Ontario is about 200,000 square miles, that of Denmark 15,000. Denmark consists of the peninsula of Jutland and several islands, chief of which are Zealand, Laaland and Funven. The population of Ontario is about 2½ millions, that of Denmark 2 million people. The exports of butter to Great Britain from the whole of Canada for the year ending June 30th, 1905, were 12,847 tons, or 6.3 per cent. of Britain's imports. Denmark sent 83,520 tons, or 40.9 per cent. of the British imports for that year. But this is not all of the butter story. The average price for Canadian butter was probably about 95 to 96 shillings per hundredweight, while that from Denmark averaged between 114 and 115 shillings. You ask the reason for this. We answer, first, because of the co-operative effort of the farmers to produce the finest butter possible by means of good milk, well-equipped creameries, and the adoption of pasteurization as a means to ensure uniformity of product. Then, too, the Butter Committee in Copenhagen practically fix the price at which Danish butter is sold. The butter from Denmark seems to be so necessary for the British markets that they allow the Danes to make the price—something unusual for the British merchants to do.

DANISH BACON.

This is the standard in British markets. A visit to the farmers' large co-operative establishment at Odensee, on the Island of Funven, will convince a visitor that the farmers of Denmark have not exhausted all their energies on the creameries. They were killing 1,500 hogs weekly at the time of my visit. Hogs are graded into three classes and paid for accordingly. They have a large establishment for not only killing hogs and cattle, but also for feeding them after delivery, if necessary. The large hogs are made into sausage. Bones and other refuse are ground, mixed with meal, and sold to farmers as food for poultry and other stock. Nearly every part of the animal seems to be utilized for some useful purpose. The substantial buildings and the courtesy of the persons in charge impress a visitor very favorably.

CO-OPERATIVE EGG-EXPORTING STATIONS.

In connection with, but separate from the bacon establishment at Odensee, is the central station of one of the largest egg-exporting societies. The eggs are bought by weight. From the sub-stations where the eggs are collected from the farmers, they are shipped in ordinary crates to the central station. Here they are sorted so that each "long hundred" (112) in a crate weighs exactly the same. The crates are about six feet long, about three feet wide and six to eight inches deep, made of wood. In the bottom of the crate a layer of planer shavings is placed, then a layer of eggs is carefully packed, and each egg is marked by a rubber stamp, show-

ing the number of the sub. and central stations where the eggs were collected and packed. Some say the date is also placed on the eggs, but I did not see this put on at the Odensee station. After placing several layers in the box and carefully packing in shavings, the top layer is covered with shavings and rye straw, and the top is nailed on. The edges of the straw projecting from the cover are carefully and neatly cut with a sharp knife, and the cases are branded with the name of the society and a brand showing that they contain Danish produce. The work is largely done by women, and very expert and intelligent they appear to be in the sorting and packing of eggs.

CO-OPERATIVE COW-TESTING ASSOCIATIONS.

One of the most recent and, to my mind, the most important forms of co-operation is the formation of co-operative cow-testing associations. Usually from twelve to twenty farmers form a society, hire a person to do the work, buy the necessary apparatus, board and lodge the official tester while at the farm, and make all necessary arrangements to have the work carried on accurately and systematically. The official tester visits each farm about once in two weeks, weighs and tests the milk from each cow, estimates the cost of feed, profits, etc., from each cow, and advises the farmer regarding the improvement of his herd. This work has become so popular that there is now at least one of these testing associations in every parish of the kingdom. As it is working at the foundation of successful dairying, we regard it as the most important step which the Danish farmer has yet taken to improve his conditions. This work is all done without any assistance from the State, except in special cases, where a small grant is made to farmers who have specially good cows and who rear the male calves for sale to other farmers or associations for breeding purposes.

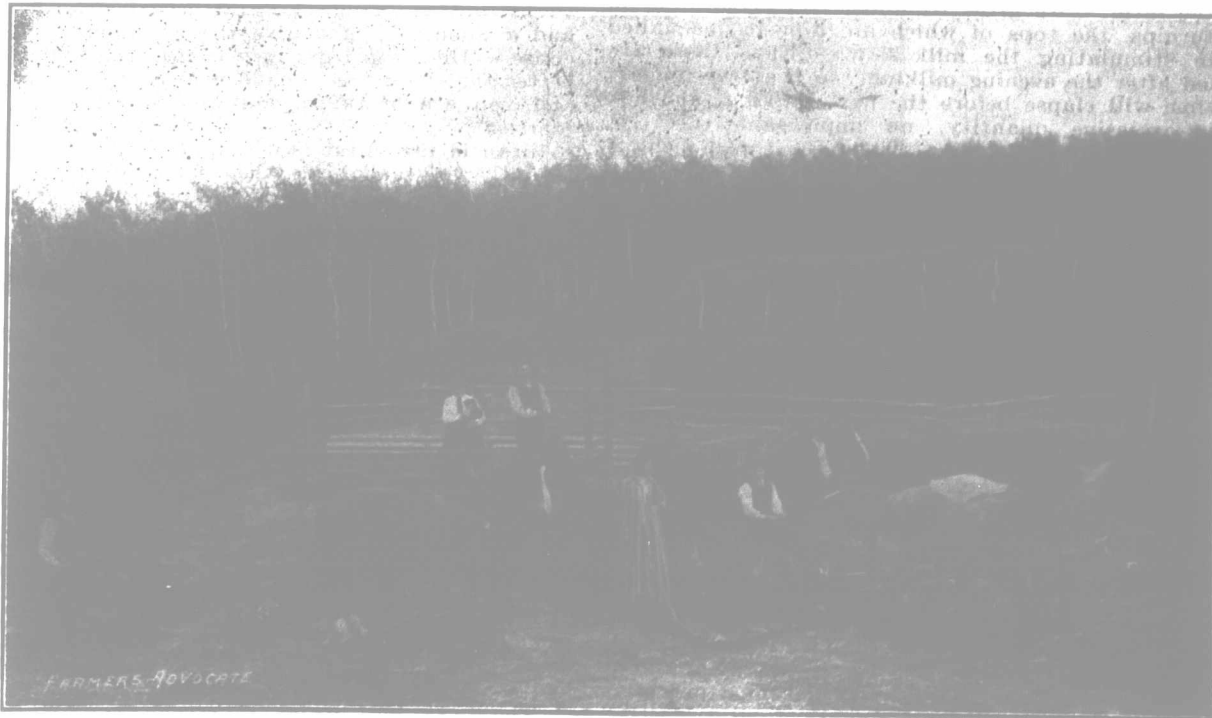
If the Danish farmer finds co-operative testing of cows so important, why should something similar not be important for the Canadian farmer?

CHEESE NOT EXPORTED FROM DENMARK.

In cheese, of course, we make a much better showing, having supplied 75.6 per cent. of British imports last year. A prominent Dane asked why it was that Canadians are able to make such good cheese, yet produce inferior butter? Lack of proper methods of manufacture, and distance from market, are the two chief factors working against the development of the butter industry in Canada. A good deal of Canadian butter, when first made, is equal to the Danish in quality, but it lacks uniformity, and dealers say they cannot depend upon the quality. A dealer in Glasgow said he could handle 1,500 boxes of Canadian butter weekly if he could depend upon the quality.

I sampled a Danish cheese in Copenhagen, made from skim milk or partially skimmed milk. I was told that this was the common form of cheese used by the people there. It would not suit English tastes—it was too hard and dry. I was also informed that Russian butter and oleomargarine are largely used by the Danish people.

If the Danish farmer has been able to do all this under conditions which are not nearly so favorable as those found in Canada, may we ask why co-operation should not give equally as good results here if adopted by our farmers? We are well aware that the sturdy, independent spirit of the Anglo-Saxon makes it difficult for



At Haying Time. On the Bute Farm, St. Charles, Man.