

EFFICIENT FARMING

DANES BUILT ON BUSINESS BASIS.

In their forty years of experience in marketing, the Danes have evolved certain fundamental principles upon which each of their associations must rest in order to be successful. (1) The Danish co-operative associations are strictly business organizations. They are organized, operate and function purely along economic lines and are developed free from all political, state, religious, or social class influence. They have found that to build on a business basis is not only sound but highly essential, as it always provides a common ground upon which the membership may meet.

In the whole field of agricultural co-operation in Denmark there is only one instance where a co-operative association has received financial support or aid from the government, that being the co-operative breeding associations for cattle, horses and swine. These associations are undoubtedly looked upon as of high educational value in furthering better live stock improvement. They may be classified as improvement rather than business associations.

(2) No co-operative association is organized in Denmark, whether it be local or national, until a sufficient amount of patronage is assured to enable the association to operate in an economical and efficient manner. In the co-operative bacon factory it was found in building the plants in pre-war years that such a plant could not operate efficiently unless it handled at least 25,000 to 30,000 pigs annually. Consequently, before an association built its plants, sufficient membership guaranteeing this necessary supply of hogs was subscribed before the association was completed.

The same principle is true of the co-operative creamery. In pre-war days no community would go ahead with a co-operative creamery unless it was sure that the total milk production from at least 500 or 600 cows in that community would be delivered to the creamery for a definite period ranging from five to ten years. No effort, however, has been made among the Danish farmers to control the volume of production unless the volume is necessary for efficient operation. Efficiency and economy in operation, and not monopoly, is the goal.

(3) The structure of the co-operative organizations from the local to the central association rests upon an intelligent membership. The Danish co-operative organization is characterized by strong local organizations which possess an intelligent, well-informed producer membership, informed of the activities of both the local and central associations. While the Danes fully appreciate the value of sound central organization, they insist that a strong local development is essential to efficient co-operative business operations. It is of further significance to find, that the large Danish co-operative associations which have now been operating successfully for twenty-five to thirty-five years, have in each case, started from a comparatively small beginning and as its management and membership gained wider experience, it enlarged its business activities along sound lines.

(4) In all Danish co-operative associations one man has one vote. The vote of the small farmer with two or three cows counts as much as the vote of the larger farmer with 200 or 300 cows.

(5) The affairs of the local associations, as well as of the central associations, are managed through a democratic producers' membership control. In the local associations, a board of directors is elected by the members. This board appoints a technically trained, qualified manager to lead the actual business operations of the association. In the central associations representatives are appointed by the members of each local association, which in turn appoints a board of directors for the central association.

(6) Sound, capable business management is recognized as one of the most essential factors for the success of any co-operative association in Denmark. The members have come to recognize more and more the value of employing highly trained technical and efficient business men, familiar with the trade, to handle the business of their association. It is appreciated that only the right salary can attract the right type of manager.

(7) The Danes have found it sound business to organize their co-operative marketing and selling organizations along commodity lines. The trend of agricultural co-operation in Denmark has been toward specialization. Both in the selling of agricultural products

and in the buying of farm supplies, special associations for special purposes are formed. As a result of organizing along commodity lines it is not uncommon in Denmark to-day to find a farmer on a forty or fifty-acre tract who is a member of twelve or fifteen co-operative associations. His milk is delivered to the co-operative creamery, his pigs to the co-operative bacon factory, his eggs to the co-operative egg marketing association; he will be a member of a co-operative buying association through which he purchases his feeding stuffs, such as corn and oil cakes, and of another through which he is supplied with commercial fertilizers, and so on.

The value of organizing along commodity lines is the assurance that the members within a particular association handling a single commodity have identical interests, and that each commodity, whether in selling or buying, requires special treatment and handling, which necessitates the employment of skilled men who possess expert knowledge of that one commodity.

In organizing along commodity lines, the Danish co-operative movement is characterized by a strong local development, the local association being usually formed in a local community for one purpose, which with similar associations formed for similar purposes in other communities will federate to form the central association. In practically all cases the membership of the central association consists of local associations which in turn are made up of individual members rather than the individual members being tied to the central association directly.

(8) That an association may be assured of a proper volume of business, contract agreements are made between the association and its members for the delivery of their total production for a definite period. The same principle applies to the purchasing associations. These contract agreements exist between both the central association and the local association and the individual members. The period covered by contract agreements varies with the nature of the commodity handled and in many cases varies with different associations, the time ranging from one to twenty years.

(9) Pooling is a common practice. The members' products are shipped to the association where they are classified according to grade and quality, which serves as a basis on which each individual member is paid. A partial payment usually representing between eighty-five and ninety-five per cent. of the actual price which the product will return to the producer is made when products are delivered to the producer. In many cases this partial payment is a price which is approximately near the market value of the particular product. To determine what the partial payment shall be, a "Quotation" service has been established, to quote prices as determined by market conditions and representing a price near the actual market value. At the close of the year the difference between the price paid the producer on delivery of the product, and the sales price, is turned over to the producer.

(10) Denmark has no special co-operative legislation, as the Danes have found by experience that real co-operation is not promoted by protectionist methods of government favoritism. They prefer to be treated as any business agency, relying upon their own powers in the business world.

The validity of contracts existing between co-operative associations and their members is recognized by the courts. Practically all co-operative creamery and bacon factories and egg, butter and bacon selling associations are non-stock, unincorporated associations. There are a few share-stock associations incorporated under the Danish corporation laws.

An interesting and rather unique aspect of the Danish co-operative associations is that in the constitution and by-laws of practically all the co-operative associations provision is made that all disputes and disagreements arising between members and the associations are to be settled by a board of arbitration, and in most cases the association's constitution and by-laws specifically state that such disputes and disagreements can not be carried into the courts. The members of this board of arbitration are elected from among the members by the associations. The system has worked out satisfactorily, as the men on the arbitration boards have a sympathetic understanding of the farmers' problems.

(11) The necessary capital for

equipment and operation is provided by a loan executed by the association and guaranteed jointly by the members of the association on their personal credit. In the local association the members are usually jointly and severally liable for all financial obligations incurred by the association. However, when a local association joins a central association the amount of this guaranty is always limited, the individual members in the local association signing guarantee pledge certificates stating the specific amount for which their association is liable. These certificates are forwarded by the local association to the central association, which in turn deliver them to the bank to secure loans or credit. This method is typically Danish and adapted to their credit system.—Chris L. Christensen.

Dairy Profits Depend on Yield Per Cow.

To withhold liberal grain rations from milking cows is poor economy, even though feed has to be purchased. According to experiments conducted at the Central Experimental Farm at Ottawa, the higher the yield of milk the less does it cost per hundredweight of milk and per pound of butter fat. In the Central Farm herd, it was shown that with annual yields of 3,000 to 5,000 pounds milk per cow, the cost for feed was \$1.57 per cwt. of milk produced, and for fat, 37.03 cents per pound. With cows recording from 7,000 to 9,000 pounds milk, the cost was reduced to \$1.12 per cwt. for milk and 27.9 cents per pound for butter fat. With 13,000 to 15,000 pound records, here was a further reduction of cost to 92 cents per cwt. for milk and 25.74 cents for fat. When it came to the highest producers, giving 19,000 pounds and over, the milk cost amounted to only 66 cents per cwt. and 18.44 cents per pound of butter fat.

Throughout the three lactation periods covered by the experiment, the cows were fed according to a system that has been proved profitable by repeated tests. That is to say, the usual roughage of clover hay and silage was fed in the winter and pasture with soiling crops or silage in the summer, supplemented by grain feed according to the amount of milk being given. In the case of freshly calved cows, one pound of grain mixture is given for every 3½ pounds of milk yield. This rate of feeding is gradually decreased until the mixture is being fed at the rate of one pound for every 4½ pounds of milk produced, and is continued until the end of the lactation period. It will therefore be seen that the greatest profit is derived from high yielding cows fed to the reasonable maximum of their production.

Effect of Unfinished Stock on the Market.

In its review of the live stock market in the first month of the year the market division of the Dominion Live Stock branch says:

As the month progressed most of the markets showed a large increase in the percentage of unfinished cattle—a condition which invariably depresses the market, there being practically no outlet for such stock in mid-winter except for slaughter.

Of the total of 10,719 cattle exported, 3,837 went to Britain, compared with 2,165 in January, 1923. The fair tone to the market and the comparatively good export movement was reflected in the prices for good quality cattle.

Hogs showed an increase in receipt and a decline of about two cents per pound in value.

Receipts of sheep were higher than in January, 1923, but the prevalence of common stock, especially at Montreal, as the month progressed, depressed the market.

Horse Sense

We find our spare time this winter employed in breaking a span of colts. I like to drive good horses and for that reason I like to break the horses I am going to drive.

I know of no other domestic animal I like better to handle than a well-broken, intelligent horse. Every man who likes good horse and enjoys training them has his way of breaking them. I like to teach colts to lead when they are quite young. That can be done much easier than when they are a few months old, but on account of being busy I have neglected to teach them other things they should know.

These colts are four years old, of the same age and weight, but quite different in disposition. Because of their different dispositions, I find it necessary to handle them differently. In breaking colts I endeavor to teach them one thing at a time. I take time to teach that one thing well. I believe in being patient, but firm. I do not expect too much. Kindness and good judgment are essential requisites.—L. R.

SEMI-CENTENNIAL CELEBRATION OF THE ONTARIO AGRICULTURAL COLLEGE

June 9-13, 1924

On May the fourth, 1924, the Ontario Agricultural College will reach the half century mark in a most useful and distinguished existence.

A Semi-Centennial Celebration is due and it is proposed to celebrate the anniversary fittingly during the second week of June.

A committee, representing the Ontario Department of Agriculture, the College Alumni, The Canadian Society of Technical Agriculturists, and the College faculty, is at work on the details of the celebration. The co-operation of every graduate of the College, every farmer in the province, and every friend of the Agricultural College is sought in making the week a memorable one.

Working committees under the following designations: Pageantry and Exhibits, Publicity, Reception, Recreation, Farmers' Day, Memorial, Alumni, and Finance, are at work getting under way that part of the program which particularly concerns them.

The Canadian Society of Technical Agriculturists, the Canadian Seed Growers' Association, the Ontario Agricultural and Experimental Union, will hold their annual meetings and occupy a portion of the weekly program. The O.A.C. Alumni and the Macdonald Institute Alumnae will also assemble in force at this time, to discuss matters of general interest to their organizations and the welfare of Agriculture and Home Economics at large.

OUTLINE OF PROPOSED ACTIVITIES.
Monday, June 9th—Afternoon: Registration of delegates and alumni of the O.A.C. Assignment of rooms in College dormitories. Evening: Formal opening. Addresses by President Reynolds, Hon. John Martin, Minister of Agriculture, and former presidents Dr. Creelman and Dr. Mills.

Tuesday, June 10th, Alumni and Memorial Day: Morning—Business meetings of the C.S.T.A. and the C.S.G.A. Afternoon—Alumni reunions. Ceremony of the formal opening of Memorial Hall, 3.30 p.m. Alumni garden party, 4.00 p.m. Evening—Program by Alumni of the College and Macdonald Institute.

Wednesday, June 11th, C.S.T.A. Day: Morning—Business meetings of the C.S.T.A. and C.S.G.A. Afternoon—Athletics and social activities.

STABILIZING LAND VALUES

To the average person much of the joy of living is lost by reason of uncertainties. Fluctuations in values are one of these. Real estate prices are not excepted from the list. Wide fluctuations, both generally and locally, have been no small factor in the recent upsetting of agriculture.

In certain cities an unique plan is now being tried. Men qualified and interested in real estate from its various angles are called upon to appraise the value of certain parcels of real estate in each of the important sections of a city. These appraisals are then published for the benefit of all.

Would it not be helpful to agriculture to have similar appraisals made of typical farms in various parts of a county? Owners, buyers, sellers, tenants, landlords, and those striving to learn what it costs to grow potatoes or any other crop would have a very definite interest.

Would not such an appraisal also aid in stabilizing land values and, by avoiding the wide fluctuations of prices in transfers through such a standard, discourage frenzied land speculation?

SON SHOWS DAD.

In these days of boys' and girls' club work, we frequently find examples of how a junior member of the family wins out in farming contests with father through the use of methods adapted to modern conditions, rather than following those practices useful in pioneer farming.

Here is an illustration taken from life: John Shutt and his son grew potatoes last year on adjoining land. The father used the same type of seed he had always planted. He applied seventeen loads of manure and no fertilizer.

The son used certified seed which was green and sprouted, the same number of loads of manure his father had put on, and 475 pounds of a 4-8-6 fertilizer to the acre.

The results were astonishing, particularly to the father. He secured from his field an average of seventy-five bushels per acre at a cost of \$1.13 per bushel. The plot planted by the son yielded 227.6 bushels per acre at

Evening—C.S.T.A. Addresses by prominent agriculturists.

Thursday, June 12th, Farmers' Day: Morning—Business meetings of C.S.T.A. and C.S.G.A. and Experimental Union. Afternoon—Pageant and parade of College department floats and live stock. Inspection of College exhibits, buildings, stock, plots, fields and laboratories. Sports program. Evening—C.S.T.A. Addresses by prominent agriculturists. Variety program.

Friday, June 13th, Farmers' Day: Afternoon—Pageant and parade of College department floats and live stock. Inspection of College exhibits, buildings, stock, plots, fields and laboratories. Sports program. Evening—Variety program.

Each department of the College will have on display during the Celebration an exhibit illustrating its particular work and resulting influence on the agricultural practice of the province.

Moving picture films are being prepared to illustrate the development of the College and Experimental Farms and its relationship to the agriculture of Ontario.

A souvenir historical bulletin is being prepared for distribution to graduates and others particularly interested in the College. It is expected that this bulletin will be sent out by May 1st, to the addresses of the Alumni that are known to the committee. All ex-students who have been out of touch with the College or its organizations for a number of years are requested to send in their post office address to the General Secretary, L. Stevenson, Dept. of Extension, O.A.C., Guelph.

The following constitute the General Committee:

Representing the Dept. of Agriculture—Messrs. W. B. Roadhouse, R. W. Wade and J. A. Carroll.

Representing the O.A.C.—President Reynolds, Professors W. R. Graham and G. H. Unwin.

Representing the C.S.T.A.—Prof. A. Leitch, Messrs. F. Palmer and R. S. Duncan.

Representing the Alumni—Dr. G. C. Creelman, Messrs. S. E. Todd and J. B. Fairbairn.

Chairman: J. B. Reynolds.
General Secretary: L. Stevenson.

a cost of thirty-six cents per bushel. This shows how it is possible for one man to lose and another to make a profit under identical soil and weather conditions. To keep on the winning side of the farming game it often becomes necessary to figure on low costs per bushel or pound, rather than on low acreage costs.

Poultry

Dry mash hoppers often clog if the feed packs in the corners and the throat is not large enough to enable the hens to work it down into the trough by constant pecking. This condition can be avoided in home-made wooden hoppers by cutting a piece of galvanized iron the width of the inside of the hopper. Curve the iron around the base of the hopper and tack it down. The mash strikes the smooth curved surface and slides toward the front more readily.

Large open mash hopper troughs may result in the hens scratching out the mash and wasting it in the litter. Insert stiff wires every four inches. Run them from the front of the hopper to the base of the throat. This keeps the hens from digging out the mash with their feet or bills.

The commercialized dry mash hoppers made of galvanized iron are practical for farmers who are busy and lack scrap lumber. The metal hoppers will last a lifetime and are built so the mash falls down as used and cannot be wasted by the hens. At a price of three to four cents per pound the hens will soon waste enough feed to pay the difference between a cheap scrap hopper and one that is properly made. In hoppers that clog it is necessary to poke down the mash with a stick every day or the birds are soon without the materials needed for egg production.

The only difference between farmers and city folks is that the city folks' feet have the calluses on top.

Butter scoring ninety-two per cent. brings from seven to nine cents more a pound than butter scoring eighty-nine per cent. Why not make better butter?

French farmers whose families have cultivated the same soil for over three hundred years are to receive a new decoration, the Croix de Chevalier. Over seven hundred and fifty have qualified, the record tenure being since A.D. 772, over eleven centuries.