

### Is the Farmer Responsible for High Prices?

The attempt recently made by John H. Schofield, secretary of the Master Butchers' Association of America, to shift the responsibility for the high price of meat in the retail market on to the shoulders of the farmer is an instance of how city people are led to place the responsibility for the high cost of living on the farming community. The American Department of Agriculture recently made an analysis of beef prices and found that on some cuts retail butchers charged 300 to 500 per cent. above cost. In refuting these figures, Mr. Schofield attempts to show that the retail butcher is merely making starvation wages and incidentally shifts the entire blame on to the farmer. Here is the way he goes about it.

"Let us take a steer weighing 500 pounds and costing 8 cents a pound. The retail dealer gets the following prices for the steer:

	Cents.
35 pounds porterhouse .....	20
56 pounds sirloin steak .....	17½
39 pounds round steak .....	12½
18 pounds rump roast .....	13½
18 pounds heel of round .....	10
5 pounds flank steak .....	15
34 pounds prime rib roast .....	17½
16 pounds blade rib roast .....	13½
65 pounds plate meat .....	5½
27 pounds neck .....	5
63 pounds prime chuck .....	10
20 pounds prime shoulder .....	15
8 pounds top shoulder .....	8
52 pounds shank .....	3
34 pounds suet and trimmings ..	3

"This brings in \$11.84 profit to the retailer, and then after he has deducted \$2 for shrinkage, his gross profit is \$9.84 on the whole carcass. The average market will not sell over profit on beef of \$19.68. Who is responsible for the high prices? We cannot tell, but we can draw inferences. Two years ago live hogs were sold at \$1.40 per 100 pounds, while to-day they cost from \$8.50 to \$9.10 per 100 pounds. It costs the farmer less than 2 cents a pound to raise the hogs, as the farmers do not feed their best corn to them. The time was when each butcher slaughtered his own cattle, and at that time prices were lower. The butchers who are to-day slaughtering their own cattle in different parts of the country are prosperous."

From the foregoing figures we would be led to believe that many butchers are carrying on a decidedly unprofitable business. A little closer examination, however, shows that they do not fare so badly as the figures quoted indicate.

It appears that from a \$10 investment in a beef, which is sold in three days, the retailer makes a profit of 20.6 per cent. not charging for his labor in handling it. In other words, the butcher turns over his capital twice a week and for every \$100 thus invested he makes \$20.6. But it is said that he only sells two hogs a week on the average market. It must be remembered that in addition to beef, he sells mutton, pork, hams, and other food stuffs too numerous to mention. On careful figuring, it looks as if a good large percentage of the consumers' money goes to the butcher and not to the farmer.

The statement that it costs the farmer less than two cents a pound to raise hogs was intended for city consumption. A sensible man knows that such a statement is ridiculous in the extreme. The city consumer, however, is often led to take a very wrong view of the prevailing high prices by such sophistry as that handed out by Mr. Schofield.

### Advertising the Farm

F. T. Eaton, Colchester Co., N.S.  
As a class we farmers do not advertise. The business men in the city have been quick to see the benefits

of advertising and many large businesses have been built up through good advertising. Advertising which is used to such good purpose by the business man in the city can be used just as well though even in a slightly different manner, by the business farmer in the country.

There are many ways in which the farmer can advertise. The city man advertises his business under the firm name. The farmer should advertise his farm. Hence one of the first points in advertising is to have a name for your farm. Other means of advertising are the appearance of the farm, letter heads and printed envelopes and to a certain extent, in special cases, by newspaper advertising. The appearance of the man and his team also makes an impression on his customers.

A good product, however, is always the best advertisement. The farmer who sells the best and is very particular in the marketing of the products of his farm will soon gain a reputation that will sell everything on his farm at good prices before he has ever grown it. It will pay any, or all of us, to sit down and carefully figure out this question of advertising and see if we are carrying on our business in the most up-to-date way, and if we are obtaining the greatest possible returns. If we feel that we are not getting as much out of our farms as we should when we get to the bottom of it, it may be that all we need is more good advertising.

### Fertility Wasted in Cities

J. H. Caldwell, Carleton Co., Ont.

Enormous waste is going on constantly in the towns and cities where the produce of the soil is rolling in by car and ship load lots from farms all over the country. This fertility of the soil which is pouring into the cities daily by various avenues is washed into the sewers and thence into the streams. Here it pollutes the waters of our rivers lakes and streams, bringing sickness and death in its wake.

Something has been done by the Government to stop the pollution of the streams, but as far as I am aware no effort has yet been made to return to the soil a tithe of what is removed annually. The soil must inevitably grow poorer year by year. The Government or individual who could successfully devise a plan or scheme to convey this waste back into the land from whence it came, would deserve the gratitude of this and future generations.

In one of the large cities I have seen men and women almost famishing for water and unwilling to drink the water from the taps as the water was contaminated from sewage of the city a short distance from the shore. The only action taken by the government was to boil the water before using.

### Cures Hay in the Coil

G. A. McCullough, Russell Co., Ont.

We start to cut our clover before the blossoms become brown. In clover we use a hay tedder after the mower and usually put it up the same day. This is left in the coils for two days, or perhaps more, if it is very soft, and then turned out to dry and drawn in. We used some alfalfa this way last year, leaving it three days and it came out this spring in good shape. Towards the last of the season and especially with timothy hay, we sometimes draw in without coiling.

We do not use a hay tedder, but there are a good number in this district. Most farmers here use the ordinary rake and load by hand, treating their hay much the same as we do. Rules cannot be laid down for haying as weather conditions often change plans and one must adapt himself to the circumstances.

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