FARM AND DATRY

AND RURAL HOME

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FARM AND DAIRY PETERBORO, ONT.

AIR AS FOOD

The air breathed by the dairy cow is a part of her food supply. It has as direct an effect on her milk production as has alfalfa hay, corn ensilage, or any other food stuff. farmers, therefore, in planning our dairy stables, should not forget to make suitable provision to insure the constant supply of that important food stuff, fresh air.

The several new stables just being erected, which were recently inspected by an editor of Farm and Dairy, in not one was provision made for good sales managers is an indication ventilation. In the last week or two we have talked with several of our of the modern industry. At a recent friends who are planning to build new stables this summer. The relative salesmen were gathered to discuss merits of concrete, stone or wooden problems relative to their profession. walls, of hip roofs versus roofs with it was estimated that the salaries of straight rafters and of side versus end those men ran all the way from \$2,000 drive barns were all thoroughly dis- to \$70,000 a year. This looks like a cussed. The relative merits of the lot of money; but good salesmanship

King versus the Rutherford system of is at the basis of a "going" business. ventilation did not elicit a single comment. Ventilation apparently was in their minds a subject of no import-

But air is food. Let us get this important fact thoroughly implanted in our minds and we will then realize the value of a ventilation system in the stable intended for dairy cows. Already there are too many stables in the country without ventilating systems. Let us not add new ones to the already much extended list. Let us feed our cows a better brand of air than they have been getting in the past.

FALLACIOUS REASONING

The following extract from an address delivered by J. W. Johnston. M.P.P. for Hastings, at the last session of the Ontario Legislature is an example of the fallacious arguments that are used to frighten us farmers away from the idea of tax reform:

"If direct taxation for Dominion "and provincial purposes should "come in the future, because of the "establishing of free trade, and the "land under 'single tax' should be "made to bear the whole burden of "taxation, Dominion, provincial "and municipal, who would pay the "bulk of the taxes? The men who "own the bulk of the land - the "farmers "

Direct taxation as advocated by the farmers' organizations of Canada is not a taxation of "land" but of "land values." There are city lots, one acre of which would buy all of the farm lands in a township, or several townships. And under the scheme of taxation of land values advocated by our farmers' organizations valuable city property would be taxed in proportion to its value. In addition, land that is underlaid by valuable coal, iron or gold mines will be taxed for what it is worth and not as if it were growing scrub oak as it now in many cases is.

There is a great difference between taxing land according to its bulk and taxing land according to its value. We farmers know this, and our organizations will not be deterred from continuing this agitation for this most valuable reform by such fallacious reasoning as is used by the opponents of direct taxation.

SELLING

A most important factor in the success of the big business to-day is the efficiency of the sales department. Small concerns that will become the big ones in the future regard their sales end as of even more importance than the manufacturing itself. The salaries that keen business men pay to of the importance of the selling end convention in Texas, at which these

We farmers individually cannot afford to pay a man a long salary to look after the selling of the produce of our farms. We ourselves, busy with the production end of the business, cannot give to the sales end the attention that it deserves. Consequently there is some justice in the claim often made that the farmer is the poorest salesman in the world, and invariably sells his goods for the lowest price in proportion to their values. We have too many other things to monopolize our attention.

Farm and Dairy recognizes its readers' difficulties in getting expert advice on their selling problems, and has made arrangements with one of the best salesmen in Canada, Mr. Edward Dreier, to give our readers the benefit of his wide experience as a salesman. Mr. Dreier is sales manager to the Metal Shingle and Siding Co., and his wide experience as a salesman will enable him to give advice that will be of much value to our readers. Farm and Dairy readers are invited to send us a statement of their selling problems, and Mr. Dreier will give them his ideas on the best way to go about the getting the best price for good produce. We again invite our readers to make full use of our new selling be a revelation to many of

BEATING DAD'S RECORD

If there is any one element in the boy's nature that should be encouraged it is the desire to do things. The boy who is given an opportunity to do things doesn't get dissatisfied. Said a wise old farmer to one of our editors recently: "One of the happiest days of my boyhood was the one on which I beat dad's record thinning turnips. That accomplishment did me good. It started me out to do things."

Parents in town may have trouble to find anything profitable for their sons to do. But we farmers out in the country have a wonderful opportunity to develop in our children the desire to do things. We ourselves may have gotten to the point where we are quite satisfied with what we have accomplished. We should not forget that the son that we hope to carry on the farm when we through with it will not be satisfied with things as they are. He may want pure bred stock. He may want to do part of the work with power machinery that we are satisfied to do in a simpler manner. He may want an education at the Agricultural College that we think we got along very well without. Let us not repress this desire to do things. We should give the boy every chance to beat his dad's record. And be proud of him when he does it.

Place utility first, last and all the time when it comes to breeding cows for profit. Fancy points are a small consideration. The most inviting cow to the eye may be living on the profits of the homely looking brute standing next to her. The only way to detect her deceit is to weigh her milk.

In many parts of Eastern Canada this spring has been one uprecede ed for heavy and continuous rainfal

In some cases much Alfalfa for the land intended s Late Seeding corn land or for spring grains is yet und

water. It is getting late for further corn planting; grains, outside of bus wheat, are out of the question. Whit are we going to do with this land? is not yet too late to sow alfalfa. fact many of our most successful gro ers would not think of seeding alfal till the middle of next month. If the drowned out land is not ordinarily w it might be ideal for this crop. With a favorable season we could expect t get a crop of three-quarters of a ta of hay an acre, and in successful years the return that we would a from this land would make it the ma valuable on the farm. To many th should be the solution of the question "What will we do with our land a to be seeded."

A visit to the farm of R. E. Gun the first prize farm in District No. of the Inter-province Electric Farm's Competitio Farming conducted by Farm at

Dairy in 1911, wor as to the possibilities of subtuting electrical power for all oth farm powers and to a large extent a hand labor. Mr. Gunn milks cows, lights his buildings, chops gra and fills the silos by electric pr er. Electric energy can be used equal advantage on much small dairy farms than Mr. Gunn's. that is needed is available power at reasonable price. The schemes of the Hydro-Electric Commission for tending their power lines into m Ontario will be an opportunity that a farmers should be quick to take at vantage of.

An important consideration in à termining the feeding value of an silage as compared with that of con stover, fodder-corn or bundle-corn, that in ensilage the whole of the plant, including the stems, is conve ed into succulent and nourishing fool When fed in any of the other form the stems are rejected, and are a the humus of the soil.

Speaking of Bulls (Hoard's Dairyman.)

Professor Erf, in his address at the Michigan Round-Up Institute, po sented a clean, concrete fact that a most any farmer can comprehend. said that the Missouri Station had to d the history of two bulls as sy by the production of thirty daught of each. One of these bull's daug ters produced \$18,000 more of day products than did the daughters the other.

Yet we have plenty of farmers whose minds this principle rests lightly that they practically pay attention to it. This constant exfor preferring poor, ill-bred bulk that they "cannot afford a good one."
The man who cannot afford a good. bull stands about one chance million of ever owning one.

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