

From a City View Point

"There is no reason why you farmers should not get rich quick. You could if you only went at things with half an eye to business."

Sheh was the somewhat startling statement with which an editor of Farm and Dairy was greeted on a recent visit to Toronto. This accusation as to the farmer's ignorance of business principles was made by a photographer who himself came from the country and built up a profitable business in the city, and who in connection with his work still travels extensively in rural Ontario. We do not believe that we farmers are such a stupid lot as our photographer friend believes us to be, but it will do us no harm to have his opinions. Here they are in full:

"Takes in the matter of employing labor," proceeded this talkative photographer. "When I was a boy on the farm we hired a man in the spring and fired him in the fall. Men were fairly plentiful those days, and the chances were that if we invited a good man to return to us the next spring he would be along as early as the robins. Times have changed, but farmers have not changed with them. Why, on a trip through Peel country last week, I asked at least a dozen farmers about their practice in employing labor, and while all of them were ready to kick about the scarcity of labor and the incompetence of laborers, there was only one of them that had a job for a man 12 months in the year, and he seemed to think that because he was giving such a steady job he should get a man for about \$20 a month. Sooner or later that man of his will get wise, come into town here, find that he can get steady employment the year round at much better wages, and he will stay. Why can't that farmer devise ways and means whereby he can give his man as profitable employment and as high wages in winter as in summer? Even he, however, was a better employer than the other eleven men."

"Another funny idea that many farmers have," continued our friend, waxing eloquent on the subject. "is that they can get rich by the work they do themselves. Hence they dispense with all the hired help possible and make slaves of themselves and their wives and children. They work so hard that they cannot use their heads. Only the other day in York county, I came across a farmer who was allowing several hundred barrels of apples to go to waste in the orchard because he said he couldn't get help to pick them and even if he did pick them he did not have time to market them. I just got out a notebook and pencil and showed him where he could take the time to come to Toronto as an agent and sell everyone of his apples while hired men worked at good wages picking and packing them. He had never seen it that way, but had only seen the expense account for labor. And he doesn't see it yet."

"And how would you run a farm?" we suggested, neither differing from nor assenting to the remarks already made.

THE FARMER A \$125 MAN

"Well, in the first place, I would take pains to drive it into my cranium that a \$10,000 farm is a business requiring business superintendence, that the man to superintend it is the owner himself, and that to superintend intelligently a man cannot be oversteering groping around in the dirt with his own hands. It makes intelligent planning and intelligent management impossible. I would give the \$25 a month job to the hired man while I myself would take the \$125 a month job of managing the concern. Brain over commands more money than brawn and this is as true on the farm as anywhere else, although mighty few farmers seem to think so."

"Anything else?"

"Yes, take in the matter of buying. The peasants of Europe know more about this subject than the so-called intelligent farmers of Canada.

Here is a farmer who drives into Toronto, buys a few hundred weight of feed or puts in a small order for seed and then wonders why the price is so high. The answer to any business man is simple. The handling account is several times as great where the goods must be delivered in small quantities than where large quantities may be delivered in one order. The farmers of Denmark and I believe of many other European countries, organize themselves in large societies for the carrying on of their buying and selling. They buy



A Subject of Much Experimentation

Steel silos have not given universal satisfaction. The cost of the silage tends to corrode the metal. W. O. Good, whose steel silo is here shown, has experimented extensively with preparations for protecting the interior walls. He will tell Farm and Dairy readers of his experiments.

—Photo by an editor of Farm and Dairy.

in large quantities and get wholesale prices. They sell in large quantities and again get the best of prices. They get better terms from the railroads and they respect themselves more. Are our farmers doing anything like this? Perhaps a few fruit men are, but if you ask me, the most of them are mighty slow.

"I think I could talk all day about the business mistakes I have seen farmers making. What they need is a little more of the ability to see themselves as others see them. If they could they would get busy."

"Thank you. Good afternoon."

Perhaps some of our photographer's remarks sting more than he because they were just about true. It is well for us to see ourselves as others see us.

Danger to Colts

Jas. Armstrong, Wellington Co., Ont.

It always gives me the shivers to see a young colt running with its mother when the latter is at work in the fields. I have even a worse opinion of the judgment of its owner when the colt is following its mother along the public road. A colt is a pretty expensive article by the time it arrives, and it appeals to me as being foolishness to risk its life afterwards.

The ways in which colts might be injured when running at large are too numerous to mention. Just the other day in a neighboring county one was run down and killed by an automobile. Another was crowded over the edge of a culvert and fell to its death and so on all along the line.

My own practice is to allow the colt and its mother to run together at pasture and nowhere else. I cannot afford to lose it as the income from my horses is one of my main sources of life.

Preserving Fence Posts

Wood rot in all its forms, is due to the action of fungi growing under suitable air and moisture conditions. In fence posts these conditions are most favorable at or near the surface of the ground and hence it is there that decay first starts. Some woods, like the cedar and tamarack, are more resistant to fungus attack, but may last, as fence posts, from eight to ten years.

Unfortunately, however, the supply of these woods has grown very scarce and the farmer is faced with the alternative of importing durable material at a high price or of applying preservatives to the common non-durable wood which grow in his own wood lot. As the latter alternative is not only cheaper, but also much more effective, it is of considerable economic interest to the farmer to know how these wood preservatives are applied.

Cresote, a "dead" oil of coal tar, is perhaps the best preservative for this purpose, as it does not dissolve out of the treated wood, when in contact with moist earth. It costs from eight to fifteen cents a gallon.

HAVE POSTS WELL SEASONED

There are two methods of applying the cresote, but before either method can be applied it is necessary to have the posts well seasoned. The best results are desired. This seasoning is best accomplished by peeling the bark from the posts and then stacking them in loose piles in the open air for several months, so the amount of water in the wood may be reduced to the smallest per cent possible.

The brush method consists in applying the cresote like a coat of paint to the lower portion of the post, up to a point six inches above the ground line, the cresote being first heated to 180 degrees Fahrenheit. Two or more coats must be applied, time being allowed between each application for the cresote to soak into the wood.

AN EFFECTIVE METHOD

What is known as the open tank method, while more expensive, secures deeper penetration and gives better results, especially when the posts are split or checked. The cresote is heated to its boiling point in a metal tank, and if such is not available, a simple and effective apparatus can be made by boring two holes, about two feet apart, in the lower half of one of the staves of a water-tight barrel and screwing into these holes two pieces of iron piping three to five feet long, which are connected by a shorter section pipe with two elbow joints, thus forming a complete circuit somewhat resembling the bank of a mug.

The barrel is then filled with enough cresote to cover both upper and lower pipe holes so a fire is kindled under the lower horizontal pipe which heats the cresote in the pipes and creates a circulation which continues until all the cresote within the barrel is at boiling point. The posts are then placed in this boiling liquid for about five hours, after which they are immediately transferred to another barrel of cresote, or else the fire is put out and they are allowed to remain in the tank until the cresote becomes thoroughly cooled.

WELL LAST 20 YEARS

In this process the preliminary heating dries some of the contained air out of each wood post and when the posts are allowed to cool in the cresote, a partial vacuum is then created in each pore, which draws the cresote into each fibre. Poplar posts, which ordinarily last but three to four years, after the above treatment will last 20 years, and the same applies to all other tree species in Canada. All that is essential is thorough seasoning before treatment.

Alfalfa that has been allowed to become old and woody before being cut makes poor hay.

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