

# FARM AND DAIRY

&

## RURAL HOME

### A PROFITABLE DAIRY FARM WORKED ENTIRELY BY HIRED HELP

**A Demonstration of the value of Business Principles applied to Dairy Farming. Good Cows the basic factor in the success of this Halton County Dairy enterprise. How the labor problem has been solved.**

Is it possible to run a dairy farm on strictly business lines and make it pay? That is, can you afford to hire all the labor even to that of the manager, meet all expenses and still pay a good interest on the investment in the farm and stock? This is the experiment that has been successfully tried on the old Robertson farm near Milton in Halton Co., Ont. This farm was purchased by the Milton Pressed Brick Company, of which Dr. Robertson of Milton is president. This company had almost 800 acres of good land on their hands that it will be years before they can make use of in connection with the brick works. The question that the managers had to solve was, "How can we make profitable use of this land in the meantime?" They decided in favor of dairy farming. There were good build-

When in Milton recently, an editor of Farm and Dairy inspected this farm and herd, and secured from Dr. Robertson an explanation of just how the business is conducted. "It all comes down to the cow," said Dr. Robertson. "We are able to hire all our help and still make interest on our investment because we have cows of producing ability. When we started to keep milk records, we found in our herd a yearly average of less than 4,000 pounds of milk a cow. We got rid of the poorest cows, and every year since we have, by weeding and selection, increased our yearly average until now it is over 9,000 pounds, and in another year we hope to have an average production in our herd of 10,000 pounds of milk a cow. The first year we tested we sold off 10 or 12 of the cows. Even this year we sold off six. We have in our herd two grade Holsteins that produced 18,000 and 12,000 pounds of milk respectively last year. We paid \$230 for these two cows. We intend to keep nothing but the best. We weigh the milk of each cow every day and consider daily records much more valuable than those taken three times a month.

#### PURE-BRED STOCK THE BEST

"We have recently," continued Dr. Robertson, "gone into pure-bred stock, and we now have a dozen pure-bred Holstein milch cows. Most of our young stock that we are raising to replenish the herd are from the pure-bred cows. We still,

however, raise some of the grade heifers from the highest producing cows. We find that pure-bred Holsteins on the average are greater producers than are the grades and the surplus stock we have to sell is, of course, worth more money.

"As we sell our milk we get rid of the surplus stock as soon as possible. We have no difficulty in disposing of our grade heifer calves when a week old for \$10. This is because of the good records that our cows are making. We sell our pure-bred bull calves when from two weeks to a month old for \$25. We cannot afford to keep them; milk is too dear."

#### WHY HOLSTEINS ARE PREFERRED

Dr. Robertson's experiences with pure-bred Holstein cattle have made him a Holstein en-



Good Care Accounts in Part for the Profits From This Herd

Good cows, comfortably housed and well fed explain how the Milton Pressed Brick Company, Halton Co., Ont., are able to make money out of their large dairy farm run entirely by hired help. Notice the comfortable, sanitary appearance of this stable. Then read in the adjoining article about the success of this company in their dairy farm venture.

—Photo by an editor of Farm and Dairy.

thusiasm, and he delights to tell of the money-making properties of this pure-bred herd. The most serious criticism that he would make of Holsteins was that they were hard to dry. "They will milk," said he, "to within three weeks of calving without any trouble. The Durhams that we used to keep would be dry for three months. This persistency in milk flow is a big argument for the Holstein cow for we milkmen, as we must have an even supply every day in the year."

Economic production of milk is the aim on this Halton county farm. Corn ensilage and alfalfa hay are the standbys. A 45-foot cement silo is one of the features of the buildings, and it is filled too. Barley and oats grown on the farm are the principal grain feeds, but Dr. Robertson explained that they still buy some grain, but

not much, as a small grain ration is sufficient when cows are being fed alfalfa.

#### MILK SOLD RETAIL

The milk supply of the town of Milton is practically controlled from this Robertson farm. It is put up at the farm in bottles, and retails the year round for seven cents a quart. The man who drives the milk route gives the company receipts for every quart of milk that he receives, and has to account for it in cash. Following this system it would be impossible for a dishonest driver to make money at the expense of his employers. Cash in advance is the plan in dealing with the customers who buy tickets, and when they set their empty bottle out for the milkman to replace by a full one, the bottle must be accompanied by one of these tickets.

The most interesting point about this farm to other farmers will be that it is all run on hired labor. Everyone is paid even to the manager. Four neat brick tenement houses have been erected on the farm for the men. These houses are not only comfortable but attractive to look at, and most men with families would be glad to have an opportunity to live in such attractive homes.

#### HIGH-PRICED LABOR CHEAPEST

"We pay \$400 a year to two or three of our men and give them a free house besides," said Dr. Robertson, in referring to the management of the farm. We did not always pay that much, but we found that we had to if we would have good men. And our experience has convinced us that high-priced labor is in the long run the cheapest labor."

"Farmers generally would be better off did they hire more labor and pay more for it," commented Dr. Robertson. "I believe that every

acre should be made to employ men instead of a part of one man. Another point is that we hire our help the year round. Otherwise we cannot keep them.

"One of the men is given charge of the stable and the dairy herd. Another man is foreman in the fields, and the manager of the brick company, which company is located on our farm, keeps the accounts and knows what every man is doing. In this way we know what profit we are making from every man as well as from every cow."

"Do you think," we asked, "that it would be possible for all farmers to run their farms with hired labor as you do and still make a profit on their investment?"

"Certainly not," answered the Doctor. "They have not the cows. Cow quality determines profits."