

made any effort to drive them out of business by buying hogs at higher prices than they could afford to pay or by underselling them to the trade in the cities, Mr. Penhale replied that they had not. "We attribute this," he said, "largely to the fact that we do a local trade almost entirely. In this way we have not come into competition with the big fellows as much as we would have had we attempted to do things on a larger scale, and therefore they have not attempted to freeze us out. Even had they done so they might have found it hard to succeed, as our operating expenses are very low. Rentals here are lower than they are in the larger centres. We buy all our hogs within a short distance of St. Thomas, thus avoiding heavy freight charges, and until recently we have sold all our products in that portion of south-western Ontario lying between Niagara and Windsor and south of London. We now, however, have one traveller who goes as far north as Owen Sound."

"We have never attempted to build up an export trade," said Mr. Lyle, "as we consider it too risky. There is a good deal of a gamble connected with any attempts to sell on foreign markets, and it requires a large amount of capital, so we have deemed it wise to leave that phase of the business alone. We now have six travellers selling to the local trade, compared with the two we employed when we started. They call on the butchers and grocers in the towns and cities where our goods are sold."

#### A VALUABLE PLANT

When asked what the plant was valued at, Mr. Moody replied that the buildings and the three acres of land connected with them cost \$55,000. There is a killing capacity of 150 hogs a day, although over 200 hogs have been killed in a day. It is possible also to handle a car-load of cattle a day. In the building there is a refrigerator, having a capacity of 50 tons. At the time of our visit the stock on hand was heavy, and with a rising market, looked good for them to have a successful year. From 35 to 40 people are employed in the works. Two refrigerating machines are operated by hydro power, and all the chill rooms are of the latest improved type, being cork finished.

#### OTHER PRODUCTS HANDLED

"About a year ago," said Mr. Moody, "we found that some of our customers were willing to buy cheese from us and we started to buy small lots of cheese made in a local factory. The demand increased, and this led us to enlarge our orders until now we are buying the whole output of this factory. Butter is being handled in the same way, some months we sell as much as \$5,000 worth of butter. Only small lots of butter were sold at first, but now we are gaining quite a reputation for our butter. It is purchased mainly from the Cranston Creamery at Lawrence Station and the Kellor Creamery at Wallace town. The success we have met with in the selling of cheese and butter is leading us to sell eggs in the same way. At present we are selling only a few, but we intend going after this trade harder before long, and also to sell considerable poultry, especially at the Christmas season."

The success which has attended the effort of this company is most creditable to those who are con-

nected with it. It has been due in a large measure to the good management of the board of directors, as shown by their wisdom in starting at first in a small way. This gave them an opportunity to gain experience without paying too much for it, and thus has enabled them to build up this most successful enterprise which goes far to demonstrate that the day of greater co-operation among the farmers of Ontario is just dawning. Their success will encourage further extensions of the principle.—H. E. C.

### Winter Dairying and the Labor Problem

By "Farmer Smith"

Neighbor Jones disappointed me at silo filling this year. He has not a silo of his own, but he is an obliging neighbor, and has always assisted me in former years. This year I needed him especially as the work is far behind on account of wet weather. But he couldn't come. His man had left, he said.

"Left?" I exclaimed. "How is that? Why I thought he was a good man and perfectly well satisfied."

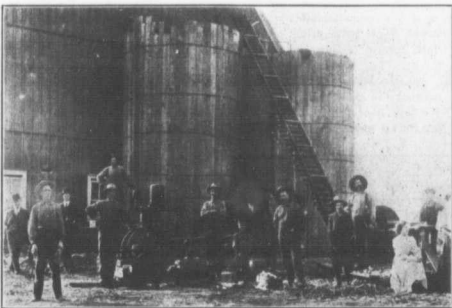
"Well, he was a good man," admitted Jones, "but there is not much work for the next six months, so I told him he had better go. You see I was paying him \$25. Twenty-five dollars for six months means \$150. That's more than I could afford to pay a man to do chores."

Jones looked quite pleased with himself as he made this little calculation. "What are you going to do next spring?" I asked.

"Oh, I shall try to pick up a man somewhere, but it is mighty hard work I know. This labor problem is certainly a serious thing for us farmers. You simply can't get good help when you want it. It strikes me that our Government should do something to find help for us even if they have to bring them from the Old Country."

#### THE FARMER AT FAULT TOO

"It strikes me," I answered, a little tartly I fear, "that you, and other farmers like you, are more than a little to blame for the seriousness of this labor problem that you talk about. You need to get over on the man's side of the fence



Feeding is Simplified where there are two Silos—and Profits Greater

Two small capacity silos are much to be preferred to one large one. By the time the second silo is full the first one will have settled and can be refilled immediately. One large silo necessitates two fillings at different dates if we would have it loaded to full capacity. And then a silo full of corn for summer feeding is a money-maker on any dairy farm. The silos here illustrated are on the farm of Angus Grant, Stormont Co., Ont., a dairy farmer who competed in Farm and Dairy's first Prize Farm Competition.

and look at it through his eyes. How would you like to work for six months and then be thrown out of a job for the next six? Don't you think if your job only lasted half a year that you would change for some other occupation that would last as long as your appetite—a good 12 months? You expect to get a man just when you want him and throw him down when you don't want him. What is he going to do in the meantime?"

Neighbor Jones looked troubled. He knew that I was putting up true logic. "What are you going to do about it?"

"Well, I am going to arrange my farming so that I can give a man work 12 months in the year. In fact, the solution of the labor problem and the adoption of winter dairying go hand in hand." And then I started in to expound my ideas on the labor problem. As usual when I get started I did most of the talking. "Winter dairying is the only kind of farming that will give you and me a chance to divide our work over the 12 months. I am planning to have practically all of my cows come in fresh in November when, in a normal year, all the fall work is completed. Between milking and chering there will be enough work for myself and the man. It will be profitable work. Then when the spring comes we will not have a big bunch of fresh cows on our hands as well as a whole lot of young calves, and we will be in a position to give the main part of our attention to the work in the fields."

#### CHEAP MILK IN WINTER

"The cost of making milk in winter? Well, I do not act sure, but that I can produce milk as cheaply in winter as I can in summer. My farm is first class corn land, and silage is about as cheap a feed as one can very well imagine. One has to have a silo to appreciate these advantages. That's where you are still in the dark Neighbor Jones. Then there is clover and alfalfa, which join right in with that silage to make a first-class milk producing ration; a well-balanced ration, as the professors say."

"And then my friend, the cows milk better. Why, my cows will milk for the six winter months better than they will on pasture, for they receive more attention, and then when they do go on pasture their milk few comes right up, and when they are ready to go dry they have a whole lot more milk to their credit than your cows freshening in the spring."

"Oh, yes, I do feed some grain, and it pays me too, but with the alfalfa and corn ration it does not need to be large. Couldn't afford to do it. Well, you have to keep your cows through the winter anyway, and you might as well give a little extra attention to fresh cows and get a big milk yield instead of little or nothing as you now do. Besides I believe in feeding cows well when they are dry, and that is one of the places where you are making a mistake. Now, just tell the truth, Jones. Doesn't it take your cows about one month after they get on grass to get into shape to really make milk? I thought so. You have to go good feed anyway from November to May. Why not to fresh milk cows?"

"Then, again, you were wondering why my calves were so much better than yours when they aren't a bit better bred. Well, my calves are kept in a stable all winter, where they receive the best of attention, and when they go on grass they are old enough to fight flies and grow like weeds. Yours are turned out into the orchard when they are mere bits of things, and between the flies and the hot weather they do not grow much. That's one thing that set me going on this winter dairy proposition. The calves of to-day are the cows of to-morrow, and we are not giving them a good chance in summer dairying as usually conducted."

"But keep your eye on the labor end of winter dairying," I concluded.

Neighbor Jones was evidently interested and wanted to know how on earth I managed to get cattle in winter to pay an extra man and get a profit too. I wanted, however, to get over and see Neighbor Johnson about getting a man to take the place of Jones at our silo filling. Jones is going to call over some evening, and I guarantee we will discuss this winter dairying proposition from beginning to end. Perhaps I'll write you about it some time.

### Raising Calves

Crockett Bros.

We prefer to raise calves as we have more time in the season of the year. We calve our experience.

We take the calf at soon as born, seldom later than 24 hours. This is for the good. When the calf is with its mother and feeds the milk it will take.

We give whole milk to our calves. We use about three pounds of milk to a quart of six pounds that the milk fed at noon.

#### OUTTING

At the end of three months I skimmed milk and gradually decreasing until the calf is about 10 months old. I get no whole milk at all. I skimmed milk and put it in the milk house. I get more our calves get according to direction. This prepared meal is used quantities until in the spring.

The bulky portion of the ration is gotten. When the calf is cold, we place a little in their reach. We and crushed oats in a bucket. Always being careful to give one meal before giving another.

The principal thing calves are to have is clean water. They should be kept clean and from one food ration to another. Feed regularly, to feed and see that they are comfortable quarters, and exercise.

To anyone short of feed, I would recommend "Blatchford's Compound" for it for years, and has been used while feeding it.

### Substitution

Oats are high in price in Canada, and in some of the Eastern Provinces, and are not so early seeding and the farmers will have practical feed. Farm and Dairy enquires, which read...

ing from B. W. Wells. "Can you suggest some other kind of feed of barley? Considerable experience has been conducted along this line. Grains and combinations show may be used in the best results in the choice of these mixtures are on the Pacific Coast, barley is preferred for all kinds of horses on all kinds of horse's teeth are good. Barley may be fed with mixed with the saliva, mouth, and is therefore while eating. Crushed water are preferred to be remembered in the almost twice as heavy and where we are accurate of oats to a feeding, barley would give the nutriment.

One experimenter re-

One experimenter re-