

# FARM AND DAIRY

## AND RURAL HOME

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1. **FARM AND DAIRY** is published every Thursday. It is the official organ of the British Columbia, Eastern and Western Dairywomen's Associations, and of the Canadian Holstein Breeders' Association.

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6. **WE INVITE FARMERS** to write us on any agricultural topic. We are always pleased to receive special articles.

### CIRCULATION STATEMENT

The paid subscriptions to Farm and Dairy exceed those of the entire circulation of each issue, including copies of the paper sent subscribers who are not slightly in arrears, and advertising copies, which vary from 15,129 to 17,393 copies. No subscriptions are accepted at less than the full subscription rates.

Sworn detailed statements of the circulation of the paper, showing its distribution by counties and region, will be mailed free on request.

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We guarantee that every advertiser in this issue is reliable. We are able to do this because the advertising columns of Farm and Dairy are as carefully edited as the reading matter, and because we protect our readers, we turn away all unscrupulous advertisers. Should any advertiser herein dishonestly wish you as one of our paid-in-advance subscribers, we will refund to you within a week of its occurrence, and that we find the facts to be as stated. It is a condition of this contract that if we find an advertiser you state: "I saw your advertisement in Farm and Dairy."

Rogues will not ply their trade at the expense of our subscribers, who are our friends, through the medium of these columns; but we shall not attempt to adjust trifling disputes between subscribers and honorable business men who advertise, nor pay the debts of honest bankrupts.

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PETERBORO, ONT.

### SALESMANSHIP IN COLLEGES

Agricultural colleges that devote their attention altogether to instructing students in the production of greater crops or of better farm animals, are hopelessly out of touch with agricultural conditions to-day. Colleges that make no provision for instructing their students in the marketing of crops are aiding farmers to solve only one of their problems, while the other is of equal or of greater importance.

Such was the opinion expressed again and again at the First National Conference on Marketing and College Credits held at Chicago recently. College men themselves who were present at that conference admitted that the college that neglected instruction in marketing was only half doing its work. It was pointed out and proved by statistics that great crops do not benefit the farmer, as great crops lead inevitably to low prices. The college,

if it is to encourage farmers in the growing of great crops, should help them to solve the problem of marketing these crops to advantage.

We realize that there are great difficulties in the way of establishing a department of markets in the agricultural college. The men have not been developed to handle such departments. We would suggest, however, that our Canadian colleges might make a start along this line by conducting a series of lectures, say 10 in a year, the lectures to be given by men who are noted as successful salesmen, both farmers and business men. Such lectures, even if they did not give the student direct information on the solution of his own marketing problem, would at least awaken the student to the importance of this phase of his business and set him thinking in the right direction. The day is not far off when public opinion will demand that marketing be a subject of study at every agricultural college.

### IS THIS POLICY WISE?

Another million and a quarter acres of Ontario's free land is to be handed over to a railway corporation! When McKenzie and Mann were given two million acres of Ontario land a few years ago, we were led to believe that from that time on application for land grants would not find favor with the provincial government.

Within the last week or two we have been disillusioned. The Ontario Government has introduced in the Legislature a bill authorizing a grant of over a million acres of land in New Ontario to the Lake Huron and Northern Ontario Railway Company. The price is a mere bagatelle—nine hundred thousand acre at twenty-five cents an acre and three hundred thousand acre at fifty cents an acre.

One provision of the charter provides that the company must bring in 3,750 settlers within 12 years. The government believes that in this way they will populate New Ontario with little trouble or direct expenses to themselves and at the same time, railway construction, will open up good country that will supply cheap farms for the surplus population of Old Ontario and attract emigrants that would otherwise go to the prairie provinces.

While a railway company may be deserving of government assistance in developing a new country, we believe that the granting of large tracts of the crown lands is not the best method of giving such assistance. The growth of Canada's population is most rapid—ten times more so than that of the United States at the same period in its history. Within one generation all the free land in Canada may be occupied. Land that can now be had for twenty-five or fifty cents an acre will in that time increase in value one hundred fold. We can realize the extent to which railway companies holding large tracts of land will benefit. If the government must assist such companies it would be cheaper

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to endow them with cash and retain the land for the public good. The land could then be sold in small parcels as required for settlement, or for lumbering purposes. The unearned increment resulting from the increasing value of the land would thus be returned to the people and not go to fatten railway dividends.

We have seen the results of granting large tracts of our Western lands to "development" companies. These companies "hold up" new settlers as they come into the country and enrich themselves through the increasing value of the land which they own, this value having been created solely by the increased demand for the land.

The perniciousness of the practice of granting large tracts of our crown lands to corporations that will grow fat on the unearned increment is becoming more apparent. It is up to us to let our representatives know the stand we wish them to take on this question.

### THE MEXICAN SITUATION

The situation in Mexico, as we read it in the newspapers, does not appear to be of interest agriculturally—but when we read between the lines and study Mexican conditions the situation evolves into one essentially agricultural. Mexico, with its revolutions and counter revolutions, with its yearling expenditure of human life and hard earned money, carries a pointed lesson to farmers in Canada who have the making or unmaking of the country in their hands.

What is the trouble in Mexico? It is land hunger. The Mexican peon does not wish to fight any more than the Canadian farmer; but he is fighting continually. He is rebelling against slavery—land slavery. Nominally he is free. The trouble started hundreds of years ago when Cortez conquered Mexico. That old Spaniard divided the land among his favorites and the great majority of the people, having no land of their own, were forced to work for those who owned the land. The result was that wages were forced down below a living rate, and in the last hundred years Mexico has never known a day of such peace as we experience here in Canada.

Where are we heading for? It is true that at present there is much free land in Canada, and land monopolization under present conditions is almost an impossibility. At the present time, however, people are flocking to Canada 10 times faster than they did to the United States when the population of that country was the same as is the population of Canada to-day. We predict that within the next 30 to 50 years, if the present inflow continues, that practically all of the available land in Canada will be taken up. Then, yes, long before then, will the proportion of landless men increase with all the dissatisfaction that this involves.

In our cities to-day we are beginning to develop the rudiments of the same cause as lies beneath the Mexican situation. Immensely high land values are making the few rich and

After all is said and done, the fine stock forward which we are each individually striving to reach this goal or less successful in our business way. But the trouble with our scheme of living is that we do not feel like growing rich and business success is, and keep struggling forward for more land and money until their related possession of it with is actually better off than the man who goes storming about life—he's busy to make old. Somehow the kind you get set then are something like a green picked apple—Farm, Stock & Home

exacting such a large proportion of the wages of the worker for rent that life is ever becoming a burden to him. These same increasing values are also absorbing such an increasing share of the wealth of the country, that the farmer, too, feels the load.

What difference is there between our system of land ownership here in Canada and that which exists in Mexico, aside from the fact that we still have free land available? There is no difference, what conditions may we expect in Canada when our free land is exhausted? The more we think about this the more convinced do we become that our farmers' organizations are right in their contention that all taxes should be placed upon land values. Such a system of taxation would insure a just proportion of the taxes raised on city land values being used for the benefit of the farmers who help to create city values. Such a system would also insure all land being used to the best advantage.

### BE EASY ON THE BOY

"I suppose I would be on the farm yet if conditions had been right."

The speaker was a brakeman on the train on which an editor of Farm and Dairy was travelling recently. We are always interested in the boys who have left the farm. We inquired as to the conditions that had given the young man a dislike that had given him "I had to work for farm work."

"My father had the idea that the way to success lay along the road of hard work. As soon as we boys were big enough to reach the cow's teats we were set at the milking. When fall opened to properly grasp the plow handles we were at that. I have handled a scythe behind my father when my arms were aching to the shoulder. I decided that there must be an easier way of making a living than that."

The story told by this young railwayman comes home with particular emphasis at this time of year. The busy season is now approaching—here, in fact. Every bit of labor available will be needed to get the crops. With labor as scarce as it is there is a tendency to expect little too much of the farm boy. The boy may only be asked to do chores, but even chores, in too great quantity may be most burdensome to the small boy with a boy's love of play

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