

# FARM AND DAIRY

AND RURAL HOME

Published by The Rural Publishing Company, Limited

**1. FARM AND DAIRY** is published every Thursday. It is the official organ of the British Columbia, Eastern and Western Ontario, and Bedford, Eastern and Quebec, Dairywomen's Associations, and of the Canadian Institute of Agriculture and Jersey Cattle Breeders' Associations.

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## FARM AND DAIRY

PETERBORO, ONT.

## OUR INTEREST IN THE TARIFF

We farmers are not so vitally interested in the tariff as are some manufacturers. Probably, as one of the chief spokesmen of the Canadian Manufacturers' Association recently said, no one is really suffering from the tariff. That, however, does not gainsay the fact that the farmers have thousands, yes, millions of dollars to be gained through obtaining free access for farm products to the markets of the United States.

Canada and her farmers are thriving as never before, but that is no reason why we as farmers should rest content and leave well enough alone when we see dairy products, cheese, butter and other farm commodities selling for much greater prices in our natural market—the country to the south—than they realize in our home markets.

Smooth arguments bolster up many reasons why the tariff should be left alone. What does the tariff profit the farmer? The products of our farms are greatly in excess of home consumption. The selling price of these products is determined almost altogether by the prices ruling in foreign markets where this produce comes into competition with that of

all other parts of the world. Far from being the benefit to farmers that some would have us believe, the tariff is quite the opposite. It enables the manufacturers to charge an average of approximately 25 per cent. more for his goods than he could get without the tariff. Such privileges are very fine for the few, but they are unduly burdensome to the many.

As a result of the change in the United States tariff by which it is now possible for Canadian farmers to ship their cream into the United States at a profit, the exports of cream from Canada into the United States during the past year increased from \$8,571 to \$570,908. Can anything show more clearly how a tariff law can block the natural course of trade? This tremendous increase in the export of only one product of the farm, serves to give us some idea of what it will mean to the farmers of Canada, if, in the pending negotiations between Canada and the United States, arrangements are made to admit other products of our Canadian farms to the great markets of the United States. As farmers we have practically nothing to lose and everything to gain by better trade relations with the United States.

## NOVA SCOTIA AWAKENING

Heads of great railway companies see great possibilities in the province of Nova Scotia. The action of the Canadian Pacific Railway in buying the Dominion Atlantic Railway is direct evidence of this fact. The efforts of this company hitherto in the maritime provinces for the most part have been complementary to their Western development. The D. A. R. cannot possibly have any connection with the Western trade, so it is evident that the officials of the C. P. R. look for development in the country itself to make this road a paying proposition.

Speaking of his recent trip through Nova Scotia, Vice-President McNicoll of the C. P. R. said: "I never saw such a big area of splendid orchards as there is along the line of the D.A.R. \* \* \* My only regret in regard to it is that there are not more people there. The C. P. R. will do what it can towards advertising and developing the country for farming and fruit-growing. The country is capable of supporting a much larger population than it does at present."

The market for Nova Scotia farm produce is unlimited. At present production is not sufficient to meet the demands of the home market except in the case of apples and potatoes. When production is sufficient to supply the home market and there becomes a surplus the British market is easily accessible by water, and the markets of the New England States may be opened in the near future.

The area of Nova Scotia is greater than that of Denmark. Soil and climatic conditions are in favor of Nova Scotia. Mr. J. A. Ruddick, in an address before the Nova Scotia Farmers' Association last winter stated that the dairying possibilities of the province were enormous; instead of an annual production of \$7,000,000 the

dairy products should be worth \$25,000,000.

And N. S. farmers are awakening to the possibilities which lie in their own province. Pure bred sires of dairy breeds are going into all parts of the province. Farmers' Institute meetings are well attended. The attendance at the Agricultural College, Truro, is increasing each year. The short courses at this college are the largest held in Canada. And now with the C. P. R. to boom the country there should be great development in agriculture in the province by the sea. The country is there; the markets are there. All that is needed now is more aggressive work on the part of the agricultural population.

## MUTUAL FIRE INSURANCE

Fire insurance rates usually are higher in the country districts than in the city. Insurance men have explained this to be due, not so much to the greater facilities, that exist in cities for putting out fires, but rather, to the carelessness of country people, which results in turning over lanterns and so forth. When a fire once starts on the farm it is most likely to sweep away all the building with total loss to the insurance company. Hence rates must be higher.

While those who are careless deserve to suffer there are many who are careful in guarding against fire. Farm property should be just as good a risk as is that in cities. It is hardly fair that a farmer should have to pay for his neighbor's carelessness.

Farmers' mutual fire insurance companies offer a solution to this problem. These companies being purely local in their work are in a position to accept only good risks well known to the directors. Risks thus being reduced to a minimum, rates will be correspondingly low. Mutual fire insurance works out well in practice as is proved by the number of such companies in successful operation in Canada. There should be mutual fire insurance in all rural districts.

## EDUCATION FOR PATRONS

Cheese makers and creamery managers have it within their power to do much valuable dairy educational work, which work if given attention would be directly remunerative. As cheese factories and creameries are ordinarily conducted, it would be quite utopian to find a factory or creamery among the patrons of which, at times, there is not more or less kicking. These kicks need to be attended to, and if given prompt attention, the cause explained and remedied, it will be to the lasting benefit of the business concerned.

There are few patrons but are amenable to instruction. Those who have tried giving explanation and instruction to dissatisfied patrons speak most favorably of the benefits derived therefrom. Mr. R. T. Stillman, who formerly managed the creamery at Port Perry, while commenting upon this subject recently with an editor of Farm and Dairy, stated that while he was managing creameries, he always made a special

effort to visit any or every patron that he might hear of who was in any way dissatisfied. Kicks, he stated, seldom if ever are made direct. A manager, however, invariably hears of them indirectly. On receiving intimation that one of his patrons was dissatisfied, he as soon as possible went out to that patron's place, taking along with him a small tester, and there explained any and all details that might be necessary. In all his experience, he only met one man that he could not satisfy. Mr. Stillman expressed it as his opinion that too many cheese factories and creameries kept their patrons in the dark. They should open up more and acquaint their patrons as much as possible with all details of the business.

Now that the season is drawing on towards its end and the work in the make-rooms is less pressing than was the case earlier in the season, makers and others concerned should pay more attention to the work of instruction among their patrons. One of the best means of enlightening patrons on all phases of dairy work would be through having them read Farm and Dairy. Patrons who follow the teachings of authoritative writers through these columns cannot well help but be greatly benefited thereby and the result be directly in the interest of the creamery or cheese factory in an increased milk supply and of it of better quality. To that end cheese makers and creamery managers would do well to interest themselves more in their patrons' welfare and urge them to read the only farm and dairy paper published in Canada—Farm and Dairy.

## Support the Proposal

(Review Journal)

The suggestion is made by the agricultural journal, Farm and Dairy, that a suitable memorial should be erected on the Ontario Agricultural College grounds to the late Wm. Rennie. The suggestion is too good to be allowed to pass and every farmer, every newspaper and every public man should support this proposal. Throughout Ontario there are memorials in plenty to the soldiers, the statesmen, the pioneers, the politicians, the heroes and the business men who have helped in the laying of the foundation stones of Canada's prosperity. Yet by some odd freak of nature, the successful farmer has seemed both in life and in death to have received but scant notice. At the same time no class has contributed so largely to Canada's progress as the successful farmer. As a result no man has done more useful service for his day and generation and for his country than the agriculturist who has pointed out newer and better ways of farming and broken new paths of advancement in the useful science of practical farming.

The late Wm. Rennie was a leader in agriculture. He gave good service in the building up of the Ontario Agricultural College. He was progressive, energetic, able, and ever ready to help others with his experience and his knowledge. His life work was the exposition of better farming, and the effects of his preaching of this doctrine by word and example was far-reaching indeed. A memorial to such a man would honor the public as much as it would honor the useful man whose name should not be allowed to pass soon from grateful public memory.