



FARM AND DAIRY & RURAL HOME



We Welcome Practical Progressive Ideas

The Recognized Exponent of Dairying in Canada

Trade increases the wealth and glory of a country; but its real strength and stamina are to be looked for among the cultivators of the land.—Lord Chatham

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Some Business Factors in Cheapening Dairy Production*

Labor Only 30 to 50 Per Cent Efficient—Better Cows Needed—Produce Grading and Cooperation Recommended

MAY I briefly outline a few of the outstanding business methods by which we as dairy farmers may cheapen production in the future, thus creating or increasing our dairy profits. The investment in the farm and buildings is an overhead fixed charge, the interest on which must be considered annually. Hence our own hope to cheapen production may be embodied in the following:

The production per cow must be increased. Over fifty per cent. of the bulls and cows used in Ontario are scabs, both as to type, breeding and production. A large percentage of the pure breeds are as bad as the grades in that they produce little, and that at a loss. The greatest blessing which could befall Ontario farmers would be either an organized movement by them to wipe out the scrub bull or to legislate to that effect, and I would seriously recommend for your consideration, that we as farmers advocate some such movement with a time limit of not more than three years from date of inception to completion. I would also recommend to breed associations that they seriously consider the refusal of registration to bulls whose dams have not made creditable records. The longer I conduct investigational work with dairy cattle and study the work done by the average farmer, the more I realize the supreme importance of a good dairy sire in every dairy herd. Examples of the value of pure-bred bulls on the grade herd are common in every district. In our work we have found that the pure-bred bull of quality has been capable of doubling and in cases quadrupling the production of the grade herds in the first two or three generations.

Labor Fifty Per Cent. Efficient.

By better methods of farming we must produce cheaper feeds which will in turn decrease the cost and increase the total production. Ontario farmers might well take a lesson from our western neighbors in the matter of economizing labor. On our average eastern farm, manual labor is not 50 per cent. efficient. Examples of this are common. Some farmers are milking twenty cows when ten cows with half the labor and less feed might easily produce as much if not more dairy products. Again, the percentage of farmers who have the single plow for all types of plowing is helping to make manual labor only 30 to 50 per cent. efficient. There are many labor saving devices which might be installed economically on many farms to decrease labor costs. A few of these are litter carriers, milking machines, manure spreaders and the like.

Stampeding from one breed or type to another is responsible for the high percentage of scrubs and low production at high cost. If we believe

E. S. ARCHIBALD, Dominion Animal Husbandman, Experimental Farm, Ottawa.

in the dairy industry let us choose two or three of the best breeds of dairy cattle which suit our individual tastes and our neighborhood best and consistently use only the best pure-bred sires of these breeds consistently. The man who does this and persists through good and bad years or good and bad market epochs, always comes out best in the average of five or more years.

Better feeding of our cows, heifers and calves will materially increase production and lower the cost. The choice of better food stuffs, both home-grown and purchased, the careful following of mar-

ket values of mill feeds will save hundreds of dollars to every farmer annually. Remember this one point, that one-half of an ordinary ration to the dairy cow is required for maintenance, and the balance only will appear as milk and fat. Hence the farmer who feeds liberally with approximately the same maintenance cost, will, with the same labor and investment, make a greater quantity of produce and consequently at a lower cost.

Grading and Cooperation.

The grading of all produce for a district or for the province invariably induces a higher standard of quality. This applies equally to milk for consumption or for manufacture into cheese or butter. Whether such organized grading as cream and butter grading are adopted by us after legislation, or forced on us by competition, is immaterial, but such are absolutely essential if we are to retain our place in the world's markets. Need I give a better example than that of Alberta, where cream and butter grading have been successfully adopted, and this province is now stealing Ontario's markets?

Cooperation in all its many phases will greatly lower the cost of production. For example, community breeding will allow the use of high grade bulls, and will open up greater markets. Community buying of live stock and the community purchase of feeds will materially decrease the cost for the individuals in that district. The community selling of products or of the stock will be found most profitable. The community thought in regulating the tariff for the farmer, in the regulation of municipal affairs, and in all similar ways, must be adopted if we as farmers are to do the best by ourselves and by this great industry. In fact, a healthy co-operation amongst the farmers in every community and amongst the various associations of farmers is absolutely essential for the greatest prosperity. By such may we have greater production at cheaper costs. Production will be at a lower figure for the consumer, yet the farmer will have a guarantee of a fair profit.

Dairying will always be an arduous industry, but by applying good business methods we can and will receive remuneration for the long hours and hard work. Now is the time of our great opportunity.

Few farmers realize how much it costs to haul their produce to the railway station. In many cases it costs more than the haulage by rail to the city or even to the seaboard. Good roads are necessary in rural economy. Bigger loads can be hauled and better time made over them than over poor roads. Systematic road improvement should be the aim of every progressive township and county.



Cost of Producing Milk

THE Canadian dairyman deserves great credit for his arduous labours of 1916, for he has maintained dairy production in spite of one of the worst seasons which we have ever encountered and has maintained fairly well his breeding stock in spite of shortage of crops of from 33 to 50 per cent. A labour shortage of similar proportions and an advance in the price of mill feeds of from 20 to 75 per cent. over a normal year, has also increased his difficulties in no small degree. He has done all that is physically possible, but has he put as much mental effort into increasing and maintaining production? Could not better business methods be applied to increase the production at a decreased cost, even in the face of the above enormous difficulties?

What does it cost the average farmer to produce milk? In our investigations with one herd we discovered that the cows produced 5,700 pounds of 3.6 per cent. milk at a gross cost of \$1.78 per hundred weight at the dairy or nearby station. This, of course, included the cost of feeds, labour at the average of 15 cents per hour and the normal interest and depreciation on the plant, including cows, buildings and utensils. If the average cow in Ontario produces only 3,700 lbs. of milk what an enormous percentage of farmers are producing milk at a loss if they include cost of labour, interest and depreciation, which is the only business way to calculate profits or losses in any industry. What percentage of the dairy farmers are making from their cows, wages and bank interest on their investment?—E. S. Archibald.

* Part of an address delivered at the Ottawa Winter Fair.