

I recognize full well that it quite approaches impossibility for our larger breeders, with herds of 50 to 100 and more individual head of pure bred live stock, to get all of this matter and information, that might be desirable, in their heads. This fact, however, does not prevent them from doing the next best thing—and what the really successful big breeders have for long been doing—keeping the information properly tabulated and indexed and readily available, preferably

in one's hip pocket,—at least where it can be had in a moment and in such a manner as to impress favorably an enquiring prospective customer.

FUNDAMENTALS OF ART OF SELLING

Let it be recognized once and for all that before you can sell to a man you must make him want your goods. You must also develop his confidence. Anything that you can do in a legitimate way to develop these is sure to be good business. There is little excuse for any breeder not be-

ing posted on the real big things in the way of advantages pertaining to his breed and to his stock. Without this information and the ability in some effective manner to get it over to the would-be purchaser and the visitor, one is hopelessly handicapped. I would that all our breeders would set out to equal and surpass our best in these respects! Earnest and concentrated effort on the part of any one realizing his need in this

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Observations of a Scotch Herdsman

BY WM. RETSON

FROM my earliest recollections I have been associated with dairying. In my comparatively brief experience I have learned a great deal from the doing of things and by study. But I feel that there is still a vast amount yet to be learned about cow keeping. Our methods must yet be improved upon, before we have reached the ideal. I was brought up



Wm. Retson

in Ayrshire, Scotland, the home of the good old Ayrshire cow, where a farmer's "beasts" and their productions form the chief topic of thought and conversation. Reared in such an environment one could scarcely fail of having a keen interest in dairy stock. On my father's farm, which consisted of but 80 acres, with a yearly rental of \$800, some 60 Ayrshires were kept; 25 to 30 cows being in milk all the year round.

Ways and means of obtaining the best results from the stock were carefully studied. With such a high rent to face each year, we could ill afford to raise poor animals. Records of each cow were kept by a man appointed by the Agricultural Board. His business was to visit each farm in his district at least once every 21 days. He weighed each cow's milk, took a sample for testing, and the results were published in book form once a year. The same system of record keeping is still in vogue in Ayrshire.

Climatic conditions are perhaps more favorable

to dairying in Scotland than in Nova Scotia. The pastures are excellent, and there is no excessive heat. Moreover, they have never known the pestiferous horn-fly in my native land. The system of winter feeding also differs greatly. In Ayrshire, most of the farmers believe in feeding



Bonnie Ayrshire Basics on the Farm of Hector Gordon, Chateaugay Co., Que.

the grain, in the form of a thin gruel, with chaff or cut hay added. This gruel is fed hot, each cow receiving a large pailful two or three times a day, according to her production.

Personally I do not approve of this way of feeding, as it entails a great deal of extra labor. In my earlier days, I used to feel like saying things at having to carry those buckets of slop. Another reason that now sets me against the practice is that I do not think the cows get the same benefit from the meal consumed. On my last visit to the old home, we had some lively discussions on dry feeding, but I am afraid I made no converts. Scotchmen are not easily argued out of their beliefs.

Since taking charge of the Nova Scotia College herd, 10 years ago, I have learned a few things about the care and management of dairy cows. I find nothing better than the old motto: "The three essentials in successful dairying are, Breeding, Weeding, Feeding." I am going to take advantage of this opportunity to ventilate a few of my ideas on the application of these three essentials to progress in dairying.

First let us consider breeding. My ideal stock bull is a good, thrifty individual, typical of his breed, and well backed by milk records. Right here let

me emphasize the importance of keeping milk records. Unless the milk be weighed and tested regularly, a cow's production is largely a matter of guess work. It takes but a minute longer to weigh each cow's milk, and one has the satisfaction of knowing where each one stands at the end of the month.

This leads to the second point—weeding. Knowing approximately the cost of feeding each cow, one can soon tell the profitable one. Only by keeping heifer calves from the best cows will a heavy milking herd be established.

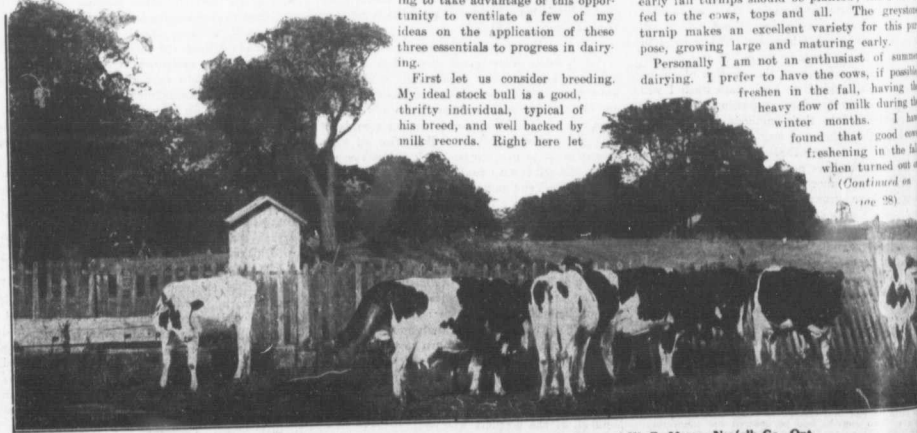
Lastly, but by no means of least importance, comes feeding. I hold that a cow must be well fed, or it is useless to expect a good milk yield. I have heard so many men say, "We cannot afford to feed." To anyone who takes the trouble to think it out a bit, that statement sounds very foolish. Those who persist in thinking this, I would advise to give up the dairying business; in such people can never make a success of it.

In my experience I have seen many cows go to the butcher, condemned for "not paying for their keep," when it required but a little extra care and judicious feeding to develop them into good producing, and profitable animals. The pastures of Nova Scotia, at least what I have seen of them, are of a poor character, and in order to keep up the milk supply, have to be supplemented by forage crops.

A mixture of peas, oats and vetches, sown at intervals, and cut green, makes an ideal feed for this purpose. The first cut should be ready by the middle of July, when the pastures commence to dry up, especially in a dry summer. Some early fall turnips should be planted; these can be fed to the cows, tops and all. The green turnip makes an excellent variety for this purpose, growing large and maturing early.

Personally I am not an enthusiast of summer dairying. I prefer to have the cows, if possible, freshen in the fall, having the heavy flow of milk during the winter months. I have found that good cow freshening in the fall when turned out

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The Deep, Heavy Milking Kind. A Few of the Money Makers on the Farm of W. E. Mason, Norfolk Co., Ont.

The
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This truth is self-evident. It scarcely needs to be repeated. In the interpretation of these decrees applicable to our living from the gross that we should interpret. We have been adapted to one just recently have tried to land with a climate of dairying. Many of us trying to produce at sections of Canada can profit. We have felt those other sections of

Had we devoted our lines of farming, we success. The most of carried on a little less perhaps, a little mini-factory were fondly young men seemed to years ago there were Scotians in Boston the home. After the Boston Scotia began to contribute to the upbuilding of it said that Nova Scot "For Sale" signs did try.

Many of us have learned to interpret has been our instructor to the dairy cow.

Perhaps many of my



Home of Chas. Hill, of Nova Scotia agriculturist fruit growing of our It will be news to many a thriving dairy industry at the present time, according to Mr. ciant dairy superintendent value of our dairy products. The number is the good and sufficient are the only class of dairying profit under our