



# FARM AND DAIRY & RURAL HOME



It's Welcome Practical Progressive Ideas.

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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## Increased Production in Relation to Profits

### A Consideration of a Most Important Point in Farm Management

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Apparently it is not possible for us as a class to so regulate production as to control prices. To do this we would first have to make the government subservient to our wills in order that we might have the tariff adjusted in our favor—as the manufacturers now have it in theirs—so that farm products from other countries could be shut out when we had succeeded in making an artificial scarcity at home. We would then need

are obtained for each unit of labor and money expended. Above and below this point there is a falling off in profits until the margins of high and low production are reached. Professor Davenport has found that in Illinois these margins for corn are 28 and 93 bushels an acre. In the first case the yield is the smallest possible which is sufficient to pay for the expenditure of labor. In the other the cost of fertilizer is so great that profits disappear. Between these ex-

tremes there is a level at which the maximum profits are realized.

In spite of the fact that our governmental authorities have been urging us to increase the production of our farm products we farmers are beginning to find that good crops do not always mean big profits. Having followed the advice given and observed its effects the realization is coming home that instead of large yields ensuring good profits they are more apt to result in low prices and possible losses. The poultryman does not make the most money on the mild winters that start everybody's hens to lay. We know from recent experiences that one way of spoiling the pork-raising business is to have too many pigs for the market.

On the other hand we know that anything which causes the reduction of the yield of a crop through the country tends to raise the price of that crop. Philip D. Armour once said that if it were not for hog cholera the American farmer would be selling his hogs for two cents a pound. The Southern cotton growers once undertook, with some success,

to increase the price of their crop by burning part of it. Pacific coast melon growers have prevented the bottom from falling out of the market by dumping their melons into the ocean, still taking care to cut them open so that the salt water would spoil them for use. Manufacturers know very well how to keep their profits up. They do this, not by increasing their productions indefinitely, but by strictly adjusting it to bring the highest prices. Any Canadian farmer who does not think that this method is widely practiced in his own country had better start again repeating the prayer of his boyhood: "Pity my simplicity."

#### Regulated Production

What, then, are we to do about it? Shall we as a class continue to strive to increase our yields and take what price we can get for our products or shall we endeavor through united action to limit production, as the Farmers' Union of the Western States has set out to do, in order that we can command higher prices for our products?



**Prosperous Farmers Are Those Who Produce Crops Above the Average and Keep Good Stock Only**  
The point of greatest profit in farm production is not necessarily that at which greatest crops are grown. "Bread" yields may be unprofitable; low yields certainly are. As a general rule, the most profitable production will be above the average, good crops we call them, such as are grown on the farm of Mr. Garnet Taylor, Prince Edward Co., Ont., here illustrated. The determination of this point of greatest profit is one of the most important problems of the farm manager.

to have a well nigh perfect national organization to so regulate production in all lines as to prevent an overproduction in any one. Even then weather factors, which are beyond our control, might interfere to upset our plans. On top of all this we would be sure to meet with vigorous opposition from other classes in the community as we would then be guilty of doing the very thing which we now condemn other classes for doing.

This brings us back once more to the point of what is the individual farmer to do in the face of these conditions? There apparently is only one answer. Regardless of what others may do we must each of us, for the present at least, endeavor to so improve our methods of production that we will be able to obtain yields sufficiently above the average to ensure our obtaining above the average for our output and labor. In this connection we should note the following point.

#### Maximum Profits

There is a level at which the maximum yields

are obtained for each unit of labor and money expended. Above and below this point there is a falling off in profits until the margins of high and low production are reached. Professor Davenport has found that in Illinois these margins for corn are 28 and 93 bushels an acre. In the first case the yield is the smallest possible which is sufficient to pay for the expenditure of labor. In the other the cost of fertilizer is so great that profits disappear. Between these ex-

tremes there is a level at which the maximum profits are realized.

The yields at which the maximum profits are realized are above the average. Investigations have always proved that prosperous farmers are good farmers. Progressive dairymen are not stocked up with 3,000-pound cows. The most successful wheat growers in the west are those who know how to combat the weeds. The man who has made good in fruit growing will always be found to have a thorough knowledge of his business; of insects and methods of control and of the benefits of good cultivation and of the best paying varieties.

Because of their ability to meet conditions as they arise good farmers are the most prosperous in all kinds of years. The rainfall may send yields up and prices down. Drought may have the contrary effect. The Hessian fly or an European war may interfere with market prices, but it will generally be found that those of us who make the most in good years will also make the most in poor ones.

#### The Apathy of the Many

Our greatest opportunity lies in the failure of the average farmer to make any serious effort to improve his methods. This is shown by the fact that the rainfall is still the controlling factor in agricultural production on this continent. Economic necessity has made the European peasant and the Chinese coolie increase his production through improved methods of cultivation, but on the North American Continent the weather man still reigns supreme in this particular. Not long ago two American investigators constructed