

## 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, Manitoba, Eastern and Western Ontario, and Bedford District, Quebec, Dairywomen's Associations, and of the Canadian Hoteliers, Vintners and Jersey Cattle Breeders' Associations.

**2. SUBSCRIPTION PRICE:** \$1.00 a year, strictly in advance. Great Britain, \$1.20 a year. For all countries, except Canada and Great Britain, add 50c for postage. A year's subscription free for a club of two new subscribers.

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**5. ADVERTISING RATES** quoted on application. Copy received up to the Friday preceding the following week's issue.

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

### CIRCULATION STATEMENT

The paid subscriptions to **Farm and Dairy** exceed 14,000. The actual circulation of each issue, including copies of papers sent subscribers who are but slightly in arrears, and sample copies, varies from 15,000 to 16,000. All advertising conditions are accepted at least the full subscription rates.

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

### OUR PROTECTIVE POLICY

We want the readers of **Farm and Dairy** to feel that they can deal with our advertisers with confidence and assurance of our advertisers' reliability. We try to admit to our columns only those who are reliable advertisers. Should any subscriber have cause to be dissatisfied with the treatment he receives from any advertiser, we will investigate the circumstances fully. Should we find reason to believe that any of our advertisers are unreliable, even in the slightest degree, we will discontinue their advertisements. If our investigation of their advertisements should establish the circumstances warrant, we will remove them through the columns of the paper. Thus we will not only protect our readers, but our reputable advertisers as well. In order to be entitled to the benefits of our Protective Policy, you need only to include the words, "My advertisement in **Farm and Dairy**." Complaints must be made to **Farm and Dairy** within one week from the date of any unsatisfactory transaction, with proofs thereof, and within one month from the date that the advertisement appears, in order to take advantage of the guarantee. We are not undertake to adjust trifling differences between readers and reasonable advertisers.

## FARM AND DAIRY

PETERBORO, ONT.

### WHAT COOPERATION WILL DO

The Grain Growers' Grain Company, an organization of farmers in our western provinces, have decided to take over and operate the entire Government elevator system of Manitoba. They have already secured control of one of the largest terminal elevators at Fort William, and in the next few years expect to control the elevator systems of the entire Northwest and the terminal elevators at Fort William and Montreal. Last year this farmers' company handled more grain than any independent company operating in the Northwest. In spite of the opposition of the railway companies and of the millionaire elevator owners, they have built up this splendid business in a comparatively few years.

The Grain Growers' Grain Company is an excellent example of what farmers can accomplish when they pull together. Individually the west-

ern farmer was helpless to escape the exorbitant demands of the elevator combines and the railway companies. But when these farmers cooperated, strong concerns, backed by millions of capital and aided by the dealers of the Winnipeg Grain Exchange, were compelled to give way to the farmers' organization.

The success of the Grain Growers' Grain Company entirely belies the too prevalent idea that farmers cannot pull together.

### ABOUT MARKETING

The middleman has found a friend at last. In **Farm and Dairy** last week, Mr. N. B. Ireland, of Saskatoon, Saskatchewan, explains at length the position that the middleman occupies in our economic system. Mr. Ireland claims that the middleman is not the "farmer's bugaboo," but that his operations result in much good to both producer and consumer. Mr. Ireland's letter is of unusual interest in view of the numerous letters appearing in the agricultural press, condemning the middleman, who, it is claimed, is getting the greater portion of the farmer's dollar. Let us look into this middleman question a little more thoroughly.

What is an ideal system of agriculture? We believe that we have the ideal agriculture in that country in which each section is producing that crop to which it is best adapted. The Canadian west is one of the greatest wheat growing countries in the world. As the country gets older it will become one of the greatest stock and dairy countries in the world. But they can't grow fruit.

On the other hand, who would think of growing wheat in the Niagara Peninsula, the Annapolis Valley, or in certain sections of British Columbia? These sections are admirably adapted to fruit. In this age of specialized production and easy transportation the producer will make more money and the consumer will get his goods cheaper when different sections produce those crops for which Nature best fitted them.

But it is obvious that the market for all of the wheat produced in the west cannot be found in the west, nor can all of the fruit of the Niagara Peninsula be marketed in Hamilton, St. Catharines, or Grimsby. The logical market for the immense surplus is in that part of the country that is devoting itself to some other line of production.

It is here that the middleman comes in. He takes our fruit to the west and brings western grain to us. He takes grain and cheese to Great Britain and brings us manufactured goods in return. Without him we would have markets glutted with fruit in some sections of the country and in others no fruit at any price. If it were not for the middleman we would have to devote land to grain growing that would be immensely more productive under fruit. It is as a distributor of produce that the middleman finds his justification.

The keen competition for business between the middlemen in one city and the middlemen of different cities

prevents them from unduly enhancing their profits.

But would it pay farmers to market produce from door to door even when there is a home market? We doubt it. With labour conditions as they are the farmer needs all of his time to devote to the production of crops. The time that he spends peddling his goods would in most cases be more than sufficient to eat up any extra profit he might get from marketing in that way. And in addition, the amount of work done by the men left on the farm would be less than if the boss himself were around and here would be another source of loss. The most prosperous farmers in Canada to-day are not those who are catering to a retail trade for their produce but those who are devoting themselves primarily to the production end.

There is truth, however, in Mr. Dreier's claim that the middleman is in business primarily for himself, and he will make all the money he can out of both producer and consumer. We cannot afford to give the middleman unchecked control of the distribution of our produce or he would certainly get the big end of the profits. The best course for farmers to pursue is indicated by Mr. Dreier when he says that "when fruit growers get together they can get their price." Through cooperative societies we can hire our own middlemen and if there are any profits in the distribution of our produce we will get it. The expense of the facilities required to get our goods to the ultimate consumer might be much greater than we suppose and the profits small indeed. We would, however, have the satisfaction of knowing that we were getting all that is rightfully ours.

But let us not condemn the middleman until we provide some one to take his place. Without him we would have glutted markets in some sections, bare markets in others, and an unsatisfactory condition of affairs generally.

### AN UNPROFITABLE POLICY

Last week we were looking over a field of corn that was just making a nice start, and with good cultivation would yield a first-class crop for the silo. Naturally we were astonished when the farmer remarked: "I guess I'll send the man through this with the hoe next week, then we'll cultivate once more and lay it over for the season."

We find that this plan of "laying the corn" over at a certain fixed date each year is quite common. Such a policy is always unprofitable, and especially so this year. Wet weather in the early spring delayed seeding. Succeeding dry weather delayed growth. Only with the very best of care can we hope for our corn crop to be up to the average this year.

Constant shallow cultivation from now on will bring big returns in increased yield. Even in the best of seasons if we see a field that promises a yield of 18 to 20 tons sledge to the acre we know that it has not been "laid over" at any specified

date. The chances are that it received its last cultivation when the corn was so high that one would not know that there was a man and horse in the field. We will be wise to avoid this unprofitable policy of "laying corn over."

### A HANDSOME PROFIT

The Mount Royal property at the corner of St. Catharine and Peel Streets in Montreal was sold recently for \$1,252,500, or at the rate of \$65.50 a square foot. This property originally changed hands for \$480,000. A few years later it was again sold for \$650,000, still again for \$850,000, and the Mount Royal people have now sold it at a further advance of \$400,000. That is, in a comparatively few years a small piece of land not much larger in size than a farmer's barnyard has made for its owners \$772,500.

This increase in value, equivalent to the price of seventy-seven (77) farms, was not due in any measure to the efforts of the men who owned the property. The greater part of this increase was due to the thrift and industry of the farmers of Canada who sell a large part of their produce through the port of Montreal and who, by buying goods that men be imported through Montreal, will further add to the value of Montreal property. Such increases in land value greatly increase the expense of doing business in Montreal. The commission men who handle our cheese will have to pay larger rents, and hence their returns to us will not be as satisfactory as they might otherwise be. The wholesale dealer who supplies us with the clothes that we wear will have to take a large commission in order to pay his landlord. That is, we who produce these land values will be continually taxed because of the value that we ourselves have created.

These great increases in city land values are largely accountable for the comparative unprofitableness of farming. Until we adopt a system of taxation of land values only, on a Dominion and Provincial basis, we will continue to be taxed in order that the few fortunate owners of land in our cities may become millionaires. The farmers' organizations of Canada are working for our best interests when they advocate the taxation of land values.

The attempt of the Dominion Government to secure a reciprocal trade treaty with Australia has come to naught. We farmers are not greatly concerned. We would have nothing to gain.

**Australian** and little to lose had the treaty been successfully consummated. But the fact that the attempt was made to secure such a treaty is further proof of the insincerity of the politicians who last September were so bitterly opposing reciprocity with the United States. One of the stock arguments against reciprocity was that, due to the "Favoured Nations" clause of our tariff laws, Australian mutton, wool and other natural products would be admitted free into Canada, thereby

winning the home Canadian farmer the party that would power that the looking for trade were almost everywhere against the people so vigorous.

The best thing we have seen having to do with them are those who have no money. Build Now. M. H.

the solo demonstration, unmistakable. They have been here, but so far, now is the time to start. Now is the time to start building new with we start another part of building of one's mind, last.

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