

able standard of efficiency is a net return of £2 per cow, which may be made up by a gross value of £3 per cow, less the cost of feed and pigs of £1 per cow. If he finds that a farmer is getting this kind of return, he will congratulate him on the result, en-

courage the farmer to explain how it is done, and learn all he can of that particular farmer's methods. However, if he finds the returns are low, he will try to find out the reason, and without delay assist him with his problems.

Whether the returns are good or bad, the Supervisor has to ask a number of leading questions, and, provided these are suitably mixed in the general discussion and comment, few farmers mind answering questions that are obviously sincere, especially when the questioner shows a definite interest. The Supervisor finds out how many cows are milked and how many calves are reared. He then inquires whether the owner thinks bacon, pork, or weaner production the most profitable. In general, the Supervisor knows that when pork and bacon are 6d. per lb. and weaners 18/-, all are equally profitable from the point of view of feed used.

Then follow questions on what kind of produce, cheese or butter, the farmer goes in for, how many sows he runs, and how many pigs he sold in the last year. The Supervisor makes a rapid calculation, taking baconers at £3 15/-, porkers at £2, and weaners at ruling prices, and, knowing the number of cows, can suggest a gross return per cow received from pigs. It sometimes happens that the Supervisor strikes the wrong man, or the wrong approach, but he is not disheartened by setbacks, for he knows that quite often the greatest response comes from men who are hardest to convince.

Efficiency Feeding

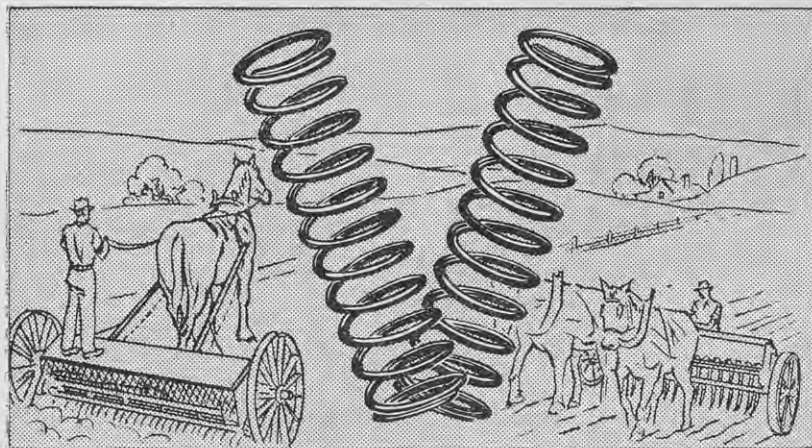
A few facts about pigs usually encourage the listener. For instance, the average number of pigs sold per sow in New Zealand is approximately 10. Where baconers are produced, one sow is kept for 10 to 16 cows. Where porkers are produced one sow to 6 or 7 cows is kept, and where weaners are produced one sow to 3 to 5 cows. If the ratio of sows to cows is less than this, then much feed (roots or grass) other than skim-milk or whey is used. Here again the Supervisor wants a few pegs. If feed is efficiently used, every pound of pig-meat sold can be produced for 6 lb. of feed, or gallons of milk.

If £100 worth of pigs are sold, then not more than 24,000 lb. of feed should have been used, or to put it in another way the pounds of feed should equal in pence the value of meat sold.

From the number of cows milked, a rapid calculation gives approximately the total gallons of milk provided (1 gallon skim-milk or 1½ gallons whey equals 1 lb. feed) and how much meal has been used (the standard recommended is 1 cwt. per cow milked). Where the total of gallons plus pounds of meal is greater than the total number of pence-worth of pig-meat sold, feed is not used efficiently.

It is pointed out that on the best farms the feed, as milk and meals, does not exceed 60 to 80 per cent. of the total feed used. This raises the

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