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## **Fifty-fourth annual report of the Wisconsin Dairymen's Association, 1926. 1926**

Wisconsin Dairymen's Association

Fort Atkinson, Wisconsin: Wisconsin Dairymen's Association, 1926

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# Wisconsin Dairymen's Association

ORGANIZED FEB. 15, 1872

INCORPORATED DEC. 12, 1917

Co-operating with the Wisconsin College of Agriculture and the  
Bureau of Dairying, United States Department of Agriculture

OFFICE OF SECRETARY  
FORT ATKINSON, WISCONSIN

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FIELDMEN

H. C. SEARLES  
160 S. Hickory St., Fond du Lac  
ERWIN SUTTON, Augusta  
A. J. CRAMER,  
Dairy Records Bldg., Madison  
BLAINE G. PAULSON,  
818 Pine St., La Crosse

September 10, 1926.

Mr. C. S. Hean,  
College of Agriculture,  
Madison, Wis.

Dear Sir:

We have not issued a printed report of the annual meeting of the Wisconsin Dairymen's Association since the volume you now have on file.\*

We found it necessary to discontinue publication of these reports owing to the expense, and the fact that we had so many other ~~costs~~ <sup>costs</sup> on our files *of funds*.

I enclose with this a mimeographed copy of my annual report for the past year, which may or may not be suitable for your files. This is the first time we have attempted even the publication of this type of report.

Yours very truly,

*Paul C. Burchard*

Secretary.

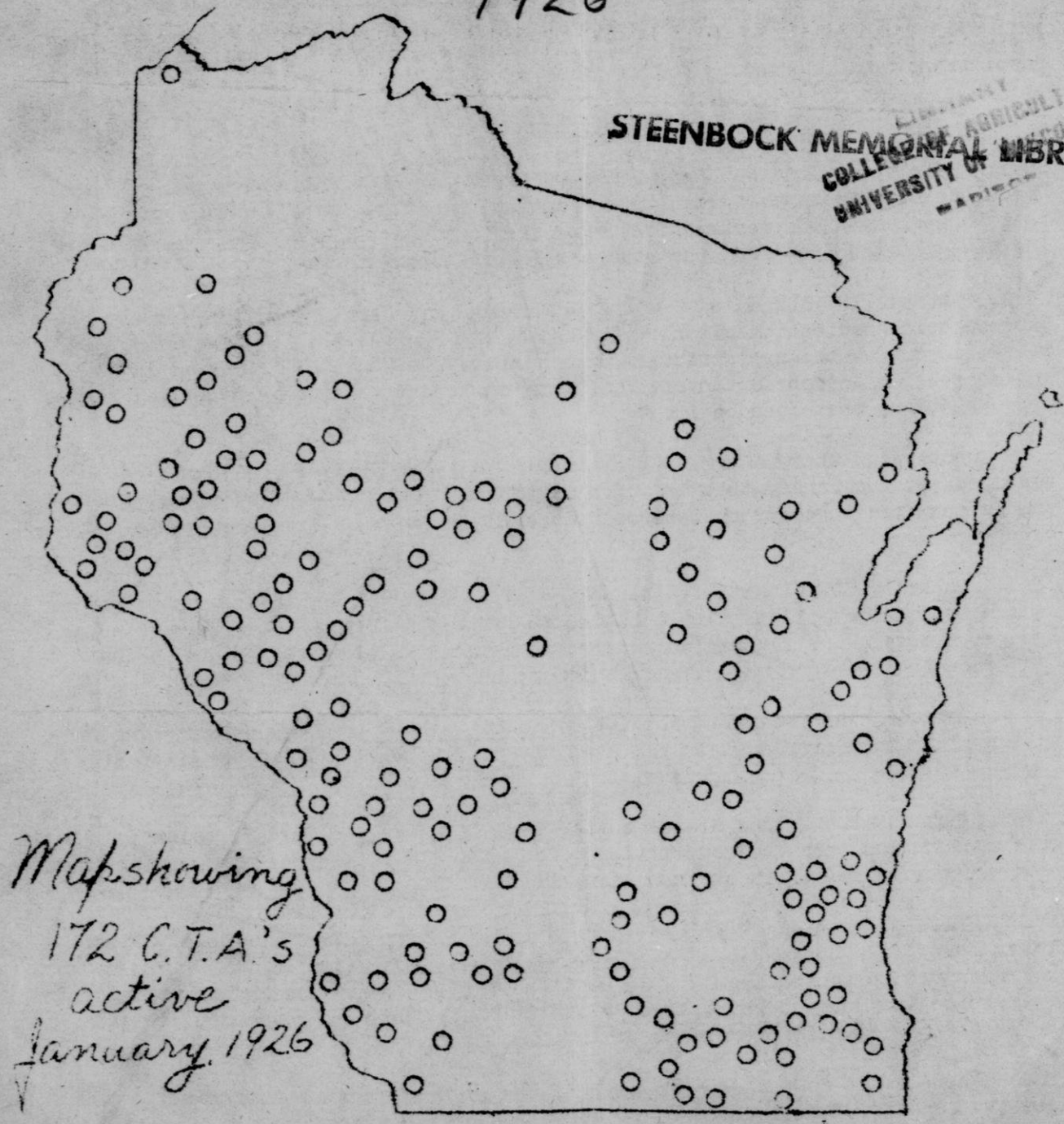
PCB-EA

\* Consolidated annual reports... for annual meetings  
1913, 1914, 1915 and 1916. 42<sup>d</sup> to 45<sup>th</sup> annual  
meetings.

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# FIFTY FOURTH ANNUAL REPORT OF THE Wisconsin Dairymen's Association 1926

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Map showing  
172 C.T.A.'s  
active  
January 1926

FIFTY-FOURTH ANNUAL REPORT OF THE WISCONSIN DAIRYMEN'S ASSOCIATION

The 54th annual meeting of the Wisconsin Dairymen's Association was held at the College of Agriculture, Madison, on February 3, 1926, during Farmers' Week. We had an excellent program in which members of the Association took the major part, only one outside speaker being used. The speakers were: Professor R.D. Canan of Indiana on Pure-bred Registry Rules; A. J. Glover on Tuberculosis; W. J. Dougan of Beloit and George Werner of Madison on Machine Milking; D.P. Hughes of Menomonie, Harold Ward of Avolon and R. T. Harris of Madison on Herd Improvement; Fred Burhop of Ozaukee, George F. Schmidt of Allenton, Albert Steckelberg of Lodi, William Buth of Grafton and G. C. Humphrey of Madison on Winter Dairy Feeding Problems. The addresses were excellent but it is impractical to review them here within the space available. The following resolutions were adopted.

Resolutions

1. Resolved: That we approve the Tuberculosis Eradication Program of the Wisconsin Department of Agriculture, particularly its provision for continuing retests at reasonable periods following the first "Area Test" and thus maintaining the district free from the ravages of the disease.

2. Whereas the Bureau of Budget recommended a federal appropriation for tuberculosis eradication of only \$2,900,000 and whereas this item was increased to \$4,110,000 by the appropriation Committee of the House of Representatives and whereas an appropriation of \$6,500,000 is needed to match the several states appropriation, therefore be it.

Resolved: that we urge the appropriation committee of the Senate to recommend to the Senate that an appropriation of \$6,500,000 be made, as this sum is required to carry on tuberculosis eradication upon a comprehensive and economical basis.

3. Whereas, it is the definite policy of exporting countries, such as New Zealand and Australia, to divert butter in transit to American markets whenever the price levels are favorable and also to maintain stable markets in London even when the American market may be lower; and -

Whereas, the Creamery proprietors in at least one of these exporting nations have made provision to pay a bounty of six cents a pound on all butter exported; and -

Whereas, the United States butter production is now in nice balance with consumption, and the competition of so called substitutes keeps butter from going to prices unfair to the consumer; and -

Whereas, Even small imports have a large influence in depressing butter prices below fair business and competitive levels; therefore be it

Resolved: That we urge and request the Tariff Commission and the President to increase the duty on butter from eight to twelve cents a pound as provided in the flexible tariff provisions of the law.

4. Whereas, we do not deny to any one the right to eat oleomargarine, we do hold that a dairy farmer who does so is only becoming a foolish competitor of his own business but is also a liability to any cooperative organization of dairy farmers and as such is not deserving of its benefits; therefore be it

Resolved: That we recommend to cooperative creameries and other dairy plants that they enter into a contract with each patron providing, among other things, that milk or cream will be refused from any patron who uses oleomargarine on his own table.

5. Resolved: That we urge the dairy farmers to exercise greater care in producing their milk and that the manufacturers of dairy products give still more attention to making quality products and to market them according to grade.

6. Whereas, It is through the proven pure-bred bull we obtain the highest producing cows and that good cows are essential to profitable dairying, therefore be it

Resolved: That more attention be given to the records of daughters of promising talent before their sire is sold to the butcher.

7. Resolved: That, to encourage a more liberal and continued use of the best dairy bulls, the Wisconsin Dairymen's Association establish an Honor Roll for bulls having five or more daughters with a production of 300 pounds fat or more, that general publicity be given to this and that suitable certificates be presented to the owners of such bulls.

8. Whereas: Cow Testing Association reports are coming into increasing use for publicity and sales purposes; and  $\frac{3}{4}$

Whereas, these records will doubtless be used in the not distant future for the purpose of establishing a right of entry in a pure-bred cattle registry association; and -

Whereas, Re-test Rules provide production against dishonest high records, do away with unwarranted suspicions as to higher than average records, give the cow testing association a higher standing in the community, and do all this without materially increasing the cost of testing; therefore be it

Resolved: That we recommend the voluntary adoption of the Wisconsin Re-test Rules by every cow testing association in Wisconsin.

9. Resolved: That the dairy industry and the State itself is derelict in its duty as well as unwise in not devoting more energy and more money to the development of cow testing associations that have so widely demonstrated their value in culling out the poor cows that destroy not only the profits of their owner but are responsible for the surplus depressing the price of our product. These associations are the leaven that tends to raise the dairy loaf of Wisconsin and bring prosperity to all people within the state as well as to the owners of cows.

10. Resolved: That this association commend the Honorable J.Q. Emery, Dairy and Food Commissioner, for his sincere, painstaking and untiring efforts in the enforcement of the dairy laws of Wisconsin with the end in view of maintaining for the dairy industry of the state of Wisconsin that enviable reputation it has enjoyed; and insuring at the same time a square deal to the consumers of these products.

Resolution Nos. 2 and 4 were referred to our representative in Congress and I was assured that they would give these energetic support. The Senate has already passed the six million dollar appropriation for Tuberculosis and I note

by the papers as I write that following a conference with Senator Lenroot, President Coolidge has issued a proclamation raising the butter tariff to 12 cents a pound. I believe our resolutions proved helpful in bringing both those matters to a head and I hope to a favorable outcome.

In addition to the matters acted upon in the resolutions it was decided to provide roadside signs at the cost price to those members who desire them and to supply membership cards to each member as soon as a cow testing association starts.

Officers for the new year were elected as follows:

President: W J. Dougan, Beloit

Vice President: D. P. Hughes, Menomonie

Sec-Treas: Paul C. Burchard, Fort Atkinson

Directors: H. F. Schroeder of West Bend, AM J. Glover of Fort Atkinson C. L. Hill, of Rosendale, and E. C. Jacobs of Elk Mound.

SECRETARY'S REPORT

The Secretary presented his report as follows:

Our funds are all deposited with the State Treasurer, Solomon Levitan, at Madison and are disbursed on regular state vouchers through the Secretary of State. My financial report therefore covers the fiscal year of the state which ended June 30, 1925. It is as follows:

RECEIVED

July 1, 1924 Balance	\$ 1548.72
Legislative appropriation	6000.00
R.C.P. Fees	61.00
Membership fees	2986.00
	<u>\$10,595.72</u>

DISBURSED

Salaries	6169.92
Travel Expense	3293.54
Nat'l Dairy show (Milwaukee)	270.91
Convention expense	149.50
Printing and postage	173.80
Refunds on R.O.P.	4.00
	<u>\$10,061.67</u>

July 1, 1925 Balance 534.05

The expenses above given, with the possible exception of "Convention Expense" were all incurred in the promotion and supervision of cow testing association work. We employ four field men in the work of actually organizing and supervising cow testing associations. Our funds would be insufficient to do this without the cooperation of the College of Agriculture and the United States Bureau of Dairying. They supply \$5,406 to this work and, in addition, the necessary record books.

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### COW TESTING ASSOCIATIONS

As cow testing work is the major project of our association, it is proper and expedient that I first give a statistical review of it since the first association was organized in 1906 by the Wisconsin Dairymen's Association. Following is a table giving the number of associations in active operation on the first day of July of each year since 1906:

Date	Number of Associations	Number of Members	Number of cows on test
May 1, 1906	1#	25	400
July 1, 1907	15#	250	3,600
July 1, 1908	15#	220	3,400
July 1, 1909	10	310	3,840
July 1, 1910	13	403	4,320
July 1, 1911	10	339	4,200
July 1, 1912	12	360	4,500
July 1, 1913	17	527	7,480
July 1, 1914	28	868	13,920
July 1, 1915	39	1,209	19,133
July 1, 1916	52	1,614	25,871
July 1, 1917	81	2,417	39,739
July 1, 1918	112	3,500	54,661
July 1, 1919	105	3,117	47,109
July 1, 1920	115	3,600	54,625
July 1, 1921	103	3,028	51,005
July 1, 1922	127	3,517	61,489
July 1, 1923	151	4,090	69,119
July 1, 1924	<u>168</u>	<u>4,471</u>	<u>76,101</u>
Total	1,336	38,177	619,680

#Organized on the Canadian plan and tests made at creamery or cheese factory

#### The Past Year

On July 1, 1925 we had 162 cow testing associations under our supervision. This is a reduction of six from the preceding year but is an increase of 59 over the number operating four years ago. These associations are more widely distributed over the state than heretofore, associations being in operation in 56 of the 71 counties of Wisconsin. The best previous year was 50 counties in 1924.

There were 130 associations organized last year, or 80% of all those in operation. This sets a new record and is indicative that the better supervision we have been able to give the past few years has been productive of greater stability and permanence of association work. While we like to extend into new territory, yet we are convinced that, like the merchant, we should seek to hold our old customers by giving good service and good values.

The average association now consists of 26 herds, containing 464 cows, with an average of 18 cows to the herd. On the average each member sells two cows a year to the butcher and one cow for dairy purposes. The average production per herd was over 4,000 pounds of butterfat, that sold for \$2,000 last year. This is \$700 in excess of the returns from a herd of a like number of average producing cows in Wisconsin. This result has been accomplished by feeding, weeding, and breeding as effectively taught by cow testing association work during the past 19 years.



During the past year we tested 75,168 cows for 4,212 Wisconsin dairy farmers. This brings the total since we first started the work in 1906 to 619,680 cows for 38,177 farmers organized in 1,336 cow testing associations. I consider this the leaven that has leavened the dairy loaf of Wisconsin so that all our cows in the state have been enabled to increase their average production by some 20 to 25 per cent during this time.

#### Production in 1925

There were 125 associations that reported a complete year's production record on 56,862 cows in 3,253 herds. The average production of these cows was 6,858 pounds of milk, 3.95% fat, and 271 pounds of fat, equivalent to 340 pounds butter. This is 140 pounds of butter in excess of the average cow in the United States and 100 pounds butter in excess of the average Wisconsin cow. The four thousand members of our cow testing associations received nearly three million dollars more for the product of their cows than would have received had their cows produced only what the average Wisconsin cow produces, and it is to be remembered that these good cows not only helped to increase the average of the state as a whole but that cow testing work throughout the past years has been the largest single factor in making that average 20 per cent greater than the average cow of the United States.

Sixteen associations reported a yearly average of over 300 pounds fat (375 pounds butter) per cow, the Allenton Kohlsville Association heading the list with an average of 9,966 pounds milk containing 353 pounds fat. This is an increase of 11 pounds fat over the high association last year.

There were 973 herds, 30 per cent of all reported, that produced an average per cow of over 300 pounds fat, 34 of these herds averaging over 400 pounds fat. The Holmen Association, and it is significant that it is one of the oldest in the state, had 23 of its 26 herds that averaged over 300 pounds fat. The grade Holstein herd of G. F. Schmidt, of the Allenton Kohlsville Association, heads the list with a recorded average of 15,779 pounds milk containing 533.8 pounds fat.

For the past two years the National Dairy Show has established what is known as the "Honor Roll" for cow testing herds having an average yearly production of 300 pounds fat. In 1925 Wisconsin again took first place with her 973 herds qualifying, or 26 per cent of all herds in the United States that secured this coveted honor. Here, again cow testing work is a great advertising agency for Wisconsin and for the quality of her cow market.

There were 12,794 cows that showed an average production of over 300 pounds fat, or 22 per cent of the cows on which a complete year's record was reported. Twenty one of these cows produced over 600 pounds fat and 2,751 produced over 365 pounds fat. The highest producing cow was again found in the Rockwell-Katterhenry herd of the Beloit Association. She is a grade Holstein with a record of 22,950 pounds milk, 3.75% fat, and 872.1 pounds fat.

#### Pure Bred Bulls

Herds of members are headed by 3,101 pure bred bulls, or 96.5% of all herds. During the year 99 scrub or grade bulls were replaced by purebreds, and a total of 420 purebred bulls were purchased. Of these purchases, 255 were Holstein, and 137 Guernsey. A total of 9,883 cows were purebred, or 17% of all those tested.

During the year 6,804 cows or 9% were sold to the butcher as unprofitable;

5,994 cows, or 8% were sold for dairy purposes; and 1,134, or 1.5% died.

There were 2,263 herds, or 70% tested for tuberculosis during the year. There are 750 herds, or 23% on the federal accredited list. Of all herds on the accredited list in Wisconsin, over ten per cent of them are in cow testing associations, while only 3.5% of all Wisconsin cows are in cow testing associations.

Seventy per cent of the members are reported as feeding balanced rations throughout the year, and 32 per cent fed grain while cows were on pasture. Fifty five per cent of the members make it a practice of feeding grain to cows while dry. All members are reported to have had one or more silos.

#### Equipment

There were 53 per cent of the members that whitewashed their barns during the year. There were 65 percent of the herds that had access to drinking cups and 26 percent were milked by machine. Forty-six per cent of the membership had milk houses; 28 percent had ventilating systems; 30 per cent had water systems in their homes; 99 per cent had automobiles; 37 per cent had tractors; and 21 per cent had trucks.

There were 99 per cent of all members who had one or more farm papers; 60 per cent raised alfalfa; and 70 per cent had tested their herds for tuberculosis during the year with 23% of all herds on the accredited list. Thirty-seven per cent of the members sold cream; 30 per cent patronized cheese factories; 12 per cent sold to condensaries; and 11 per cent sold fluid milk.

#### The First Cow Testing in Wisconsin

In 1906 the Wisconsin Dairymen's Association turned over to the Dairy and Food Commission the work it had formerly done in the inspection and instruction of creameries and cheese factories. Various plans for testing cows had been brought to the attention of my father, then Secretary of the Association, and he believed that this work might well be initiated in Wisconsin. With the consent of the Executive Board, he set Mr. H. C. Searles, one of the employees of the Association to work on this project. At my request Mr. Searles, who is still with us, has prepared the following statement concerning the first few years of this work:

"The first cow testing association in Wisconsin and the second in the United States was organized by the Wisconsin Dairymen's Association in Fond du Lac County May 1st, 1906. The number of cows tested was 400. Of this number two produced over 400 pounds of butterfat, 27 produced over 300 pounds, 124 over 200 pounds and 199 over 100 pounds. Forty-eight failed to make 100 pounds."

"On March 1st, 1908, we had 15 associations organized on the Canadian plan, where no field man or tester had charge, but farmers took their own samples and delivered same to a central point as to Creamery or Cheese factory, where they were tested and butterfat figured for each cow for the month. This left the farmer to weigh his feeds and take samples of milk, which did not prove very satisfactory in the majority of cases."

"In the year 1909 we organized 15 more of the above associations and eleven associations where a field man or tester had charge. The latter gave much better satisfaction so we discontinued the Canadian plan."

### Membership Dues

To give better supervision we employed a new fieldman during the past fiscal year. Mr. Oleson served us for the first few months, and was then succeeded by Mr. Blaine Paulson, one of our former testers.

I am convinced that the extra expense has been money well expended. We were unable to secure additional funds from the last legislature and at times it has stretched our abilities to make savings that would enable us to keep our major activities at work. As it is, you will notice that the income for the last fiscal year failed by one thousand dollars to meet our expenses. But we had anticipated this contingency so had built up our balance to carry us through. We will have to practice strict economy, but I believe the additional receipts from dues will this year carry us through. As indicative of this, I might say that our receipts of dues for the first seven months of the present fiscal year were \$1.824 as compared with the total receipts of \$2.986 for the entire previous fiscal year, \$1,218 of which came in during the first seven months.

### Road-Side Signs

In compliance with a number of requests, I have had made a road-side sign that will be suitable to designate to passers-by that the herd on that farm is in a cow testing association. I believe the sign is sufficiently distinctive to catch the eye and will make a very effective trade mark. The sign consists of a yellow outline of Wisconsin on a black background, with these words embossed in black: "Member of State Dairymen's Association and Herd under Yearly Test in a Cow Testing Association." I have received bids indicating that we can distribute these signs to members, postpaid, for 50 cents each.

### Proven Sires

I have asked Mr. Hughes to present at this meeting a plan for keeping the good bulls in service. We have talked much in the past, but thus far have made little accomplishment. I suggest careful consideration of this subject and trust we may involve a plan of operation through our cow testing association that will make the use of Proven Sire an actuality.

### Better Registry Requirements

The time has come in America for the purebred Registry Associations to take a step forward in requiring demonstrated merit as well as pure blood as a requirement for registry. This will not be easy of accomplishment and the way is not clear, but I am convinced that we should work to this end for the further advancement of the dairy business as well as in the interests of the purebred breeder himself. The cow testing association working under retest rules offers opportunity of furnishing economically the requisite records for this purpose.

### New Testing Period

The officials in charge of cow testing associations recommend a testing period known as "Centering the Testing Day." From data secured by the U.S. Bureau of Dairying this will in most cases give a more nearly correct record of the actual production of the cow. Not only this, but it appears to give a slightly larger credit to the cow than is secured under the Wisconsin method of figuring back 30 days. Our Wisconsin method permits the closing of the herd book on the day of the tester's visit and has many other arguments in its favor. However, I recommend the adoption of the "Centering the Testing

Day" in order to secure uniformity with other states and to give our Wisconsin cows full credit where comparisons are made.

I would also suggest that we adopt, with some slight amendment possible, the "Standard Rules for Cow Testing Association Operation" approved by the American Dairy Science Association. These are quite in accord with our present practice except as to the Centering the Testing Day and using the cow-year method of computing averages.

I would also suggest a discussion of the advisability of supplying buyers of C.T.A. cows with a certificate of production.

#### The Dairy Federation

A year ago last November we called a conference of the various dairy organizations. Short talks were given by representatives of some fifteen or twenty of these in presenting what they considered their most important problem. Considerable interest was manifested and a committee was appointed to outline a program. Following the instruction of this committee I communicated with the Secretaries of these various organizations, but there did not seem to be sufficient interest in this program to warrant its further development. I regret to record this failure, for it was a project which I had personally initiated and in which I was vitally interested. I was so completely discouraged that I made no effort this year to bring about another meeting of the various organizations, for I do not believe in meetings just for the sake of meeting, with out accomplishment or purpose.

#### New Type Associations

For some two years there has been persistent demand and interest in a new type of cow testing that its proponents believe would reduce the cost and so interest larger numbers of dairymen, particularly these with small herds. Most of these provide for the member taking his own samples and weights, the testing being done at the factory or some other convenient place. This has been tried many times in Wisconsin and has always failed, but it is possible that with the cooperation of a county agent who will give continuing aid and direction that it will give reasonable success. It is being again tried out in various sections of the state with our aid and approval, and we shall watch the developments with interest. My personal conviction is that of all the schemes suggested, the one that offers largest hope of continued success is that in which the tester handles some fifty-two herds, taking samples and testing each herd every other month.

#### Present Day Problems

At the meeting of the county agents last fall I was asked to discuss "Present Day Problems of Cow Testing." I listed these problems as follows:

1. Protect what we have
2. Present Popularity and Misconceptions of Purpose
3. Impatience with Slow Progress
4. Unreliable Records
5. Inefficient Testers and Associations
6. Lack of Supervision
7. Better Use of Present Association Potentialities
8. Greater Cooperation from Manufacturing Units of Industry

Some would place "cost of testing" and difficulty in securing members as the major problem. I grant that it is the "eighth" wonder of the world that men do not at once embrace cow testing when the opportunity presents itself. They do not do it and frequently give the old and musty reply, "I can't afford it." the same excuse we always give the insurance agent and the salesman. But, to my mind cost is not the real inhibiting factor. I grant, if we decided to go out tomorrow and offer C.T.A work at \$20.00 a year we could get members easily. But, I am just as confident that inside of two years it would be just as difficult to get members as it is today. The increase would come because of the inherent attractiveness of cut prices and bargains, and a bargain is not price but merely the relative lower cost of the article as compared to prevailing prices.

Not only this, but we could not hope to offer the same service at the lower cost and I am very certain that this lesser service would spell the doom of the real and continued progress and achievement we have thus far secured.

Do you know that despite government subsidy, cow testing in Canada where members take their own samples is making little or no headway and they are envious of the progress made in Wisconsin? In New Zealand, government subsidy is given in like manner for individual testing, yet today there are fewer testing under this plan than three years ago. At the same time group testing under a plan similar to ours and without government subsidy, is advancing. The same is true of Denmark, Sweden and every other country and state of which I have any knowledge. Do you know that states in which group testing has been the rule, are the only states in which group testing has been the rule, are the only ones in which cow testing is strongly established and on the increase, Michigan has made a relatively larger increase the past few years than has Wisconsin, yet requirements and costs are in excess of those established in this state.

I desire to protect the work we are now doing from disaster and to hold for Wisconsin the enviable reputation our present system of testing has established. We cannot afford to jeopardize this by the general adoption of new methods that have not proved their worth. We have a name and a movement to protect, and this I class as our first and most important problem.

#### The Dangers of Popularity

Next in importance is the dangers of popularity. It seems strange to mention this when we are all talking of the difficulty of securing members. Popularity makes for sales advantages, and sales advantages create memberships that lose sight of the fundamental purposes of cow testing. We can never cease to emphasize that the real purpose of testing is to assist members to so feed, weed, and breed as to produce milk most economically. However, much as we may depreciate it, cow testing records are coming into increasing use for sales and publicity purposes. To attempt to side-step this is like the old woman sweeping back the incoming tide of the ocean. We must face the inevitable, and that means we must place additional safeguards around the making of cow testing records or we shall be threatened with disaster. This is not in the future only. It has resulted disastrously in other states in checking development of the work, and it has happened in Wisconsin. Retest rules will help to curb this evil. We have tried them, and they work.

Retest rules decrease the number of high cows and do not materially increase the work or the cost. They are not compulsory on the individual member, but when an association adopts them no publicity is given high records where the owner does not permit a retest. It gives the association a higher standing in the community and does away with the unwarranted suspicions of dishonesty.

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I am now prepared to advocate the general adoption of retest rules, not by requirements but by voluntary adoption by each association as the result of facts presented at time of organization.

As third in importance I would place impatience with slow progress. We want half the cows in Wisconsin under test, and we say we have only three to four per cent. In the first place, let me say, we have made definite progress. We have achieved and we are proud of what we have done. We will not sit still with pride. We expect to go forward, but to go forward sanely and with permanence as our objective. Our cow testing membership shows about a fifty per cent change annually, which means that the number of cows that are in milk and have been tested is much larger than the number of cows that are in milk and tested in any one year. During the past five years we have tested, 325,000 cows, and after making deductions for duplication, I estimate that this is equivalent to about 10 to 12% of the cows in milk during that period. In addition, the influence spreads through the whole community and has been a definite factor in improved dairy farm practice. Let us count our blessings as well as our deficiencies, and get things into proper proportion.

#### Better Supervision

We formerly started an association, and then went off and left it. Now we try to get back occasionally to build a stronger organization, and get rid of the tester who can't or won't do good work. We are making progress and the work of the tester is improving. Today we estimate that 66 per cent of our testers are efficient, 24 per cent fairly efficient, and 10 per cent are below standard. The inherent weakness is that testing is a job that appeals to few men as something permanent and length of service is short. We have no ready made solution, but are attempting to improve conditions and make the best of the situation.

We should secure greater cooperation from the management of our creameries and cheese factories in developing cow testing work. Factory managers ought to see the very vital connection between the cow testing association and the success of their patrons and their factories. Whether this cooperation should take the form of a financial subsidy may be a question, but that there should be a more vital connection with cow testing work for the benefit of the manufacturing industry as well as the individual patron is apparent. I hope we may be able to work out some solution of this problem, in which, I regret to say, we have not as yet got a real start.

The final work I would leave with you in discussing present day problems would be this: Protect what we have. Strengthen it and improve it. Be not too impatient with results, but do not let a progressive conservatism keep us from a fair trail of new methods and fitting our work to the needs and the development of the dairy industry. The Wisconsin Dairymen's Association is behind such a program.

Conclusion

I desire to again express my high appreciation for the good spirit of cooperation by the U. S. Bureau of Dairying, the College of Agriculture, the County Agents, and farmers generally in assisting us in promoting cow testing work in Wisconsin. It is the good fortune of Wisconsin to have had men who will cooperate for the advancement of her biggest and basic industry.

The annual dollar membership fee paid by our members has saved cow testing work from serious impairment in Wisconsin. Our members may well take pride as working members of an association that has over a half century of history replete with constructive work for the dairy industry of the state.

Our four field men have done most excellent work and are deserving of high commendation. It may interest you to know that this work is done at a lower cost in Wisconsin per cow and per herd than in any other state, which is indicative of an efficiency we are ever striving to improve. In our body of some 170 testers we have an intelligent wide-awake group of young men that are vitally interested in their work and are giving large service to the communities they serve and to the state. There are doubtless some misfits, as there is in all business, but these are the exceptions.

I shall close with the following quotation from a letter from that well loved veteran in dairying, Dairy and Food Commissioner J. Q. Emery, in which he acknowledges receipt of Resolution No. 10:

"I appreciate this expression all the more because of my knowledge, thru long association with that organization, that the devotion of the Wisconsin Dairymen's Association to the general dairy interests of the State passes far beyond all mere personalities, is intelligent, genuinely sincere and sympathetic as to the entire dairy interest of Wisconsin. In this respect, it has set such a high standard throughout its history that the industry as a whole would be greatly benefited if all other organizations and dairy units would in this respect follow its example."

Paul C. Burchard,  
Sec.-Treas. Wisconsin Dairymen's Assn.