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# **Fifty-fifth annual report of the Wisconsin Dairymen's Association : the accomplishments of cow testing in Wisconsin the past year and the problems confronting its future. 1927**

Wisconsin Dairymen's Association

Fort Atkinson, Wisconsin: Wisconsin Dairymen's Association, 1927

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# Fifty-Fifth Annual Report

of the

## Wisconsin Dairymen's

## Association



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The Accomplishments of Cow Testing in Wisconsin the past year and the Problems Confronting Its Future

Compiled by

PAUL C. BURCHARD, Secretary  
WISCONSIN DAIRYMEN'S ASSOCIATION  
FORT ATKINSON, WIS.

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We are indebted to our advertisers who have made possible the printing of this report. If you are interested in what they have to sell, please write them that you saw their advertisement in this report. It will be helpful for the future.

# FIFTY-FIFTH ANNUAL REPORT

## WISCONSIN DAIRYMEN'S ASSOCIATION

by Paul C. Burchard, Secretary

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	No. of Associations	No. of Members	No. of cows on test	New Assns.	C. T. A. Counties
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	42	44
July 1, 1922	127	3,517	61,489	52	49
July 1, 1923	151	4,090	69,119	61	49
July 1, 1924	168	4,471	76,101	61	50
July 1, 1925	162	4,212	75,168	32	56
July 1, 1926	170	4,420	78,370	28	57
<b>Total</b>	<b>1,506</b>	<b>42,997</b>	<b>698,050</b>		

### THE PAST YEAR

On July 1, 1926, we had 170 cow testing associations under our supervision. This is an increase of 8 over a year ago and 67 over five years ago. These associations are more widely distributed than at any previous time, being located in 57 of the 71 counties of Wisconsin as compared with 44 counties five years ago.

Of the 162 associations in operation last year, 20 died and 142 were reorganized. This represents a reorganization of 88 per cent, which is the best record thus far achieved. As reorganization is more clearly a demonstration of successful operation in a given community, I take the good record on reorganization the past two years as confirming and approving our practice of giving better supervision and closer inspection to the work done by the testers. We have devoted an increasing amount of time, thought, and

money to improving the quality of work done, and it is apparently securing results.

The average association consists of 26 herds containing 461 cows, with an average of 18 cows to the herd. Members, on an average, sell two cows a year to the butcher and two cows for dairy purposes.

During the past year, 78,370 cows were tested for production for 4,420 Wisconsin dairy farmers in 170 cow testing associations. This brings the total since we first started this work in 1906 to 700 thousand cows for 43 thousand farmers in fifteen hundred cow testing associations.

Who can say what part the operation of these associations has had in increasing the average production of the cows of this country from 3,716 pounds milk in 1917 to 4,935 pounds in 1925? May not the cow testing association and the emphasis it has everywhere placed on better production, properly deserve the title of the leaven that raises the dairy loaf and makes good bread (profit) for the dairy farmer?

### PRODUCTION IN 1926

There were 129 of the 170 associations that reported a year's production record on 59,609 cows in 3,328 herds. The average production of these cows was 7,111 lbs. milk, 3.93 per cent fat, 279 lbs. fat. This is equivalent to 350 lbs. butter, or over 100 lbs. in excess of the average cow. This has meant the difference between making a profit and just breaking even with the dairy cow.

Thirty-one associations reported a yearly average of more than 300 lbs. fat per cow, or nearly double those of a year ago.

The Allenton-Kohlsville Association headed the list with an average of 10,344 lbs. milk, 3.6% fat, and 372.4 lbs. of butterfat. This is an increase of 20 lbs. fat over their last year's high record for the state.

There were 1,214 herds, 26 per cent of all reported, that produced an average per cow of over 300 lbs. fat, 71 of these herds averaging over 400 lbs. fat. The Holmen Association had 33 of its herds that averaged over 300 lbs. fat.

### HIGH HERD AND COW

The grade Holstein herd of Geo. F. Schmidt of the Allenton-Kohlsville Association again heads the list with a recorded average of 16.616 lbs. milk containing 584.6 lbs. fat.

For the past three years the National Dairy Association has given an Honor Roll Diploma to owners of C. T. A. herds having an average yearly production of 300 lbs. fat. In 1926 Wisconsin again took first place in the United States with 1,214 herds qualifying. In 1925 there were 934 herds that averaged more than 300 lbs. butterfat per cow.

Here is the kind of advertising that has been helpful in bringing to Wisconsin buyers of dairy cattle from every section of the United States. Can we afford to let down or have parsimony starve the goose that lays the golden egg?

There were 15,181 cows of the 43,793 reported finished the year that showed an average yearly production of over 300 lbs. fat, or 34 per cent of the cows on which a complete year's record was given. Twenty-seven of these cows produced over 600 lbs. fat. The highest producing cow was again found in the Rockwell-Katterhenry herd of the Beloit Association. She is a 9-year-old grade Holstein with a record of 20,005 lbs. milk, 3.91 per cent fat, and 783.5 lbs. butterfat.

### HEALTHY HERDS

Based on the reports from 129 associations, it appears that 9.8% of the cows on test were sold to the butcher as unprofitable, 8.3% were sold for dairy purposes, and 1.5% died. This indicates a dispersal of 15,249 cows, or 20% of the 78,370 cows on test.



### STUDYING THE RECORD

The herd record book doesn't help greatly if tucked away on the clock shelf as soon as the tester leaves. Members who do this do not get full value for the money they have paid, and they are most often those who do not stay in the work for more than a year.

There were 3,910 members using pure bred sires, or 92% of the total membership. Pure-bred cows on test number 14,450, or 17% as compared with 7% five years ago.

There were 65% of the herds tested for tuberculosis, 23% of 4,420 herds being federally accredited as free of tuberculosis.

Sixty-nine per cent of the members are reported as feeding balanced grain rations throughout the year. Forty-five per cent fed grain while cows

were on pasture. Fifty-three per cent of the members fed grain to cows while dry. All members are reported to have one or more silos.

### EQUIPMENT

There were 53 per cent of the members who whitewashed their barns during the year. There were 63 per cent of the herds that had access to drinking cups and 25 per cent were milked by machine. Fifty per cent of the members had milk houses, 32 per cent had ventilating systems, 30 per cent had water systems in their homes, 95 per cent had automobiles, 40 per cent had tractors, and 36 per cent had trucks.

There were 95 per cent of all members who read one or more farm papers, 64 per cent raised alfalfa, 37 per cent of the members sold cream, 27 per cent patronized cheese factories, 11 per cent sold milk to condenseries, and 14 per cent sold fluid milk for city consumption.

### FINANCES AND MEMBERSHIP DUES

The receipts from dues totaled \$3,702 for the fiscal year ending June 30, 1926. For the first six months of the current year, the receipts from dues have been \$1,298. This is \$112 less than the same period last year, a condition I trust will be remedied by increasing receipts during the next few months. This income is essential to the continuation of our present work.

This portion of my report naturally leads to a discussion of our appropriation from the state. We have received \$6,000 a year from the state, and at the last three sessions of the legislature I have pled with the finance committee without avail to have them increase this. The primary causes of my failure are that there is opposition from so-called friends of the farmer to all appropriations to associations such as ours and, second, the amount of the appropriation is relatively insignificant and it is difficult to secure consideration in the multitude of other questions and political squabbles.

I am asking the legislature to increase our appropriation to \$10,000, an amount that I believe will enable us to function efficiently and be of larger assistance in developing profit in the dairy industry for Wisconsin. You can assist in securing favorable consideration by speaking or writing to your own assemblyman and senator. Tell them you believe in this work and that you would appreciate their support and vote for a \$10,000 appropriation for the Wisconsin Dairymen's Association.

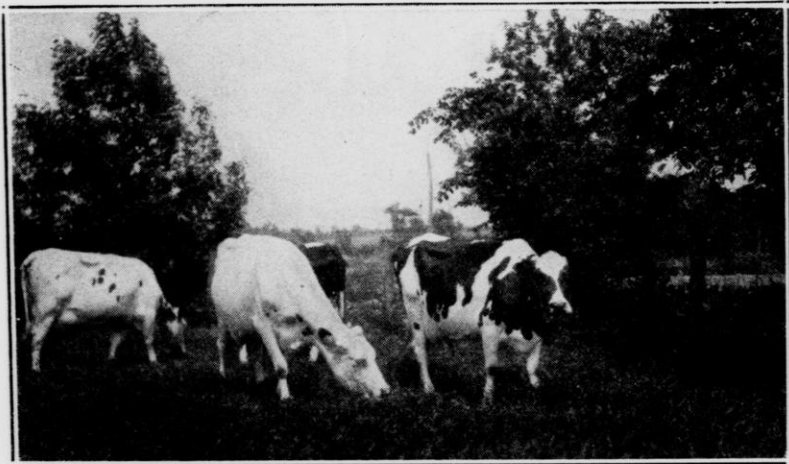
### HOW OTHER COUNTRIES SUPPORT C. T. A'S

In 1924 Sweden had 565 Cow Testing Associations, with 8,713 herds and 185,026 cows, or 10.6% of all cows in that country. In the province of Malmohus, one-third of its cows are on test. The average production of these cows is 295 lbs. fat, or 44 lbs. above the average of all C. T. A. cows in Sweden. Here comes the interesting fact, the government appreciates the work and contributes \$40,000 for its extension. The Swedish tester gets from \$215 to \$322, which is less than one-third what we have to pay here. As a portion of the government fund goes direct to the local association, this lower labor cost makes the appropriation go further than it would in Wis-

consin. Proportionately, Sweden contributes twice as much as the state and federal governments combined do for the Wisconsin owner of cows. In small, new associations the members pay very little during the first two or three years. Members in the bigger and older associations pay from 50 cents to a dollar per cow per year, about half of what our members pay.

The Australian government subsidizes each C. T. A. to the extent of one-half its working expenses. Members pay from 75 to 85 cents per cow per year. If that were done in Wisconsin, our appropriation would be increased from \$6,000 to \$85,000 a year.

In Denmark, the government not only supervises the C. T. A. work and provides special training courses for testers, but it subsidizes each association to the extent of \$40 each. Even Ireland subsidizes its associations to the extent of one dollar per cow for the first two years, with decreasing amounts thereafter, and Ireland has 50,000 cows on test.



#### **HIGH HERD FOR 1926**

For the second successive year high herd honors for Wisconsin were won by Geo. F. Schmidt of the Allenton-Kohlsville C. T. A. His five grade cows averaged 16,616 pounds milk containing 584.6 pounds fat, an increase of 50 pounds fat over their 1925 average.

I do not have the exact figures, but I have been informed that Germany, Holland, Great Britain, New Zealand, Canada, and possibly some other countries, contribute a relatively larger sum to this work than is the case in Wisconsin.

If we look at other states, we find that, in proportion to the number of associations, some contribute more and some less to the extension of cow testing association work than does Wisconsin. It is noticeable, however, that practically every dairy state except Wisconsin spends more per association for the extension and supervision of the work than does Wisconsin.

From these facts, I deduce that we have been efficient, not extravagant, and that our request for increased assistance is not without merit. Added



to this is the fact that our appropriation today is the same as it was in 1918 when we had 112 associations with 54,000 cows on test, as compared with 170 associations with 78,000 cows today. Despite this increase of 50% in work, I have as yet been unable to secure the attention of the Legislature sufficiently to secure favorable action on our request for an increased appropriation.

### ROAD-SIDE SIGNS

In compliance with your instructions, I prepared and had printed road-side signs of the same design as our convention badge. I was able to secure a very attractive price on these signs, so we were able to distribute them at 50 cents each postpaid. I have disposed of nearly 500 of these signs, which is only a small number when we consider the number of members. There is no desire to urge members to buy, but they are supplied as the result of a continuing demand from many quarters.

The sign is 14 x 16 inches, printed on tin in the sharply contrasting colors of black and yellow. It will catch the eye of the motorist and if he stops to read one, he will recognize it thereafter and count the farm displaying it as the home of good cows and a progressive dairyman.

### THE REGISTER OF PRODUCTION

The Wisconsin Register of Production for Cow Test Cows producing over 365 pounds fat in a year was originated by the Wisconsin Dairymen's Association in November, 1917. This was the first of its kind, since which a number of other states have established similar registers. The first registration was made in the spring of 1918, since which time there have been a total of 1898 entries. Up to January 1, 1924, the fee was \$1.00, but this was found insufficient to even pay the costs of publication, and the fee was raised to \$2.00. The increase of the fee and lack of promotion caused entries to decline and it is probable that the publication of our third R. O. P. in December, 1926, brings to a close this work. There were 1799 entries at one dollar and 99 entries at two dollars, making a total income of \$1,997.00. The cost of printing the three Registers and the necessary blank forms was \$2,196, leaving a deficit of \$179 to be paid from our general fund. No charges were made for office work, and the mailing was done under the University frank as a cooperative publication.

### TESTERS' SHORT COURSE

At my earnest solicitation, the College of Agriculture offered a special course for testers from October 18 to October 30, 1926. The course was in charge of Mr. Roy Harris and was highly successful from every standpoint. Twenty-eight students enrolled and a considerable percentage were sent out to take charge of associations in need of testers. Because of the insistent demand for testers and because intensive training will improve the work of the new tester, I trust the College will repeat this work two or three times each year.

There is a large demand for good men in cow testing association work, and the supply is considerably less than the demand. Too frequently the placing of a poorly trained man not only wrecks an association, but it gives this splendid work an evil reputation that is not easy to overcome. Two

weeks of training is scarcely sufficient to fully instruct every student, but given in an intensive way, it would enable an intelligent young man who has had experience on a dairy farm to become a capable tester—and it is capable testers that are needed.

I am glad to note that a goodly number of young men took this first training course. It not only helped to fill a vital need for trained testers, but it offers an interesting educational opportunity for the young man himself. I do not know of a better training for a young man who desires to perfect himself in good dairy and farm practices than to take a job as a cow tester. He has the opportunity of observing the methods of some twenty-six dairy farmers and learning from them on their farms how success may be achieved. Scarcely without exception each one of these men will be an expert in one or more of the diverse occupations of a dairy farmer. It may be the growing of crops and fitting them to the use of the herd, it may be the raising of calves, feeding for large and economical production, the use of machinery, and the hundred and one other details that enter into the profitable and pleasant operation of a dairy farm.

#### T. B. APPROPRIATIONS AND THE TARIFF

Immediately at the close of our last annual meeting, I took up with our Members of Congress the resolutions on an increased appropriation for T. B. eradication and on an increase of the tariff on butter from 8 to 12 cents a pound. I am glad to report that both our requests were complied with. Primarily through the intervention of Senator Lenroot, supplemented by other members of Congress, the President issued his order increasing the tariff on butter to 12 cents, effective last May. In the same manner a T. B. appropriation larger than first recommended was secured, and later supplemented at this Congress by a deficiency appropriation. Wisconsin fared very liberally in the allotments to the several states, both from the regular and the temporary appropriation for the current fiscal year.

#### NEW TYPE ASSOCIATIONS

There has been a more or less insistent demand for the past few years that we give assistance in the formation of various new types of cow testing associations where the tester does not take the weights or samples of milk. The primary purpose is to reduce the cost of the work and pay the tester a higher salary. I have doubted the soundness of this proposal and have hitherto opposed our entering into this work. Special record books and forms would have to be supplied by us as the Federal Government will not supply these. However, at the annual meeting of the County Agents last fall, I suggested certain requirements under which we might give some assistance in this work. I suggested a distinctive name, such as Cow Culling Club, and special forms of blanks that would not be confused with our regular C. T. A. records. I offered to have these printed and supplied either on the basis of a dollar membership in Wisconsin Dairymen's Association or some other equitable plan. The matter was referred to a County Agents Committee, but I have received no further information from them.

#### ANNUAL MEETING

For the past several years we have been holding our annual meeting in Madison. This has reduced the cost of these meetings and has made it

somewhat more attractive for members who could then take in other parts of the Farmers' Week program. The difficulty, however, is that there are many competing meetings on the same day and this causes some embarrassment.

### SELECTIVE REGISTRATION

A tabulation of cow testing association records recently made by the U. S. Department of Agriculture showed that 12,830 pure-bred cows averaged 296 lbs. fat and 34,031 grade cows averaged 281 lbs. fat. The pure-breds exceeded the grades by 15 lbs. fat.

During the period from 1921 to 1926, we have comparable records available from Wisconsin C. T. A. cows in which 7,285 pure-bred cows averaged 291 lbs. fat, and 26,669 grade cows averaged 290 lbs. fat. The pure-breds exceeded the grades by one pound fat.

These and other related facts lead us to the conclusion that the pure-bred registry associations are doing well to consider selective registration as essential to the future of their respective breeds. If something of this character does not happen, it is not altogether improbable that new registry associations may be formed on the basis of the production records of our good grades. Too often the registered bull and cow have come into a selected grade herd and have failed to measure up to those they were to replace.

The members of the Wisconsin Dairymen's Association rely for profit on the productive capacity of their cows, but they are also breeders who sell surplus stock. They have felt the necessity of better bred bulls to head their herds, but how to secure bulls that will not lower production has been a problem of ever increasing importance. For this reason, they are interested in the type of selective registration that is adopted, for they are in the market for good sires to head their herds.

What do we want in a herd sire? We want reasonable trueness to breed type, for this influences the sale of their progeny. We want some insurance of production, and this can best be secured if all registrations, both male and female, are based on production records. The most pressing need is a requirement of production for registration of the bull, for this will eventually make production records available on females.

The danger of the situation is that in securing production records, there will be a misunderstanding of what is practical and what is ideal. For some time to come fully supervised records, such as Advanced Registry records, will prove too costly. I believe in this we may well follow the example of Denmark and Sweden where cow testing association records are used as the basis of registration. With our present retest rules, I believe our records are sufficiently authenticated and are even better than the production thrown around birth reports. Then, too, a C. T. A. record is more nearly a normal record and is a better indication of what the cow will do and what may be expected of her descendants.

Selective registration is bound to come. We have some serious problems to solve, but as it was many years ago—"the way to resume specie payments, is to resume," so the way to selective registration is to register selectively. This will be to the interest of the pure-bred business generally, as well as to the dairy industry as a whole.

PRODUCTION AND STATISTICAL DATA OF WISCONSIN COW TESTING ASSOCIATIONS, (1921-1926)  
FOR YEAR ENDING JUNE 30

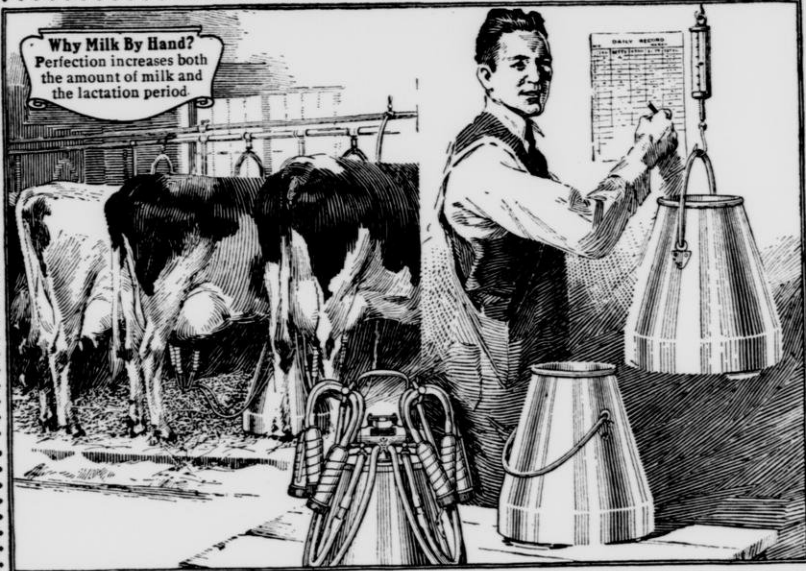
	1921	1922	1923	1924	1925	1926
1. C. T. A's reporting	57	73	103	109	125	129
2. No. of herds	1,710	1,988	2,781	2,943	3,255	3,326
3. No. of cows	28,215	34,364	47,174	49,377	56,852	59,609
PRODUCTION						
4. Milk per cow, lbs.	6,938	6,975	6,882	7,106	6,858	7,111
5. Fat per cow, lbs.	264	266	270	273	271	279
6. High Assn.—Fat per cow, lbs.	316	360	328	341	352	372
7. High herd—Fat per cow, lbs.		560	504	534	534	585
8. High cow—Fat, lbs.	726	800	844	839	872	783
9. 300-pound Assns.	8	11	11	18	16	31
10. 300-pound herds			629	535	973	1,214
11. 300-pound cows					12,794	15,181
12. Cows sold for beef	2,199	3,093	3,242	5,542	6,804	7,684
13. Cows sold for dairy	1,521	3,334	4,290	3,714	5,994	6,494
14. P. B. bulls purchased	335	514	663	814	420	
15. Grade bulls used	311	127	170	190	152	259
16. Assn's—No grade bulls	45	65	80	72	67	
	%	%	%	%	%	%
17. Silos to members		125	95	120	114	112
18. Milk houses		43	49	47	46	50
19. Milking machines		24	28	26	26	25
20. Water cup systems		65	59	63	64	63
21. Ventilated barns		31	33	35	28	32
22. Autos				95		95
23. Tractors		29	35	33	37	40
24. Trucks				19	21	33
25. House water systems				19	29	30
26. Alfalfa			37	58	59	64
27. Selling to						
A—Market milk					11	14
B—Condensery					12	11
C—Creamery					37	37
D—Cheese factory					30	27
28. Using P. B. sires				95	96	92
29. 300-pound herds					30	36
30. Testing for T. B.				58	70	63
31. On T. B. Accredited List				38	23	23
32. Cows Pure-bred					17	17

7

FINANCIAL REPORT

According to law our funds are all deposited with the State Treasurer at Madison and are disbursed on regular state vouchers through the Secretary of State. The financial report for the year ending June 30, 1926, is as follows:

RECEIVED	PAID
July 1, 1925, Balance . . . \$ 534.05	Salaries . . . . . \$ 6,219.92
Legislative appropriation. 6,000.00	Travel expense . . . . . 2,884.21
Membership fees . . . . . 3,702.00	Convention expense . . . . . 129.14
R. O. P. fees . . . . . 4.00	Printing . . . . . 102.54
	Postage and sundries . . . . . 137.37
	<hr/>
	Total . . . . . \$ 9,473.18
	Balance June 30, 1926. 766.87
<hr/>	<hr/>
Total . . . . . \$10,240.00	\$10,240.05



### Increase Your Milk Check

"The first month after I gave up hand milking and began to use the Perfection my cows gave 501 pounds more milk. The second month I got an increase of 525 pounds," writes a Perfection user.

This is what the Perfection Milker has been doing month after month, year in and year out, for fourteen years. Two of the reasons for these remarkable increases in milk production are the exceptionally low vacuum and the fact that you can regulate milking action to suit each cow throughout the entire lactation period.

The new two piece teat cup makes washing easy and at the same time milks faster, cleaner and with less vacuum.

Send for our new catalog and learn how to increase your milk check at once.

**Perfection Manufacturing Company**

2125 East Hennepin Ave.

Minneapolis, Minn.

# PERFECTION MILKER

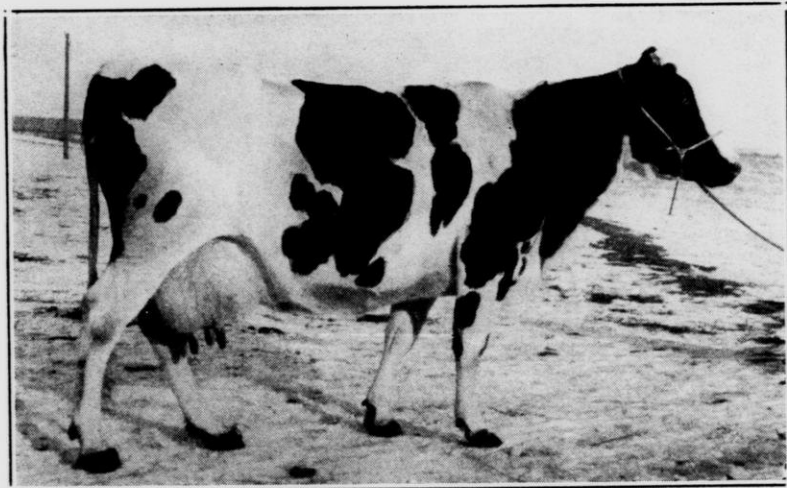
The statement given above is not complete without calling attention to the fact that our cow testing work is done in cooperation with the U. S. Bureau of Dairy Industry and the College of Agriculture. The former pays \$480 in additional salary for the four fieldmen employed in this work and in addition supplies the necessary printed forms such as herd record books and barn books. The College of Agriculture supplies an office for one fieldman and in addition contributed last year \$5,195.33 in payment of salaries and expenses.

A combined statement of all payments by the three cooperating parties is as follows:

Salaries .....	\$ 9,299.92
Travel expense .....	4,579.54
Stenographer .....	900.00
Convention expense .....	129.14
Printing .....	102.54
Postage and sundry .....	137.37

\$15,148.51

The moneys expended above are practically all chargeable to the promoting and supervision of cow testing associations, with the possible exception



**BEAUTY—HIGH WISCONSIN C. T. A. COW FOR 1926**  
Owned by Rockwell & Katterhenry, Beloit

In the cow testing year completed prior to July 1, 1926, Beauty took first place for production among Wisconsin cows with 20,005 lbs. milk containing 783.5 lbs. fat. For her previous year she made 872 lbs. fat, and her average for five consecutive years was 593 lbs. fat produced at a profit over feed of \$233.57. In like manner during four consecutive C. T. A. years Kit has an average of 631 lbs. fat and Margie 514 lbs. fat, both stagemates of Beauty. The Rockwell & Katterhenry herd of 18 cows last year averaged 444 lbs. fat.

of something less than \$200 expended for convention expense and officers travel expense in connection with other general work of the association as representative of the dairy industry of the state. For instance at the request



## To Help You Lead Your Association This Year

And we believe we can help you do it, because our plan for dairy farmers is exactly in accord with your cow testing association recommendations.

### THE PURINA PLAN

1. Raise all the feed you can (legume hay if possible).
2. Use just enough Purina to supply what your own feed lacks.
3. Take a few moments to figure out your present milk and feed costs before you start on Purina.
4. Sixty days later figure your costs again and use the feed that makes you the most money.

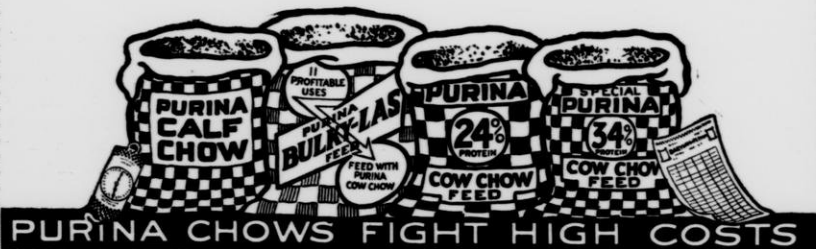
24% Cow Chow is a perfectly balanced dairy ration that really means more milk at less cost.

34% Cow Chow is a very high protein feed for use where you have low protein roughages and lots of home grains.

*See the dealer with the checkerboard sign*

**PURINA MILLS**

**Minneapolis, Minn.**



of Governor Blaine the association paid the expense of former President Schroeder to attend a meeting at Des Moines of mid-west farm organizations last year. The secretary is also called on to attend conferences at Madison and elsewhere on matters of general interest and concern to the dairy industry of Wisconsin. It may be on some legislative matter, some marketing proposal, and a variety of other things.

The Wisconsin Dairymen's Association seeks to be of service to the industry in every possible way, although its funds are almost entirely devoted to the promotion and betterment of the industry through the organization and operation of cow testing associations. It has found through its more than a half century of experience that without disregarding the general phases of the industry, it can accomplish most by directing its principal energy along one line of effort and thus not duplicate the work another organization may be doing well.



#### **THE ALLENTON-KOHLVILLE ASSOCIATION**

Thirty-one Wisconsin cow testing associations reported an average production of over 300 pounds fat per cow in 1926. The Allenton-Kohlsville Association headed the list with an average of 10,344 pounds milk containing 372 pounds fat. The herds in this association are relatively small, are well selected for production, and are adequately fed and cared for. The members average seven acres in alfalfa and all of them feed grain on pasture. The association started its ninth year on April 1, 1927, with 15 of its charter members still testing and it has a waiting list of farmers who want to join.

#### **THE ANNUAL MEETING**

The fifty-fifth annual meeting of the Wisconsin Dairymen's Association was held at Madison on February 1, 1927. President W. J. Dougan in his annual address stressed the fact that in making progress on the dairy farm records of production are essential. For this work he had found from years of personal experience that the cow testing association method was both economical and efficient. "No progressive dairyman," he said, "can afford to drop his records for a single year. There should be con-



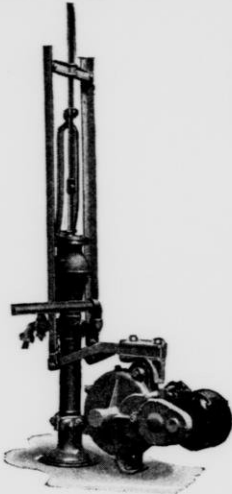
## The **LAUSON** EQUIPMENT FOR DAIRYMEN

—built right here in your home territory,  
carries a record of over

**28 YEARS** Highest Reputation  
to commend it.

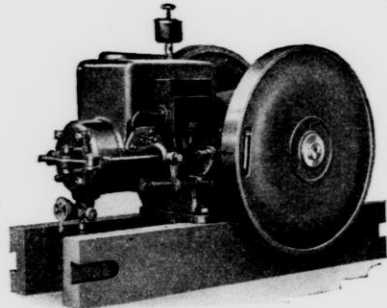
### The Lauson Electric Pump Jack

is built to last a life-time. Not a cheap, clap trap affair, but built like the highest grade transmission. Motor direct connected to Jack through a single set of machine cut hardened gears—fully enclosed and operating in oil—no chains to go wrong—a sturdy, trouble free outfit. Straight lift avoids side-sway jerking, prolonging life of the pump.

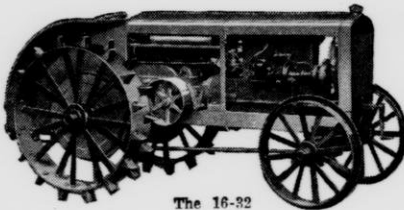


### Engines For All Uses

Exceptionally high grade in every detail. The only farm engines with Hutto Ground cylinders, the same as in best autos built. Remarkable freedom from vibration, with machine turned fly-wheels, perfectly true and even running, so important for operation of milking machines and separators, etc., requiring smoothest power.



1½ to 30 H. P.



The 16-32

### Tractors for Farm and Road

16-32 and 20-35 all-around utility tractors and a 20-40 for road work. Simple and sturdy construction—all operating parts well protected—unusually liberal use of roller and ball bearings adds years of life to the machine. This 16-32 is a three plow job with a generous surplus of power.

**We also manufacture Complete Farm Water Systems, Deep Well Pumpers, Lighting Plants, Concrete Mixers, Diaphragm Pumping Units.**

Let us tell you more about them. When You Buy Lauson Products You Get Highest Quality, Reasonably Priced.

**THE JOHN LAUSON MFG. CO.**  
NEW HOLSTEIN, - - - WISCONSIN

tinuous records by every dairyman in the community. To select out a few promising offspring of a sire or dam and base our judgment of prepotency on this one sided record, is not scientific or businesslike. To get a true judgment we must know the records of the poorer offspring as well as the best." Mr. Dougan also suggested that more work should be done in the analysis of cow testing data to find the productive strains and give publicity to these.

As a member of the Holmen Cow Testing Association since 1910 and therefore one of the oldest cow testing association members in Wisconsin, Mr. W. D. Sandman gave the early history of that association and the good results he had secured through continuous testing. Mr. A. C. Schultz of the Bruce C. T. A. discussed the results he had secured from testing and how it had helped him in the building of a profitable farm out of cut over land. Mr. S. H. Bird, of the Byron Association, discussed business principles applied to farming. He showed the value of records of production as well as other bookkeeping records in discovering the weak spots in operating a farm and thereby stopping the leaks.

Mr. C. W. Bush, of the Curtiss C. T. A., told of his experience as a young man leaving one of the southern dairy counties seven years ago and taking up a farm in Clark county at the peak of land prices. He has been a member of a cow testing association for five years and gave records in his own herd and that of his neighbors to prove the value of continuous testing. "A one year's test on a cow," he said, "is not fair because her production varies from year to year. I had one cow that in three years showed a production of 196 lbs., 246 lbs. and 329 lbs. fat, respectively. She then went farrow. If I had tested only the third year I would have considered her a good cow. In another case I had a heifer that with first calf didn't pay for her feed. I kept her over because she came of good stock, and knew she had not had a good chance. She later developed into one of my best cows. The best cow in our association was offered for sale before entered for this work, but no buyer would take her because she was 'a little runt.' Her five year average was 533 lbs. fat."

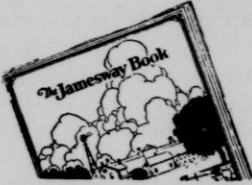
Mr. C. T. Conklin, Secretary of the Ayrshire Breeders' Association, discussed "Better Methods of Herd Improvement." He showed the great advantage of having every cow in the herd tested as opposed to selecting only a few of the better cows, using the results secured from one year's operation of the Ayrshire herd test plan. His complete address appeared in the April 25 issue of Hoard's Dairyman. Those who may not have had an opportunity of reading it may secure a copy by writing the Secretary, Paul C. Burchard, who will mail them out as long as the supply he has from the publishers lasts.

### THE BUSINESS SESSION

At the business session of the association the following officers were chosen for the ensuing year:

<i>President:</i>	W. J. Dougan.....	Beloit
<i>Vice President:</i>	Ed Korrer.....	Fond du Lac
<i>Secretary:</i>	Paul C. Burchard.....	Fort Atkinson
<i>Directors:</i>	H. F. Schroeder.....	West Bend
	H. D. Griswold.....	West Salem
	C. A. Peterson.....	Rosendale
	E. C. Jacobs.....	Elk Mound

# Jamesway



## **This New Book Will Tell You—**

How to get a good dairy barn.  
 How to remodel an old barn.  
 How to get good ventilation.  
 The Essentials of a Good Cow Stall.  
 How to give cows pasture comfort in the barn.  
 How to make the cleaning job easy.  
 How to water cows in the barn.  
 How to get better hogs and bigger litters.  
 How to make more money from your hens.  
 How Jamesway "Pay-from Earnings" plan pays for your equipment as you use it.

## **EQUIPMENT AND VENTILATION**

for those who keep

## **Cows, Horses, Hogs or Hens**

Send for your free copy of the new Jamesway Book. It shows how to plan, build, equip, and ventilate farm buildings. It tells why Jamesway, costs less and saves costly mistakes.

### **JAMES MANUFACTURING CO.**

Fort Atkinson, Wis. Elmira, N. Y. Minneapolis, Minn.

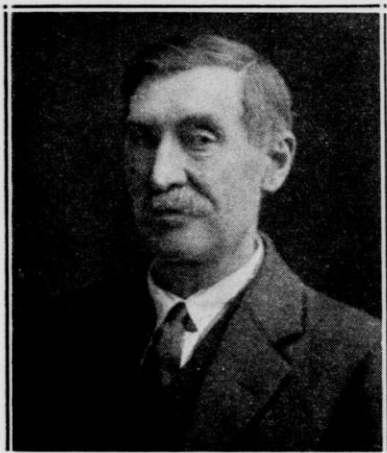
## OUR CATALOG

Illustrates and describes the most complete line of Dairy Instruments (Teat Slitters, Bistouries, Dilators, Hopples, etc.) Bull Rings and Staffs. Bull and Cattle Halters. Marking Devices. Cattle Blankets. Brushes. Strainers. Strainer Cloths and Discs. Milk Scales. Milk Fever Outfits. Animal Pokes. Horn Trainers. Cattle Leaders. Thermometers. Drenching Bottles. Syringes. Injection Pumps. Irrigators. Milk Testing Outfits and many other devices too numerous to mention.

WE WANT TO SEND EVERY MEMBER OF THE WISCONSIN DAIRYMEN'S ASSOCIATION A COPY OF THIS CATALOG.

Address

**MOORE BROS., Dept. 5, ALBANY, NEW YORK**



**WISCONSIN'S OLDEST C. T. A.**

The Holmen C. T. A. has been in continuous operation since its organization in 1910. It is the oldest existing association in Wisconsin, and W. D. Sandman and K. O. Gaarder divide the honor of being the oldest cow testing association members in the state, both being charter members and both owning herds now in the association. In 1926 the Holmen Association had 33 of its 36 herds with averages of over 300 pounds fat.

**RESOLUTIONS ADOPTED**

1. WHEREAS cow testing association work has been promoted and supervised by the Wisconsin State Dairymen's Association and has been a most potent factor in the development of the state's dairy industry, and

WHEREAS the growth and development of the state's dairy industry has reached a point which requires greater extension, supervision and efficiency relative to the organization and operation of cow testing associations, and

WHEREAS the present annual state appropriation of \$6,000 and other available funds are not sufficient to meet the greater requirements and demands, THEREFORE BE IT

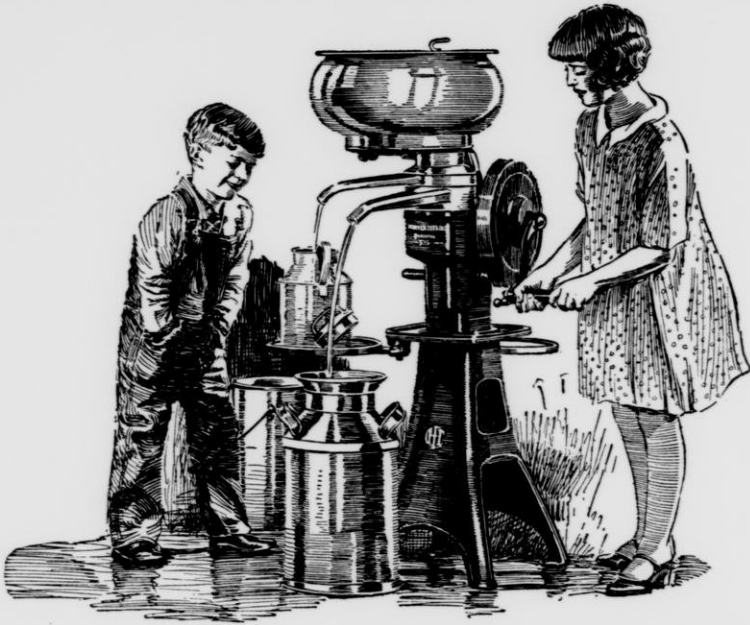
RESOLVED; That members of the Association ask their representative, both in the Assembly and in the Senate of the Legislature now in session, to support an increase in the annual appropriation to the State Dairymen's Association from \$6,000 to \$10,000.

2. WHEREAS the disease "bovine mastitis," or inflammation of the cow's udder, has proven a great menace to the dairy industry wherever it has been developed in herds over the country, and

WHEREAS there has been outlined a method for the study of the control of this disease at the Wisconsin Experiment Station, THEREFORE BE IT

RESOLVED; That the Wisconsin State Dairymen's Association approve the appropriation of a sufficient sum of money by the legislature or by the regents of the University with which to make a careful study and investigation of this disease.

3. WHEREAS milk represents 49 per cent of the gross income on Wisconsin farms, and



WHEN you invest in a cream separator let one thing be your guide: See that it has ball bearings. In the old days the turning of the best machine was a man's work—work requiring strength and endurance, day in, and day out. That day is past; the swing is all toward the easy-turning, durable, ball-bearing cream separator.

McCormick-Deering brought in ball bearings, by far the greatest improvement in separator design in recent years. Any woman can turn the McCormick-Deering Primrose with the greatest ease—the children can turn it easily too. Friction in the cream separator for the first time is reduced close to the vanishing point. And ball bearings keep the machine that way—plain bearings can never be so satisfactory.

Light-running durability is in keeping with McCormick-Deering quality and efficiency throughout. Years of steady service in every community testify to clean skimming, sanitation, easy cleaning, and a faultless splash lubrication system (positive, automatic, to every moving part). This machine comes to you to earn the money that pays for it—our 12 months' payment plan will help. Sold by the McCormick-Deering dealer in your town.

INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. of AMERICA Chicago, Illinois  
(Incorporated)

The Ball-Bearing Cream Separator  
is McCORMICK-DEERING

WHEREAS the Milwaukee association of Commerce, in recognition of Wisconsin's leading agricultural industry, secured the approval of the builders and owners of the carferry Madison to have this carferry christened with a bottle of milk, which was done on January 19, 1927, THEREFORE BE IT

RESOLVED that we thank and commend the Milwaukee Association of Commerce for their action in support of Wisconsin's dairy industry.

4. WHEREAS the growth and success of the dairy industry is dependent in a large measure on the quality and standardization of dairy products, THEREFORE BE IT

RESOLVED; That the Wisconsin Dairymen's Association approve the proposal of federal legislation to define and control the manufacture of process cheese not only as a protection to the consumer but also to protect the honest manufacturer and the industry as a whole from fraudulent practices.

5. WHEREAS it is generally conceded and has been demonstrated that a wider application of the principle of mass production and mass marketing through cooperative action has resulted in a material gain in the dairy industry, and

WHEREAS through the improvement of Wisconsin highways there is opportunity for combining and enlarging creameries and cheese factories in a manner to permit the employment of more expert help and to provide for better facilities for the manufacture of high quality products and thus further the possibility of marketing such products through such organizations as the Land O'Lakes Creameries Association and the Wisconsin Cheese Producers Federation, THEREFORE BE IT

RESOLVED, that the Wisconsin State Dairymen's Association indorse and approve all of these developments.

6. WHEREAS the ravages and losses caused by abortion disease in herds of dairy cattle greatly reduce the returns to dairy farmers, and

WHEREAS the Wisconsin Manufacturers Association has seen fit to appropriate \$50,000 in support of investigations now being made by the Wisconsin Agricultural Experiment Station to determine whether proper feeding may overcome the ravages of this disease, THEREFORE BE IT

RESOLVED; That we commend the action of the Wisconsin Manufacturers Association and the work of the Wisconsin Agricultural Experiment Station in studying and investigation of this disease.

7. WHEREAS the success of dairymen in dairy cattle and milk production is dependent on dairy cattle of most approved type and character, and

WHEREAS much of the improvement in dairy cattle is dependent on inherited factors relating to both milk production and good type which are transmitted from one generation to another through a most careful registration and selection of animals, and

WHEREAS the present method of registering animals of pure breeding in so many instances is in name only and is inadequate for best results, THEREFORE BE IT

## The Cow Census was the Forerunner of Cow Testing Associations in the United States.

The cow census was conducted by Hoard's Dairyman many years ago to bring attention to the difference in cows and resulting profits. When cow testing associations started in 1905, Hoard's Dairyman championed their cause when others held back. It has continued this support throughout the years and is as confident today as it was then that the cow testing association is the hand maiden of profitable dairying.

If your past progress has been all it possibly could be, and you are thoroughly satisfied you cannot do better, then you cannot be profited by the larger contact that Hoard's Dairyman gives you with dairying. If you would like to do better, just step over into the Hoard's Dairyman ranks, get in step with the best thought and the practice of successful dairy farmers and give yourself a chance to know.

## HOARD'S DAIRYMAN FORT ATKINSON, WIS.

"The accepted authority for nearly half a century"



## DAIRY SUPPLIES

For almost two generations Wisconsin Dairymen have come to CP for dairy supplies and equipment. To them our trademark is a sign of proven quality.

The CP Line is the most complete to be found. Write for 320 page catalog free. It shows thousands of items you need at prices you can afford to pay.

### THE CREAMERY PACKAGE MFG. COMPANY

Chicago, Ill.  
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318 Third St. North.

*Sales Branches Everywhere*  
Wisconsin Factories: Ft. Atkinson, Lake Mills and Waukesha.



## CLIP YOUR COWS

*It Means More, Better and Cleaner Milk*

Easier to keep them clean, make them feel more comfortable and keep the dirt out of the milk pail. **CLIPPING** improves the health of **CATTLE, HORSES, MULES**, etc. Use a **GILLETTE PORTABLE ELECTRIC CLIPPIN MACHINE**. Also furnished with **GROOMING ATTACHMENTS** for cleaning. Operates on the light circuit furnished by any Electric Light or Power Co. or on any make of Farm Lighting Plant. Price list free on request.

**GILLETTE CLIPPING MACHINE CO.**

129 West 31st St., Dept. 5

New York, N. Y.

RESOLVED; That the Wisconsin Dairymen's Association favors a careful consideration of a selective registration based on purity of breeding, good type and production records which will permit not only the breeders of pure-bred dairy stock but breeders of high grade dairy stock to make greatest progress.

8. WHEREAS, there is a demand in our Agricultural High School classes for experience and practice in actual cow testing and

WHEREAS, this field of C. T. A. would give splendid training to young men for future C. T. A. testers and

WHEREAS, this movement should be under the direction and control of our regular constituted system of C. T. A. work, THEREFORE BE IT

RESOLVED; That wherever adequate supervision can be secured these High School Associations be organized in our state as a regular C. T. A. and have the supervision and support of the Wisconsin Dairymen's Association.

RESOLVED FURTHER; That this association respectfully request the Department of Agriculture to furnish the record books to such High School C. T. A's as this association shall approve.



#### THE TESTER'S OUTFIT

Each cow becomes an individual and is fed and cared for as an individual when the tester comes once a month to weigh and test the milk of the cows. Dot and Daisy are singled out, for one produces well and the other drops below the dead line despite improved feeding that the tester recommends.

#### A PERSONAL WORD TO MEMBERS

The Secretary takes this opportunity to extend his thanks to those members who have written their representatives in the legislature concerning the appropriation for the Wisconsin Dairymen's Association. These letters have helped to create a more favorable opinion of our work, as is indicated in the following quotation from a letter written by a prominent member of the legislature to the editor of the Wisconsin Agriculturist:

"I am fully convinced," writes Senator Titus, "that the Wisconsin Dairymen's Association is by all odds the most important of the agricultural associations that receive state aid, and I am equally convinced that the cow testing work is by far the most important function of the Dairymen's Association. I wish that, instead of



# For Better Silage- and Longer Service

Owning a Case Silo filler means better silage, because:

You can fill your silo when the corn or other forage crop has the greatest feeding or milk producing value.

You can cut the silage evenly and of the best length for packing, keeping and feeding.

You can allow time for shrinkage and fill your silo full.

These advantages represent a yearly cash saving often equal to the first cost of a Case Silo Filler.

A Case Silo Filler gives you longer service, because:

The large, strong, hot riveted frame, makes a rigid foundation for all the working parts, holding them in line and reducing friction losses and wear.

The strong axles and trucks stand up under the strains of transportation.

A boiler plate flywheel, strong, heavy and safe, carries the adjustable knives and fans that cut, blow and throw the silage into the highest silos.

All bearings have large surfaces and are well lubricated by compression grease cups conveniently located.

All parts are well balanced.

Case Silo Fillers, properly cared for, last through many years of strenuous service. No machine has greater capacity, requires less power for operation or is more completely equipped to give satisfaction. A letter will bring you full information about all three sizes of Case Silo Filler.

**CASE**  
TRADE MARKS REG. U. S. PAT. OFF. AND IN FOREIGN COUNTRIES.  
**SILO FILLERS**



**J. I. Case Threshing Machine Co., Inc.**

Established 1842

RACINE

WISCONSIN

the appropriation being diminished, it might be greatly increased so that the cow testing work could be extended. It is the non-paying cow that produces the surplus of dairy products and at the same time bankrupts the farmer. I wish a concerted effort might be made by dairymen throughout the state to impress the legislators with the importance of this work."

I am unable at this date, April 30th, to make any definite statement as to our appropriation, for the legislature has taken no definite action. My friends tell me they believe we will retain our \$6,000, but they cannot promise favorable action on the increase to \$10,000 that we need. There is still time for those who read this to write their own representatives in the legislature, if they have not already done so. It is a busy time, but just sit down today and tell your representative that you would like to have him vote for \$10,000 for the Wisconsin Dairymen's Association.



#### DID'YE EVER HEAR THE LIKE?

"Jim," says I, "what'll it be costing us a year to feed them 20 cows?"

"Blest if I know. Likely \$75 or \$100 apiece."

"H'm. It might be \$75 and it might be \$175. Have you any idea how much the different cows bring in for their milk? Are they making us money or aren't they paying their board?"

"Oh, they're making us something all right but how much, I don't know. If you're wanting to keep track you'll be needing a bookkeeper and that would cost more than it's worth."

"A bookkeeper is it?" says I. "Maybe so, but how about these cow test associations I've heard so much about? Is there one around here?"

"There is. The tester was around yesterday but I told him to get along. We'd no \$40 to be throwing away and, besides, who wants to board an extra man a day or two every month?"

"Sure, and how the devil did ye know we'd not want to join? Forty dollars thrown away, is it? Can't ye see ye'd be losing more than \$40 on one cow and not know it? Where is that tester today? I'll be after seeing him at once and we won't throw \$40 away, either. We'll just make it an investment."



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**--- DISINFECTANT --- STERILIZER****Stops Dairy Losses Prevents Sour Milk**

1. Kills Bacteria that Sour Milk.
2. Banishes Odors.
3. Keeps Equipment Sweet and Pure.

**PREVENTS LIVE STOCK DISEASE**

1. Kills Germs that Cause
2. ABORTION, RETAINED AFTERBIRTH
3. OTHER HERD DISEASES

Cheap To Use

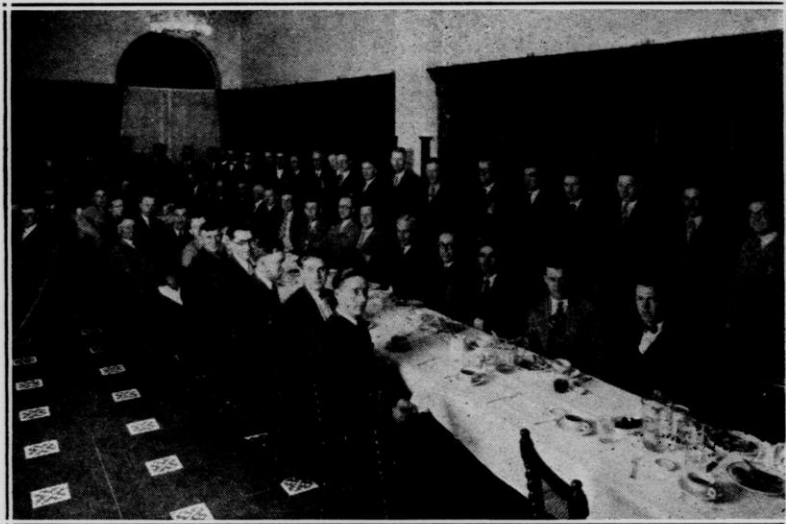
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**GENERAL LABORATORIES****MADISON, WISCONSIN****The Last Word In Modern Barn Equipment**

Special Process glazed stoneware water-bowls and salt and mineral feeders.

This sanitary equipment is guaranteed against breakage by cows and sold on 30 days' approval. No trouble or expense has been spared to make these goods the best that human skill can produce regard-

less of price. These white, shining cups are very practical and efficient, and a real ornament to the finest barn, and made so simple that anyone can install them; even cutting the supply pipe for waterbowl will stand variation with our valves, and pipe braces. We fit any make of stall, and sell direct, where no sales agency. We will gladly send you pamphlet and full information free.

**IDEAL SALT FEEDER CO.****MORRISTOWN, MINN.****THE TESTERS' AND MEMBERS' BANQUET**

About 75 Wisconsin cow testers gathered at Madison for their meeting on January 31, 1927, to discuss the technic of their work and gather inspiration by contact with others. On the evening of that day they held a banquet and invited members of the Wisconsin Dairymen's Association to sit down with them for an evening of pleasure. It was a good idea and will be repeated on a larger scale next year.

## THE WISCONSIN DAIRYMEN'S ASSOCIATION

The premier position of Wisconsin as a dairy state is in no small measure due to the vision of a few men who met at Watertown in February, 1872, and organized the Wisconsin Dairymen's Association.

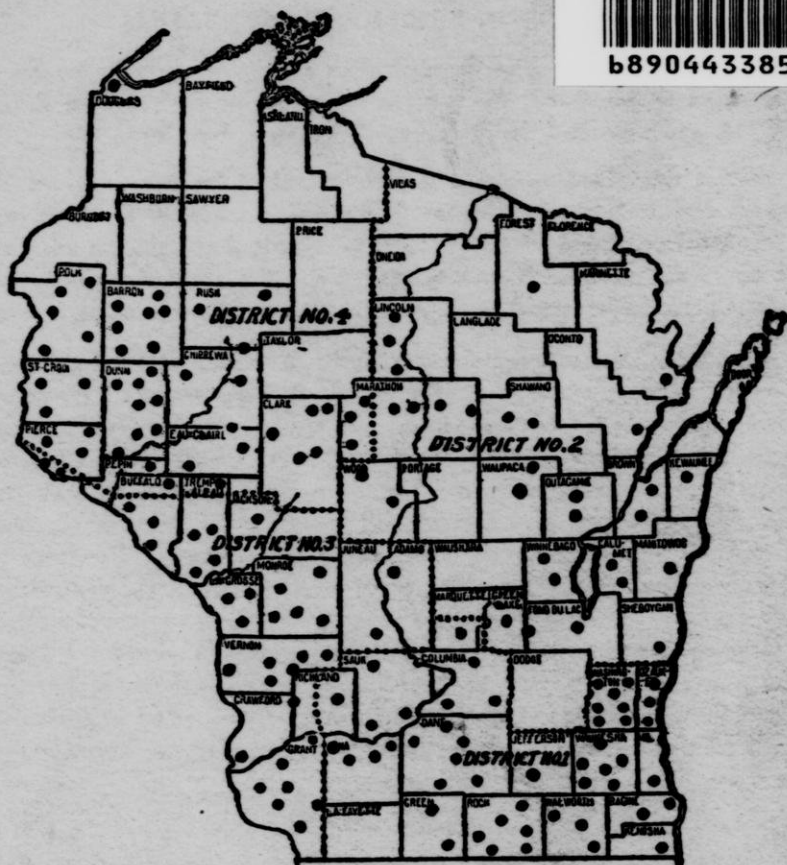
At that time, farming was at a low ebb. Soil fertility had been exhausted. Men were moving into the more fertile prairies of the West, and the infant dairy industry of the state was unorganized and without adequate markets. From that small meeting and from that small beginning, and almost at once, improvement set in and the advancement was made.

A recital of the accomplishments of the Wisconsin Dairymen's Association is interesting reading. Briefly stated: It was responsible for securing trade outlets in the early days, and promoting better products and better production methods. Largely through its initiative, the farm institutes of the state were inaugurated, the first dairy school was established, the Dairy and Food Commission created, and the dairy legislation of the state perfected. It organized the first cow-testing association in Wisconsin in 1906 and has ever since been responsible for the expansion and supervision of this work. Its mission throughout the years has been to urge the dairymen to keep better cows, to give them better care, to produce a better product, to protect their market from fraudulent competition, to improve their marketing methods and their trade outlets—all to the end of producing better profits, a sounder industry, and the building of better homes and a better home life.

In its work, the Wisconsin Dairymen's Association has had the hearty co-operation of the United States Bureau of Dairy Industry, the State College of Agriculture, the county agents, and its farmer members generally. It has been the good fortune of Wisconsin to have had men and institutions interested in the dairy industry who have been able to work together unselfishly for the advancement of her biggest and basic industry.

That this work might advance, the Wisconsin Dairymen's Association has been compelled to call upon its members to contribute \$1.00 a year to the state-wide work of organization and supervision of cow-testing associations, this in addition to the expense these members are under to finance the major part of the work of the local association, amounting as it does to about a thousand dollars a year per association. The response of these members has been generous and has enabled us to do a work for the state of Wisconsin and the several cow-testing associations that would otherwise have been impossible.

Our members may well take pride as contributing materially to this constructive work of a state association that has over a half century of history replete with constructive work for the dairy industry of the state.



**Location of Wisconsin's Cow Testing Associations Active  
on April 1, 1927**

## Wisconsin Still Leads

On January 1, 1927, there were 837 cow testing associations in the United States, with 21,128 members having 362,014 cows on test. On the same date Wisconsin leads all states with 159 associations and 4,194 members having 64,897 cows on test, or nineteen per cent of all. Michigan comes next with 102 associations and 2,449 members having 26,511 cows on test.

Since the organization of the first cow testing association by the Wisconsin Dairymen's Association in 1906, the test of merit and profitableness has put on nearly seven hundred thousand cows. During this same period the average production of all cows in Wisconsin has been increased 26 per cent, and still the average Wisconsin C. T. A. cow has a production 50 per cent greater than the average of all cows in the state.