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## **The Farmers' Institutes annual report, 1928-1929. 1929**

Luther, E. L.

[s.l.]: [s.n.], 1929

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**THE FARMERS' INSTITUTES**

**ANNUAL REPORT**

**1928-1929**

**To**

**H. L. Russell, Dean**

**By**

**E. L. Luther, Superintendent**

September 26, 1929

Dean H. L. Russell  
College of Agriculture  
Madison, Wisconsin

Dear Dean Russell:

I have the honor to report upon the work of the department of Farmers' Institutes for the year July 1st, 1928, to July 1st, 1929.

Survey of Farmers' Institutes for the Year

The department of Farmers' Institutes now pursues its work in two well defined divisions. One division called regular institutes deals for the most part with matters pertaining to individual farms, the other called marketing institutes deals for the most part with cooperative marketing and the business problems of cooperating farmers.

During the institute year July 1st, 1928, to July 1st, 1929, regular institutes were arranged for and conducted as follows:

79 two-day institutes  
300 one-day institutes  
152 one-session institutes  
43 Women's institutes and

Cooperative marketing institutes were arranged for and conducted as follows:

6	three-day institutes	on butter
5	" "	" on American cheese
1	" "	" on foreign cheese
5	" "	" on live stock
1	" "	" on fluid milk
2	" "	" on poultry and eggs
4	" "	" on tobacco
1	two-day institute	on American cheese

2	one-day	institutes	on	butter
6	"	"	"	on live stock
4	"	"	"	on fluid milk
8	"	"	"	on tobacco

15	one-session	institutes	on	butter
2	"	"	"	on American cheese
22	"	"	"	on fluid milk
2	"	"	"	on strawberries
9	"	"	"	on tobacco

A total of 574 regular institutes with an aggregate attendance of 71,409 and 95 cooperative marketing institutes with an aggregate attendance of 23,463, making a total aggregate attendance of 94,872.

This makes a material falling off of attendance for the institute year of 1928-1929. The only reason for this that can be presented is the fact that a severe epidemic of influenza prevailed generally in the state in November and December 1928 and from the middle of November until late March one of the deepest snows and stormiest winters experienced prevailed.

For six consecutive weeks of cooperative marketing institute work in which the superintendent participated the institutes were practically spoiled by severe storms in which high winds completely blocked the roads. Portions of these institutes had to be abandoned altogether. What went for the experience of the superintendent went for the experience of other workers as their reports and letters show.

Mr. A. H. Cole again assisted with the arrangements for the regular institute work while the superintendent arranged for the cooperative marketing institutes and conducted one of the two series of such institutes.

The corps of speakers consisted of practicing farmers who served a total of 221 days and of extension specialists who served 278 days. Eight persons assisted with programs in the Women's institutes.

In the cooperative marketing institutes 59 persons, among whom were 21 county agents, spoke, all being selected for their special fitness for the problems involved.



The subjects discussed at the regular institutes covered soils, crops, dairy herds, dairy products, diseases and pests, swine, poultry, horticulture, farm business, marketing, rural electrification and a miscellaneous group of subjects.

Service in materials was rendered as results of institute discussions as follows:

Bulletin requests	7,221
Testing association members	444
Soil improvement association members	477
Alfalfa seed (pounds)	5,200
Lime (tons)	1,439
Fertilizer (tons)	171
Glover seed (pounds)	1,400 and

then a long list of miscellaneous needs.

The cooperative institute work resulted in the organization of a number of follow-up committees, the organization of one milk producers' association, new members to existing organizations and service to a large number of organizations and information supplied to individuals and groups requesting it.

The above is a summary. Following this will be a report which enters into detail upon some matters, but differing from our ordinary annual report in that less time and space will be devoted to all that we have done, but two or three institutes will be covered pretty fully to indicate the way we approach them, the manner in which we conduct them and the means we undertake to secure results. Mr. Cole will report upon the regular institutes. His report will be connected with this report.

Cooperative Marketing Institutes

The Cooperative Institute Staff

The following persons appeared on the programs of the cooperative

institutes:

Marketing Institutes Staff

- E. L. Luther, Conductor, Superintendent Farmers' Institutes, Madison
- H. W. Ullsperger, Conductor, Door County Fruit Growers' Union, Sturgeon Bay
- H. H. Bakken, Economist, College of Agriculture, Madison
- R. K. Proker, " " " " "
- W. P. Mortenson, " " " " "
- H. T. Sondergaard, Dairy Specialist, College of Agriculture, Madison
- J. B. Hayes, Poultry Specialist, College of Agriculture, Madison
- Henry Arens, Land O' Lakes Creameries Incorporated, Jordan, Minnesota
- H. A. Harmison, Iowa State Brand Creameries Association, Mason City, Iowa
- J. M. Coyner, Wisconsin Meat Improvement Council, Madison
- Otto Onstad, Conductor of Farmers' Institutes, Cambridge
- W. L. Witte, Madison, Milk Producers' Association, McFarland
- D. N. Geyer, Pure Milk Association, Chicago, Illinois.
- H. W. Thew, Madison Milk Producers' Association, Madison
- W. E. Bois, Land O' Lakes Creameries, Inc., Minneapolis, Minnesota
- V. Lockwood, Land O' Lakes Creameries Incorporated, Minneapolis, Minnesota
- Cyril Wright, District 24, Land O' Lakes Creameries Incorporated, Galesville
- A. J. Brovold, Director, Land O' Lakes Creameries Incorporated, Ettrick
- Adolph Nuttleman, Badger Cooperative Creameries, Inc., West Salem
- C. W. Murwin, Northern Wisconsin Cooperative Tobacco Pool, Madison
- Emerson Ela, Northern Wisconsin Cooperative Tobacco Pool, Madison
- A. C. Johnson, Northern Wisconsin Cooperative Tobacco Pool, Madison
- D. O. Mahoney, Northern Wisconsin Cooperative Tobacco Pool, Viroqua
- W. K. Mickelson, Courier-Hub, Stoughton
- Jerome C. Norsman, Tobacco grower, Windsor
- James Johnson, Tobacco Specialist, College of Agriculture, Madison
- W. B. Ogden, Tobacco Specialist, College of Agriculture, Madison
- Wm. Hutter, Wisconsin Cheese Producers' Federation, Spring Green
- F. G. Swoboda, " " " " Plymouth
- B. E. Billington, " " " " Wausau
- F. R. Ubbelohde, " " " " New Richmond
- J. J. Lamb, Equity Livestock Cooperative Sales Assn., Milwaukee
- J. S. Montgomery, Central Cooperative Commission, South St. Paul, Minnesota
- O. Z. Rensberg, " " " " "
- William Peck, Live Stock Supervisor, South St. Paul, Minnesota
- Leroy Hess, Farmers' Union Livestock Sales Commission, Chicago
- J. C. Brady, Chicago Producers' Commission, Chicago

County Agents

- R. Amundson
- A. D. Carew
- C. F. Claflin
- E. L. Divan
- J. I. Etheridge
- R. T. Glasco
- R. J. Holvenstot
- A. M. Jacobson
- H. M. Knipfel
- H. R. Lathrope

- G. M. Lyeon
- L. J. Merriam
- S. P. Murat
- A. C. Murphy
- J. T. Omernik
- W. J. Rogan
- E. V. Ryall
- E. W. Schelling
- Dan Shaffer
- W. E. Spreiter
- H. G. Seyforth

It will be noticed that a number of persons represented cooperative organizations doing business in Wisconsin. These organizations supplied these speakers upon request of the superintendent and took care of the expenses connected with them. The superintendent believes that large central market cooperatives should be patronized to supply the producers with their own controlled marketing agency. Hence the plan is to have a successful central marketing agency represented on the program to give information concerning the marketing agency in question.

### Three Examples of How Problems were Handled

In this report the superintendent will digress from the usual presentation of what has been done with each commodity and will present rather some examples of how some institutes and farmers' problems were handled.

#### 1. The Mondovi Situation

At Mondovi there are two cooperative creameries both removed some distance from the railroad. The patrons are carrying double overhead in much of the producing process and competing against each other in the market. Neighboring concerns are encroaching upon the supply to these creameries and these cooperative enterprises are in danger. The situation is complicated by a bank connection with each creamery. Of course two sets of officers and buttermakers also furnished a complication. There was local sentiment in favor of reviewing the problems in a cooperative marketing institute. So an institute was scheduled for December 1928.

Herewith are exhibits of some of the circular letters used and the program presented.

THE UNIVERSITY OF WISCONSIN  
Madison

College of Agriculture  
Department of Farmers' Institutes  
E. L. Luther, Supt.

November 14, 1928

Officers and Directors of Creameries  
of Buffalo and Adjoining Counties.

Gentlemen:

The production of butter is one of the largest farm enterprises of Buffalo and adjoining counties. About one-half of all the money received from the sales of farm products comes from butter. Whether farmers are enjoying good times or not depends largely upon their returns from butter.

Since Wisconsin farmers turned from grain farming a half century ago and began to make this a dairy state, they have surely worked hard and spent their time and effort upon the production of milk and they have surely done a good job of it as Wisconsin is the greatest dairy state in the Union.

Of late years, however, they have found it increasingly difficult to buy the things which they have needed and to pay their taxes. In thinking over the situation many farmers have come to the conclusion that they need to study how to get their money out of their butter as well as how to produce it.

A farmers' butter marketing institute will be held at Mondovi on December 4, 5 and 6, 1928, Tuesday, Wednesday and Thursday, to supply opportunity to study the business and economic side of the butter industry which men other than farmer butter producers are handling. The institute will be a congress of officers, directors and patrons of a half dozen or more creameries in Buffalo and adjoining counties.

The forenoon sessions will open at 10:00 A.M. and the afternoon sessions at 1:00 P.M. and each day will close promptly at 3:30 P.M. to permit those who attend to get home to do the evening chores.

Creamery patrons, their wives and older children are cordially invited. I hope that every person receiving this letter will extend the invitation.

Yours very truly

E. L. Luther, Superintendent

Madison, Wisconsin

ELL:C



FARMERS' MARKETING INSTITUTE ON BUTTER  
MONDOVI, WISCONSIN  
TUESDAY, WEDNESDAY and THURSDAY, DECEMBER 4-5-6, 1928

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PROGRAM  
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Tuesday - December 4

- 10:00 A.M. The farmer's relation to the business side of agriculture - Mr. Luther
- 11:00 A.M. The history of the local butter industry - Mr. Murat
- 1:00 P.M. The advantages of sweet cream and the methods of producing it - Mr. Sondergaard
- 2:00 P.M. Effective cooperative organization for butter - Mr. Froker
- 3:00 P.M. Summary of the day's proceedings - Mr. Luther
- 3:30 P.M. Adjourn until 10:00 A.M., December 5.

Wednesday - December 5

- 10:00 A.M. Modern business mergers vs cooperative farmer competition - Mr. Froker
- 11:00 A.M. Cooperating creameries and fieldman service - Mr. Wright
- 1:00 P.M. Grading cream and paying by grade - Mr. Sondergaard
- 2:00 P.M. Developments in the dairy industry which affect the farmer's markets for butter - Mr. Froker
- 3:00 P.M. Summary of the day's proceedings - Mr. Luther
- 3:30 P.M. Adjourn until 10:00 A.M., December 6

Thursday - December 6

- 10:00 A.M. How the butter price is set - Mr. Sondergaard
- 11:00 A.M. The urge for cooperative butter marketing in the Mid West - Mr. Froker
- 1:00 P.M. District No. 24 and six months with Land O' Lakes Sales Association - Mr. Brovold
- 2:00 P.M. The Land O' Lakes Creameries Incorporated  
(Speaker from Land O' Lakes)
- 3:00 P.M. What ought to be done? - Mr. Luther
- 3:30 P.M. Adjourn sine die.

- 
- E. L. Luther, Conductor, Superintendent of Farmers' Institutes, Madison
  - H. T. Sondergaard, Dairy Specialist, College of Agriculture, Madison
  - Rudolph Froker, Economist, College of Agriculture, Madison
  - Cyril Wright, Fieldman District No. 24, Whitehall, Wisconsin
  - A. J. Brovold, Secretary-Treasurer, Land O' Lakes Creameries Inc., Ettrick, Wis.
  - S. P. Murat, County Agent, Alma, Wisconsin
  - W. C. Stauss, County Agent, Eau Claire, Wisconsin
  - W. S. Comings, County Agent, Whitehall, Wisconsin



THE UNIVERSITY OF WISCONSIN  
Madison

College of Agriculture  
Department of Farmers' Institutes  
E. L. Luther, Supt.

November 21, 1928

Dear Sir:

Three requests have come to the Institutes office regarding subjects which are desired on the program at the Farmers' Marketing Institute on butter at Mondovi on December 4-5-6, 1928.

The first request is for a discussion of the matter of consolidating the two creameries at Mondovi.

The second request is for a discussion of the whole milk invasion and the consequences of the creameries and best method to save the creameries.

The third request is to have a speaker from the great Land O' Lakes cooperative butter organization.

These are all subjects very pertinent to that section of Wisconsin and especially to the Mondovi area and these requests will be granted.

I am sure that you would like a more profitable agriculture. This can only come about by farmers working together instead of against each other. To help farmers to come together we have arranged this institute. I am presenting a splendid program which will be helpful to that section of Wisconsin if we can have a good attendance of farmers and their wives. Won't you try to be present and to call up some of your neighbors and get them to attend?

The institute will open each day at 10:00 o'clock and close at 3:30 P.M. to permit farmers to get home. Afternoon sessions will begin at 1:00 o'clock. A program is enclosed herewith.

Everything that you can do to help this institute will help you later.

Yours very truly

E. L. Luther

Superintendent

THE UNIVERSITY OF WISCONSIN  
Madison

College of Agriculture  
Department of Farmers' Institutes  
E. L. Luther, Supt.

November 27, 1928

Officers and Directors of Creameries  
in Buffalo and Adjoining Counties.

Gentlemen:

This will be our last call to the Farmers' Butter Marketing  
Institute at Mondovi, December 4-5-6, 1928.

Think this over. Farmers work hard the year around to pro-  
duce milk and butter. When the butter is ready for market.

1. Who makes the rules for the business deals?
2. Who does the grading?
3. Who does the weighing?
4. Who sets the price?
5. Who makes the terms of settlement?
6. Do the farmers or the buyers?

If you will be best satisfied with having little or nothing  
to say about the business of selling butter, you will not come to this  
institute. If you think that you ought to have something to say about  
these things which are important to you, you will be sure to attend.

Don't forget that a representative of the Land O' Lakes  
Creameries, Incorporated, the largest cooperative butter marketing as-  
sociation in the world, will speak on December 6, 1928. Don't fail  
to hear him as the Land O' Lakes helps its patrons to make the rules  
of the business done, do the weighing, the grading, set the price and  
determine the terms of settlement.

Yours very truly

E. L. Luther

Superintendent

Twelve creameries were represented. The institute was well attended each day and the discussions were to the point with nothing left unsaid which was germane to the situation. The spirit was good and it was one of the best institutes of the year.

At the close of the institute the superintendent named three patrons of each creamery upon a committee to consider a consolidation of the two creameries. The County Agent of Buffalo county was made chairman of the committee and the economist of the institute was made a member of the committee as consulting economist. These two men were without vote.

The committee was circularized by the superintendent making the request that the committee try to forget former competitions and reasons for the creameries remaining separate and to consider only all of the reasons why they should get together and ways and means to do so. Our suggestions were all apparently taken seriously and agreeably. Below is the letter circularizing the committee:

December 10, 1928

Mr. J. W. Robinson, Farmers' Coop., Mondovi, Wis.  
Mr. August Schreiner, Farmers' Coop., Mondovi, Wis.  
Mr. Curt Rohlschheit, Farmers' Coop., Mondovi, Wis.  
Mr. W. H. Armour, Mondovi Dairymen's, Mondovi, Wis.  
Mr. L. H. Whitworth, Mondovi Dairymen's, Mondovi, Wis.  
Mr. D. A. Whelan, Mondovi, Dairymen's, Mondovi, Wis.  
Mr. S. P. Murat, County Agent, Alma, Wis.  
Mr. Rudolph Proker, Economist, Madison, Wis.

Gentlemen:

I certainly entertain a most grateful feeling towards the splendid men who sat in at the recent institute at Mondovi at which we were called upon to discuss some questions which were rather touchy propositions.

Your committee which I appointed to follow up and study the question of creamery consolidation at Mondovi was selected with the feeling that I was appointing on this very important committee eight of the most substantial and well balanced and considerate men I could have selected for a matter of such deep consequence to the farmers of that section and the Mondovi business community as well.

I felt that you men would meet with the idea uppermost that you would try to work out a way to consolidate rather than to object to anything which might be offered. There will be problems which will look almost insurmountable. It is presumed that there will be differences of opinion and

possibly a clashing of interests. These things are to be adjusted to bring about a new order in which a larger general welfare will be promoted. All will be benefited in a larger general welfare.

There was a suggestion that all of the creameries in the carlot association ought to be asked to consolidate their creameries with one up-to-date plant at Mondovi. Since thinking on this matter I have concluded that there will be little disposition among other local communities to surrender valuable industrial enterprises now and so consolidation based on this idea will fail at Mondovi. I am rather of the opinion that a plant which can offer fluid milk, butter, cheese, ice cream, sweet cream, powdered milk and powdered sweet buttermilk will prove so much more economic that force of circumstances will in a short time bring these other creameries into the big cooperative which you men will have worked out at Mondovi. I hope, therefore, that the consolidation of the two creameries at Mondovi will have first, thoughtful consideration. Let's work out at Mondovi a cooperative plant which will be able to measure strength with any enterprise invading from another community. In such a plant the welfare of Mondovi dairymen will be best looked after and the welfare of the whole community will follow.

With the hope that you men will help me to enjoy this project, I will subscribe myself.

Yours very truly

E. L. Luther

Superintendent

ELL:C

The committee held a meeting about a week after the institute to talk over matters and to make preparations for a second meeting. Some of the leading questions studied were ways and means of consolidating, the kind of building desired by the consolidated creameries and its location, cost, and equipment to make it a modern plant capable of preparing fluid milk and other dairy products. Here is a circular letter on this meeting of the committee:

January 17, 1929

COMMITTEE ON CREAMERY CONSOLIDATION AT MONDOVI.

J. W. Robinson  
August Schreiner  
Curt Rohscheid

Farmers' Cooperative Creamery

W. A. Armour  
L. H. Whitworth  
D. A. Whelan

Mondovi Dairymen's Creamery

S. P. Murat, County Agent, Chairman  
Rudolph Froker, Consulting Economist.

I surely was glad to learn that as the result of the first meeting of the committee your desire was to look up construction costs on a possible plant which would serve the combined patrons of the two creameries. Mr. Froker tells me that he has some figures on this and that the resident members of the



committee would probably also look into the matter somewhat as well as into the way the creameries at Arcadia were consolidated. That was reasonable progress I would think for the first meeting.

I am enclosing copy of a letter which I received from Nelsonville. It will explain itself. I am also enclosing a line which I wrote to three of our main farm papers. You will be interested in both.

Clayton is also constructing a new plant and I understand that at Strum the dairymen have been experiencing some ups and downs but have finally determined to construct a new plant. Since last May the Land O' Lakes organization has been helping with some of their problems, I believe. Possibly Mr. Wright, fieldman of District No. 24, could give you some information relative to Strum and possibly your resident committeeman would find it convenient to take a trip together to Strum to see what is going on. It might not be a bad idea to keep an eye on Strum. There is no telling where invasions may come from.

Mr. Froker says that you may hold another meeting next week about January 22 when he is on his way to River Falls, where we work in another marketing institute.

Are you watching the opening skirmishes between the dairy farmers in the Chicago Pure Milk Association and the big distributors? Most anything interesting is liable to happen. Things are on the move. I hope you folks get set all right. It would appear that new developments in Wisconsin make necessary new ways of doing things.

Hoping that you have another meeting in which you try to find a way to get together, I am,

Yours very truly

E. L. Luther

Superintendent

ELL:C

The second meeting was held about two or three weeks after the institute. Both committee meetings were without rancor or squabble and a test vote was taken to determine what report should be made to the creameries. This resulted in a vote of four to two in favor of recommending merging the two creameries. Below is Mr. Froker's report to the committee:

January 29,  
1929

Mr. J. W. Robinson, Mondovi, Wisconsin.  
Mr. August Schreiner, Mondovi, Wisconsin  
Mr. Curt Robischied, " "  
Mr. W. H. Arnous, " "  
Mr. L. H. Whitworth, " "  
Mr. D. A. Whelan, " "



Gentlemen:

Your committee at its meeting on December 18th instructed us (S. P. Murat and R. K. Froker) to bring together such figures as would indicate the probable cost of erecting a new dairy plant in Mondovi with a capacity about equal to the present output of the two creameries.

Our report was made orally before the committee on January 22nd. The following is a summary of that report, giving costs on three types of plants.

I. Cost of a million-pound creamery taking in only farm-separated cream: Building cost would be about \$20,000. Machinery would, in general, be the same as needed in present plants, but would not offer better market outlets for by-products, such as buttermilk and skim milk. Drying equipment for drying buttermilk could be added with an additional cost of about \$5,000.

II. Cost of a dairy plant of similar capacity taking in half whole milk and half cream, and equipped to sell sweet cream, butter, dried skim milk, and dried buttermilk:

	Estimate from Land O' Lakes*	Estimate with Sondergaard*	Garden Valley Creamery, Waumandee*
Approximate building cost	\$23,000	\$25,000	\$27,500 (only cream received)
" general equipment	20,500	23,550	7,500
" drying equipment	14,000	10,000	5,000
TOTAL	\$57,500	\$58,550	\$40,000

\*Explanatory letters accompanying report.

III. Cost of large general utility plant equipped to handle 25,000,000 pounds of milk per year, part milk and part cream or all milk:

Approximate building cost	\$60,000
" machinery "	90,000
	<u>\$150,000</u>

This plant will take care of the product in any form the market may demand; dry milk, sweet cream, butter, condensed milk either skim or whole milk, dried skim or dried whole milk, casein, milk fat and cheese. This is, of course, a large plant excellently equipped and allowing for considerable expansion.

Notes on Garden Valley Cooperative Creamery at Waumandee, Wisconsin:

Total cost of building and all equipment \$40,000.  
 Building is two stories, 62 by 70 feet.  
 Building cost alone \$27,500.  
 Buttermilk drier cost \$5,000.  
 Ice machine cost \$3,100.  
 Boiler cost \$4,000.

Financing:

Capital stock \$6,825.  
 Issued \$30,000 in bonds bearing 5 per cent interest.  
 Two thousand to be retired each year. Bonds can be recalled after 1930.

Sale of buttermilk powder in 1928 brought \$8,885.74.  
Highest ever received for buttermilk in liquid form was \$1043.

Copy of stock subscription blank used at Clayton, Wisconsin:

STOCK SUBSCRIPTION

I hereby subscribe for \_\_\_\_\_ shares of capital stock of CLAYTON COOPERATIVE CREAMERY COMPANY, a Wisconsin corporation of the par value of Fifty Dollars (\$50) per share. This subscription is given in consideration of similar subscriptions made or to be made by others, but shall become void on January 1, 1929, unless prior thereto total subscriptions are had for three hundred (300) shares of Fifty Dollars (\$50) par value stock of said corporation, exclusive of Twenty-two Hundred Dollars (\$200) in par value of stock heretofore issued and now outstanding.

Dated \_\_\_\_\_, 1928.

Witness:

\_\_\_\_\_  
Address \_\_\_\_\_

We hope that this report will be of value to the committee in planning for present and future needs of the Mondovi dairymen.

Very truly yours,

S. P. Murat

R. K. Proker

RKF:m  
Inc-2

Minneapolis, Minnesota  
January 11, 1929

Mr. R. K. Proker  
University of Wisconsin,  
Madison, Wisconsin.

Dear Mr. Proker:

We have figured out the cost of building a million pound butter creamery taking in half whole milk and half hand-separated cream and equipped to churn and sell cream, dried skim milk and dried buttermilk. These figures are briefly as follows:

Approximate building cost . . .	\$23,000.
Approximate general equipment .	20,500.
Approximate drying equipment. .	14,000.
Total . . . . .	<u>\$57,500</u>

This will give you a very substantial building and also the best type of equipment, but will not provide for a great deal of expansion in ca-

capacity except by putting on a night shift, which of course could be done in drying the milk. If the equipment is bought through the Land O' Lakes Creameries there would be considerable refunds to be expected.

If we can be of any further service to you, kindly let us hear from you.

Very truly yours,

LAND O' LAKES CREAMERIES, INC.  
SUPPLY DEPT.

MJH:ln

By N. J. HEDLUND (Signed)

January 7, 1929

Butter Creamery receiving half cream and half milk, producing about a 1,000,000# of butter per year. Drying 50,000# skim milk per day and all the buttermilk.

Building a Refrigerator insulation  
Room for 3 churns 25,000.00

Weigh Room

Cream Scale )  
Weigh Can ) overhead 800.00  
Milk Scale )  
Milk Weigh Can ) 800.00

Creamery Room

4-500 Gallon cream vats @ \$1,000.00 4,000.00  
2 Motor drive churns @ 1500.00 3,000.00  
3 Motor drive pumps @ 150.00 450.00  
1 Cream Separator 1,200.00  
1 Butter Printer 100.00  
10 Butter Boxes @ \$10.00 100.00  
Milk Tester 100.00

Boiler Room

1-125 HP boiler (would take care of  
50,000# milk daily) 5,000.00  
1 Refrigerator-Complete-compressor  
and piping 6,000.00  
Miscellaneous machinery 1,000.00  
Installing of machinery 1,000.00

Milk dryers

2 milk dryers @ \$5,000.00 10,000.00  
Can be placed on second floor

\$58,550.00

H. T. SONDERGAARD (Signed)

Shortly after this a meeting of one of the creameries was called and the recommendation was voted down.

Where did the trouble lie? The two members of the committee who voted against a merger of the creameries belonged to the creamery which met first and voted down the proposition. One of these men was manager of the creamery and evidently did not want to run the risk of losing his job should the merger succeed. The superintendent made the mistake of naming the managers on the committee, but both were prominent farmers and could not very well be left off the committee. One of the buttermakers had an article in the local paper opposing a merger. This matter will be referred to again under the head "Why do our cooperative groups not merge?" The best interests of the community must continue to suffer the results of destructive competition because the personal interests of a few men might suffer. This is perhaps the most potent reason for the failure of our local commodity groups to merge their business interests.

## 2. The Eastern Dane County Dairy Problem

Late in August 1928 two dairy farmers called upon the superintendent to discuss the problem which confronted the patrons of the private milk plant at Deerfield.

They stated their case and reported that a state department has held two overflowing meetings out there and then matters had come to an end. They had come to see what the department of Farmers' Institutes could do for them. Their best suggestion to the superintendent was to the effect that he see J. C. Hanson and Otto Onstad as they were well acquainted with the eastern Dane county dairy situation and were men capable of giving good advice.

On September the superintendent celebrated his birthday by calling upon Mr. Hanson and Mr. Onstad at their farms and discussing the situation with them and presenting a program which involved not only the Deerfield group but four or five small creamery groups which were threatened by private milk trucks,



the situation appearing to be one involving the ruin of cooperative enterprises and throwing the dairy farmers back into an individual farmer situation at the mercy of private organizations.

As the superintendent saw the matter there might be need, as a final arbitrament of the whole situation, of merging the cooperative interests in a large plant owned and controlled by the farmers some time in the near future. With this in view it was proposed that the first move be made among the small farmer owned creameries, the next among the patrons of the Deerfield plant and the whole matter pointed towards a cooperative marketing institute to be held at Cambridge.

Four evening meetings were arranged with the officers and directors of the creameries. Mr. Froker and Mr. Sondergaard were detailed to visit each creamery and as much of each creamery territory as possible during the day on which the evening meeting was held so as to be acquainted with the physical condition and the economics of the creamery. These men were to meet the creamery groups in the evening meeting. The superintendent arranged to meet with the first creamery group to see that things got off to as good a start as possible. Four good meetings were held and interest was good. The dairy situation seemed to be pretty well understood and the needs pretty well determined.

In December five meetings were held in the territory of the patronage of the Deerfield milk plant. These were all pretty well attended except one, though the weather was pretty bad and the influenza prevalent. Things were well pointed to the three-day cooperative marketing institute at Cambridge.

The institute at Cambridge came on January 9-10-11. The side roads were bad and some actually impassable. The day opened with sleet. The Cambridge Chamber of Commerce had cooperated splendidly and had sent out 1200 letters advertising the institute. But the weather!

The day opened with a sleet storm which made going more difficult. Fifteen persons attended in the opening forenoon and 26 in the afternoon. Four



milk and creamery plants were represented and fifteen farms.

Thursday opened cold with more snow. Twenty-one were on hand on time in the forenoon and 56 in the afternoon. Another factory was represented. There was splendid interest manifested and regrets expressed that the weather and roads prevented people from turning out.

But Friday! The morning dawned with a severe blustering storm on. However, Sondergaard ran his car and Froker, Otto Onstad and the superintendent set out. We had not gone far when we discovered that the storm was terrible in the windswept country. Driving was next to impossible as the road could not be seen at all. Driving was blind. The cold was intense. We were compelled to turn back. The third day which should have been the best could not be realized on to organize the forces.

Yet the following letter telling of the organization and success of the Deerfield association speaks favorably for the work we did and evidences satisfaction with the results:

Dear Mr. Luther:

Thanks very much for your kind letter of September 3rd and very likely we will need some assistance after Jan. 1st. At the present time our milk goes on the Chicago Market and we receive \$2.70 for 3.50 milk, this price is the result of organization and it seems reasonable that the meetings held by your department did assist us in bringing our organization about.

The Deerfield Creamery Co. has a contract with the Rowman Dairy Co. of Chicago which expires Jan. 1st and unless this contract is renewed our trouble begins at about that date.

Respectfully yours,

Deerfield Local  
Pure Milk Association

Carl A. Schmidt, President.

### 3. The Eastern Wisconsin Butter Situation

In this section potato growing is complicating the dairy situation. Dairy is a leading farm industry and is not to be depreciated. The section is a great dairy section. The farms were developed when butter sold for thirty

cents and blouses could be bought for fifty cents. Now, however, farm lands go begging as elsewhere and banks find farm securities frozen assets as was evidenced by the closed bank at Scandinavia in March 1929 when we were there with a butter marketing institute. When potatoes are all right on the market and can help carry the dairy burden things go very well.

Some farmers attended the Station Day at Madison in June 1928 and among other things requested a butter marketing institute at Scandinavia. This was held on February 27 and 28 and March 1, 1928. While side roads were pretty well blocked and main roads looked like small canyons, the attendance was fair and seven creameries were represented. The creameries were represented by some of the very best and most progressive dairy farmers in that section. Some of these farmers later attended the big annual meeting of the Land O' Lakes Creameries Incorporated. The sentiment at the institute was splendid and those present were sympathetic with the idea that the dairy situation would improve were creameries cooperating.

A committee was arranged consisting of men from each creamery represented to consider plans for the organization of a cooperating field unit. The committee organized and laid out plans. In their progress with the work they were soon confronted with the fact that a large private dairy organization had *and had completed contracts with two of the creameries* anticipated the move, and that without these creameries a field unit would be impossible. Consequently the dairy farm situation must continue to remain as it is until it becomes worse. The farm situation which exists must be due to things which have been going on. One of these is private exploitation of agriculture through handling the business agriculture.

#### Why Cooperatives Do Not Merge

Often is the question asked "Why don't cooperatives unite? Why don't you show some results?"

After considerable experience and study of the matter the main reasons may be reduced to five:

1. First and most important, there is always some one in the local cooperative whose status would be disturbed by membership in an overhead organization. There are some managers who have done a good piece of work in the local producing and assembling cooperative. They are to be pardoned for the self-esteem which they evidence in maintaining the dignity of their position. But again it may be some gift receiver whose position would be jeopardised by belonging to an overhead cooperative. Some employe of the local cooperative may be in the pay of a private commercial organization. He will exert every ounce of his influence to keep the local cooperative out. Or some employe may lose his job by the merging or federating of cooperatives. Any way personal advantages of some one in position to hold a whip hand must be served in place of letting advantage accrue to farmer patrons.

2. Second, the farmers for the most part do not understand business. They have worked hard to make producing farms and have let some one else set the price, make the rules, do the weighing, do the grading and testing, do the docking and determining the terms of settlement. Quotations from boards are sacred and how these quotations are made is not at all or little understood. The farmers dread to explore the field of business. It looks like such a mystery to them that they give it up.

3. Farmers as yet do not have the cooperative feel and the cooperative understanding, even of the hundreds of those who belong to local cooperative organizations, only a few are really cooperative minded. It is hard for most of them to look upon a man in another coulee as a neighbor with interests common to theirs.

4. Farmers do not know or understand their power. They are like a great draft horse, which, hitched in a stall by a slight halter strap, cringes under the whip of the attendant, rather than break the strap and use powerful feet to crush life out of the whipper. Only now and then do the farmers understand their responsibility and exercise their prerogatives.

5. The farmers receive most of the conceptions of business from the emissaries of the firms who run the business of agriculture. These men are myriad and are everywhere. Their duty is to get and to hold business, business advantageous to their employers. Anything which creates the right atmosphere goes. So anything and everything are said and done.

These are ugly statements to make, but they are the truth. These things are age old and carry the reverence of time. The new cooperative language is at a great disadvantage.

#### The Foreign Cheese Situation

In 1922 the department went to the assistance of H. H. Balcken, who was actively engaged in educational and organization work, looking to a foreign cheese producers' federation. Each year since that time the department has carried on foreign cheese institutes in the Swiss cheese section. There is little question but that the National Cheese Producers' Federation has been greatly benefited by this work in its drive which has secured some 160 factories for a foreign cheese branch of the Federation. The department is the main educational agency which has been continually looking after the cooperative marketing of Swiss cheese since 1925.

#### Assistance Afforded Local Cooperatives

It is impossible to name all of the organizations which have been assisted. A few examples will be given.

#### The Clayton Creamery

An outstanding example is that of the creamery at Clayton, Polk county. A request for assistance was made by this creamery. The patrons wanted assistance with a reorganization of the creamery and with bringing the plant up to date. Mr. Proker was delegated to assist them. He met with them two or three times. The result is that the creamery is now remodeled and takes in whole milk. Mr. Proker was one of the speakers at the formal opening of the new plant. Clayton creamery is a member of the Land O' Lakes Creameries Incorporated.



The Badger Creameries Incorporated

Adolph Nuttleman, president, of West Salem, V. S. Keppel, manager, of the Holmen Creamery and John Norgaard, organizer, Galesville, called upon the College of Agriculture for assistance in butter improvement work in the eight creameries of the organization. Mr. Sondergaard of this department was delegated to the task. With the counsel and direction of Mr. Nuttleman the work was done in a satisfactory manner as far as reports are concerned.

The Madison Milk Producers' Association

Cooperatives are commencing to understand the necessity of educational work being done among the members. The Madison Milk Producers' Association requested assistance with a series of one-session meetings on special subjects. Mr. Proker and Mr. Sondergaard were loaned to the organization and reported a most satisfactory series of meetings.

The National Cheese Producers' Federation

The National Cheese Producers' Federation began the operation of a creamery and cream collecting plant at Dodgeville. Request was made for the assistance of Mr. Sondergaard. He assisted with converting the plant, with cream grading and with cream improvement among the patrons. His work was satisfactory.

The Northern Wisconsin Cooperative Tobacco Pool

Each year, previous to the crop to be handled, the Tobacco Pool opens the Pool to membership. An educational program precedes the drive for membership. The assistance of Mr. Mortenson was requested with a series of meetings in some of the localities where special work needed to be done. The management of the Pool has expressed high appreciation of Mr. Mortenson.

The Equity Cooperative Commission of Milwaukee

This organization requested assistance with a series of one-day meetings to consider meat improvement. The series was arranged and this department secured the services of Mr. J. M. Coyner, fieldman of the Wisconsin Meat Improvement Council, to complete the educational work. Satisfaction has



been expressed by the president, Mr. J. J. Lamb, with the assistance afforded.

The only considerable organization that has not requested the services of the department is the remains of the Wisconsin Cooperative Creameries Association. A few local cooperatives are known to be antagonistic to the work of the department, but in all cases the interests of some individual or individuals in the organization would be disturbed by educational work or contact with the organization.

#### Institute Specialists

H. T. Sondergaard is a splendid specialist in butter manufacture and cooperative marketing. He is kept busy the year around. He worked in all of the marketing institutes on butter and in the creamery meetings in eastern Dane county. He assisted the right creameries in the newly organized Badger Creameries Incorporated. His assistance was requested among the patrons of several Land O' Lakes Creameries in District 24 and several other Land O' Lakes creameries, including the creameries at Prescott and Rib Lake. The National Cheese Producers' Federation used him in organizing and establishing their creamery at Dodgeville. Mr. Sondergaard was one of the judges of butter at the State Fair.

R. K. Froker is rapidly becoming an outstanding dairy economist. He served in all of the butter, live stock and milk marketing institutes. He served in all of the creamery and milk meetings in eastern Dane county which resulted in the organization of the patrons of the Deerfield Milk plant. The Madison Milk Producers' Association made good use of his services among its members. The department of Markets requested his presence at several conferences. Mr. Froker is a success.

W. P. Mortenson joined the staff last fall and certainly gained a good reputation in cooperative marketing institute work. He was sent to initiate cooperative cheese marketing work in Price county last June and did a fine piece of work which has resulted in scheduling a cooperative marketing

institute on cheese in Price county this fall. He was much liked by the management of the Northern Wisconsin Tobacco Pool. It is a matter of much regret that Mr. Mortenson has left our employment.

#### Statistical Summary

On other pages will be found the names of the places where cooperative institutes were held together with the aggregate attendance. No small part of our work consists in representation at conferences, assistance at committee and board meetings of cooperatives, field work among actual patrons of cooperatives and calls at their farms, matters which are not easily susceptible to records. Statistics will not be presented concerning these activities.

#### Expenditure of the \$10,000 Appropriation

This will be shown in the financial statement attached to this report. This report only shows how \$10,000 were spent upon cooperative institute work. We spent considerably more than this sum upon cooperative marketing work, probably more nearly \$2,000, most of which represented travel expense.

The report of A. H. Cole, Assistant Superintendent, follows *the statistical data on the cooperative marketing institutes.*

STATISTICAL REPORT  
on  
COOPERATIVE MARKETING INSTITUTES

Attendance

Three-day Cooperative Marketing Institutes on Butter

Glenwood	112	(Rain, mud)
Mondovi	761	
River Falls	157	(Deep snow, high wind, cold)
Scandinavia	360	
Washburn	59	(Rain, mud)
West Salem	<u>156</u>	(-40°, severe)
Total	1,605	

Three-day Cooperative Marketing Institutes on American Cheese

Antigo	150	(Only 2 days, very stormy)
Edgar	685	
Oconto Falls	137	(Cold, stormy, flu)
Stangelville	209	
Thorp	<u>124</u>	(Rain, mud)
Total	1,305	

Three-day Cooperative Marketing Institutes on Foreign Cheese

Mt. Horeb	106	(Deep heavy snow)
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Three-day Cooperative Marketing Institutes on Livestock

Elmwood	177	(Cold, stormy, flu)
Markesan	936	
Muscoda	153	(Stormy)
Sauk City - P du Sac	163	(Quite stormy, cold)
Shawano	<u>293</u>	
Total	1,722	



Three-day Cooperative Marketing Institute on Fluid Milk

Cambridge 128 (Severe storm prevented holding third day)

Three-day Cooperative Marketing Institutes on Poultry and Eggs

Colby 449

New Richmond 685

Total 1,134

Three-day Cooperative Marketing Institutes on Tobacco

Cashton 322

De Forest 622

Stoughton 677

Viroqua 633

Total 2,244

Two-Day Cooperative Marketing Institutes on Cheese

Antigo ( to complete 215  
the three-day institute spoiled by severe storm)

One-day Cooperative Marketing Institutes on Butter

Brannon creamery 95 (Price county)

Ogema " 345 " "

Total 440

One-day Cooperative Marketing Institutes on Livestock

Campbellsport 8

Eldorado 9

Malone 63

Montello 100

Oakfield 18

Rosendale 17

Total 215



One-day Cooperative Marketing Institutes on Milk

Bristol	12
Logansville	99
Reedsburg	272
Somers	<u>49</u>
Total	432

One-day Cooperative Marketing Institutes on Tobacco

Arlington	95
Deerfield	137
Dell	80
Orfordville	1 (Roads blocked)
Albion	(Roads blocked)
Viola	96
Westby	120
West Prairie	<u>105</u>
Total	634

One-Session Cooperative Marketing Institutes on Butter

Clam Falls	100	
Clayton	200	
Comstock	5	
Cascade School	55)	} For Burnside Creamery
Burnside School	44)	
Urne Hall	23)	
St. Croix Falls	7,000	(Dist. 20)
Prescott	10	
Rib Lake	28	
County School	45	
" "	47	

(Carried Forward)

One-Session Cooperative Marketing Institutes on Butter (Cont'd.)

County Line	27
Strum	24
Luck	8
Ettrick	<u>2,000</u> (Dist. 24)
Total	9,616

One-Session Cooperative Marketing Institutes on American Cheese

Spring Green	400
Catawba	<u>150</u>
Total	550

One-Session Cooperative Marketing Institutes on Milk

Albion	7
Appleton	7
Bannon creamery	11
Bear Creek	75
Black Cream	27
Blair	92
Fairwater	120
Fitchberg	31
Greenville	24
Hillside creamery	8
Hortonville	35
Janesville	2,000
Kaulcauna	8
McFarland	60
Milton	45
Monroe	74
Mt. Horeb	30

(Carried Forward)

One-Session Cooperative Marketing Institutes on Milk (Cont'd.)

Pleasant Prairie	9
Pumpkin Hollow	35
Seymour	32
Trevor	12
Utica	<u>10</u>
Total	2,752

One-Session Cooperative Marketing Institutes on Strawberries

Menomonie	26
Warrens	<u>130</u>
Total	156

One-Session Cooperative Marketing Institutes on Tobacco

Christiana Town Hall	8
Colonel May School	29
Cottage Grove	1
Fairview School	27
Liberty School	14
Oakland Center	27
Rockdale	54
Star School House	11
Sun Prairie	<u>38</u>
Total	209

SUMMARY OF COOPERATIVE MARKETING INSTITUTES

1928-1929

	<u>Institutes</u>	<u>Attendance</u>	<u>Average Attendance Per Institute</u>
Three-Day	24	8,244	343
Two-Day	1	215	215
One-Day	20	1,721	85
One-Session	<u>50</u>	<u>13,283</u>	<u>265</u>
	95	23,463	

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	<u>No. Days</u>	<u>Attendance</u>	<u>Average per Day</u>
Three-Day	72	8,244	114
Two-Day	2	215	107
One-Day	20	1,721	85
One-Session	<u>50</u>	<u>13,283</u>	<u>265</u>
	144	23,463	



July 1, 1929

**THE FARMERS' INSTITUTES**

**ANNUAL REPORT**

**1928-1929**

To

**E. L. Luther, Superintendent of Farmers' Institutes**

By

**A. H. Cole, Assistant Superintendent**

July 1, 1929

E. L. Luther, Superintendent  
Department of Farmers' Institutes  
College of Agriculture  
University of Wisconsin

Dear Mr. Luther:

I herewith submit the annual report of the Farmers' Institutes from September 1, 1928, to July 1, 1929. This is a report on 79 Two-Day Farmers' Institutes, 300 One-Day Farmers' Institutes, 152 Single Session Institutes, and 43 Women's Institutes.

#### Purpose

The purpose of the Farmers' Institutes in Wisconsin is to improve, enrich and make more worthwhile the life of the farmer and his family. In order to do this the agricultural practices of the farmer must be such as to make agriculture more profitable. The institute gives scientific instruction in such a way that it stimulates the farmer to improve his farming, and makes it easy for him to do the thing that is to his greatest profit.

#### Types

##### Single Session Farmers' Institute

The single session farmers' institute is an institute of one session in a community. There may be two or three sessions in as many communities in a day. There is one speaker besides the county agent. The institutes are held under the immediate direction of the county agricultural agent. The purpose of this type of institute is to assist the county agent in disseminating information and signing up cooperators upon one of his major projects.

This is a very effective method of getting things done whether it be cow testing, poultry management or soil improvement work. Every community in a county can be covered and work started by every cooperator within a week. For work of this nature this is the best kind of an institute to hold.

The great weaknesses of this type of institute are attempts to make it strictly educational. It is too limited in scope and of too short duration to accomplish much in this respect. Strangers meet strangers and do not get acquainted. The session is over and the speaker is gone before questions arise.

This institute has not been doing all it could for the farmers of the communities in which it was held because it has not been considered of sufficient importance in the community in which it was held. It was not sufficiently advertised. The county agent puts a notice in the paper or sends out a circular letter and this is all. This is not enough. A local committee wisely selected is necessary. The county agent should meet with this committee two or three weeks before the institute, plan the advertising and then the committee should not be satisfied to merely notify but should create a desire in the minds of the neighbors to attend.

#### One-Day Farmers' Institute

The one-day farmers' institute, with one institute man and county agent, is of the same nature as the single session institute. It takes a longer time to do the work than the single session institute. More is often attempted and not as much accomplished. In many cases the attempt is made to make it take the place of the regular two-day institute. This is a failure for the lack of advertising and lack of time. It is too long for campaign work and too short for effective educational results.

#### Regular Two-Day Farmers' Institute

The regular old-line two-day farmers' institute has a place in every county in the state. Not in six or more places in the county, but in one or two communities. This should be, and in many cases is, the one agri-

cultural school for adult education in the county. Many years of experience have shown that two days is the right length of time for the institute. However, a four day period should be tried out in a few places. This is a real educational institution and is an inspiration to those farmers who spend two days at its sessions. More need not be said.

Too many of these institutes cheapens them in the minds of the people. There should be a real need and demand before one of these institutes is placed.

#### Split Two-Day Institute:

This institute is a regular two-day institute. Manned, arranged and advertised the same as a two-day institute, but the "first day's institute" is held in one community and the "second day's institute" is held in another community. This is advisable only when lack of interest or lack of population does not warrant a two-day institute. There have been a few institutes of this type that have been successful. The one at Shullsburg is a notable example. This type of institute should be attempted only when advertised and directed with the same care and effort as a two-day institute.

#### Large Two-Day Institute

There is a place in the institute program for a few large two-day farmers' institutes. These institutes arouse the interests of both the city man and the farmer. These institutes bring out those farmers who ordinarily do not attend any meetings. They are the kickers. They get something besides hearsay at this meeting.

At these large institutes both the farmer and the city man get a better understanding of each other's problems and difficulties. This results in a more appreciative attitude of mind toward each other. This works to their mutual advantage and makes life for each more worth while.

When men see that the unit of economic progress is the trade center with its contributing territory and that increased wealth in one group means increased prosperity for all, when men see that their success depends upon the suc-



cess of others, - then all will prosper.

### Summer Institutes

We have tried out a few summer institutes this summer. There is much to be said in their favor; perhaps not as a regular season, but as communities ask for them. To illustrate. The farmers asked for a regular two-day institute June 6 and 7. R. A. Kolb and I conducted the institute. Total enrollment about 800, half of which was in the evening. The interest was fine. I believe the instruction given in most cases was practiced the next day. Farming was in full operation at the time. Roads, automobiles and modern farm machinery have changed conditions of the farmer.

At about 100 single session institutes this summer running through May, June and July we had an average attendance of 18. This was right through seeding, haying and harvesting.

Many farmers were asked how they could get away to attend a poultry meeting. The answer was "the chickens are dying and we can always get off for an hour or so. The hay can wait that long."

We do not believe we should rush into many summer institutes, but where there is a demand we think they should be given.

We have had three institute conductors ready for a limited amount of service any time during the summer.

### Programs

In counties having County Agents the program was suggested by the County Agents and in some cases the programs were written with the personal assistance of the County Agent effected. In every case the list of subjects sent in by the County Agent, the advice of the County Agent Supervisors and the list of projects of the County Agents were considered in making out the program.

In making the programs for institutes in counties not having County Agents the subjects requested by the farmers were considered. However, in both instances some programs were modified by the necessity of sending workers not

fitted for subjects requested.

### Subjects

The following subjects have been placed on the program and have been discussed at the institutes this year:

#### Club Work

- Boy and Girl Club Work
- Boy and Girl Club Work in Osaukee county
- Club Work program for 1929 in Racine county
- 4-H Club Work in Trempealeau county
- 4-H Club Work

#### Counties

- Marathon county dairy record system
- Soil Improvement Work in Marathon county
- Soil problems in Iowa county
- Soil fertility problems in Manitowoc county
- Better pastures for Ashland county
- Better pastures for Barron county
- Better pastures for Buffalo county
- Better pastures for Crawford county
- Better pastures for Green Lake county
- Better pastures for Pierce county
- Better pastures for Richland county
- Better pastures for Shawano county
- Better pastures for Waupaca county
- Better seed grain for Buffalo county
- Better seed grain for Pierce county
- Poultry sanitation in Douglas county
- A program for agricultural work in Iowa county
- Agriculture program for Chippewa county
- A program for agricultural work in Lafayette county
- Results of alfalfa experiments in Portage county
- Pierce county poultry sanitation program
- Proper housing of poultry in Polk county
- Better seed grain for Crawford county
- Crops best adapted for Grant county
- Best crops for Lafayette county
- Adams county experience with seed treatment
- Adams county forest referendum
- Farm problems in Buffalo county
- Wood county agricultural program for 1929-1930

#### Crops

- Alfalfa seed selection and seed bed preparation
- Alfalfa and how to keep it
- Alfalfa for dairy cows
- Alfalfa in a farm management plan
- Alfalfa - How to start it and how to keep it
- How to keep a good stand of alfalfa on light soil
- Why does alfalfa winter kill
- Need of more alfalfa and how to get it
- What crops are soil builders
- A good crop rotation for light soils
- A good crop rotation and its effect on the soil
- A good system of crop rotation
- The essentials of a good crop rotation

## Crops (Continued)

Better potatoes for a better market  
Tomato culture  
More corn and fewer acres  
Corn advantages if early planted  
How to grow better and larger crops  
Tobacco vs alfalfa  
Growing summer feeds for dairy herds  
New things about sweet clover pasture  
Sweet clover for milk and money  
Clean seed for greater profit

## Dairy Herd

Summer feeding of dairy cows  
Dairy feeds and feeding dairy cows  
Proven sires for greater herd improvement  
Breeding and raising a better dairy heifer  
Feeding dairy cows efficiently  
Pedigrees and a proven sire  
Contagious abortion and its control  
Improving the dairy sire  
How to make more money from dairy cows  
Breeding and raising of better dairy stock  
Cow feeds and feeding cows  
Dairy sanitation with reference to cattle diseases  
Why raise dairy calves  
What are dairy cows worth in breed club organizations  
Relation of breeds and families to dairying  
Better breeding of dairy cows for more profit  
Selecting and raising dairy heifers  
How to feed minerals to livestock  
Know your dairy cow

## Dairy Products

The Amundson system of cow testing  
Clean milk for greater profit  
What a cow testing association tells its members  
Benefits of a cow testing association  
Better quality dairy products  
Benefits of a cow testing association  
Better milk for greater profit  
The value of cow testing records  
Clean milk and how to produce it  
Feeding an economical ration for production

## Diseases and Pests

Better control of quack grass  
Common livestock diseases  
Our \$7000 smut tax - how to evade it - Washburn county  
Weed eradication  
What weed seed do we get through ~~seed~~ seed grains  
Prevention and control of potato diseases  
Crop pests, diseases and their control  
Common diseases of plants.

### Electricity

Electricity and its use on the farm  
Rural electrification  
New facts on farm electrification

### Farm Business

How to make farming a business  
Why some farmers lose money  
Farm business efficiency  
Keeping records on a dairy farm  
Farm records essential  
Farm accounts for greater profit  
Business methods on a farm

### Hogs

Wisconsin Swine Improvement Association  
Hogs on a dairy farm  
More and better pigs at less cost  
Swine sanitation  
Care and feed of brood sow and litter

### Marketing

Advantages of livestock shipping association  
Cooperative marketing of butter  
Marketing to the farmers greatest advantage  
Cooperative livestock marketing  
Fitting and marketing veal calves  
Fitting and marketing hogs  
Marketing quality farm products  
Better marketing of dairy products  
Cooperative marketing of dairy products

### Orcharding

Planting and managing the home orchard  
How I take care of my orchard  
Organization and management of spray rings  
Care of farm orchards  
Small fruits in farm garden  
Marking the farm orchard profitable  
Why spray frings  
Small fruits - varieties and culture  
What does the apple consumer demand  
Why buy apples - sell 'em  
Better orchard management  
Why not chop down the orchard

### Poultry

Feed and care of baby chicks  
Growing Healthy chicks  
Profitable egg production  
Brooding baby chicks  
Housing a hen for comfort and profit  
Poultry diseases - symptoms and control  
Feeding for greater winter egg production  
Poultry sanitation  
Feed and care of flock for egg production  
Relation of Avian T.B. to other livestock  
Better housing of Wisconsin poultry.



**Poultry (Continued)**

Wisconsin plan of poultry production  
More pullets from less chicks  
Better methods and better pullets  
Practical chick brooding outline  
Economical housing of the hen  
New methods of feeding poultry

**Soils**

The place of commercial fertilizer on a dairy farm  
A long time soils management  
Liming for the soil's sake  
Some recent experiments in terracing  
Wisconsin Soil Improvement Association  
Liming for legumes  
Care and use of barnyard manure  
Commercial fertilizers on light and heavy soils  
Soil treatment to prevent winter killing of legumes  
Use and misuse of farm fertilizers  
Commercial fertilizer for Colby loam soils  
Handling soils for larger and better crops  
Relation of soil to livestock breeding  
Proper care and use of farm fertilizers  
Fertilizers for special crops  
A fertility program for light soils  
Plant food and what crops need  
Lime and fertilizer  
Why and how to terrace hillsides  
Some problems in handling light soils  
Soils and emergency crops  
Handling soils to grow more profitable crops  
Care and use of farm fertilizers

**Miscellaneous**

Canning meat for winter use  
Landscaping our home grounds  
Farming in Dixie

The Farmers' Institutes Staff

The following men were employed for more than ten days on the regular Farmers' Institutes staff:

Walter C. Brill	Roy McDonald
B. J. Gehrman	Otto Onstad
G. H. Daig	T. J. Pattison
R. A. Kolb	G. S. Ristow

P. G. Swarts

The following men were employed for temporary and emergency service of less than ten days:

A. H. Brovold	J. M. Coyner
S. G. Corey	H. A. Murray

The following specialists connected with the College of Agriculture took part in the institutes work:

A. R. Albert	G. C. Humphrey
Gerald Annin	G. L. Kuehner
G. W. Briggs	J. B. Lacey
O. J. Chapman	Henry Luns
A. J. Collentine	A. R. Mucks
A. J. Cramer	F. L. Musbach
E. J. Delwiche	G. Richards
L. F. Graber	H. L. Russell
I. F. Hall	P. J. Schaensser
J. G. Halpin	A. L. Stone
K. L. Hatch	Erwin Sutton
J. B. Hayes	R. E. Vaughan
B. H. Hibbard	A. R. Whitson

O. R. Zeaman

Mrs. Myrtle Osborn was employed to conduct the Women's Institutes.

The following persons assisted her in conducting Women's Institutes:

- Mr. A. H. Cole, Farmers' Institutes
- Miss W. M. Hale, College of Agriculture
- Mrs. Nellie Kedsie Jones, College of Agriculture
- Mrs. W. P. Mortenson, College of Agriculture
- Mrs. M. Reynolds, Home Economics Department
- Miss G. S. Stillman, College of Agriculture
- Miss B. F. Tyrrell, Home Economics Department

Proportional Employment

Specialists were employed 278 days and practical farmers 221 days.

The force of workers was composed of 27 specialists and 9 farmers. The proportion of work done by each of them was as follows:

Specialists	55%
Farmers	45%

Results

Each institute worker reports on materials and service rendered at each institute to the farmers of the community. It is impossible for the institutes staff to report all of the services given to the community.

The summary report of the service and materials is as follows:

79 Two-Day Farmers' Institutes

Bulletin requests .....	3,071
Cow Testing Association members .....	79
Amundson Mailing System members .....	94
Dairy Herd Improvement Association members .....	9
Wisconsin Soil Improvement Association members .....	177
Pure Bred Seed Lists .....	209
Soil Survey .....	34
Free Soil Test .....	52
Farm Record Books .....	5
Soil Sample Test .....	71
Will plant apple trees .....	15
Barrel Cod Liver Oil .....	1
Grain Treating Demonstration.....	2
Want pruning demonstration .....	10
Complete Soil Analysis .....	3
Will try phosphate on alfalfa .....	50

Will add some potash .....	5
Will use complete fertilizer .....	32
Alfalfa seed .....	2,900 lbs.
Lime .....	15 carloads
Fertilizer .....	5 "
Seed Corn .....	45 bushels
Clover Seed .....	1,400 lbs.
Milk Scales .....	5
Terracing Hill Sides .....	2
Committee appointed for follow-up work .....	1

300 One-Day Farmers' Institutes

Bulletin requests .....	4,150
Cow testing association members .....	195
Amundson Mailing System members .....	63
Dairy Herd Improvement Association members .....	4
Wisconsin Soil Improvement Association members .....	300
Breed Club members .....	10
Treating pure bred seed grains .....	515
Samples Soil tested .....	227
Fertilizer .....	160 $\frac{1}{2}$ tons
Lime .....	1,389 tons
Seed corn .....	40 $\frac{1}{2}$ bushels
Seed oats .....	150 bushels
Velvet barley .....	75 bushels
Seed pea .....	9 bushels
Mineral feed for cows .....	3 tons
Cod Liver Oil .....	5 gallons
Formaldehyde .....	10 quarts
Sweet clover seed .....	100 lbs.
Alfalfa seed .....	1,300 lbs.
Dynamite .....	1 order
Farm Account Books .....	30
Pork Production contest .....	2
Soil Phosphate analysis .....	12
Install hay mowers .....	2
Will get quack pullers .....	3
To adopt improved practices in use of commercial fertilizers	6
Spray ring organized .....	2
Lime spreader .....	1
Signed for complete soil survey.....	8
Pine seedlings .....	15,000
Fields of alfalfa started .....	148
Fields of sweet clover started .....	88



Women's Institutes

Forty-three Women's Institutes were held this year.

The following subjects have been given and discussed in the Women's

Institutes this season:

Habits of health  
Shoeing the family  
Food in a changing world (Demonstration)  
Care and Feed of baby chicks  
Clothing hints  
Patterns (Demonstration)  
Thinner and Fatter  
Amundson System of Cow Testing  
Feeding and Brooding Baby Chicks  
Poultry Sanitation  
Feet and shoes  
Clothing helps  
Why keep farm accounts



Two-Day Farmers' Institutes  
 Women's Institutes



One-Day Institutes



SINGLE SESSIONS



79 TWO-DAY INSTITUTES

	<u>Attendance</u>		<u>Attendance</u>
Advance	254	Galesburg	47
Albany	191	Greenwood	57
Arkansaw	795	Hatley	349
Arkdale	43	Haugen	150
Arnold	103	Hawkins	183
Ashland	164	Hawthorne	350
Athens	193	Horicon	760
Berlin	730	Independence	275
Black River Falls	590	Klondike	950
Blanchardville	390	Lodi	826
Bloomer	496	Marathon City	3,300
Borea	411	Maribel	429
Briggsville	397	Marion	975
Brooks	16	Medford	714
Clear Lake	365	Menomonee Falls	130
Cleveland	374	Mineral Point	397
Cochrane	1,505	Muscoda	72
Comstock	234	Muskego	585
Coon Valley	283	Nasonville	213
Dallas	350	Neillsville	156
Dresser Junction	708	New Auburn	545
Elderon	418	New Glarus	895
Eldorado	395	North Andover	689
Elkhart Lake	332	North Clayton	348
Fenwood	320	Osseo	587
Fountain City	1,450	Plum City	750

<u>Attendance</u>		<u>Attendance</u>	
Prairie du Chien	100	Stevens Point	1,400
Prescott	225	Stoddard	252
Princeton	77	Stratford	488
Randolph	490	Tell	510
Reedsburg	564	Twin Bluffs	82
Reeve	220	Valley	00
Retreat	269	Waubesa	148
Rib Lake	643	Waumandee	630
Rochester	430	Westby	135
Somerset	507	Westfield	579
Spencer	415	Whitelaw	1,175
Spooner	99	Wisconsin Rapids	84
Spring Valley	164	Wittenburg	455
Steuben	370	Wycocena	324

Number of Two-Day Farmers' Institutes	79
Total Attendance	37,074
Average Attendance	463

300 ONE-DAY INSTITUTES

<u>County</u>	<u>No. Days</u>	<u>Attendance</u>	<u>County</u>	<u>No. Days</u>	<u>Attendance</u>
Adams	6	328	Kenosha	4	200
Adams	1	28	Kewaunee	4	145
Ashland	3	139	Kewaunee	4	215
Ashland	3	217	Kewaunee	4	344
Barron	4	188	Lafayette	4	885
Barron	5	280	Langlade	4	344
Barron	4	130	Marathon	6	471
Bayfield	7	50	Marathon	5	220
Bayfield	12	372	Marinette	4	250
Brown	4	317	Monroe	4	383
Buffalo	4	425	Monroe	7	297
Burnett	5	384	Monroe	5	732
Crawford	4	151	Oconto	5	224
Door	1	70	Oconto	5	184
Door	3	205	Oneida	4	357
Door	1	60	Oneida	4	912
Door	3	205	Pierce	5	408
Door	5	405	Polk	4	332
Douglas	4	197	Polk	4	442
Dunn	3	278	Polk	4	299
Florence	2	84	Polk	5	485
Florence	3	58	Portage	4	288
Forest	4	136	Price	4	370
Grant	2	847	Price	6	509
Green	4	20	Rock	5	421
Green	4	66	St. Croix	5	197
Green Lake	4	178	St. Croix	5	640
Iron	2	100	Sawyer	5	646

<u>County</u>	<u>No. Days</u>	<u>Attendance</u>	<u>County</u>	<u>No. Days</u>	<u>Attendance</u>
Sawyer	4	700	Vernon	5	133
Shawano	4	200	Vernon	6	691
Shawano	4	512	Vilas	3	311
Sheboygan	2	187	Walworth	4	142
Sheboygan	4	715	Washington	6	680
Taylor	8	561	Washburn	1	94
Trempealeau	4	359	Waukesha	4	188
			Wood	5	102

Number of One-Day Farmers' Institutes	300
Total Attendance	22,691
Average Attendance	75



162 SINGLE SESSIONS

<u>County</u>	<u>Number Sessions</u>	<u>Attendance</u>
Barron	3	75
Bayfield	16	58
Bayfield	18	210
Brown	8	334
Clark	15	199
Clark	15	270
Crawford	3	2,000
Dane	1	85
Lafayette	3	69
Monroe	24	271
Monroe	22	528
Price	6	850
Taylor	18	325

Number of Single Sessions 162  
Total Attendance 5,274  
Average Attendance 34

<u>County</u>	<u>No. Days</u>	<u>Attendance</u>
Buffalo	5	706
Buffalo	1	215
Buffalo	1	589
Buffalo	2	433
Clark	2	18
Crawford	3	234
La Crosse	4	568
Lanlade	5	285
Marathon	12	2,649
Pierce	2	272
Portage	2	212
Sauk	2	9
Vernon	2	180

Number of days of Women's Institutes 43  
Total Attendance 6,370  
Average Attendance Per Session 148

Respectfully submitted

A. H. Cole  
Assistant Superintendent

SUMMARY OF REGULAR FARMERS' INSTITUTES

1928-1929

	<u>Institutes</u>	<u>Attendance</u>	<u>Average Attendance Per Institute</u>
Two-Day	79	37,074	463
One-Day	300	22,691	75
Single Session	152	5,274	34
Women's	<u>43</u>	<u>6,370</u>	148
	574	71,409	

	<u>No. Days</u>	<u>Attendance</u>	<u>Average per Day</u>
Two-Day	158	37,074	234
One-Day	300	22,691	75
Single Session	50	5,274	105
Women's	<u>43</u>	<u>6,370</u>	148
	551	71,409	

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Grand Summary

	<u>Number</u>	<u>Attendance</u>
Cooperative Marketing Institutes	95	23,463
Regular Farmers' Institutes	<u>574</u>	<u>71,409</u>
Grand Total	669	94,872