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Dairying in Wisconsin and its possibilities in Kansas, Missouri, and Oklahoma: being a report of a four days tour of the "Land of Milk and Money" by a special train load of representatives from Kansas...

Kansas City, Missouri: Good Roads Association of Greater Kansas City, [1924?]

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COLLEGE OF
UNIVERSITY OF WISCONSIN
MADISON

DAIRYING

In

WISCONSIN

and its possibilities
in

KANSAS, MISSOURI & OKLAHOMA



DAIRY FARMERS IN THE MAKING

An authentic report covering the subjects
of

**DAIRYING ✓ DIVERSIFICATION
AND ROTATION OF CROPS
GOOD ROADS AND CO-OPERATION**

*as obtained by Representatives from Kansas-Missouri
and Oklahoma on a tour of investigation through
Wisconsin July, 6-11, 1924*

COMPLIMENTS OF



Statement By Committee

TO THE PEOPLE OF KANSAS, MISSOURI AND OKLAHOMA :

This committee was appointed and instructed to prepare a report, setting forth the impressions made on the members of this party, the outstanding things which to us, were most responsible for the agricultural prosperity found during our four days tour. In preparing this report we have endeavored to give a general view of conditions rather than to treat the subjects in a technical or scientific manner.

We have included in this report the things which appeal to us as being of most value to the business men and farmers in our three states at this time in determining, if possible, whether it is wise and practical for our farmers to make any radical change in their program of agriculture and if so what, in our judgment, are some of the most needed changes to bring about greater and more dependable prosperity.

We believe the impressions made on our party, by this tour, are the same that would be made on every citizen of Kansas, Missouri and Oklahoma if they would visit the same counties which we did and talk to the farmers and inspect their farms and learn of their methods as we did. We are quoting very liberally from members of the party to show how each was impressed.

We have included a few other chapters on agricultural conditions in our states and what is being done in some of our sections by farmers following quite closely the Wisconsin methods of farming.

We submit this report, not as a work of art or science, but as plain statements and recommendations from this committee with the sincere hope that it will not only prove of interest, but helpful to our people in an effort to solve our agricultural and highway problems in the shortest time and the most satisfactory manner possible.

This committee wishes to acknowledge its indebtedness to J. Frank Smith, Manager of the Good Roads Association, for his valuable assistance in compiling this report.

Respectfully,

J. T. BRADLEY

Vice-Pres. Commerce Trust Co., Kansas City, Mo.

W. M. JARDINE

Pres. Kansas State Agricultural College, Manhattan, Kans.

J. A. WHITEHURST

Pres. Oklahoma State Board of Agriculture, Oklahoma City, Okla.

WALLACE H. SMITH

Secretary Chamber of Commerce, Macon, Mo.

CHARLES P. BEEBE

Editor, Daily Sun, Neodesha, Kans.

DAIRYING IN WISCONSIN

AND ITS

Possibilities in Kansas, Missouri and Oklahoma

Being a report of a four days tour of the "Land of Milk and Money" by a special train load of representatives from Kansas, Missouri and Oklahoma, over C. M. & St. P. Railway, composed of 135 bankers, farmers, county agents, editors, college representatives, business men and others, during the week of July 6 to 11, 1924.

MADE UNDER THE AUSPICES OF THE

Good Roads Association of Greater Kansas City

AUTHORIZED BY THE DELEGATES AND
PREPARED BY A SPECIAL COMMITTEE

PUBLISHED BY
GOOD ROADS ASSOCIATION OF GREATER KANSAS CITY
COATES HOUSE
KANSAS CITY, Mo.

BAIRYING THE BLOOD

Preparation of
and Oil

and Preparation of

GOOD ROYAL ASSOCIATION OF

PHARMACEUTICALS

London

Report of Committee on Resolutions

On the third day of the tour the following committee on resolutions was appointed by J. Frank Smith in charge of the Publicity Department:

Dr. W. M. Jardine, Pres Agricultural College, Manhattan, Kans.

Mr. Chas. P. Beebe, Editor, Daily Sun, Neodesha, Kans.

Mr. Geo. W. Marble, Editor, Tribune, Ft. Scott, Kans.

Mr. Herbert Cavaness, Editor, Daily Tribune, Chanute, Kans.

Mr. James T. Bradley, Vice-Pres., Commerce Trust Co., K. C., Mo.

Mr. Wallace H. Smith, Sec., Chamber of Commerce, Macon, Mo.

Mr. M. C. Hale, Chairman Agril. Com. C. of C., Tulsa, Okla.

This committee had several meetings during the last two days of the tour and on the last evening at Waukesha made the following report:

STRONG RESOLUTIONS PASSED

The following resolutions were unanimously passed and by a rising vote every delegate authorized his name attached to same. It was further recommended that a copy of the resolutions be sent to every newspaper in the three states with the request to publish.

RESOLUTIONS

Whereas, Through the efforts of J. Frank Smith, Manager of the Good Roads Association of Greater Kansas City, D. L. Harcourt, dairy expert of the De Laval Separator Company, and T. M. Jeffords, Dairy Agent of the M. K. & T. railroad, a party consisting of 135 farmers, bankers, editors, county agents, business men and others, from the states of Missouri, Kansas and Oklahoma, each at his own expense, made a trip through the state of Wisconsin, devoting a week

of his time to investigating the agricultural and dairy interests of that state and its system of roads and highways, traveling over eleven of the principal dairy counties of the state, and,

Whereas, In making our investigations, we visited a large number of typical dairy farms in each of these counties, obtaining first hand information from the operators themselves, discussing dairying with bankers, farmers, business men, county agents, officers of dairy organizations and others, therefore, we submit this statement to the people of our respective states for their careful consideration. In view of the fact that we believe in our own minds that a program similar to that carried on in the state of Wisconsin could be gradually introduced to a greater extent in our respective states than is now being practiced, and being fully convinced of the soundness of this program, from our personal observations, we submit the following as expressing the sentiments of the members of this delegation, individually and collectively:

The most outstanding condition which was evident in every county visited was the fine co-operation among the bankers, business men, county agents, college representatives, cow testers, and all others with the farmers in every activity looking to the betterment of conditions and increased prosperity. This co-operation has brought about a most prosperous and wholesome agricultural condition in Wisconsin and as a result we find this picture:

CO-OPERATION AND DIVERSIFICATION

Farms averaging from 60 to 160

DAIRYING IN WISCONSIN

acres, well farmed with a diversity of agriculture.

Rotation of crops and liberal use of animal fertilizer to increase fertility of the soil.

The acre yield of all grain and hay crops increasing annually.

Cheese factories and creameries in every community, and milk condensers in the larger towns.

A contented and satisfied people, prosperous and happy.

Comfortable homes and attractive surroundings.

Modern and convenient barns and buildings for cattle and crops.

From one to two silos on ninety per cent of farms.

Calf clubs in almost every community, with enthusiastic members.

Good schools and churches in each community.

Gravel and concrete roads in every direction.

An ample supply of pure water obtained principally from deep wells and piped into the homes and cattle barns.

These farms are occupied and operated largely by the owners, and from the statements of the farmers and bankers it was learned that seventy-five per cent were free from mortgage.

In some of the counties visited we were told that 95% of the farmers owned their farms.

On every hand we found the appearance of thrift and contentment.

INSPECTION CORROBORATES REPORTS

This impression corroborates what the entire country has come to understand, through published statements and personal reports, that the state of Wisconsin has suffered less depression during the past three years than any other agricultural section in the United States.

These conditions, everyone tells us,

are due to the intelligent and scientific management of the dairy cow as the most important item in their program of diversified farming, supported and encouraged by all of the business interests of the state.

Realizing the need of increased dairying and diversified farming in our own states and knowing now, after this inspection trip, that sections of our states are well adapted to the Wisconsin plan, Therefore, Resolved, that we recommend to the people of Kansas, Oklahoma and Missouri a more extensive and scientific dairy program as a means of overcoming some of the difficulties of our present agricultural system, chief of which are the depleted condition of our soil and the lack of proper co-operation on the part of our bankers, business men and the people generally with the farmers in helping to solve their problems, therefore,

Resolved, that we regard the natural conditions of Missouri, Kansas and Oklahoma to be, on the whole, as favorable for the success of dairying and the diversification of crops as they are in Wisconsin, and that the only conditions lacking are a common resolution and a common co-operation to immediately enlarge the dairy business by local organizations, assisted by the bankers and business men of our various communities.

These facts, secured by the 135 representatives from three states, were obtained largely through the efforts and interest shown us by the bankers associations, the dairymen's associations, college representatives, and county agents, business men and farmers in the counties visited, to whom we express our sincere thanks and appreciation.

MISSOURI DELEGATES:

J. W. Coleman, Bank of Aurora.
J. N. Tippet, Commercial Club, Bethany.

- W. M. Planck, First National Bank, Bethany.
 R. D. Head, State Bank, DeKalb.
 Truman Bowen, Farmers State Bank, Easton.
 Frank Stonner, County Farm Agent, Fulton.
 Donald C. Pharis, Vocational Agri. Teacher, Harrisonville.
 Frank E. Runnenburger, Citizens National Bank, Harrisonville.
 J. W. Bowers, Chamber of Commerce, Jasper.
 Chester Pollock, County Farm Agent, Jefferson City.
 Gene M. Moses, Globe-News-Herald, Joplin.
 Dwight Swinford, Dickey Clay Mfg. Co., Kansas City.
 J. T. Bradley, Commerce Trust Co., Kansas City.
 J. Frank Smith, Mgr. Good Roads Assn., Kansas City.
 W. A. Andlauer, Moving Pictures, Kansas City.
 Otto Allgeyer, Pioneer Trust Co., Kansas City.
 Fred Wolferman, Wolferman Farms, Inc., Kansas City.
 Estel Scott, Pres. Good Roads Assn., Kansas City.
 Chas. M. Weir, Western Newspaper Union, Kansas City.
 W. B. Bain, Aines Farm Dairy Co., Kansas City.
 Geo. W. Catts, Chamber of Commerce, Kansas City.
 A. H. Stubbs, Portland Cement Assn., Kansas City.
 Paul E. Flagg, Journal-Post Representative, Kansas City.
 R. C. Hook, Dairyman, Lees Summit.
 L. J. Mosby, Farmer, Liberty.
 R. A. Shoemaker, Farmer-Banker, Liberty.
 E. H. Norton, Citizens Bank, Liberty.
 W. E. Stone, Veterinarian, Liberty.
 Chris. A. Maffry, State Exchange Bank, Macon.
 Wallace H. Smith, Chamber of Commerce, Macon.
 J. L. Bridgeford, Farmer, Macon.
 Frank P. Briggs, Daily Chronicle, Macon.
 John Hall, Democrat-News, Marshall.
 Cliff B. Goodwin, Chamber of Commerce, Marshall.
 Henry Wiele, Dairy Farmer, Morrison.
 Judge C. L. Henson, Circuit Court, Mt. Vernon.
 Henry D. Henson, Farmer, Mt. Vernon.
 Arch L. Sims, Farmer, Mt. Vernon.
- L. L. Hunt, County Agent, Mt. Vernon.
 Geo. A. McCanse, Farmers Bank, Mt. Vernon.
 Will Sterrett, Farm & Home Savings & Loan, Nevada.
 J. A. Muster, Co. Ext. Agt., Nevada.
 W. B. Wells, Wells-Hine Trust Co., Savannah.
 Geo. T. Davis, Dairy Farmer, Sheldon.
 J. B. Sterrett, Bank of Slater.
 D. L. Harcourt, De Laval Sep. Co., Springfield.
 A. J. McDowell, Frisco Railroad, Springfield.
 Guy Q. McDaniel, County Agent, St. Joseph.
 Judge F. S. Buzard, Presiding Judge, St. Joseph.
 C. E. Driver, Dairy Agt., Mo. Pac., St. Louis.
 T. M. Jeffords, Katy Railroad, St. Louis.
- KANSAS DELEGATES:**
- O. H. Harkreader, Home State Bank, Arcadia.
 J. T. Fowler, Home State Bank, Arcadia.
 J. M. Goodwin, County Farm Agent, Atchison.
 Fred Kenner, Daily Globe, Atchison.
 Martin Jensen - Deer Creek Cry Atchison.
 O. C. Jones, Geo. W. Brown State Bank, Augusta.
 G. M. Smith, Banker-Dairyman, Augusta.
 Dolf Buek, Farmer, Burlingame.
 Ottley Mings, Farmer, Burlingame.
 B. L. Perry, Condon National Bank, Coffeyville.
 C. R. Larrick, Chamber of Commerce, Chanute.
 Herber Cavaness, Tribune, Chanute.
 H. M. Lefever, Farmer, Chanute.
 E. L. Freeman, Banker-Merchant, Chanute.
 E. J. Sunderland, Cement Mfr.-Farmer, Chanute.
 C. R. Jaccard, County Agent, Clay Center.
 C. A. Hammel, Farmers State Bank, Clay Center.
 Ward A. Marshall, Pres. Chamber of Commerce, Clay Center.
 Ralph Felton, Breeder of Polled Hereford Cattle and Chamber of Commerce, Council Grove.
 Wallace D. Cameron, Farmer-Stockman, El Dorado.
 C. D. Thompson, County Farm Agent, Erie.

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Geo. W. Marble, Tribune, Fort Scott.
 Allen Simms, Chamber of Commerce,
 Fort Scott.
 S. T. Osterhold, Editor, Holton Sig-
 nal, Holton.
 F. M. Wilson, First National Bank,
 Horton.
 Paul Klein, Pres. State Board of
 Agriculture, Iola.
 L. E. Horville, Iola State Bank, Iola.
 W. E. Rundall-Iola Creamery, Iola.
 Lawrence Collins, Chamber of Com-
 merce, Junction City.
 E. H. McVey, Chamber of Commerce,
 Junction City.
 W. F. Miller, First National Bank,
 Junction City.
 H. M. Pierce, Union State Bank, Junc-
 tion City.
 A. D. Jellison, Jellison Trust Co.,
 Junction City.
 H. W. Jacobs, Central National Bank,
 Junction City.
 W. L. Woods, Attorney-at-Law, Kan-
 sas City.
 Albert Mebus, Chamber of Commerce,
 Kansas City.
 A. Frank Goebel, Commercial State
 Bank, Kansas City.
 Frank Holcomb, Peoples National
 Bank, Kansas City.
 I. J. Meade, Lawrence National Bank,
 Lawrence.
 W. H. Pendleton, Kaw Valley Can-
 nery Co., Lawrence.
 G. R. Schultz, Kaw Valley Creamery,
 Lawrence.
 Geo. L. Kreech, Watkins National
 Bank, Lawrence.
 H. J. Meierkord, Exchange State
 Bank, Linn.
 H. C. Hoerman, Merchant, Linn.
 W. M. Jardine, Pres. Agricultural Col-
 lege, Manhattan.
 Forrest R. Fair, First National Bank,
 Mankato.
 Perry Kier, Merchant, Mankato.
 Chas. P. Beebe, Daily Sun, Neodesha.
 R. M. Moody, Farmer - Stockman,
 Olathe.
 H. C. Sticher, Free Press, Osage City.
 J. W. Womer, Osage Co. Bank, Osage
 City.
 W. E. Gilliland, Daily Herald, Ottawa.
 J. F. Staadt, Farmer, Ottawa.
 J. K. Wood, Dairy Farmer, Overland
 Park.
 John A. Hall, Attorney-at-Law, Plea-
 santon.
 C. E. Gresser, Peoples State Bank,
 Rossville.
 A. J. Collins, National Bank of Sa-
 betha.

J. R. Geis, Farmers National Bank,
 Salina.
 F. Hageman, National Bank of
 America, Salina.
 Guy T. Helvering, Planters State
 Bank, Salina.
 C. N. Hoffman, National Bank of
 America, Salina.
 Roy Bailey, Daily Journal, Salina.
 L. D. Allen, First National Bank,
 Seneca.
 Edgar Rash, Pres, First National
 Bank, Thayer.
 J. B. Lower, First National Bank,
 Washington.
 John V. Hepler, County Farm Bureau
 Agent, Washington.

OKLAHOMA DELEGATES:

L. J. McMakin, County Farm Agent,
 Atoka.
 J. T. Green, Court Clerk, Atoka.
 Phillip Miller, Farmer - Stockman,
 Atoka.
 M. W. Plettner, County Farm Agent,
 Coalgate.
 W. A. Evans, Pres. Chamber of Com-
 merce, McAlester.
 J. A. Whitehurst, Pres. State Board
 of Agriculture, Oklahoma City.
 John W. Boehr, Dairy Extension Spe-
 cialist, State Agricultural College,
 Stillwater.
 J. Robt. Wiley, Dairy Specialist,
 Chamber of Commerce, Tulsa.
 M. C. Hale, Chairman Agri. Commit-
 tee, C. of C., Tulsa.
 L. D. Dalquest, Pres. Chamber of
 Commerce, Vinita.
 W. H. Kornegay, Attorney-at-Law,
 Vinita.

LADIES IN PARTY:

Mrs. Charles M. Weir, Kansas City,
 Mo.
 Mrs. J. B. Sterrett, Slater, Mo.
 Mrs. T. M. Jeffords, St. Louis, Mo.
 Mrs. J. Frank Smith, Kansas City,
 Mo.
 Mrs. John A. Hall, Pleasanton, Kans.
 Mrs. J. A. Whitehurst, Oklahoma City,
 Okla.

GET SOME EXTRA COPIES.

If you like this booklet and desire
 to send copies to your friends write
 to Good Roads Association, Coates
 House, Kansas City, Mo. Single copies
 free. In quantities for distribution,
 10 cents each.

27,000 Miles of Hard Roads

One of the first impressions made upon the delegates, after alighting from the train at Beloit on Monday morning where they were taken in automobiles for a tour of the farms in Rock County, was the splendid condition of their highways. Gravel and concrete roads seemed to be the rule everywhere. This impression made on the first day was strengthened continually during the remaining three days of the trip.

In practically all of the eleven counties traversed by the party the county engineer of that county was a member of the reception committee and with his automobile assisted in transporting the visitors to the various points of interest. From these county engineers and in fact from every citizen of Wisconsin the trippers heard of their wonderful system of roads and how the farmers as well as the town people appreciated these good highways and were spending their money annually to build new ones and maintain those already built. The farmers told us that they could not operate their dairy farms profitably without good roads. The automobiles, busses and trucks are rapidly becoming one of the most important departments of their transportation system.

SPEND \$40,000,000.00 ANNUALLY.

We learned that at the present time the state, counties and townships were expending annually nearly forty million dollars for the building and maintaining of roads. We were told by a representative of the state highway department that Wisconsin could boast of over 27,000 miles of 365 day roads, 2,000 of which are concrete and 25,000 of gravel, macadam and various other types.

PATROL SYSTEM.

It was a surprise to many of the delegates to see highway patrolmen with two horse graders patrolling the gravel roads which were dry and dusty. Their system in that state of maintenance is carried on by an organization of patrolmen, each one of which maintains about seven miles of road. These patrolmen are employed by the month at an average of \$150.00 for man and team. We learned that the average cost of maintaining these roads by the patrol system per mile per year, averaged about as follows: Earth, \$186.00, Gravel \$183.00, Concrete \$312.00.

We learned that the State of Wisconsin was unable to issue bonds to build state roads because the constitution provided that before a state bond issue could be voted that it must be submitted to a vote of the people by two succeeding legislatures and this procedure had never been followed up to date. The state pays one-third of the cost of state roads, the Federal Aid supplies one-third of the cost and the counties and townships supply the other third. The state obtains its highway funds from the automobile license fees which average about \$13.80 per car per year, bringing to the state annually, approximately \$6,700,000. The state has no gasoline tax at the present time but a big campaign was on to induce the next legislature to pass a law requiring a 2c per gallon tax on gasoline to bring more revenue to the state road fund.

COUNTIES VOTE BONDS.

In several of the counties we visited we found the main highways were paved of concrete and the county had paid its portion from a county bond

DAIRYING IN WISCONSIN

issue. In the last six years 28 counties in that state had voted bond issues totalling \$38,500,000. Several agricultural counties had voted from \$3,000,000 to \$5,400,000 for roads. Here are a few:

Fond du Lac Co.	in 1919—	\$4,500,000
Green Co.	in 1919—	3,000,000
Wolworth Co.	in 1919—	3,000,000
Waukesha Co.	in 1919—	3,800,000
Dodge Co.	in 1919—	5,400,000

and 23 others smaller sums.

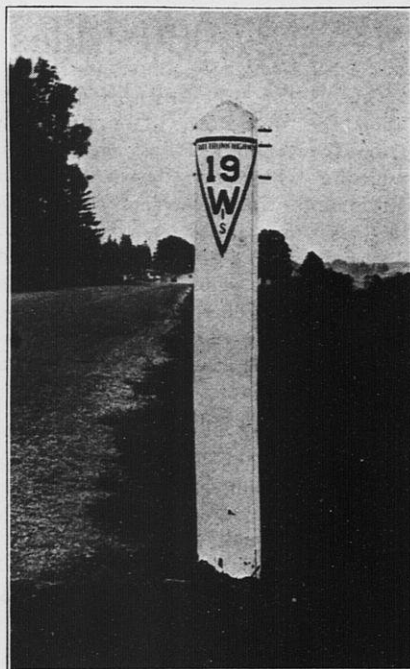
The cost of hard roads in Wisconsin during the past year has averaged per mile as follows: Gravel for grading, bridges and surface \$3,750.00; concrete \$27,550. For surfacing only the gravel has averaged \$1,590 per mile and the concrete \$24,500 per mile.

STATE MARKERS.

The marking system in Wisconsin was one of the striking features of their highway system. Every road was marked with a number and by the use of a state highway map a traveler could go anywhere in the state by following the official number.

The above picture represents the marker which is found on every state highway in Wisconsin. During 1923 the state expended \$40,296 for marking and posting their highways. There is only one trail marker on any highway in the entire state.

William Allen White, the noted Editor and Traveler of Emporia, Kansas, recently visited Wisconsin and among other things he said, "Other states, California and Oregon, have



WISCONSIN ROAD MARKER

great natural beauty, but in Wisconsin the great number of small prosperous cities, the thousands of highly improved farms, with modern buildings and well-tilled fields, and the never ending system of highways with its mile after mile of splendid roads and its wonderful system of road marking, tell of a wide and intelligent, and apparently quite fair, distribution of wealth—a distribution which indicates to the stranger that the good things of Wisconsin are open to and enjoyed by all."

Bankers Ass'n is Urged to Help Dairymen

United co-operative effort to encourage dairying in Kansas, by the Kansas Bankers Association, the extension division of the state agricultural college and other agencies in-

terested in the development of agriculture in the state, is urged in resolutions adopted by Kansas bankers, editors and agriculturists, who made a tour of the dairying districts of the

state of Wisconsin in a special train, July 6 to 11.

Meeting in the observation car of their special train, the Kansans passed two sets of resolutions, one addressed to the extension division of the college at Manhattan and the other to the Kansas Bankers Association, with headquarters in Topeka, asking those agencies to co-operate as the corresponding agencies in Wisconsin have co-operated in launching a dairying program on Kansas farms.

The resolutions were as follows:

To the Kansas State Agriculture College.

At a meeting held Friday evening July 11 in the observation car of the Missouri, Kansas and Oklahoma dairy special trains that had toured a large part of Wisconsin, a body of Kansas bankers, editors, farm agents, and dairymen voted unanimously to petition the extension department of the Kansas State Agriculture college as follows:

Resolved, That we Kansans who have made an extensive tour and close observation of the dairying interests in Wisconsin, feel thoroly convinced that we can adopt dairying to a large part of Kansas as successfully as is done in Wisconsin.

The large barns and silos, fine herds and diversified farming have made the Wisconsin farmer independent of many of our difficulties and we desire to start a campaign in Kansas to increase and build up our dairy interests.

We pledge ourselves to help our county agents, our farm bureau and college to co-operate in any program undertaken along this line.

This fall we expect to push plans extensively to sell our farmer on dairying and we ask your best co-operation in getting back of the movement; that you mobilize your dairy specialists to that point where the campaign may be on, to help educate and assist our farmers and the communities as a whole on the Wisconsin dairy plan which has brought their farmers property and established them on a sound foundation.

We are sure that you will heed the call and do all you can to speed up the movement.

Signed by: C. E. Gresser, Peoples State Bank, Rossville, Kan.; J. W. Womer, Osage County Bank, Osage City, Kan.; F. M. Wilson, First National Bank, Horton, Kan.

To the Kansas Bankers Association.

At a meeting held Friday evening, July 11, by a gathering of Kansas bankers, editors, county agents and dairymen, being a part of the Kansas, Missouri and Oklahoma dairy special that toured Wisconsin, July 6 to 11, it was unanimously voted to petition our own Kansas Bankers Association as follows:

Resolved, That we Kansans who have made an extensive tour of the central and southern half of Wisconsin by auto and special train have become thoroly convinced that the dairy business in Wisconsin has been a real stabilizer and a most profitable line of agriculture, such being manifest from the fine dairy herds, large fine barns and silos, and the bounteous clover, oats and hay crops that diversified farming and fertilizing bring about.

We believe that a large part of Kansas is adapted to such dairying and that it can be successfully carried on here. We found in Wisconsin that the university, county agents, bankers and dairymen were co-operating to a highly developed state and working as a unit in this great industry. We feel that every banker in a farming district should join our farm bureaus and link up with our agricultural college and we ask that the Kansas Bankers Association study the proposition and if possible engage a dairy specialist to give his whole time and effort to developing dairying and herds in the manner that the Wisconsin Bankers Association has handled the proposition. In this way we may speed up our program and propagate an industry that will bring Kansas agriculture back to a solid foundation. All of the 135 representatives on the trip seemed convinced that the time had come for us to get in line in Kansas and speed up the good work. A great effort will be put forth by Kansas bankers this fall to put this work under headway. We ask your aid and co-operation. Signed by C. E. Gresser, Peoples State Bank, Rossville, Kan.; J. W. Womer, Osage County Bank, Osage City, Kan.; F. M. Wilson, First National Bank, Horton, Kan.

Oklahomans Urge More Dairying

Out of Chicago 8 o'clock p. m., July 11, 1924, on board Chicago, Milwaukee and St. Paul Dairy Special.

President John A. Whitehurst, of the Oklahoma State Board of Agriculture, called the members together for an informal discussion of the benefits to be derived from the observations made on this trip by the members, and to discuss means and agencies to be employed to get the greatest benefits and returns therefrom.

John A. Whitehurst, President, Oklahoma State Board of Agriculture, Oklahoma City, Oklahoma,

John W. Boehr, Dairy Specialist, Extension Division, A & M College, Stillwater, Oklahoma,

Phillip Miller, Dairy Club Member, Atoka, Oklahoma,

L. D. Dalquest, Vinita, Oklahoma,

M. C. Hale, Chairman Agricultural Committee, Tulsa, Oklahoma,

J. T. Green, County Clerk, Atoka, County,

Leo J. McMakin, County Agent, Atoka, Oklahoma,

Walter A. Evans, McAlester, Oklahoma,

M. W. Plettner, County Agent, Coalgate, Oklahoma,

W. H. Kornegay, Vinita, Oklahoma.

On motion of Mr. John A. Whitehurst, Mr. M. C. Hale, Chairman of the Agricultural Committee of Tulsa, Oklahoma, was elected chairman of the meeting.

Thereupon, the Chairman, Mr. Hale, called for an informal discussion of the trip.

After discussion, it was voted to put the following recommendations of this delegation into form of Resolutions, as follows:

RESOLUTIONS:

WHEREAS, We found that the farmers of those portions of Wisconsin visited by us are prosperous; and that their prosperity rests upon the fertilization of their lands, composed of small farm units and intensive cultivation; the production of hay and forage crops, and the improvement of pastures, under the direction and co-operation with the Agricultural Division of their University, and

WHEREAS, We believe that the prosperity of Wisconsin is due to the splendid co-operation of its farmers, bankers and merchants, cooperating with its Agricultural College; we further believe that the same interest should be manifested in co-operation with our Agricultural and Mechanical College and its Extension Division, in promoting dairying, rotating crops and general agricultural development.

THEREFORE, BE IT RESOLVED, That in view of our observation, we recommend to the Oklahoma Agricultural and Mechanical College, that they place in the field a man whose time is assigned to study and improvement of native pastures and soil fertility, and believe that by so doing, the Agricultural College and Extension Division could do much to advance dairying and agricultural development in Oklahoma.

IT IS FURTHER RESOLVED, That we recommend to the Oklahoma State Bankers Association that it employ a paid man to organize the bankers of each county of the state into an association or Agricultural Committee, to co-operate with the Extension Division of the A & M College and the farmers in the development of dairying in their respective counties.

M. C. HALE, Chairman,
Tulsa, Oklahoma.

Remember that Wisconsin has 27,000 miles of paved and gravel roads. An average of 385 miles per county. While our three states are turning to dairying we must also build good roads.

COOPERATION

By James T. Bradley.

We hear a great deal of talk about Cooperation. The term means to operate with, or together, for the common good of all. We find examples of this spirit during the war, and we see it in well organized industrial plants and business houses where several thousand people are each doing his work and yet cooperating with everybody else, having a common understanding and a common purpose, to accomplish a definite objective.

We saw this spirit at work in Wisconsin to a wider extent and in a more enlightened way among the farmers and dairymen than we had ever seen it before. The farmers and dairymen seemed to have a common interest in each others' welfare, and the business and manufacturing interests of the state are taking an active interest in the welfare of the farmer and dairyman, and over it all the State University, through its agriculture department, is very active in keeping in touch with farming and dairy conditions and through their extension men are constantly at work educating and advising in regard to the diversification and rotation of crops and the improvement and care of dairy herds, with a view of increasing production and applying business methods in handling their affairs so that they can tell at all times just what is being accomplished.

Business men, bankers, manufacturers, real estate dealers, automobile dealers, and in fact all classes of people in the towns were willing to take their cars to drive our party over the country, and in talking with them they were just about as well informed as the dairymen themselves and persisted in talking about the fine agri-

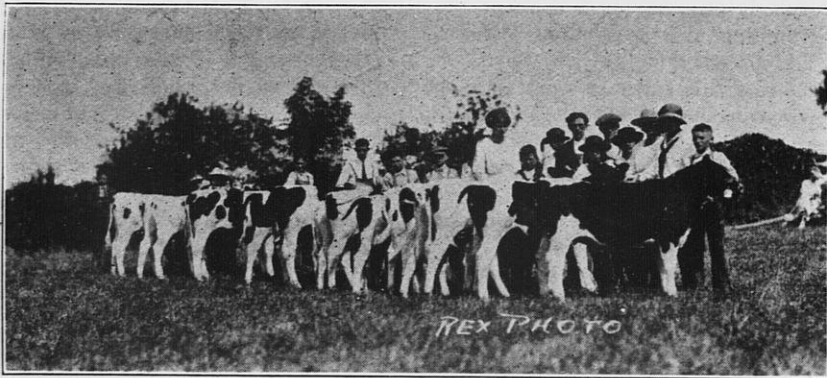
cultural conditions in Wisconsin instead of their own businesses. In Wisconsin the farmer and dairyman regards the banker as his best friend, and in giving our party the story of their own business and its success hardly ever failed to state that if it had not been for the assistance of the banker they could not have succeeded. The concensus of opinion of the party that it is the cooperation of all the other interests of the state with the farmer and dairyman that makes it possible to develop these industries to their high state of efficiency and profit, and that without it Wisconsin today would not be the leading dairy State of the Union, and her farmers the most prosperous.

Wisconsin believes in the county agent, and most of the counties of the State have one. He almost invariably has taken the agricultural course in the State University. We found these county agents full of enthusiasm and so deeply concerned about the prosperity of the farmer and dairyman that they were untiring in their efforts to help. He would attend their dairy and cow testing association meetings, advising and instructing as to improved methods of handling their problems. He visits their farms and dairies for the purpose of giving advice and instruction. He assists in organizing calf clubs and getting the boys and girls interested in raising calves, and lecturing and advising them how to do it scientifically; encourages the members of the vaarious farm and dairy organizations to take an active part, and to keep accurate records of milk and butter fat production and the feed cost, and anything that will be of assistance in im-

Boys and Girls Calf Clubs

Another one of the outstanding conditions noted by the trippers was the large number of boys' and girls' calf clubs and the enthusiasm with which the members entered into the support of this department of farm life. Almost everyday, and several times each day, in driving through the farming sections of the eleven counties we were pleased with the clubs of boys

and girls, each one leading his calf, proud of his animal—proud of the fact that he was a member of the club and ambitious to become a successful dairy farmer like many of their fathers were doing before them. The Club work is comparatively new in that state, but it is rapidly becoming one of the most important activities of the development of agriculture.



A SAMPLE CALF CLUB.

The business men and farmers, college representatives, newspapers, bankers, county agents, and everybody in fact was solidly behind the movement to organize and carry on successful calf clubs, using generally dairy breeds.

The number of boys and girls enrolled in Club Work in 1922 was 14,000 and in one year they added 6,000

to this number giving the enrollment of 1923 over 20,000 boys and girls.

Mr. T. L. Bewick, State Club leader says, "Our enrollment has grown something over 14,000 in 1922 to better than 20,000 last year and we are sure it will exceed that number this year. No project of the fifteen or sixteen which we are promoting among

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COOPERATION

(Continued from Opposite Page)

proving the farmer and dairyman's situation by increasing his production and his profits.

The State Bankers Association employs a dairy expert to work and cooperate with the farmers and dairymen of the state, and the State Dairy

Association does the same thing. These experts are employed full time and are actively on the job. They accompanied our party and assisted in showing the various dairy herds we visited and giving their history, with which they are quite familiar. The farmer and dairyman looks to these men for advice and instruction.

Banking and Dairying

We will assume that twenty-five farmers in a community decide to go into the dairy business in connection with their farming operations and that they will milk three hundred selected cows, which is an average of twelve cows to the farm. These cows should average two and one-half gallons of milk per day for three hundred days in the year. On this estimate each cow would produce about six thousand pounds of milk, which would be a very good average for good grade cows, and the milk can be sold at an average of twelve cents a gallon, or approximately \$1.44 a hundred pounds. On this basis each cow would yield \$86.40 a year and twelve cows would bring in a cash income of \$1,036.80 a year for milk alone. If instead of selling the whole milk it should be decided to sell the butter fat the income would probably be a little less, but the skimmed milk in that case would be utilized for raising calves and feeding the pigs and chickens. The gross income in that event would be a little more than from the sale of the whole milk, but of course it would require additional labor in separating the butter fat and feeding the calves, pigs and chickens, which would add spice and interest to the operation of the farm. The cash income of the twenty-five farmers should be, and no doubt would be with proper management, at least \$25,000 a year, and in addition they would produce their own eggs, butter, milk, meat and vegetables on the farm. Each farm would produce much more than enough to properly feed the cows and other live stock, which would also add to the income. Returns would start at once and come in monthly, or oftener, and continue during the year, and if followed up should increase

from year to year. The dairy business, combined with a rotation of crops, more fertilization and better cultivation, will result in not only increased production, but the stabilization of farm incomes.

On the basis of this kind of a showing can the banks undertake to encourage dairying? The experience in Wisconsin shows conclusively that they can. Every banker we talked to told us that the dairy business practically eliminated hard times from the community, increased as well as stabilized deposits, and insured the payment of loans. It is true that in this Western country where dairying has not been practiced to any great extent that there will be a great deal to learn about it and it, therefore, should be introduced gradually and with caution. Nobody should be encouraged to go into the dairy business who has not first studied its requirements and has fully made up his mind that he is willing to stay with it and make it a success even if his first experience is a bit discouraging. Bankers themselves should devote much time to studying the question and become well enough posted to act as advisors to the farmers engaged in the business. The proper equipment, kind of cows to buy, the way they should be handled and bred should be familiar subjects to the banker. The banker will be relied upon to a large extent to see that the milk and butter produced are profitably marketed. Much will depend on the kind of markets that can be discovered, or it may even be necessary to establish the market. The local banks will find it profitable to employ a Dairy Agent to cooperate with the farmers going into the business.

It is not difficult to see that the

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JEFFERSON COUNTY COW.

Here is a picture of three-year-old cow owned by the Jefferson County Farm. This cow, "Madame Artist Wayne Denver" has been a prize winner for two years, winning as a near perfect type of Holstein cow. She is a member of the herd of 175 pure-breds owned by Jefferson County and kept on the County Farm.

This county farm and home of 600 acres cares for all of the poor and insane of the county. Mr. W. E. Voigt is superintendent of the farm

and under his management the farm was able to make the following statement for the year 1923:

Cash sales of Milk, Cream & Cattle	
from Jan. 1, 1923 to Jan. 1, 1924.....	\$17,273.27
Milk and Cream consumed.....	2,776.62
	<hr/>
	\$20,049.89
Poultry and eggs consumed at the	
institution	\$ 1,877.01
Cash sales of hogs.....	\$ 1,431.12
Pork consumed	1,807.00
	<hr/>
	\$ 3,238.12
Cash sales	\$18,704.39
Consumed	6,460.63
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	\$25,165.02

Banking and Dairying

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banker has a very important part to play in building up the dairy business. Of course he has a right to expect that the banking business will be enlarged and made more profitable as a result, but investigation will convince him that these results will follow the establishment of the dairy business on a proper basis.

The fact that there were fewer bank failures in Wisconsin during the past two years is attributed entirely to the prosperity of the farmers as a result of the dairy business and rotation of crops. The income of the Wisconsin farmer was very little affected by the heavy depreciation in farm products. He was able to sell his milk, butter and dairy stock at practically the same prices as had prevailed during the war.

History of the Dairy Industry in Wisconsin

A brief history of the growth of the dairy industry in Wisconsin is very appropriate in this connection. When Wisconsin was first settled in 1830 to 1840 the farmers followed the program of raising corn, wheat, oats and barley and selling it to the mills and elevators and very little of it was fed to live stock on the farms. This system of grain farming was followed until 1885. During these 40 or 50 years of raising grain and hauling it to market the fields grew gradually less fertile and finally became so exhausted that profitable grain crops were almost impossible. Another condition which made farming very hazardous at this time was the presence of the chinch bug. For several years this little bug had been doing very heavy damage to the wheat and corn and other grain crops. These two factors combined brought about such a deplorable condition in agriculture that the farmers were getting in desperate straights and looking for a more dependable program.

The recognized pioneer advocate of the dairy cow was W. D. Hoard, who at that time was publisher of a newspaper and owner of a dairy farm near Ft. Atkinson, in Jefferson County. Mr. Hoard together with a number of other leaders in agriculture agreed that a continuation of raising grain for market was not only hazardous in point of crop failures but such a plan was undermining the soil and thus destroying the very foundation of a prosperous agricultural state. To meet the conditions which at that time were very serious, Mr. Hoard, urged the farmers of the state to turn from grain to grasses, clover, timothy and other legume crops which would not only resist the drouth and the chinch

bug, but would produce good feed for dairy cows. He also urged the dairy cow and the cheese factory as a dependable method of marketing their crops and at the same time would bring about conditions that would rebuild the soil because of the crop rotation, the growth of legumes as well as the animal fertilizer.

All histories of Wisconsin point to the year of 1885 as the turning point in agricultural conditions in that state. This was the year when the movement for dairy cows, silos, crop rotation, cheese factories and other methods of farming were given their first big boost. It did not require many years to demonstrate the soundness of this program. As a result the agricultural leaders together with the newspapers, bankers and business men joined with the dairy farmer to help him solve his agricultural problems. The adoption of what is now known as the Wisconsin program of good roads, dairy cows, crop rotations and diversified agriculture was therefore formally made about the year 1885. The following of this program for 39 years has demonstrated to the people of that state its absolute dependability.

The position which Wisconsin agriculture holds today in the United States was not due to an accident or to any climatic, soil or other natural conditions, but rather to a long, hard campaign of education, demonstration, cooperation and application of the principles which had become fully demonstrated as the things most desirable for that state.

Be sure to read the article on page 39, "What Diversification Means."

Silos Indispensable

The silo is indispensable to the Wisconsin farmer and dairyman. Ninety per cent of the farms in the sections visited are equipped with one or more silos. Every dairyman we talked to told us he could not make any headway without the silo. For milk production, green, succulent, nutritious feed during all seasons of the year is necessary and this can only be obtained by use of the silo.

We were told that an acre of growing corn produced about ten tons of silage and that by utilizing the silo practically every pound of feed produced is saved. The crops used for silage in Wisconsin are principally corn and peas. They told us that the green pea vine, after the peas are hulled for canning, made the best milk silage and next to it was corn put up while the stalks and leaves were still green and the grains beginning to harden. This silage contains a high degree of nutriment and is relished by the animals, and is the practical equivalent of the highest quality of green feed and grass. In the winter months it can be fed conveniently and the flow of milk can be maintained.

Some of the dairymen keep their cows up the year round and feed them silage, and a ration of ground feed composed of corn, oats, bran and cottonseed or linseed meal. A days ration consists of one pound of ground feed for each four pounds of milk produced by the animal. It was explained to us the reason the cows were kept up the year round was that the amount of land required for pasture would produce more feed in the form of silage than it would in grass. Forty pounds of silage per animal a day would mean about seven tons a year, hence less than an acre of corn silage would take care of one animal. The

Wisconsin farmer is educated to get the most out of everything he handles, and he has discovered that there is no way he can make so much out of his crops used for feed than by converting them into silage. There is some extra cost in filling the silo but this is offset many times by the increased amount and value of feed obtained. The cost is minimized by forming silo clubs, and helping each other, and making one cutter and elevator do for the club.

The silos we saw on this trip were of three constructions; wood, concrete and vitrified tile. We were told that the objection to the wood silo was that it would not stand up against the wind storms and effects of the weather but a few years. It is necessary that a silo be air tight in order to preserve its contents. A properly constructed concrete or vitrified tile silo is not only air tight, but lasts for a lifetime.

One of the chief advantages of the silo for the farmer in this section lies in the fact that when the corn crop is cut short by dry weather and the grain yield is to be small the green fodder can be converted into silage and thus saved for cow feed, when it would be of small value as a grain crop.

The cow is one of the means by which the farmer can convert grasses, hay and silage crops into cash. Without the cow much of the value of these crops would be lost. Some of the Wisconsin farmers reported using clover and timothy, cut green, run through the silage cutter and put into silos, thus getting a very large tonnage of feed per acre.

The value of silage as a dairy cow feed is estimated to be worth one-third that of good alfalfa or clover hay.

Importance of Bulls and Breeding

Undoubtedly the greatest single factor in a cow's ability to produce is the "breeding" which is back of her. The best of feed and care will not make a profitable producer out of a cow which does not have the native ability. Probably the quickest and safest way in which high producing blood can be brought into a herd is by the use of good purebred bulls.

Where such bulls are used on scrub or grade herds one is sure to have at least 50 per cent of milk producing blood in the first crop of calves, regardless of the dam's ability. With proper attention to the selection of bulls for use in the herd, even a poor herd can be brought up to high production in a very few years. This was brought out very forcibly at the Iowa Experiment Station where good purebred dairy bulls were mated with native scrub cows from Arkansas. The second generation heifers from this cross produced considerably over twice as much milk and butterfat as did the original scrub cows. Simply because a bull is a registered purebred is not a guarantee that he will sire high producing daughters. Different bulls vary greatly in this respect so more and more attention is being paid to the production shown by the ancestors in the bull's pedigree. However, almost any purebred would be preferred to a grade since the mere fact that an animal is a registered purebred of some dairy breed shows that he and his ancestors have been selected for many years on the basis of their ability to produce milk and butterfat.

No one who hopes to build up a high producing herd can afford to use a poor bull since it would be only a short time until it would be necessary

to use the daughters of that bull to take the place of cows discarded from the herd. In order to build up there must be available higher producers to replace some of the lower producers already in the herd.

Boys and Girls Clubs

(Continued from Page 12)

boys and girls in rural communities has made more advancement or caused wider interest than the boys' and girls' dairy calf club movement. We are beginning to point with pride now to many of our leading young dairymen as former club members of a few years ago. I wish I had time to tell you of some of them but I shall only mention one which is typical of hundreds of cases in Wisconsin.

"Five years ago a little boy by the name of Delbert Kingston, in Waukesha County, was our champion state dairy calf club member. His father was then only a small dairyman among a lot of prominent dairy breeders of that famous cow county. Today if you drive by the place you will find painted on the barn "Goodhand, Kingston and Son, Breeders of purebred Guernsey cattle." Should you drop in to look the place over you would find it in the hands of Delbert, our former club boy, now business manager and junior partner in a big concern. Most any state in the Union offering big prize money on dairy cows will find representatives of this herd and probably Delbert in charge of the exhibit. This young man will be known, and is now one of the leading dairy breeders of the state.

"We feel that there is much more to the boys' and girls' calf club movement than the mere making of future

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Progress of Wisconsin's Cow Testing Ass'n

By A. J. Cramer, Madison, Wis.

Wisconsin is still in the lead over all other states in number of Cow Testing Associations. There are 168 active Cow Testing Associations in the State. Michigan is our nearest competitor with 90 C T A's operating, which is a little more than half as many associations as are operating in the Badger State.

Within these 168 Wisconsin C T A's are found 76,101 cows on yearly test owned by 4,471 dairy farmers. These figures appear large, but, when we consider that Wisconsin has 2,217,000 dairy cows owned by 178,000 farmers we begin to realize how much more work there is to be done in the future.

The above figures indicate that only 3.5% of our cows are in Cow Testing Associations and that only 2.5% of our farmers have their herds entered in these organizations. The little country of Denmark has over 25% of her cows in Cow Testing Associa-

tions, while the United States have less than 1% of her cows on yearly test.

The average Wisconsin CTA cow produces 7,105 lbs. of milk and 273 lbs. of butterfat.

The average Wisconsin cow produces about 4,975 lbs. of milk and 190 lbs. of butterfat.

The average C T A cow shows an increase of 2,131 lbs. more of milk and 83 lbs. more butterfat.

Figuring butterfat at 40 cents per lb. the average Wisconsin C T A cow makes her owner \$33.20 more money per year than the average untested cow. Suppose that all of our Wisconsin cows were as efficient as the average C T A cow, this increase in butterfat value would put \$73,304,400 more in Wisconsin farmers' pockets each year. Under favorable conditions on the average each of the 178,000 farmers would then receive \$412

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Boys and Girls Clubs

(Continued from Last Page)

dairymen, or the organization of clubs in communities for the sake of instruction, good times, as well as a little profit and business training is one of the finest pieces of real service one can do for any farming community. Our aim is first, to make better citizens, by making better boys and girls and we use the calf, pig, or corn club merely as a means to that end. Our secondary aim is to make better business men on the farm and to teach business methods, though we do not expect all of our country boys and girls to remain farmers, but beyond that we do know that we are making better and more satisfied dairymen

through the establishing of these dairy clubs among the boys and girls while they are still in their 'teens. But we need not attempt to portray the benefits of boys' and girls' club work in such States as Kansas, Missouri and Oklahoma, for we have long known of the fine work being done among the country boys and girls in these great states to the south of us. I wish it might be possible for you to visit the Wisconsin State Fair at which we shall have probably 300 of our calves with their owners on exhibition. If you cannot do this, I hope you will plan to attend the National Dairy Show held at Milwaukee this year when we here expect Wisconsin boys and girls to exhibit at least that number at that great exposition."

larger milk checks from his herd each year.

There were 814 purebred bulls purchased by C T A members and 148 of these replaced grade and scrub bulls. We still have 5.1% of our members heading their herds with scrub bulls. There were 5,542 unprofitable cows killed or sold for beef last year, while 3,714 cows with yearly records were sold from members herds for dairy purposes.

The Richfield Cow Testing Association with an average of 341 lbs. of butterfat per cow leads all associations in Wisconsin and in the Central Western States with the highest average yearly butterfat production per cow. The average milk yield was 9,849 lbs.

The Hazel Green C T A stands second with an average of 8,048 lbs. of milk and 338 lbs. of butterfat. This association also has the highest C T A herd average in Wisconsin. Leo Kuhl and Son are the proud owners of the 13 purebred Holsteins that averaged 15,118 lbs. of milk and 534.5 lbs. of butterfat. Also, the highest producing cow is found in this herd. "Canary" a reg. Holstein produced 22,914 lbs. of milk containing 839 lbs. of butterfat. This entire herd of Registered Holsteins will be on exhibit at the State Fair this fall.

GOV. LOWDEN URGES TESTING.

Ex-Governor Frank O. Lowden, of Illinois, one of the leading breeders of Holstein cattle in the United States, in an address before the Kansas Dairy Congress, made the following statement regarding the importance of testing cows and weeding out the boarders:

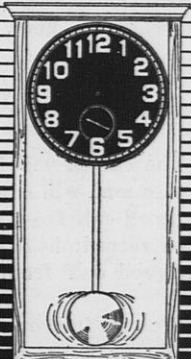
"First, I want to say something of a form of organization, which is of interest only to dairy farmers and which has to do with production. I mean the Cow Testing Association. The

Cow Testing Assn. in my opinion is the most important agency yet founded for the economic production of milk.

"There has been considerable talk in the press recently of over-production of milk in America. For the last year it seems the production of milk was slightly in excess of consumption. This, however, should alarm no one. Nearly all other forms of farming activity have been notoriously unprofitable during the last 3 or 4 years. The fact is that a very large percentage of the cows which are now producing, probably a third, ought long ago to have gone to the butcher's block.

"The thing now to do is not so much to emphasize over-production as to eliminate these unprofitable cows. To this end the most valuable agency we have is the Cow Testing Association."

**Running a Business
without records
is
like**



**running a Clock
without hands**

USE A WISCONSIN FARM RECORD BOOK
WISCONSIN COLLEGE OF AGRICULTURE

Study this picture. Apply it to your business. The idea is valuable.

Does Cow Testing Pay?

Does it pay to keep books in a bank or hardware store?

One question is just as wise as the other.

The day is coming when dairymen will no more think of keeping cows without keeping records than a banker will think of loaning money and trusting to his memory and luck to collect interest.

Here are five advantages of cow testing, and there are a lot more:

1. We'll take better care of the cows.

Many a man, when he began testing his cows also began taking better care of them and surprised himself with how good his cows were.

2. We'll find out which cows are paying a profit.

There are thousands of herds where part of the cows are profitable cows and the rest "boarders," eating up the profit.

3. Our good cows will be worth more when we know how good they are.

A good cow will bring \$50 more if we can show her record when we want to sell her.

4. The calves will be worth more.

A wise man will give \$50.00 or more for a good calf from a good cow with a good record; he'll give \$25 or less for a good calf from a cow with no record.

5. We can improve our herds.

When we know by actual weights and figures that we have high-producing cows, we'd be chumps if we didn't keep the heifers from those cows. The best way to judge the value of a young heifer or bull is by the records of its ancestors. The way to tell the breeding value of a mature

cow or bull is by the records of its offspring. Without records we can't make much improvement.—Courtesy International Harvester Co.

THE COW.

No animal holds such an important place in the welfare of our nation as the dairy cow. Thinking men of the ages have seen her in her true light but those who live close to her very often fail to appreciate every contribution that she makes to humanity. In an admirably written book by Jared van Wagenen entitled "The Cow", we find many charming paragraphs and pages. This book presents the cow in a different light than one devoted simply to her care and feed or to breeding. We quote the following paragraph because it presents so well the cow's relationship to the soil:

"With the years the Kingdom of the cow is a constantly widening empire. Even like the sheep of which Virgil wrote, she 'hath a golden hoof'. To some one-time fertile regions she comes late, but she comes to save. When the soil-miner has wrought his perfect work and the earth no longer gives her increase—when seed for the sower and bread for the eater grow scanty—then the cow comes to the rescue. From the beginning she has exemplified the doctrine of soil conservation. Where she makes the land her own, green carpets of pasture possess the fields, alfalfa throws its perfume to the breeze, and corn waves and rustles in the sunshine. There great new barns rise in place of the old, and white walled farmsteads speak of peace and plenty. There contented farm folk found dynasties by striking the roots of their lives deep into the soil. 'And of such is the Kingdom of Heaven'."

Regarding Markets for Milk

Milk producers of Kansas, Oklahoma and Missouri are not so fortunate as the dairymen of Wisconsin, Minnesota, Illinois, New York, California, Washington, and other great dairy states of the present day in the matter of markets.

Containing but few large cities, the southwest has found its market for whole milk limited and has been forced to turn, in the past at least, to other methods of disposing of its product. Although condenseries have begun to create new markets for whole milk in this section, by far the greater part of the milk produced is sold in form of farm-made butter, cream, and bottled milk for local consumption. Only recently has the southwest turned its attention to cheese as a profitable form in which to market the product of its herds.

As a consequence of the distribution of population of these three states largely to small towns and rural communities, with only St. Louis, Kansas City, Topeka, Wichita, Oklahoma City, Tulsa, and a few other cities offering whole milk markets of any size, farmers and dairymen in the past have turned their raw milk into butter or have sold it in form of sweet and sour cream to creameries, cream stations, and agents for large creameries located at various places throughout the district.

In the last decade the more important manufacturers of condensed and evaporated milk have turned their attention to the possibilities of establishing plants in the southwest and large condenseries now are located at Mt. Vernon, Missouri, Fort Scott, Mulvane, and Iola, Kansas, while several smaller plants are scattered throughout the territory. These are augmented somewhat by plants of lesser importance which have begun to buy whole milk to be powdered or otherwise reduced to marketable form.

Similarly the manufacture of cheese in the southwest has been an industry of minor importance. Cheese factories

have sprung up at various places in the tri-state district at odd times for the last twenty years, but few of them have survived to become important markets for their producing areas. A cooperative plant has been in operation at Paola, Kansas, for several years and is considered a success. Last year a plant was started as a community venture at Neodesha, Kansas, and it likewise is showing promise of succeeding.

But by far the most important movement looking toward the establishment of the cheese industry in the southwest is that now being contemplated for Southwest Missouri, where it is proposed to start twenty factories under one marketing and operating agency. Coffeyville, Kansas, is preparing to open a factory, modeled along the lines of the Neodesha plant. In Missouri several small cheese factories have been in operation long enough to prove that cheese can be made in this climate and that it can be made at a profit.

Dairymen and interests of the southwest which have turned their attention to dairying as a profitable branch of diversified farming have begun to realize that markets constitute, and probably will constitute for several years to come, one of the greatest bugbears to the growing industry, and to this end they are uniting their efforts as never before to devise schemes and plans which will enable the farmer-dairyman to dispose of its milk products at a profit. This movement has been forwarded by dairy development associations, chambers of commerce, and cooperative agencies created by the producers themselves.

Producers, however, have come to a realization that markets will come once production in quantity is achieved and, as a consequence, they are urging their neighbors and their communities to take steps to so augment the volume of milk produced that markets may become profitable from the start.

Farm Equipment

One of the most outstanding features that attracts special attention in traveling through the farming and dairy sections of Wisconsin is the fine improvements found on the farms. Wisconsin farms average only about 90 acres each and vary in size from 40 up to 300 acres. Almost every farm boasts of a good modern house, large barns, silos and other improvements, all painted and well kept, indicating a commendable degree of pride taken in comfortable and pleasant surroundings.

It is plain to see what the farmers and dairymen of Wisconsin had in view in making these improvements; first, substantial comfort, and second; the adaptation of their improvements to the dairy business. In other words they believe that proper equipment is necessary to success.

The houses were large as a rule for farm houses and the style of architecture was modern. Several of our party went into different houses to view the interior, and reported that they were unusually well furnished and equipped for comfortable living. In front of most of the houses was a well kept lawn, with shrubbery and flowers, and usually a board or picket fence enclosing the yard. The barns had quite generally a stone or concrete basement with a frame upper story or loft for the storage of feed, the basement being used for sheltering the stock. As a general thing living water was piped into the barns from wells. The indispensable silo was almost invariably an attachment to the barns. Frequently there were more than one barn and several out buildings. The cow barns had concrete floors and feed troughs, and were equipped with stanchions and bins for ground feed. They were ar-

anged with a view to convenience in feeding and milking. Probably 25% used milking machines. Some of the dairymen preferred the machines and others preferred hand milking. Quite generally, however, those that were using machines reported them a success. There seemed to be an absence of surplus farm machinery, and it was a rare thing to see a valuable farm machine standing out in the weather.

There is no question but what the people of Wisconsin generally believe in good roads and consider them essential to profitable farming. They also take a pride in their schools and at frequent intervals the country school houses would be passed as we traveled along. It is simply astonishing how many of the country boys and girls are looking forward to a course at the State University, and the work of the country school is regarded as a preparation to entering the University. Country churches were also quite numerous and gave evidence of constant use for worship.

It was quite evident that the country population of Wisconsin gives quite a little attention to the science of living. Just when, or how, or where they received the inspiration to live comfortably, methodically and with an apparent purpose in life, enforced by industry and thrift, would be an interesting speculation. The probability, however, is that it is inborn and the result of generations of training.

When inquiry was made as to where the money came from to pay for these improvements the invariable answer was that it was made on the farm and is the result of the profitable marketing of their farm products through the dairy cow and the sale of improved dairy stock.

The Pioneer Dairy Organization

By Paul F. Burchard, Associate editor of Hoard's Dairymen and former Secretary of the Wisconsin Dairymen's Association.

The Wisconsin Dairymen's Association was organized in 1872, at a time when agriculture was at a very low ebb in this state, owing to the single crop system. It would be presumptuous for one specially interested to say that the wonderful progress of the state in dairying and agriculture was due only to the efforts of this association, but unprejudiced and competent observers have stated that it has been the greatest single force in accomplishing this result. Since its organization the dairy products of Wisconsin have increased from \$1,000,000 annually to over \$190,000,000 annually, and our state now stands first among the states in value of dairy products and in number of dairy cows, and she is pointed out in all regions as the pattern for successful cow keeping and has become the Mecca for buyers of pure-bred and grade dairy cattle.

The first problem met and solved was the securing of a good market for Wisconsin's dairy products and advertising their quality. Going hand in hand with this was the improvement in the quality of the product, which was accomplished through meetings and institutes of farmers, and through the employment of inspectors and instructors to visit creameries and cheese factories. This work was the forerunner of the Farm Institutes, the Dairy School, and the Dairy and Food Commission, and it was largely through the initiative and influence of this association and its members that the establishment of these institutions was accomplished and the dairy legislation of the state

perfected.

As these several institutions became well established and separate phases of the industry passed from infancy to lusty strength, such as those represented by cheese makers, butter makers, and pure-bred breeders, the association gladly turned over these special activities, keeping in mind its special mission of urging dairymen to keep better cows, give them better care, feed them more intelligently, handle their products to better profit, and protect the dairy market from fraudulent imitations.

Through all these years the association has kept close to the man on the farm, and its annual meetings have been held in those districts where it was felt the influence of the association would most largely promote the gospel of the dairy cow. The large centers of population were avoided, and it has gone out into the highways and byways of the state, into sections both well-settled and pioneer, to preach better cows, better methods, and more enlightened dairying as the means to an end,—more enlightened living.

In 1906 the first cow testing association was organized in this state through the efforts of the Wisconsin Dairymen's Association, and to this work the major parts of the funds of the association have been devoted—indeed so great has been the demand for this work that for the past four years the association has omitted publication of its annual report as it was believed that such funds as were available might best be employed in the cow testing work. Marked success has crowned our efforts, for today Wisconsin leads all states by a good margin in the number of associations and number of cows on test.



PICTURE OF PARTY TAKEN AT CARNATION FARM, OCONOMOWOC.

Great Good to Result From the Tour

The unanimous expression from the delegates is to the effect that the trip will result in more real good to the agricultural interests of our three states than anything that has been done in many years.

Here are a few extracts from letters received by the committee showing how the delegates were impressed by what they saw and heard:

W. M. Jardine, Pres. Kansas State Agricultural College: I am sure the experience gained on this tour by all participants was more than worth while and will get results. I enjoyed every part of it including what I saw, the information gained and the contacts made with the splendid bunch of men from Missouri, Oklahoma and Kansas.

J. A. Whitehurst, Pres. Oklahoma State Board of Agriculture: I feel that it is one of the most profitable trips of its kind that I have ever taken.

J. W. Bowers, Chamber of Commerce, Jasper, Mo.: I think this the most educational trip that was ever

put on. I think the best thing we learned from this trip is what co-operation will do for a state or a community.

F. M. Wilson, Pres. First National Bank, Horton, Kan.: They have changed their system of farming from grain to dairy cows, silos, manure spreaders, creameries, condenseries and cheese factories. This program has been consistently and intelligently followed with the result that the yield of crops per acre is almost double and they are assured of a steady and regular income which can be depended upon.

G. R. Shultz, Kaw Valley Creamery, Lawrence, Kan.: We could do all of the things Wisconsin has done and be the gainers without having increased production. We can in the meantime double the consumption of milk.

C. E. Driver, Dairy Agent, Mo. Pacific Railroad: After much observation and consideration I have decided that their success was due to good cows, home grown feeds, economical production through the use of the silo,

diversification, use of good pure bred bulls, the cow testing association, adherence to a well balanced form of agriculture, a thrifty industrious population and good roads.

Henry B. Henson, Journalist, Mt. Vernon, Mo.: The most striking fact, I believe, and the one which stands out as distinguishing these people from our own of the middle west is the general liking for work. This is marked by the general prosperity among everyone and the splendid condition in which the farms are kept.

O. S. R. Mings, Farmer, Burlingame, Kan.: Upon reaching Wisconsin it took me only one day to realize that cooperation was the keynote to their success. Next was the future foundation they are so carefully building by taking such great interest in the younger generation. Seems to me they will keep most of their young people in Wisconsin.

K. L. Hatch, Ass't Director of Agricultural Extension, University, Madison, Wis.: It is "team work" rather than has helped to make Wisconsin what it is. You will readily understand that I refer to the State Department of Agriculture, the State Department of Markets, the Dairy and Food Commission, the Agricultural College, The Wisconsin Live Stock Breeders' Association, The Wisconsin Experimental Association, The Horticulture Society together with the Wisconsin Bankers' Association, the various Chambers of Commerce and other civic organizations of the state. In my judgment Wisconsin depends more upon the human factor than upon any natural resources or advantages that the state possesses.

Martin Jensen, Deer Creek Creamery, Atchison, Kan.: I was surprised to see so many herds of good cows with great production. Then their great barns where all feed was stored, nothing left out doors, their silos on

nearly every farm and on a great many, two silos providing succulent feed for all seasons and plenty of it. Everywhere thrift was manifest. Even the Poor Farms made money.

J. A. Muster, County Agent, Nevada, Mo.: The party traveled almost a thousand miles by automobile by daylight all over the twelve counties inspected and I only saw two farms out of the hundreds passed that were not well kept and possessing homes, barns and other outbuildings well painted and in fine repair.

Chas. M. Weir, Western Newspaper Union, Kansas City, Mo.: I believe every one who made this trip was convinced that the dairy cow has made the farming industry of Wisconsin a financial success.

G. M. Smith, Banker-Dairyman, Augusta, Kan.: I will say in regard to the Wisconsin trip that I enjoyed it immensely and came back full of ideas as to work among the farmers of our community and also as to my own dairy business.

H. C. Sticher, Editor Free Press, Osage City, Kan.: I cannot conceive of anything that the farmers of Kansas could do that would result in benefiting their present condition more than going seriously into the dairy business. I feel that Eastern Kansas is especially adapted to dairying.

J. Robt. Wiley, Dairy Specialist, Chamber of Commerce, Tulsa, Okla.: I will say that the prosperity of Wisconsin seems to be far beyond any other part of the country that it has been my privilege to visit.

Geo. M. McCanse, Pres. Farmer's Bank, Mt. Vernon, Mo.: I came back with some feeling of envy of our Wisconsin brethren and wondering if we could ever hope to equal what they have done. I assume we can accomplish it if we are willing to pay the price in hard work and application. I am of the opinion that what they

have has not just happened, but it is the result of years of intelligent effort.

M. C. Hale, Chairman, Agricultural Committee, Chamber of Commerce, Tulsa, Okla.: I do not think any one could drive over the state of Wisconsin and not be thoroughly sold on the stabilized condition of that state after seeing their splendidly developed farms, comfortable homes with every evidence of prosperity together with their splendid road system which the dairy cow is responsible for, without having a strong desire to develop the Southwest along similar lines. The dairy business can be developed as successfully in Oklahoma as in Wisconsin.

Paul Klein, Pres. Kansas State Board of Agriculture. W. E. Randell, Iola Creamery, L. E. Horville, Iola State Bank, all of Iola, Kan.: The highly developed condition of the farms and community is due to the cooperation of the farmers, bankers, business men and the Wisconsin University. We feel amply rewarded for the time taken and money spent on this trip.

Otto Allgeyer, Pioneer Trust Co., Kansas City, Mo.: I have found myself boosting the dairy industry and good roads at every opportunity and believe all members of the party are doing the same which is evidence enough that the trip was a success.

C. E. Gresser, People's State Bank, Rossville, Kan.: I am going to try to get this end of Shawnee County in the milk business and I have hopes that I can work it through the Topeka Chamber of Commerce by arranging some way to get a dairy specialist on the job.

John A. Hall, Atty. at Law, Pleasanton, Kan.: Nature has done much more for us than for the northern farmer. The average man going for the first time from Kansas, Missouri

or Oklahoma to the Wisconsin Dairy District will experience a complete revolution of his ideas of agriculture.

Charles L. Henson, Judge Circuit Court, Mt. Vernon, Mo.: The value of the trip will be measured in the future by our ability and opportunities to spread the information received. If we succeed in doing it, as I have no doubt we will, it will stimulate a large portion of the farmers from the various localities reached to diversified farming, intensified dairying and a good roads program.

W. F. Miller, First National Bank, Junction City, Kan.: The thing which impressed me most, I think, was the cooperation shown among the bankers, county agents and farmers of Wisconsin. The good roads in that country have a good deal to do with this for without the good roads the cooperation of these people could not be carried out. I was greatly impressed with the contentment of the people who were conducting the farms which we visited.

Will Pendleton, Kaw Valley Cannery Co., Lawrence, Kan.: The good roads in Wisconsin are a big asset to the state. I believe that our local conditions could be much improved if we used the same patrol system that they use in keeping the roads in repair after their construction.

I. J. Meade, Pres. Lawrence National Bank, Lawrence, Kan.: That Eastern Kansas is just as well adapted to dairying interests as Wisconsin and that as bankers we should assist our farmers to work into the dairying business as rapidly as possible. However, I do not believe that it can be done overnight as you know it takes time to build up and develop a dairy community.

H. W. Jacobs, Central National Bank, Junction City, Kan.: It is my opinion that this county has more natural resources than any county

that I visited in Wisconsin which are adapted to the Dairy Industry. However, it is not my opinion that we should attempt to convert this county into a Dairy county, such as many of the counties which we visited in Wisconsin. However, I do feel that if we can succeed in getting at least four or six dairy cows on the majority of farms in this county in the next few years that we will show big results in the prosperity of the farmers.

J. N. Tippet, Commercial Club, Bethany, Mo.: What I saw was worth much more than what it cost. What they have accomplished in their dairying and farming is great but no more than can be done in Missouri, as I think Missouri is better adapted to dairying than Wisconsin. Harrison County is going to try to benefit from what they have learned on this trip.

J. W. Womer, Osage County Bank, Osage City, Kan.: We have been trying to hit the high places in the dairy business here and hope to form a cow testing association so that each cow in this community will be tested to see whether she is a producer or only a boarder. We hope to form five or six bull associations so that each cow owner may have a chance to improve his stock. We are trying to form a cooperative club between the farmer and the business man to the end that these agencies may all be used to bring about the desired end of the campaign.

O. C. Jones, Geo. W. Brown & Son State Bank, Augusta, Kan.: The thing that impressed me most was the fact that a people could take a wilderness which nature has not caressed with as kindly a hand as she has our own Kansas, and out of it hew such a country as we saw, fill it with fine homes, and become within a few years an apparently contented and prosperous people—this with the milk cow.

Gene M. Moses, News-Herald, Jop-

lin, Mo.: As we have accomplished a great deal in this section toward the development of fruit and poultry, it would be folly for us to devote all of our attention to the dairy industry. You are perhaps aware that Jasper County is one of the leading Jersey Centers in the United States. There is no doubt but that our dairy farmers here have a great amount to learn from the Wisconsin farmers and we will put forth every effort to tell them how it is done in Wisconsin. Those of us engaged in agricultural development have advocated the same practices that they have followed in Wisconsin. We have accomplished a great deal but have not nearly reached our goal. Those of us who made the trip to Wisconsin had our belief confirmed that we are working in the right direction.

George W. Catts, Agricultural Commissioner, Chamber of Commerce, Kansas City, Mo.: 1. The most important observation is the fact that the Wisconsin farmer studies his business using the advice of his county agent and state agricultural college in producing as economically as possible. He has shown an interest in cooperative marketing in the form of cooperative cheese plants, etc., but he has not overlooked the importance of economical production.

2. Farming in Wisconsin is no more diversified, if as much so, as it is in Missouri and Eastern Kansas, but the Wisconsin farmer is putting more brains and business into his farming operations. This is the thing that we should strive for to a greater extent in Kansas and Missouri.

Walter A. Evans, Pres. Chamber of Commerce, McAlistier, Okla.: Far be it from me to boast but, Southeastern Oklahoma is similar in topography to the part of Wisconsin we traversed, the only difference is that Southeastern Oklahoma is the God-made country,

while sections of Wisconsin that we saw were made through the energy and agency of man.

To me the outstanding feature of the trip was the cooperation between the banker, the dairyman, and the business man. I think that the dairy country of Wisconsin owes in a measure the great success to the co-operation of the three interests I have mentioned above.

It is my intention to try and form an organization in this community whereby our farmers and ranchmen will have the opportunity of procuring some pure bred cattle for their foundation herds. I think that we will be successful in putting this plan into effect.

W. B. Bain, Aines Farm Dairy Co., Kansas City, Mo.: The faith and loyalty which the farmer holds toward the State University, together with the remarkable results which the University is thus enabled to produce.

Interest in and satisfaction with farm life exhibited by the girls and boys.

This was indicated by the almost universal type of barn and in various communities by the standardization of equipment: Great number of silos. Breed Organizations. The prevailing low price of milk and the fact that the farmers seem very well satisfied with that price.

A. J. McDowell, Dairy Agent, Frisco Railway, Springfield, Mo.: I think the trip was a great success. The most so of any trip I have ever known of the kind. The people who went were all thoroughly imbued with the idea of getting the real and exact facts, and were men of sufficient caliber that I think they did so. It ought to be worth many times its cost to the territory represented.

R. V. Gunn, Director, Banker-Farmer-Exchange, Madison, Wis.: Help the State Agricultural College and its

County Agricultural Agents put over their program. Scientific farming for maintaining and building up soil fertility and crop yields is the first requisite for a permanent agriculture. What is needed and how to carry out this program have been given many years of careful study by the brainest and best trained men in our country. Accept their judgment and allow them to lead the way. Educate ourselves first then help to pass on the information.

Encourage Diversification. It has taken many years for some localities and some people to fully realize the evils of one-crop farming. Specialization has proven profitable to only a favored few. Diversification maintains soil fertility, increases crop yields, provides more than one source of income and makes it possible to more fully occupy capital and labor throughout the entire year. The dairy cow and her requirements have solved the diversification problem in Wisconsin. Where conditions are right and the farmer is "dairy-minded", she will do the same thing for Missouri, Kansas, and Oklahoma. The dairy industry as a whole should have little to fear from over-production. There is yet much opportunity for increasing the consumption of dairy products. A big field is yet open in culling out the unprofitable producer. It is our "marginal land" put into grain that should be growing grass that causes an over production in wheat with resultant low prices. Let us not make this same mistake with poor dairy cows.

Cooperate and work with the farmer. Profitable industry, profitable business, profitable banking, are directly dependent upon the prosperity of the farmer. The farmer desires no philanthropy. He is willing to pay for what he gets but he wishes to get what he pays for. A thorough un-

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Payday Every Day

One of the common every day conditions found on our tour of inspection was the fact that the dairy farmer had a payday almost every day. He receives his milk and cream checks regularly every few days or two weeks. The wheat farmer receives his checks once a year and sometimes his crop is so short and the price so low that his check fails to cover expenses.

We wrote to Mr. C. G. Kruger, Cashier of the First National Bank of Wausau, Wisconsin, and asked him for a statement regarding the frequency of deposits of a few of the dairy farmers of his bank. He sent four statements as given below. He stated also that many of the farmers were in the habit of cashing their milk and cream checks and paying all of their store bills before depositing the balance in the bank. Here are the four statements, which he sent giving the dates and amount of each deposit.

Robert Ventzke, R. No. 2, Wausau, Wisconsin—18 Holstein, Guernsey and Brown Swiss cows, made 54 deposits in the two years from June 1, 1922 to June 1, 1924. Total cash deposited \$5,764.24 making an average of 2¼ deposits each month of \$106.76 for each deposit.

Ellingson Bros., Wausau, Wis.—31 deposits in two years, June 1, 1922 to June 1, 1924. 18 Holstein cows, deposited \$4,221.94, an average of \$136.19 for each deposit and 11-3 deposits for each month.

Barney Holzom, R. No. 7, Wausau, Wis. 28 Holstein and Guernsey cows. Made 148 deposits, June 1, 1922 to June 1, 1924, total of \$10,388.44, an average of six deposits each month of \$70.19 for each deposit.

Mathie Bros., Wausau, Wis. 27 Holstein cows, June 1, 1922 to June

1, 1924. 132 deposits or a total of \$15,194.46. An average of \$115.10 for each deposit and 5½ deposits for each month.

In looking over the records of these four dairy farmers the deposits run quite uniform, except the big deposits are in the winter time when the flow of milk is strongest and the price is highest. An occasionally large deposit would indicate the sale of some live stock or other farm products than milk. The advantage of this system of farming is very apparent to every banker and business man in Kansas City and its trade territory as against the practice of the average grain or live stock farmer.

Great Good to Result from Tour

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Understanding of the farmers' problems will bring about that sympathetic feeling prerequisite to a square deal. If individual business men and bankers are not qualified to understand and work with the farmers, let them employ some one who is. Large or associated industrial organizations, city or state chambers of commerce, county or state bankers associations, can best and most economically stimulate and obtain results by organizing agricultural committees and perhaps employing the services of the right man to study and direct this cooperative relationship.

DAIRY FILMS TELL STORY.

The 2,000 feet of moving picture films taken by W. A. Andlauer during the tour are very life like and give a first hand view of farming conditions. Write to J. Frank Smith, Mgr. Good Roads Association of Greater Kansas City, Coates House, Kansas City, Mo. for the loan of these films.

How to Build Up a Dairy Herd

During the past two or three years many farmers in Kansas and adjoining states have become interested in the possibilities of dairying, realizing that it was safe farming as compared with wheat growing and other types of undiversified farming. More dairying should be taken up in this section and there are many men capable of making a success of it. However, the inexperienced man should not go in expecting to see immediate results. Success in dairying is the result of a slow and careful building up of a herd of high producing dairy cows. A person should not go into dairying unless they expect to stay in for several years.

The breed chosen is a minor point in so far as it affects the success of a dairyman. The producing ability of the cows which make up the herd is the important thing. There are many poor herds as well as good herds of any breed. It is a good plan to choose the breed of dairy cows which is most common in the community.

Using a good purebred dairy bull on the best cows already on hand, or the best cows which can be secured in the neighborhood, is the safest way to start a herd. This will give the dairyman an opportunity to get his experience without having too much money invested and will avoid some of the danger of introducing disease. The beginner has much to learn and will make many mistakes so he had better make the mistakes on cheap cows. After a few years of experience and a good grade herd has been developed it is a good plan to introduce a few purebred females into the herd so that the grades which are discarded can be replaced by purebreds.

Many men feel that they want to

save some time by buying grades of their chosen breed to start with. As a result many car loads of dairy cattle are brought from other states into this southwestern section annually. This plan has been quite successful where the cattle were carefully selected and purchased from responsible parties. The great difficulty is of course that under ordinary circumstances good cattle are not for sale or if they are offered it is at more than they are worth.

Regardless of the method used in getting into the dairy business it is always necessary to keep some system of records on the production of the individual cows so that the poor producers can be detected and culled out of the herd. No cow should be retained in the herd which does not show at the end of the year a good profit over the cost of her feed.

One of the most satisfactory methods of keeping production records is through the cooperative cow testing association. Under this plan some 25 or 26 farmers form an association and hire a supervisor who keeps complete records of milk and butterfat production and feed consumption on the individual cows in each member's herd. For a small monthly charge each herd owner can tell exactly which of his cows are producing at a profit and which at a loss. The cow testing association has undoubtedly been one of the important factors in developing many of the high producing herds found in our great dairy states.

While production is the important thing in the herd, type must not be overlooked since we know that good type and heavy production tend to go together. Select cows of good size

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MATADOR SEGIS WALKER

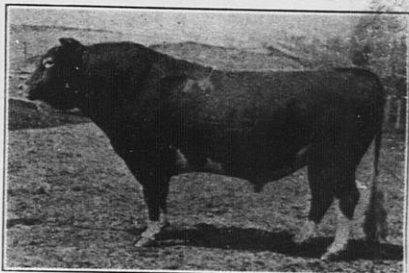
The above is the picture of the herd sire of the Carnation Milk Farms at Oconomowoc, Wisconsin. This animal is 11 years old and has nearly 1000 daughters and granddaughters, all of them with high records of milk and butterfat production. He also has the distinction of everyone of his daughters producing more milk and more butterfat than their mothers. Many of his daughters produce more than 25,000 pounds of milk per year and more than 1000 pounds of butterfat.

The farmers of Kansas, Missouri and Oklahoma who are interested in the production of milk and butterfat for a profit should be interested in developing dairy cows with high producing records.

This picture and this brief record is given simply to show the people of our three states the importance of using purebred sires of high producing blood lines in order to breed up profitable dairy herds.

Wisconsin has 77,000 purebred Hol-

stein cattle and a large number of the 2,217,000 dairy cattle are grade Holstein.



SAILOR LAD OF THE FONTAINES

The above is a picture of a typical Guernsey Bull. Wisconsin has 2,217,000 dairy cattle of all kinds. Of this number 18,000 are purebred Guernseys and many thousands of grade Guernseys. The Guernsey is used very largely for the production of market milk. The friends of the Guernsey claim that in the production of butterfat and of rich, wholesome milk this breed is a leader.

This purebred bull comes from a long line of ancestors with milk records of 10,000 to 14,000 pounds per year and butterfat records of 500 to 800 pounds per year. This bull has a long line of daughters with yearly records of milk production of 10,000 to 13,000 pounds and butterfat records per year of 500 to 700 pounds.

The object in printing this picture and making this brief record is to call attention of the farmers everywhere to the fact that blood and breeding are all important in the production of milk and butterfat economically. It is said that the average cow in Kansas, Missouri and Oklahoma produces less than 150 lbs. of butterfat per year. By breeding ordinary cows to purebred sires of high producing strains the milk production can be increased very rapidly through the daughters.

How to Build Up a Dairy Herd

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with straight backs and rumps, large middles and large, well shaped udders. This type will on the average not only produce the most milk and butterfat but will sell much the best when the herd grows until there is a surplus to be sold.

A Successful Preacher-Farmer

The first farm visited by the tourists Monday morning just out of Beloit was that of W. J. Dugan. His was a splendid farm, well kept and showing evidence of prosperity. After he had conducted the party through his dairy barn, viewed his herd of Guernsey cattle and heard him tell his story they were all treated to a bounteous treat of rich, sweet milk.

INCOME FROM FARM

Posted on the side of his barn, in large box car letters, was a financial statement of his business during the past year. It showed that his income for 1923 was as follows: Sale of milk and cream (retail whole milk) \$18,357; of cattle \$649; of hogs \$1,076; field crops \$784; total cash income \$20,866. Bought concentrates for feed, \$1,349. Labor expense, exclusive of owner's salary, over \$7,000. Investment \$56,696. Net income was 8.2 per cent income on investment. Charged farm for his salary as manager, \$1,800. Besides the family gets rent of residence \$500; supplies from the farm \$1,000, or a total income from the farm, over and above interest and expenses, of \$3,300.

A questionnaire was submitted to Mr. Dugan and his replies will best give his story as well as his views of dairy farming.

QUESTIONS AND ANSWERS.

Acres in farm—230.

Acres in different kinds of grain and hay—Corn, 48 acres; oats, 25 acres; alfalfa, 56 acres; clover, 15 acres; barley, 11 acres; pasture, 42½ acres; potatoes, 2½ acres; fallow, 15 acres (seeded to alfalfa).

Give your crop rotation program—I have a two-fold rotation program—clover rotation and alfalfa rotation.

The clover rotation is small grain seeded to clover. Clover 1 or 2 years, corn 1 or 2 years. The alfalfa rotation is not so regular. I leave the field fallow the year it is seeded to alfalfa then crop it from 3 to 5 years, then into corn for 1 to 3 years, then back to alfalfa.

Breed of cattle and why—I keep the Guernsey cattle because they are pre-eminently the breed to produce milk for direct consumption. Also they are economic producers.

Brief story of your experience on the farm giving amount of capital to start with the value of your farm and live stock at present—After spending 12 years in the ministry I determined to retire to the farm because of impaired hearing. I had been brought up on a farm and had had the General Science Course in our State University. It was natural that I should turn to the farm for a profession. Regarding the capital with which I had to start, it cannot all be figured under the dollar mark. I had only \$2,000 in money of my own. I had some sisters who had limited means and were willing to back me if I needed. This gave me financial confidence. I had a wife who had implicit confidence in me and was willing to follow my lead. With all of my mistakes in judgment I have never had to fear the criticism of home or family.

Another large asset has been the encouragement of the professional and business men of the city. The banks have always extended the credit I needed and have shown a helpful interest in my progress. With the above assets no one could fail.

You ask for the value of my farm and livestock at present. I practice taking an annual inventory with this principle, that the values are placed

at what they would bring under forced sale. My 1924 inventory places the land and buildings at \$46,000; live-stock \$8,733. Besides this the place is fairly well equipped with machinery and supplied with feed.

Of course, I do not pretend to be entirely out of debt, nor do I care to be. Borrowed money for productive investment on the farm is just as good as in any other enterprise. However, I aim to increase my net asset somewhat every year and to pay a fair interest on the investment, and finally to make the farm give life as well as a living.

Do you have a silo? If so, why? Give your value of silo—Yes, 2 of them, because of their economy and convenience. I appreciate the value of good silage to this extent. I would rather have my corn ensiled than to be able to go to the field and bring up a load of fresh, green corn every day in the year.

Are you in a cow testing association, if so, why.—Yes. I have kept continuous records either privately or in the C. T. A. ever since I started in dairying. The C. T. A. enables me to feed intelligently, cull cows intelligently, and select breeding stock.

Give us your opinion of the value of cow testing.—The C. T. A. in any community will help the individual farmers as it has helped me. It will also add to community spirit and co-operative effort. It creates a neighborhood pride.

Give some suggestions on how the farmer in Kansas, Missouri and Oklahoma could safely go into the dairy business.—One of the first essentials for safety is that you look to a stable market and I advocate first cultivate your local market. In your territory there is a dire need of larger consumption of milk and milk products.

Your next condition of safety is continuous C. T. A. work. Aim to have every cow in a C. T. A. Your feed problem is more easily solved than ours. Lastly, create dairymen.

Give the advantages and disadvantages of selling milk to cheese factories, condensaries and to whole milk markets. Also the selling of cream to creameries, also tell us the main differences in patronizing these various markets.—No state should go all to one line of products. First supply your local markets with all dairy products, then find a demand for the product you wish to export. The creamery has some marked advantages over every other line of dairying. We are finding that the skimmed milk is an essential element in the food of growing stock. I believe the farmers do not place half value on the milk fed on the farm. I have found the marketing of a high quality product direct to the consumer very satisfactory.

What are the chief forces which have made Wisconsin succeed so well agriculturally?

1. Farm ownership (making the farmer a citizen king).
2. Diversified farming.
3. Cooperation. We are aiming in Wisconsin to obliterate the lines between urban and rural population. We are also aiming to make every farm larger than its line fences even co-extensive with the State and the Nation.

EXTRA COPIES AVAILABLE.

Extra copies of this report may be had by writing to or calling on the Good Roads Association of Greater Kansas City, Coates House, Kansas City, Mo. Single copies free. In quantities to banks, Chambers of Commerce and others for distribution, 10 cents per copy.

Rotation of Crops

It is a well known fact that the acre production of crops is gradually diminished in Missouri, Kansas and Oklahoma as a result of soil exhaustion. Planting the same crop year after year has used up the plant food and reduced the fertility of the soil. If this process is continued many years longer the soil will become too sterile for profitable farming; in fact in many localities that stage has already been approached.

There are three ways of building up the soil; by animal and commercial fertilizers; summer fallowing, and rotation of crops, in connection with thorough cultivation.

The following table shows how corn production in Missouri and Kansas has gradually diminished over a term of years, while in Wisconsin it has increased. These figures are taken from the United States Census reports and can, therefore, be relied upon:

	KANSAS		MISSOURI		WISCONSIN	
5 year av.	1899	23.5	1900	26.6	1900	32.5
5 year av.	1904	20	1905	28.3	1905	33.1
5 year av.	1909	23.6	1910	30.1	1910	34.8
5 year av.	1914	14.6	1915	25.4	1915	34
Per year	1919	15	1919	27	1919	47.6
Per year	1920	25.8	1920	32	1920	43.2
Per year	1921	21.8	1921	30	1921	46.2
5 year av.	1918-22	18.1	1918-22	27.5	1918-22	43.8

sow a crop of clover (or alfalfa) then turning the second crop under in the late summer or early fall of third years growth, and planting it to corn the next spring; the corn followed by wheat and the wheat by oats and then back into clover again. Over the thinnest land the fertilizer, which accumulates on the farm should be hauled out each year. This method, by proper cultivation, will build up the soil and increase production. This system is generally practiced in Wisconsin. A crop of soy beans interspersed makes splendid cow feed and is a fertilizer.

On one farm we visited we saw a field of timothy and alsike clover, mixed, that would produce from two and one-half to three tons to the acre, and adjoining it a field of corn, a field of oats and a field of rye. The manager of the farm told us the oats would yield 75 bushels to the acre; the rye 40 bushels, and the corn 50, providing

What is true of corn applies to other crops.

The most economical way of building up the soil is by crop rotation and the use of animal fertilizer. By this method the land is in use all the time and the expense of commercial fertilizers is eliminated. The method is simple but must be carried out systematically. It consists in dividing the farm into fields and rotating the crops. Every third or fourth year

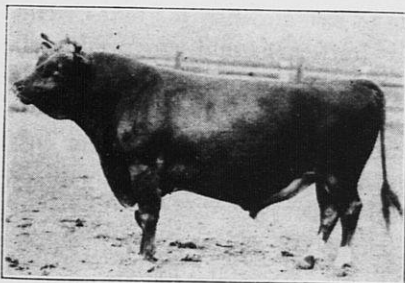
they had sufficient moisture the balance of the season. He told us this year was about an average for the past seven years, when the rotation of crops was fully started. After cutting the timothy and alsike, which was also being pastured, they would turn the second crop under and next spring plant corn and sow the oat or rye field to grass. In the sections of Missouri, Kansas and Oklahoma adapted to alfalfa there should be a field of

this crop started and kept growing as long as the stand was good. Alfalfa is the best substitute for silage for milk cows.

We were assured that systematic rotation of crops not only insured a higher yield but reduced the chances of failure fifty per cent, in addition to building up the soil and keeping it in a high state of cultivation. Dairying, in connection with the rotation of crops, insures a steady and profitable income each year. It must not be taken for granted that a system of this kind can succeed without intelligent planning and constant work. The industry of the Wisconsin farmer is phenomenal, but it pays.

THE HERD BULL AT LONGVIEW FARM.

Flora's Queen's Raleigh 130251, has long been recognized as the "Wonder Sire" because of the winnings of his sons and daughters in the show ring.



FLORA'S QUEEN'S RALEIGH

The records of his daughters at the pail are now forcing the public to recognize him as a "Wonder Sire" of production as well as of type.

This bull now has 19 daughters that have qualified for the Register of Merit. All of these records have been made by immature cows. Three have completed records as four-year-olds with an average of 697 lbs. of 85 per

cent butter, including his highest record daughter, Raleigh's Velvet Queen with 753 lbs. of butter for the year. This cow also has a two-year-old record of 619 lbs. of butter which entitles her to a Silver Medal. Eight two-year-old daughters have yearly records averaging 607 lbs. of butter each. Two of these have won Silver Medals for production while a third has met the fat requirements and when she calves Jan. 19th, she too will have qualified for a Silver Medal which will make their sire a Silver Medal bull.

Flora's Queen's Raleigh now has ten daughters on test and two of these give promise of winning gold medals.

It is worthy of note that this bull has 34 sisters (by same sire) with Register of Merit daughters including Raleigh's Eminent Buttercup—901 lbs. 85 per cent butter; Raleigh's Star of Peace—880 lbs. 85 per cent butter; Raleigh's Oxford Thistle—870 lbs. 85 per cent butter.

Judging from the records of his young daughters, we can very reasonably expect the mature daughters of Flora's Queen's Raleigh to surpass those of his illustrious sire, Queen's Raleigh 88232.

We gladly print the the above record of this bull, which heads the Jersey Herd at Longview Farm, Jackson County, Missouri, simply to bring to the attention of the prospective dairymen in Kansas, Missouri and Oklahoma the great importance of using nothing but pure-bred high producing sires if you expect to make money with Dairy Cows.

The feed and care of a scrub is just as expensive as the feed and care of a high producing grade or pure-bred; therefore begin at once to eliminate the boarders from your herd and replace with profit makers.

Value of Cow Testing

The all important thing in the management of every business, especially manufacturing, is cost of production, whether it be of boots, farm implements, cigars, ladies hats, beef steak, automobiles or milk. In order to succeed in any manufacturing enterprise the selling price must be enough above the cost of production to leave a fair margin of profit. If the price is fixed by conditions over which the manufacturer has no control then he must reduce the cost of production to a point where it will leave a profit. If he does not know what his cost of production is then he may continue to sell at a loss, until his business fails.

If the cost of production can be reduced sufficiently below the prevailing price of any commodity to justify, the producer can lower the selling price and still make a living profit. The profit on any line of manufactured goods does not depend on the selling price alone but on the margin between the cost of production and the selling price.

The dairyman who has low producing cows and does not know how to feed to get the best results may be producing butter fat at a cost of 50 cents per pound. If he only gets 45 cents per pound he is losing money. But if he does not know what it is costing to produce the butter fat he may continue for years to do business at a loss and yet by ways and means only known to the farmer he can continue to live and pay his taxes. But if he is getting 45 cents per pound for his butter fat and can produce it for 20 cents by having good cows and by proper rations and care of his herd he can make a profit of 25 cents per pound. At this margin a cow that produces 300 pounds of fat will make her owner \$75 profit over cost of production. Aside from this the farmer gets \$30 worth of fertilizer and a calf which may be worth from \$10 to \$50.

NOTE THE CHILI COW TESTING ASSOCIATION, CLARK COUNTY, WIS.

Clark County, Wisconsin, has 89,000 head of cattle, all of them tuberculin tested. It has 68,000 dairy cows, 12 cow testing associations, including 325 herds. It has 20 community breed clubs, composed of breeders of Holstein, Guernsey and Ayrshire cattle.

One of the 12 cow testing associations is the Chili Association, with Joseph W. Reichert, of Chili, Cow-Tester, and H. M. Knipfel, County Agent. This association is but two years old and from the second annual report for 1923-24 we extract the following facts:

CONDITIONS AND RESULTS.

- 100% Of the herds in this Association are Tuberculin Tested.
- 100% Of the Members have pure bred Sires.
- 100% Of the Members raise Clover or Alfalfa.
- 100% Have one or more Silos.
- 100% Of the Members do not use Oleo.
- 88% Have Automatic Drinking Cups for their Cattle.

DURING THE ASSOCIATION YEAR—

- 510 Cows were tested.
- 39 Cows were Sold for Beef.
- 37 Cows were sold for Dairy Purposes.
- 17 Cows Re-acted.
- 9 Cows Died.
- 88 Were Heifers and did not receive a Year's Credit.
- 320 Cows Completed a Full Year Averaging;
- 7182 Lbs. Milk.
- 255.9 Lbs. Butter Fat.
- \$139.38 Value of Product.
- \$ 47.64 Cost of Feed.
- \$ 91.74 Profit Per Cow.

Does Continued Testing Pay?

In 1922 Wm. Sanger's herd averaged 6,413 pounds of milk and 220.9 pounds butterfat. In 1923 the same herd averaged 8,221 pounds of milk and 295.6 pounds of butterfat which shows an increase over the previous year of 1,808 pounds of milk and 74.7 pounds of butterfat per cow.

Comparisons of the Holstein Herd Owned by E. W. Lee

Year	Number of Cows	Average Lbs. Milk	Average Lbs. Fat.
1922-23	10	6,772	256.5
1923-24	12	6,975	281.0
Increase in production per cow		203	24.5

DAIRYING IN WISCONSIN

Comparisons of the Registered Holstein Herd owned by J. N. Henning

Year	Number of Cows	Average Lbs. Milk	Average Lbs. Fat.
1922-23	12	7,290	252.9
1923-24	13	8,046	277.8
Increase per cow		756	24.9

Average of Association: 255.9 lbs. fat per cow.

Average of old members: 276.3 lbs. fat.

Average of new members: 243.2 lbs. fat.

Summary of Herds

CHILI COW TESTING ASSOCIATION

1923-1924

Owner	No. Cows	Average Lbs. Milk	Average Lbs. Fat	Value of Product	Feed Cost	Profit
H. C. Portz	13	11,183	347.4	\$188.38	\$62.89	\$125.49
Dick Downer	9	8,217	302.8	165.37	46.32	119.05
Wm. Sanger	11	8,221	295.6	159.71	54.30	105.41
Alb. Lindow	8	8,072	291.5	158.49	49.81	108.68
Chas. Fenske	14	8,502	287.8	157.54	47.97	109.57
E. W. Lee	12	6,975	281.0	153.33	48.80	104.53
J. N. Henning	13	8,046	277.8	151.07	39.67	111.40
Alvin Lindow	13	7,569	276.0	151.18	53.72	97.46
Wm. G. Lindow	15	7,370	272.7	149.81	47.93	101.88
A. O. Chubb	13	7,584	269.1	146.48	48.98	97.50
Edw. Caan	11	7,301	267.4	147.68	52.85	94.83
W. R. Happe	12	7,258	263.6	143.48	57.03	86.45
Fred Schlinsog	15	7,943	258.0	140.00	49.31	90.69
Wm. Campbell	13	6,971	255.6	139.82	52.39	87.43
E. J. Montag	12	7,233	251.2	136.46	50.04	86.42
Arthur Lindow	11	6,447	248.8	135.22	43.12	92.10
Walter Hopp	13	6,388	238.7	128.39	47.34	81.05
Robt. Strey	19	6,630	236.5	129.71	53.52	76.19
Harley Pigott	10	6,090	233.8	126.56	48.74	77.82
H. A. Knoll	11	6,867	232.8	126.71	40.85	85.86
H. Eibergen	6	5,809	229.0	125.64	39.95	85.69
C. D. Reisner	12	6,366	224.3	122.59	39.22	83.37
A. Dankemyer	21	5,875	220.7	120.33	40.73	79.60
Ed. Paulson	8	6,046	201.4	109.86	49.73	60.13
W. Minett	12	5,562	200.4	108.09	35.30	72.79
F. Garbisch	13	6,208	191.0	102.90	38.25	64.65

What Diversification Means

Statement of the Agricultural Products of Wisconsin, Missouri, Kansas and Oklahoma for 1919 U. S. Census 1920.

Kind of crop	Wisconsin	Missouri	Kansas	Oklahoma
Corn	\$64,593,729	\$219,513,184	\$ 86,593,760	\$ 72,698,979
Wheat	16,489,016	140,202,501	320,707,580	140,730,350
Oats	58,051,788	32,394,961	29,005,885	36,376,150
Barley	16,459,014	203,695	8,741,027	2,049,119
Rye	10,675,814	1,468,304	2,955,489	1,022,434
Kaffir and Milo.....		257,332	9,790,707	23,271,427
Dry peas for canning....	2,345,004	182,535	3,432	107,700
Clover & Alfalfa Seed..	10,028,142	3,585,985	1,789,108	245,819
Hay & Forage.....	164,993,480	95,897,050	105,123,767	50,072,900
Potatoes	60,664,851	10,144,410	7,084,888	4,040,810
Sweet Potatoes		2,094,979	920,428	3,504,490
Vegetables	11,441,970	15,354,668	6,401,914	9,050,318
Tobacco	11,539,932	1,385,496		
Cotton		12,513,445		189,552,012
Sorghum (For Syrup)...	331,643	1,767,792	95,802	774,496
Sugar beets	1,498,288		83,393	
Small fruits	1,709,664	3,624,941	712,793	355,306
Apples	2,611,968	9,494,411	3,498,586	2,475,309
Peaches	1,148	2,525,446	512,550	4,533,512
All other crops.....	11,930,367	6,436,719	4,802,139	9,223,611
Total value of				
all crops	\$445,347,868	\$559,047,854	\$588,923,248	\$550,084,742
Total acres in crops....	9,589,971A.	15,418,996A.	21,907,777A.	15,132,111A.
Gross yield per acre.....	\$46.45	\$36.25	\$26.88	\$36.35
Increase value of crop at				
Wis. Average per Acre		\$156,961,307	\$428,297,040	\$152,531,678
Total Agriculture Productions for 1919—U. S. Census 1920.				
Value of all crops.....	\$445,347,868	\$559,047,854	\$588,923,248	\$550,084,742
Value of milk.....	180,306,599	34,752,845	34,920,619	20,878,920
Value Poultry & Eggs	30,288,326	66,271,029	44,199,844	28,635,007
Animals sold for				
slaughter	103,300,000	270,800,000	210,200,000	103,800,000
All other products.....	21,373,495	21,791,525	4,122,152	4,496,331
Total value all products	\$780,616,288	\$952,663,253	\$882,365,863	707,895,000
Total acres				
improved land	12,452,216A.	24,832,966A.	30,160,760A.	18,125,321A.
Gross income per A.....	\$62.64	\$38.36	\$28.83	\$39.05
Excess of Wisconsin				
per acre over		\$24.28	\$33.81	\$23.59
Increased value of all				
products at Wis. Av.				
per acre yield	\$602,944,414	\$1,014,325,999	\$427,576,322	

The above table shows that Wisconsin has ten or more field crops of

about the same importance. Missouri and Kansas depend largely on wheat, corn, and hay, and Oklahoma includes with these her cotton crop. The income to the Wisconsin farmers is more certain annually, being less effected by weather conditions. They also have a pay day almost every day or week the whole year round. In Missouri, Kansas and Oklahoma the grain crops are often effected,—many times almost destroyed by drouth or other conditions, leaving the farmers with meager resources on which to fall back. Crop failures here are too numerous while in the Badger state they are almost unknown.

A dependable income and a stable farming program is what we are looking for. If the Wisconsin program is "IT" then we have found the thing most desired.

Poor Cows and Surplus Milk

The Virginia Extension Service in its work came across a dairy farmer milking 36 cows. It was found that eighteen of his cows were returning him a good profit and eighteen were being kept at a loss. It was also found that there is a surplus of milk in several of the cities in Virginia. The question comes, why should this Virginia farmer milk thirty-six cows when only eighteen of them were returning him a profit and the other eighteen were taking some of his hard earned cash for their keep. Further, these eighteen unprofitable cows were producing the surplus which helped to depress the prices of the milk of the entire community. Still we have men preaching and writing that efficiency will not solve the dairy farmers' problem.

Think about this Virginia farmer working hard, early and late, in order to earn enough money with the eighteen good cows to help pay the losses sustained by eighteen poor ones. If their injury would stop there, it wouldn't be so bad. No one would be penalized but the farmer himself.

Surplus milk comes from inefficient cows—those which do not pay for the

cost of feed consumed. Surplus milk has in many instances depressed the price of all market milk and made it sell below the cost of production. There are many remedies for a situation of this character but the best one—and it is in control of the dairy farmer himself—is to dispose of all the cows that do not pay for feed consumed. There is no law forcing the dairy farmer to milk poor cows; there is no monopoly which forces him to keep them, and he cannot honestly blame any one because he keeps them. It would seem, as we survey the cow situation in this country, that a considerable number of men milking cows prefer some poor cows.—Hoard's Dairyman.

EXTRA COPIES AVAILABLE.

Extra copies of this report may be had by writing to or calling on the Good Roads Association of Greater Kansas City, Coates House, Kansas City, Mo. Single copies free. In quantities to banks, Chambers of Commerce and others for distribution, 10 cents per copy.

Money Incomes

What Wisconsin Farmers Are Doing in Dairying

By T. M. Jeffords.

Below are brief statements of the inventories and cash incomes of forty-three farms passed in eight miles of the tour in Winnebago County. Instead of giving the names of the farmers they are listed by number.

No. 1. Owns 40 acres. 3 in family. Invoice: 6 cows, 2 hogs, 3 horses, 300 chickens, \$2,000 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$2,000; chickens and eggs, \$200; livestock, \$200.

No. 2. Owns 200 acres. 6 in family. Inventory: 30 cows, 3 sows, \$6,000 machinery. Farm produces milk, cream, butter, canned fruit and vegetables, chickens, eggs and most of the meat for the family. Money income 1923: Milk \$2,400, livestock \$1,350; poultry and eggs \$250.

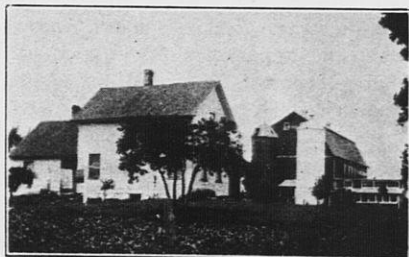
No. 4. Owns 60 acres. 3 in family. Invoice: 10 cows, 5 hogs, 3 horses, 100 chickens, \$850 machinery. Farm supplies all milk, cream, eggs, chickens, most of meat and canned fruit and vegetables for the family. Money income 1923: Milk \$1,000; poultry and eggs \$100; livestock \$150; grain \$90.

No. 6. 40 acres, 3 in family. Inventory: 9 cows, 8 hogs, 2 horses, 200 chickens, \$500 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat and canned fruit and vegetables consumed by family. Money income 1923: Milk \$1,668.79; livestock \$200; poultry and eggs \$200; other sources \$100.

No. 7. Rents 147 acres. 4 persons. Invoice: 20 cows, 3 horses, 100 chickens, \$2,000 machinery. Farm produces all milk, butter, eggs, chickens

and pork and most of canned fruit and vegetables used by family. Money income 1923: Milk \$2,000; livestock \$100; chickens belong to hired man.

No. 8. Own 80 acres. 6 in family. Invoice: 10 cows, 16 hogs, 4 horses, 75 chickens, \$1,000 machinery. Farm supplies family with milk, cream, butter, eggs, chickens, canned fruit and vegetables and most of the meat. Money income 1923: Milk \$1,000; livestock \$400; poultry and eggs \$50; grain \$100.



THIS HOME IS ON FARM NO. 2.

No. 9. Rents 160 acres. 7 in family. Invoice: 25 cows, 3 horses, 75 chickens, \$2,000 machinery. Farm produces all milk, cream, butter, eggs, chickens and most of canned fruits and vegetables consumed by family. Money income 1923: Milk \$2,500; livestock \$300; hay \$250.

No. 10. Owns 40 acres. 4 in family. Invoice: 7 cows, 7 hogs, 3 horses, 100 chickens, necessary machinery. Farm produces all milk, cream, eggs, chickens and most of canned fruit and vegetables consumed by family. Money income 1923 reported to be just enough to live. This farm and No. 9 are operated by same outfit.

No. 12. Own 80 acres. 6 in family. Invoice: 11 cows, 12 hogs, 4 horses, 130 chickens, \$1,000 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat and canned fruit and vegetables consumed by family. Money income 1923: Milk \$1,376; livestock \$325; poultry and eggs \$106.

No. 13. Owns 120 acres. 3 in family. Invoice: 24 cows, 30 hogs, 4 horses, 100 chickens, \$3,000 machinery. Farm supplies milk, cream, butter, chickens, eggs, meat, canned and fresh vegetables for family use. Money income 1923: Milk \$2,675; livestock \$700; poultry and eggs \$100; grain and hay \$200.

No. 14. Owns 80 acres, 5 in family. Invoice: 17 cows, 15 hogs, 4 horses, 100 chickens, machinery \$1,500. Farm supplies all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables for family use. Money income 1923: Milk \$2,400; livestock \$500; poultry and eggs \$100.

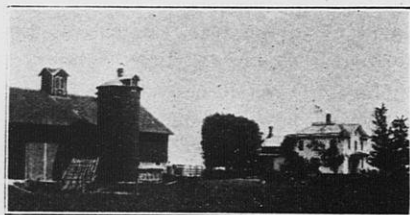
No. 15. Owns 120 acres. 3 in family. Invoice: 21 cows, 25 hogs, 4 horses, 220 chickens, 320 other poultry, \$2,000 machinery. Farm supplies milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables for family use. Money income 1923: Milk \$3,000; livestock \$1,500; poultry and eggs \$68.25; grain \$150.

No. 17-A. Owns 80 acres. 3 in family. Invoice: 18 cows, 2 sows, 5 horses, 50 chickens, \$1,000 machinery. Farm supplies all milk, cream, butter, eggs, chickens, canned fruit and vegetables and most of the meat used by family. Money income 1923: Milk \$1,800; livestock \$300; poultry and eggs \$50.

No. 17. Owns 122 acres. 3 in family. Invoice: 22 cows, 3 hogs, 5 horses, 50 chickens. Farm produces all milk, cream, butter, eggs, chickens, cured meat and fresh meat in winter, canned fruit and vegetables consumed

by family. Money income 1923: Milk \$2,000; livestock \$300.

No. 18. Owns 68 acres. 3 in family. Invoice: 9 cows, 2 sows, 3 horses, 50 chickens, \$1,500 machinery. Farm produces all milk, cream, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$600; livestock \$200.



HOUSE AND BARN ON NO. 22.

No. 19. Owns 100 acres. 3 in family. Invoice: 18 cows, 2 sows, 4 horses, 125 chickens, \$1,500 machinery. Farm produces all milk, cream, butter, eggs, chickens, canned fruit and vegetables, and most of meat used by family. Money income 1923: Milk \$2,400; livestock \$650; poultry and eggs \$100.

No. 21. Owns 80 acres, 9 in family. Invoice: 14 cows, 2 sows, 3 horses, 300 chickens \$1,300 machinery. Farm produces all milk, cream, butter, eggs, chickens, canned fruit and vegetables and most meat used by family. Money income 1923: Milk \$2,000; livestock \$400; Poultry and eggs, \$150; miscellaneous \$300.

No. 22. Owns 90 acres. 4 in family. Invoice: 11 cows, 2 hogs, 4 horses, 100 chickens, \$1,500 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$1,200; livestock \$350; eggs and poultry \$150.

No. 25. Rents 120 acres. 5 in family. Invoice: 24 cows, 26 hogs, 6 horses, 200 chickens, \$1,500 machinery. Farm supplies all milk, cream, butter,

eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$2,400; livestock \$200; poultry and eggs \$100.

No. 26. Owns 80 acres. 4 in family. Invoice: 12 cows; 1 sow, 3 horses, 75 chickens, \$400 machinery. Farm supplies all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$550; poultry and eggs, \$25; livestock \$100.

No. 28. Owns 160 acres. 4 in family. Invoice: 33 cows, 2 hogs, 4 horses, 200 chickens, \$3,000 machinery. Farm supplies all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$3,000; livestock \$600; poultry and eggs \$125.

No. 31. Owns 80 acres. 5 in family. Invoice: 12 cows, 4 sows, 2 horses, 100 chickens, \$1,000 machinery. Farm supplies all milk, cream, butter, eggs, chickens, canned fruit and vegetables and most of meat used by family. Money income, 1923: Milk \$1,200; livestock \$750; poultry and eggs \$100; hay \$300.

No. 32. Owns 80 acres. 3 in family. Invoice: 14 cows, 22 hogs, 4 horses, 50 chickens, \$1,000 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables used by family. Money income 1923: Milk \$1,000; livestock \$300; poultry and eggs \$65.

No. 34. Owns 80 acres. 5 in family. Invoice: 16 cows, 10 hogs, 2 horses, 125 chickens. Farm produces all milk, cream, butter, eggs, chickens, fresh and cured meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$1,900; livestock, \$1,350; poultry and eggs \$250; grain \$150; other sources \$550.

No. 35. Owns 40 acres, 4 in family. Invoice: 8 cows, 2 hogs, 3 horses, 100 chickens, 40 ducks, \$1,000

machinery. Farm produces all milk, cream, eggs, chickens, fresh and cured meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$1,000; livestock \$550; poultry and eggs \$300.

No. 36. Owns 80 acres. 4 in family. Invoice: 14 cows, 10 hogs, horses, 150 chickens, \$1,000 machinery. Farm produces all milk, cream, butter, eggs, chickens, fresh and cured meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$2,700; livestock \$700; poultry and eggs, \$200.

No. 37. Owns 40 acres. 3 in family. Invoice: 8 cows, 2 hogs, 3 horses. 75 chickens, \$750 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$900; livestock \$4,370; poultry and eggs \$58.

No. 38. Owns 160 acres. 11 in family. Invoice: 20 cows, 15 hogs, 4 horses. Farm produces all milk, cream, butter, eggs, chickens and meat consumed by family. Money income 1923: Milk \$1,800; livestock \$200; poultry and eggs \$100; hay \$300.

No. 39. Owns 120 acres. 5 in family. Invoice: 16 cows, 12 hogs, 3 horses, 100 chickens, \$1,300 machinery. Farm produces all milk, cream, butter, eggs, chickens, meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$2,500; livestock \$250; poultry and eggs \$100; grain \$250; hay \$100; miscellaneous \$50.

No. 40. Rents 100 acres. 3 in family. Invoice: 16 cows; 3 hogs, 4 horses, 20 chickens, \$3,000 machinery. Farm produces all milk, cream, butter, eggs, chickens, cured meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$2,500; livestock, \$400; poultry and eggs \$25; grain \$100; hay \$100.

No. 41. Owns 40 acres, 4 in fam-

DAIRYING IN WISCONSIN

ily. Invoice: 8 cows, 1 sow, 4 horses, 100 chickens, 23 sheep, \$1,500 machinery. Farm produces all milk, cream, butter, eggs, chickens, fresh and cured meat, canned fruit and vegetables consumed by family. Money income 1923: Milk \$1,000; livestock \$350; poultry and eggs \$50.

No. 43. Owns 101 acres. 3 in family. Invoice: 23 cows, 5 hogs, 4 horses, 200 chickens, \$2,800 machinery. Farm produces all milk, cream, butter, eggs, chickens, fresh and cured meat, canned fruit and vegetables, consumed by family. Money income 1923: Milk \$3,500; livestock \$180; poultry and eggs \$500.

SUMMARY.

These pictures were taken July 12, 1924, on 8 miles of road in Winnebago County, Wisconsin. The delegates traveled this road the afternoon of July 9. The Ayrshire farm visited that afternoon is in this group. These pictures and reports represent slightly better than the average for communities visited during the four days' drive.

Reports are for the year 1923, and are for 32 of the 37 farms pictured. Four of the 32 farms are operated by tenants. The average acreage per farm is 96.

Families average $4\frac{1}{2}$ persons. The average livestock per farm is 10 cows, 8 hogs, $3\frac{1}{2}$ horses, 144 chickens. The value of machinery per farm is (average) \$1,212.

The average money income per farm is: Sale of milk \$1,811; chickens and eggs \$119; livestock \$592; grain \$30; hay \$34; miscellaneous \$130; total \$2,716.

In addition, 21 of the 32 farms reporting, produced all the milk, cream,

butter, eggs, chickens, meat and canned fruit and vegetables consumed by the families.

Only one family reports no hogs, and only 8 buy part of the meat consumed. Only 7 sold any grain. The average cash income from the sale of milk, cream and butter was \$181 per cow. From the sale of chickens and eggs the average cash income was \$1.00 per chickens kept. In addition the family had dairy and poultry products to eat.

MILK ON THE INCREASE.
















Milk production last year was 7,000,000,000 pounds more than in 1922. Production is placed at 109,736,062,000 pounds as compared with 102,562,221,000 pounds in 1922.

Consumption of milk for household purposes reached 50,440,000,000 pounds as compared with 46,672,560,000 pounds in 1922. There was manufactured 1,774,881,000 pounds of condensed and evaporated milk as compared with 1,431,349,000 pounds in 1922. The output of creamery butter was 1,252,214,000 pounds compared with 1,153,515,000 pounds the preceding year, and the total production of cheese of all kinds was 394,667,000 pounds compared with 369,980,000 pounds in 1922.

Consumption of butter on a per capita basis was 17 pounds per person last year as compared with $16\frac{1}{2}$ pounds in 1922; consumption of cheese was 3.91 pounds per person compared with 3.74 pounds; condensed and evaporated milk, 13.25 pounds, compared with 12.69 pounds, and ice cream, 2.66 gallons compared with 2.43 gallons in 1922.

Dried casein production more than doubled during the year, being 14,548,000 pounds compared with 6,927,000 pounds in 1922.—Ice Cream Field.

CORN, Acre Yield 5 Year Ave. 1918-22

Wis.		43.8
Iowa		42.1
Ohio		40.5
Minn.		38
Ind.		36
Ill.		35
S. Dak		30
U. S.		28.4
Mo.		27.5
Ky.		26.8
N. Dak		26.3
Neb.		26.1
Tenn.		24.4
Okla.		20.5
Kan.		18.1

Wisconsin's Big Corn Yield

Another condition learned from the farmers and business men of Wisconsin by these 135 trippers was that by a system of crop rotating and soil building and manure spreading that the fields of Wisconsin had been getting more fertile year by year since 1885 when the farmers of that state turned away from wheat and corn and other grain crops to the dairy cow,

legumes and crop rotating. We found in almost every section visited that the farms had been reclaimed from timber land, swamp land, or land covered with boulder rocks so numerous that cultivation was practically impossible. On almost every side of the road during the four days tour we would see huge piles of small boulders either in the center of the fields or

along the sides which had been gathered by the farmers in order to make the cultivation of the fields possible.

In every barn we found a manure spreader which was in active operation almost continually during the year, especially whenever there was any of the fields in condition to receive the fertilizer. They believe that barn manure is much more effective if spread as it accumulates rather than to permit it to stand for months and its fertility destroyed.

The above chart taken from the Government Bulletin showing the average yield of corn during the past five years in 17 of the leading corn states of the Union should be of sufficient proof of the soundness of the Wisconsin soil building program. Iowa is now boasting of one of her greatest agricultural accomplishments, which is, that over a period of 33 years, consistently following a program of crop rotating and soil building, that the entire state has raised its average yield of corn 11 bushels per acre. Wisconsin can even boast of a greater increase in the fertility of her soil than can Iowa.

The example set by these two states should be an inspiration to the farmers of Kansas, Missouri and Oklahoma to adopt a similar program and follow it consistently over a long period of years in order to bring about the rejuvenation of many of our worn out fields.

EXTRA COPIES AVAILABLE.

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CORN ACREAGE.

The table below shows the average acres in these 17 states devoted to corn during the past three years, indicating the relative importance of the corn crop in our own three states of Missouri, Kansas and Oklahoma together with these other states which produce a higher yield per acre and also devote a very large acreage to this crop.

The purpose of giving these figures, as well as the chart showing the acre yield, is to convince the people of Kansas, Missouri and Oklahoma that if they are to remain as corn raising states in competition with all the other corn raising states of the Union that in order to insure a profitable crop they must increase the acre yield and this can be done chiefly by crop rotating and fertilization.

Average corn acreage for 3 years:

Wisconsin	2,225,000 acres
Iowa	10,400,000 acres
Ohio	3,850,000 acres
Minnesota	4,000,000 acres
Indiana	4,750,000 acres
Illinois	9,000,000 acres
South Dakota	4,000,000 acres
United States	103,000,000 acres
Missouri	6,250,000 acres
Kentucky	3,140,000 acres
North Dakota	800,000 acres
Nebraska	7,500,000 acres
Tennessee	3,300,000 acres
Oklahoma	3,200,000 acres
Kansas	5,000,000 acres

WISCONSIN HAS 100,060 SILOS.

Wisconsin has more silos than any state in the Union. It has 100,060 silos, mostly concrete and tile, and builds about 10,000 new ones each year. Wisconsin has 189,295 farms. Kansas has 165,286 farms and has 14,156 silos. Missouri has 263,004 farms and has about 14,000 silos. Another advantage to the Badger farmer who conserves the green corn as feed.

The Wheat Situation -- World's Crop 1923

Country	Acres	Bushels
United States	58,308,000	785,741,000
Canada	22,673,000	469,761,000
Europe	65,253,000	1,269,752,000
Africa	8,446,000	109,735,000
Asia	32,033,000	404,951,000
So. Hemis'ph'e (Arg. & Austa.)	20,757,000	368,752,000

Totals 216,470,000 3,409,041,000

Ave. World Surplus 5 yrs.,
1919-23 243,000,000

Canada has 400,000,000 acres available for wheat fields undeveloped.

Canada crop 1923 av. 20.7 bu. per acre.

Russian av. crop 5 yrs. 1909-13, 760,191,000 bushels.

Her crops have not been reported since 1913.

All foreign wheat countries increasing area.

Exports and imports 3 year average, 1920-21-22:

Wheat exported, bushels	283,872,000
Imported	28,374,000

Our annual surplus 255,498,000

U. S. Crop is 23% of World Crop.

Our surplus is about 30% of our total crop. This surplus is sold on the world market and the price of the surplus fixes the price of the other 70% of the crop.

Is it a safe plan for the wheat farmers of Kansas, Missouri and Oklahoma to attempt to compete with the other countries in producing this crop?

WHAT ABOUT THE FUTURE OF WHEAT.

It may not seem quite the thing to insert in this report any statement or suggestions regarding the matter of the farmers of our three states de-

voting most of their acreage to the raising of wheat during the coming years. But from our observation and experience we believe a plain statement here might not be amiss.

We want to congratulate the farmers of Kansas, Missouri and Oklahoma on their good fortune this year in having a good crop of wheat and able to sell it on a high market. But we believe it is the part of wisdom for all of us to remember our experience during the past three years and not get too enthusiastic about the future of wheat raising.

OUR SUCCESS NOT PERMANENT.








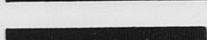




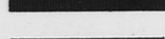


Our profits in wheat this year is due to two main causes, over which our farmers have no control; namely, a good yield due to favorable season and a high price largely due to smaller crops in Canada and other countries.

Last year Canada had a good crop as well as all other wheat producing countries and the world market was low. As a result the wheat farmers of our three states had a very lean year. In fact they have had very lean years during 1921, 1922 and 1923. Taking the law of averages we can reasonably expect one or more lean years with wheat for the immediate future. It is for this reason that this committee, which is deeply interested in helping to suggest a farming program that will eliminate crop failures and lean years for our farmers, due to any cause, that we discuss the wheat situation in this report.

WISCONSIN DOES NOT GAMBLE ON WHEAT.

The Wisconsin farmers have had no lean years during or since the war. They have made money right along, with pay days every day or every two

Acre Yield of Wheat 5 Yr. Ave. 1918-22

Denmar		42.5
Belg.		37
Eng.		31.6
Ger.		26.6
Egypt		25.5
France		20.8
Iowa		18.3
Ill.		17.6
Wis.		16.6
Canada		15.4
Neb.		14.2
U. S.		13.8
Kan.		13.6
Mo.		13.3
Okla.		13

weeks, and their profits have kept accumulating slowly each day or week and as a result that state shows every evidence of continuous and dependable prosperity. That is just what our states need.

The above table, taken from a Government bulletin, is a condensed statement of the world production and consumption of wheat. It simply shows that normally the U. S. produces about 250,000,000 bushels of surplus wheat or about 30% of our total crop.

This surplus must be exported and sold on the Liverpool market in competition with the world crop, most of which is produced on cheaper land, with cheaper labor, lower taxes and cheaper transportation than prevails in the U. S.

WORLD MARKET FIXES OUR PRICE.

The world price, offered for our 30% surplus, fixes the price of the 70% of our crop which is consumed at home.

Therefore, every wheat farmer in Kansas, Missouri and Oklahoma is in fact competing with the wheat farmer in Canada, Argentina, Australia and other wheat producing countries and these other countries are producing about the same bushels per acre and can undersell our farmers and still make a profit.

THE WISE THING TO DO.

This being the case then what is the wise course for the wheat farmers in our states? The best authorities suggest that we cut our acreage 50% and by a system of soil building increase our acre yield to double or three times its present yield. It is the cost of production that plays havoc with our farmers. By producing 30 bushels per acre the cost of production is reduced and the profits increased accordingly.

The remaining acres formerly in wheat can be devoted to grasses, legume and silage crops that will sustain dairy cows, pigs and poultry and give the farmers a pay day often and enable them to have a more balanced program.

While our three states are now reaping a great crop of wheat that is a godsend to our farmers and in fact every line of business it is a good time to seriously and honestly give heed to the future years and begin a new program which will be safe, sane and constructive. The fields of Kansas, Oklahoma and Missouri, generally speaking, need a change of crop and they need animal fertilizer and our farmers need to give serious heed to what has happened during the last three years and to prepare for the future. The cow, the sow and the hen should have the attention and consideration to which they are entitled.

WHEAT ACREAGE

We give below the average acreage of wheat in these countries and states for the last three years for the purpose of showing the relative influence which they have upon the world's wheat market. In other words, the illustration showing the relative position of Kansas, Missouri and Oklahoma in the yield per acre of wheat might be criticized on the ground that these countries which produce such large yields of wheat per acre produce only a very small percentage of the world's wheat crop, but it will be seen by the figures below that these countries and states listed as producing more bushels per acre than our own three states also have a very large area devoted to wheat, which should convince our farmers that if they are to continue as wheat growers in competition with the wheat farmers of the world that they must increase the acre yield in order to reduce cost of production and be assured of a profitable crop.

Denmark	210,000 acres
Belgium	340,000 acres
England	2,100,000 acres
Germany	3,600,000 acres
Egypt	1,500,000 acres
India	29,000,000 acres
Italy	11,500,000 acres
France	14,000,000 acres
Argentina	16,000,000 acres
Australia	9,500,000 acres
Canada	22,500,000 acres
United States	62,000,000 acres
Iowa	750,000 acres
Illinois	3,200,000 acres
Wisconsin	200,000 acres
Nebraska	3,000,000 acres
Kansas	10,000,000 acres
Missouri	3,100,000 acres
Oklahoma	3,400,000 acres
World	210,000,000 acres

MILK vs GRAIN CROPS

The best means of judging the crop values and farm productions is to compare counties in Wisconsin with counties in our own states which are well known to the general public. In fact if any reader of this booklet desires to compare his own county, whether it be in Kansas, Missouri or Oklahoma, with a county of similar size in Wisconsin, he can do so by getting the complete agricultural report from the the state of Wisconsin by counties and of his own state and then compare them.

Below are some official statistics which should be of interest. We have given the official statistics on milk, cattle, hogs, corn and wheat in a manner to give the reader an idea of how the farmers in Wisconsin make their money.

Counties in Wis.	Milk 1923 Production	Dairy Cattle	All Cattle	Hogs	1922 Bu. Corn per A.
Rock	\$4,520,880	44,300	59,600	65,300	52
Jefferson	5,230,176	52,600	66,200	18,100	53
Dane	7,910,734	89,200	121,000	118,800	44
Clark	5,601,366	68,000	89,000	29,700	41
Marathon	5,559,148	70,100	92,100	24,300	43
Fond du Lac	5,023,519	59,700	76,500	44,900	52
Sheboygan	4,325,707	48,700	59,100	34,300	53
Waukesha	5,332,518	46,400	52,670	11,900	46

THREE GOOD KANSAS COUNTIES—HOW THEY MEASURE UP.

	Val. Corn & Wheat 1923	Dairy Cattle	All Cattle	Hogs	1922 Bu. Corn per A.
Brown	\$3,052,651	7,707	24,440	53,145	34
Saline	1,899,975	5,629	32,618	14,682	21
Franklin	1,062,160	9,008	27,948	24,815	20

TWO GOOD MISSOURI COUNTIES—HOW THEY MEASURE UP.

	Val. Corn & Wheat 1923	Dairy Cattle	All Cattle	Hogs	1922 Bu. Corn per A.
Macon	\$2,234,197	10,450	42,580	73,710	34
Cass	1,922,102	12,750	40,880	74,080	22

The above official figures show how the Wisconsin farmers have a good pay day every day from milk, besides larger yields of grain per acre and the sale of meat animals, poultry and eggs and numerous cash crops as sugar beets, tobacco, peas, flax, hemp, barley, potatoes, wheat, oats, rye, etc.

It is certainly worth while for any banker, editor, farmer, county agent or business man in Kansas, Missouri or Oklahoma, who is interested in seeing our farms produce double the values per acre, to visit these counties and see with his own eyes how it is done. These Wisconsin counties are scattered over about half of the state.

Dairying Wins in Kansas County

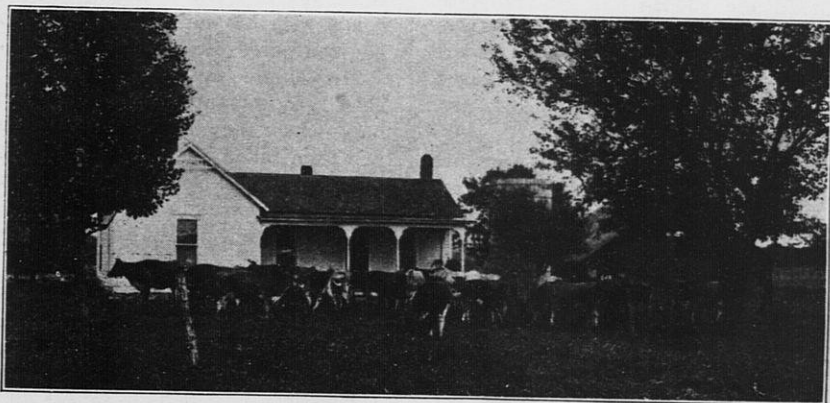
A. L. Waltmire a few years ago had nothing—today he is one of the most prosperous dairy farmers of Bourbon County, Kansas. Mr. Waltmire says that dairying did it.

Briefly, his story is this: About eight years ago Mr. Waltmire gave his note in order to buy eight Jersey cows. He started out making butter with a fair profit. Gradually, he paid his notes with returns from his cows, and along with it he got experience in dairying. With the opening of the Borden Condensery in 1918, he quit the butter business and sold his milk

in selling low-testing milk when it is bought on the butterfat basis.

Mr. Waltmire is a strong believer in cow testing. He says a dairyman must know his cows, especially if he expects to build up a fine herd. He wants to know which cows are making him returns and which are the "boarders". This fall his herd will be tested by the government in order that it may become a Federal Accredited herd.

Mr. Waltmire lives on a 160-acre farm. He has 30 acres of pasture, 70 acres of prairie hay, and the rest in



HOME AND JERSEY COWS OF A. L. WALTMIRE, 2 MILES NORTH OF FT. SCOTT.

to the condensery. Since February, 1924, he has been bottling his milk and selling to retail trade.

Mr. Waltmire is milking seventeen cows a day and selling from thirty-two to thirty-five gallons. He is receiving forty cents a gallon for all of it.

He has one of the finest Jersey herds in the county. One-half of them are registered—or can be. The rest are fine grade cows. He says he handles Jerseys because he sees no need

cane, corn, and alfalfa. He says it would be impossible for him to dairy without his silo.

Last year his profit from twelve cows amounted to two thousand dollars. The net profit from one of his cows, "Zipp", was \$204.28; from another, \$196.70; and a third was \$181.28. In 1920 his milk receipts amounted to \$2,500, and \$2,700 in 1921 and 1922, and in 1923 it rose to over \$3,000. He expects it to increase this year.

Makes Money Milking Cows

W. R. Moore who lives two miles south of Fort Scott, in Bourbon County, Kansas, has long been a booster for the dairy cow. Twenty-five years ago Mr. Moore saw the possibility of dairying in Bourbon County. He built up a herd of thirty cows and established a milk route in Fort Scott. He continued delivering milk for fifteen years, then he sold all but ten cows and made butter for two years. In 1918 the Borden Company built a condensery at Fort Scott and Mr. Moore at once started building up his herd. He was the fifth man to sell milk to the condensery and since then hasn't missed a day. He has gradually increased his amount of milk from twenty to sixty gallons a day at the present time. Also, he has increased his herd from ten to thirty cows and heifers.

Below is a record of the amounts of the monthly checks Mr. Moore received from the condensery since 1922:

	1922
January	\$ 73.10
February	59.88
March	102.45
April	117.27
May	165.78
June	143.81
July	141.31
August	113.34
September	71.20
October	82.59
November	149.26
December	200.68

Total for year.....\$1,420.67

only business in this county which can make the farmer any money. We have the best possible market right here in Fort Scott."

Mr. Moore has a fine grade Holstein herd with a large dairy barn and silo. He said, "It would be useless to try to dairy and make a profit without a silo. I could not place a value on it to me." He fills it with corn and soy beans.

He has a hundred and sixty acres in his farm. Sixty acres of pasture, and a hundred acres in cultivation. He raises corn, alfalfa, and oats. For rotation he changes his crop every third year. Each year he raises soy beans with his corn for the silo. He has ten acres of soy beans.

Mr. Moore says, "Crops can be raised to advantage in this county only when they are fed to the cow and then taken out in milk." His advice to farmers and bankers of Missouri and Kansas is to encourage dairying in their communities. "Wiscon-

	1923	1924
	\$209.11	\$136.53 (12 cows)
	107.08	112.46 (12 cows)
	72.83	152.49 (14 cows)
	80.90	159.71 (14 cows)
	103.85	160.02 (14 cows)
	94.67	117.66 (15 cows)
	160.18	
	150.65 (15 cows)	
	142.90 (14 cows)	
	132.99 (12 cows)	
	124.89 (13 cows)	
	139.31 (12 cows)	

\$1,519.36

\$838.87

Mr. Moore milked on an average during the year 1922 ten cows; while during 1923 and 1924 he has milked twelve cows.

Mr. Moore said, "Dairying is the

sin has succeeded so well agriculturally," Mr. Moore says, "because they turned to dairying. Bourbon County has possibilities equally as great as theirs."

A Kansas Bank Sets Fine Example

One of the most interested members of our party visiting Wisconsin was Mr. O. C. Jones, Cashier of Geo. W. Brown and Son State Bank of Augusta, Kansas. While this was Mr. Jones' first trip to Wisconsin it was not his first object lesson in the cooperation of the banker with the farmer.

The Geo. W. Brown and Son State Bank has been doing fine work in Butler County for more than a year. The bank is located in one of the principal gas and oil towns of Kansas, in the heart of the Butler County oil field. It has become convinced that one of the most desirable conditions that can surround a town is a community of prosperous, contented farmers, and in order to speed up the realization of these conditions in Butler County, and especially in the territory served by the banks of Augusta, Mr. Jones and his bank have employed a high class agent, known as the "Farm Cooperator" to cooperate with and intensify the work of the County Agent among the patrons and prospective patrons of this bank. It has employed Mr. H. S. Bacheller, a graduate of the Minnesota Agricultural College, who has devoted at least fifteen years to special work in agriculture, dairying and cow testing in Wisconsin. This experienced, practical and capable man, as the representative of Geo. W. Brown and Son State Bank, expects to bring about improved conditions by turning the farmers to the dairy cow and diversified agriculture similar to that found in Wisconsin. In addition to his services as farm cooperator he is assisting the farmer in culling his poultry flocks and cow herds, working toward increasing the production of eggs and milk, and improving the other live stock on the

farms, and building up a profitable chicken and dairy business.

The Brown Bank in February 1924 purchased a pure-bred Holstein bull, which it expects to practically donate to the farmers of its territory for the purpose of improving their dairy herds. Mr. Jones and the Geo. W. Brown and Son State Bank have been receiving a great deal of favorable publicity in banking and financial magazines, as well as the newspapers of the state for the constructive program they have undertaken in a practical and business-like way. From a letter, dated September 8th, 1924, from Mr. Jones we quote as follows:

"So war we are very much gratified with the results of our work. It necessitates a rather long drawn out program, but we went into the matter with that fully in mind. I cannot help but believe that in the end it will be a very great benefit to us and to our entire community as well. While we are advocating a balanced farm program, we are stressing the dairy cow as the central activity around which to diversify. We have some time ago convinced a number of our farmers that this would be a profitable program and we note with satisfaction that the ones who have taken it up are the ones who have turned the corner and are heading back towards prosperity. Last winter we held in the neighborhood a dozen meetings at various country school houses throughout the community, introducing our program and Mr. Bacheller, our cooperator. As builders of good-will these meetings exceeded our greatest expectations."

If the banks of Kansas, Missouri and Oklahoma generally would take as much interest in agricultural problems as the Brown Bank of Augusta

is doing there is absolutely no doubt but what in twelve or fifteen years time every acre of improved land in these states would yield as great an income to the owners as are the farms of Wisconsin. When this condition comes it will mean more than double the present income to our farmers, resulting in a bigger and more dependable prosperity to all the citizens of these three states.

We suggest to any bank or banker in the three states mentioned, who wishes to follow the splendid example set by the Geo. W. Brown and Son State Bank of Augusta, Kansas, that they write to Mr. Jones or the bank for copies of the literature they are publishing.

**HOARD'S DAIRYMAN AT
50 CENTS PER YEAR.**

In Clubs of 20 Subscribers.

The publishers of Hoard's Dairyman have made the exceptional offer of sending this great dairy paper to the people of Kansas, Missouri and Oklahoma, 52 weeks for only 50c, providing the subscriptions are sent in in clubs of 20 or more at one time.

This offer is good until July 1, 1925. This special offer is made to the Good Roads Association of Greater Kansas City and through it to the people of these three states in consideration of the interest which this Association is taking in promoting more and better dairying in this territory. The farmer or business man, who turns to dairying should supply himself with a reliable paper to assist him in making a success of this line of farming.

Hoard's Dairyman is recognized all over the United States as one of the most reliable and valuable publications for the dairyman.

This is a rare opportunity for farmers and others in these three states

who are at all interested in this very important subject to secure a weekly Dairy Journal full of information to which they should by all means have access. The paper is published weekly and includes market reports on dairy products and all kinds of cow feed in all of the principal markets of the United States.

If you are not familiar with the contents of Hoard's Dairyman write for a sample copy to the publishers at Fort Atkinson, Wisconsin.

All those who send in Clubs at this special rate should mention the special offer to the Good Roads Association of Greater Kansas City, Kansas City, Mo.

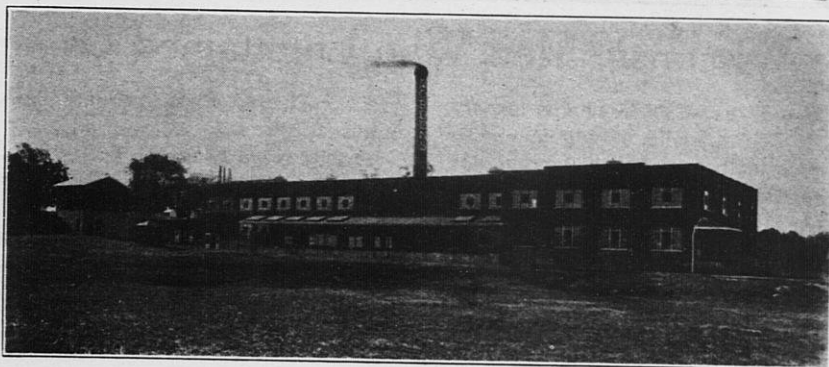
WISCONSIN MILK, 1923.

Value almost as much as the Kansas wheat and corn crops of 1924.

"Dairy and Food Commissioner J. Q. Emery reports that in 1923 Wisconsin produced dairy products valued at \$244,865,000. Shipments of milk and cream to points outside the state were valued at \$5,732,000. Cheese production reached \$75,182,000, while the state produced \$71,121,000 worth of butter. Condensed and evaporated milk products were valued at over \$38,000,000."

The above item of news was published in the Wisconsin Agriculturalist of Sept. 13, 1924. It indicates that the milk crop of that state for 1923 amounted to almost as many dollars as the combined value of the bumper crop of wheat and corn in Kansas for 1924 with the unusual high price. It simply shows that normal years in Wisconsin are almost as good for the farmers as banner years with grain are in Kansas.

What Kansas, Missouri and Oklahoma need is a farming program that will make every year a good year.



Borden Condensery Built at Fort Scott, Kans. in 1918

This condensery was one of the first to be built this far south. Most of the milk condenseries have been located in Wisconsin and other northern states. Since this, one was built at Mt. Vernon, in Lawrence County, Mo., and one at Iola, Kan. Dairying is becoming an established part of our agricultural program.

During the six years that the Borden plant has been in operation the dairy farmers in Bourbon County, Kan., have increased from about 300 to about 1,000. The production of milk has increased from about \$300,000 per year to almost \$1,500,000 per year. The dairy farmers have been improving their herds, both as to quality and numbers. Silos have been built on most of the dairy farms. Pay days every two weeks have become the rule in place of a pay day only a few times each year. Cow testing has been weeding out the boarder cows and putting the farmer on a business basis. Guessing has given place to the scales and the Babcock test.

Fields are growing more fertile and crop failures are being eliminated. Hard roads are being built in all di-

rections from Fort Scott. Each morning 46 big trucks bring in the "white gold" to the condensery. Its capacity has been increased once and plans are being made to further enlarge it.

In fact Bourbon County, Kan. has adopted the Wisconsin program of farming and has demonstrated beyond a doubt that it is safe and sound and applicable in Kansas just as well as in Wisconsin. Any county in Kansas, Missouri or Oklahoma can do as well as Bourbon County, if the bankers, business men and farmers will unite and put on the program and stay with it for ten years. If any one is interested in knowing how Bourbon County is getting along let them write to the Secretary of the Chamber of Commerce, Ft. Scott, Kan.

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Wisconsin Men Who Entertained Us

The success of the tour was largely due to the splendid arrangements so systematically made and carried out by representatives of the State University, Officials of State and County Organizations, and State Bankers Association representatives who planned the itinerary and were on duty at all times to see that the program was carried out.

We wish to extend to these men and the organizations they represented, the sincere thanks of every member of our party for their many courtesies and valuable assistance.

We will go a step further and say that if any farmer, group of farmers or business men in our three states wish to buy dairy cattle in Wisconsin they cannot do better than take the matter up with their local banker and county agent, who will get in touch with the Wisconsin Bankers' Association or one of these men and make their wants known. They are all responsible and will recommend nothing but dependable animals.

Those persons most active in our behalf are as follows:

John D. Jones, Jr., Commissioner of Agriculture, State Capitol, Madison, Wis.

K. L. Hatch, Director of Extension, College of Agriculture, Madison, Wis.

R. T. Harris, Supervisor in Charge of Dairy Tests, Dairy Test Bldg., College of Agriculture, Madison, Wis.

A. O. Collentine, Dairy Specialist, College of Agriculture, Madison, Wis.

Paul O. Nyhus, State Statistician, State Capitol, Madison, Wis.

R. V. Gunn, Wisconsin Bankers' Association, Madison, Wis.

Reid F. Murray, Sec. Wisconsin Live Stock Breeders' Association, Agricultural Hall, Madison, Wis.

A. C. Fiedler, First National Bank, Madison, Wis.

County Agents:

R. T. Glassco, Janesville—Rock County, Wis.

H. M. Knipfel, Neillsville—Clark County, Wis.

R. A. Peterson, Wisconsin Rapids—Wood County, Wis.

W. J. Rogan, Wausau—Marathon County, Wis.

G. A. Sell, Oshkosh—Winnebago County, Wis.

J. N. Kavanaugh, Green Bay—Brown County, Wis.

Robt. Amundson, Appleton—Outagamie County, Wis.

J. M. Coyner, Jefferson, Jefferson County, Wis.

J. F. Thomas, Waukesha—Waukesha County, Wis.

DAIRY BREED ASSOCIATIONS.

It is very important that farmers and others interested in developing the dairy business in any community make no mistake in the purchase of foundation stock. The country is full of "Traders" and "COW BOOTLEGERS" and others who are unloading poor cows on buyers who do not know how to judge stock correctly. Many communities have been stung with a car load or more of cows that were only "boarders".

Here are the names of the national secretaries of the leading breed associations. A letter to one of these will bring a great deal of information.

American Jersey Cattle Club—R. M. Gow, 324 W. 23rd St., New York.

Ayrshire Breeders' Association—C. L. Burlingham, Secretary, Brandon, Vt.

Brown Swiss Cattle Breeders' Association—Ira Inman, Secretary, Beloit, Wis.

American Guernsey Cattle Club—Karl B. Musser, Secretary, Peterboro, N. H.

Holstein-Friesian Association of America—F. L. Houghton, Secretary, Brattleboro, Vt.

ROAD SENTIMENT GROWS.

In 1920 the people of Missouri voted for an amendment to the Constitution authorizing a bond issue of \$60,000,000 to build a state system of roads without any property tax. The whole program to be financed from the auto license fees which at that time averaged about \$7.25 per car. The majority for this amendment was 33,493.

On November 4, 1924, the voters of Missouri voted for Proposition No. 5, which was a law placing a tax of 2 cents per gallon on gasoline and raising the auto license fees 50% over what they are at present, which will make the average about \$12.25 for all cars. The average car will pay about \$8.00 per year gasoline tax. The adoption of Proposition No. 5 means an extra tax to every auto owner of about \$12.00 per year.

In the face of this increased tax the voters, by a majority of 394,829, or more than 2 to 1, adopted this law. It is an indication of how sentiment for good roads is growing.

Average Consumption of Milk.

According to United States reports, using various authorities for their information, the average consumption of whole milk a year per capita is as follows:

Country.	Gal. a year.
Sweden	69.7
Denmark	68.5
Switzerland	67.4
Germany	61.0
Belgium	44.0
United States	43.0
Canada	26.0
United Kingdom	22.2

Average Consumption of Butter.

The average annual consumption of butter for various countries is as follows:

Country.	Lbs. a year.
Canada	27.7
Australia	25.6
New Zealand	21.7
Denmark	19.0
United Kingdom	17.0
Netherlands	16.8
Sweden	16.5
United States	15.5

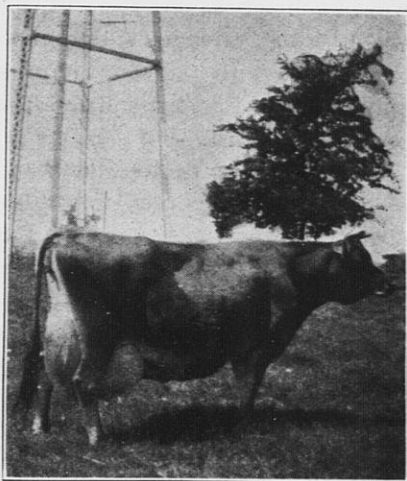
Average Consumption of Cheese.

The average consumption of cheese per capita for various countries is as follows:

Country.	Lbs. a year.
Switzerland	26.4
Netherlands	13.3
Denmark	12.3
United Kingdom	11.2
Germany	9.5

France	4.8
Norway	4.8
Italy	4.8
Australia	4.8
United States	4.2

From the above it can be seen that the people of the United States are very low on the average annual consumption per capita of the three leading dairy products. It is very evident that there is a good field in this country for propaganda to educate the people to greater consumption of all dairy products.



MISSOURI COW WITH WORLD RECORD

The above is a snap shot of Raleigh's Eminent Buttercup, 302,111, owned and now producing milk on the Longview Farm in Jackson County, Mo. This is evidence that we do not have to go to Wisconsin to find famous cows, with world records for milk and butter production.

This cow holds the world's Jersey milk record for the following periods:

- 85 lbs. 14 oz. in 24 hours.
- 581 lbs. in 7 days.
- 2,184 lbs. 11 oz. in one month.
- 4,316 lbs. 8 oz. in 2 months.

She also has a Register of Merit record of 901 lbs. 5 oz. 85% butter in one year from 18,188 lbs. milk at 6 years, 4 months of age.

Influence of Tour Far Reaching

The tour of Wisconsin by a trainload, 135 bankers and business men from Kansas, Missouri and Oklahoma, and the interest and enthusiasm for a better farming program that is being created in these three states as a result, is more and more being pronounced by the press and leaders in banking and business circles as one of the biggest events that has occurred in this section in a decade. The influence of this inspection trip will be felt for many years. However, it is hoped that many similar tours will be made, in which many other citizens in these states will participate and return with the same impressions and enthusiasm for better highways and greater agricultural progress in the future than we have enjoyed in the past.

I believe the people who read this report and who have been hearing so much about this tour should know something about how the trip came about and who was responsible for its organization and success generally. While Mr. T. M. Jeffords, Dairy Agent of the M. K. & T. Railroad, and Mr. D. L. Harcourt, Educational Director for the De Laval Separator Co., assisted in promoting the tour the most of the work was done by Mr. J. Frank Smith, Manager of the Good Roads Association of Greater Kansas City.

And it was not an accident nor a sudden impulse that prompted Mr. Smith to plan and execute this splendid tour with such a fine body of outstanding men and women. This Association, with Mr. Smith as manager, has been carrying on an intensive campaign of education for six years in the interest of better roads and during the past three years the dairy cow, diversified farming, and in fact the Wisconsin program of agriculture, has been urged upon the people of Kansas, Missouri and Oklahoma in a most vigorous and convincing manner. Nearly a half million pieces of literature have been distributed through the banks, business men and chambers of commerce, during the past year setting forth the advantages of Wisconsin's farming and highway methods. Through his efforts more than \$50,000 worth of space in the newspapers in this territory has been devoted to explaining to the people the need of good roads, dairy cows and diversified farming to bring about general prosperity and the elimination of crop failures.

In almost every piece of literature sent out by the Good Roads Association the Wisconsin system was mentioned. It is not to be wondered at, then, that when the invitation was extended and the opportunity given to investigate all of these statements, that such a representative body of

men from these three states should accept and go on this tour, devoting a week of their valuable time and paying their way to see with their own eyes and learn at first hand the truth of the statements that had been given such wide publicity.

The fact that all of the statements put out by this association were verified by these trippers is further proof of the soundness of its program. Every statement in this report and every expression of the delegates, verbally and in print, is a complete endorsement of the program and activities of this Association. It is very gratifying to all of its officials, directors and friends to know that its work is proving so meritorious and that its program has been demonstrated to be absolutely sound.

The Good Roads Association is very proud of the success of this big tour and of the great good that is sure to follow. It encourages the members of this Association and its supporters to put forth greater efforts to make Kansas, Missouri and Oklahoma just as prosperous and productive and enjoy as many miles of good roads as the people of Wisconsin. And if the people of our three states will strive as hard as the people of the Badger State, there is no doubt about their success. This Association offers its assistance and cooperation to the people of every county and community in our three states in an effort to bring about even more desirable and more prosperous agricultural conditions than those prevailing in Wisconsin.

Respectfully,

ESTEL SCOTT, PRESIDENT

Good Roads Association of Greater Kansas City.

THE GOOD ROADS ASSOCIATION IS AT YOUR SERVICE.

The Good Roads Association of Greater Kansas City was organized in 1919. It was sponsored by the Chambers of Commerce and all of the Civic clubs of the two Kansas Cities through the Club Presidents' Round Table. It was organized to promote better highways in Kansas and Missouri.

Its program includes good roads as well as dairying, diversified farming and consolidated rural schools. Its services are available for any community. The moving pictures taken on the Wisconsin tour will be loaned to any organization that wishes to use them.

The association maintains a touring bureau and supplies road maps free to the public. Also literature covering every phase of its program is free for the asking. The Manager, J. Frank Smith, can be secured for addresses before community or club meetings on any phase of the association's work.

For further information, or any kind of service, call on or write to

GOOD ROADS ASSOCIATION OF GREATER KANSAS CITY

Coates House

Kansas City, Mo.

Phone MAin 5183.



Wisconsin Pride 2nd

The above is the picture of one of the great cows of Wisconsin and of the country. At 3½ years of age she produced 29,502 lbs. of milk in one year and 1,328 lbs. of butter. She is owned by Gustave Pabst and kept on his farm near Dousman, in Waukesha County. This farm specializes in the breeding and keeping and selling of high producing, pure bred cows. Kansas, Missouri and Oklahoma farmers need a few thousand calves from just such cows to start their herds.

The purpose in giving the picture and records of this cow is to show the possibilities in milk and butter production from the right kind of cows. At the National Dairy Show, held in Milwaukee Sept. 27 to Oct. 6, many important meetings were held. At one of these, at which Gov. Lowden presided, the following report appeared in one of the Milwaukee papers:

Cow Testing Dairy Salvation

A. J. Glover, editor of Hoard's Dairyman, Fort Atkinson, was introduced

by Mr. Lowden as a "man known to every dairyman in the nation."

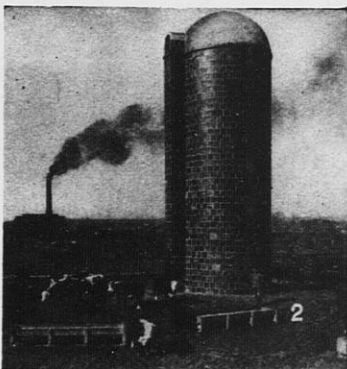
"There are 25,000,000 cows in the United States," Mr. Glover said, "producing 102,000,000,000 pounds of milk a year. The average production is 4,000 pounds per cow or 160 pounds of butter fat. One third of the cows in the United States do not pay their food bill. One-third just pays it and that's all. One-third makes a profit.

"We do not produce enough protein foods in the United States to feed all these cows. We have enough only for 18,000,000. If we should get rid of 7,000,000 and feed the protein food we have to the remainder we would still get as much milk and milk products as we do now, without having the expense of maintaining 7,000,000 worthless cows.

"It wasn't many years ago that farmers, intelligent farmers I mean, were entirely ignorant of the necessity of testing their cows to determine what results they were giving. Until 1902 I myself had never practiced it as an indispensable part of dairying."

AND ITS POSSIBILITIES IN KANSAS, MISSOURI AND OKLAHOMA

Buy a Profit Making Silo



*Dickey Glazed Tile Silo with Glazed Tile Chute and Hollow Tile Roofs
at State Agricultural College, Lincoln, Nebr.*

**Dickey Glazed Hollow Tile Silos Pay for Them-
selves in One or Two Years**

No Future Repair Bills

Fully Reinforced — Will Not Blow Down or Burst

**Nearly 4000 Dickey Silos in use on Farms
from Wisconsin to Florida**

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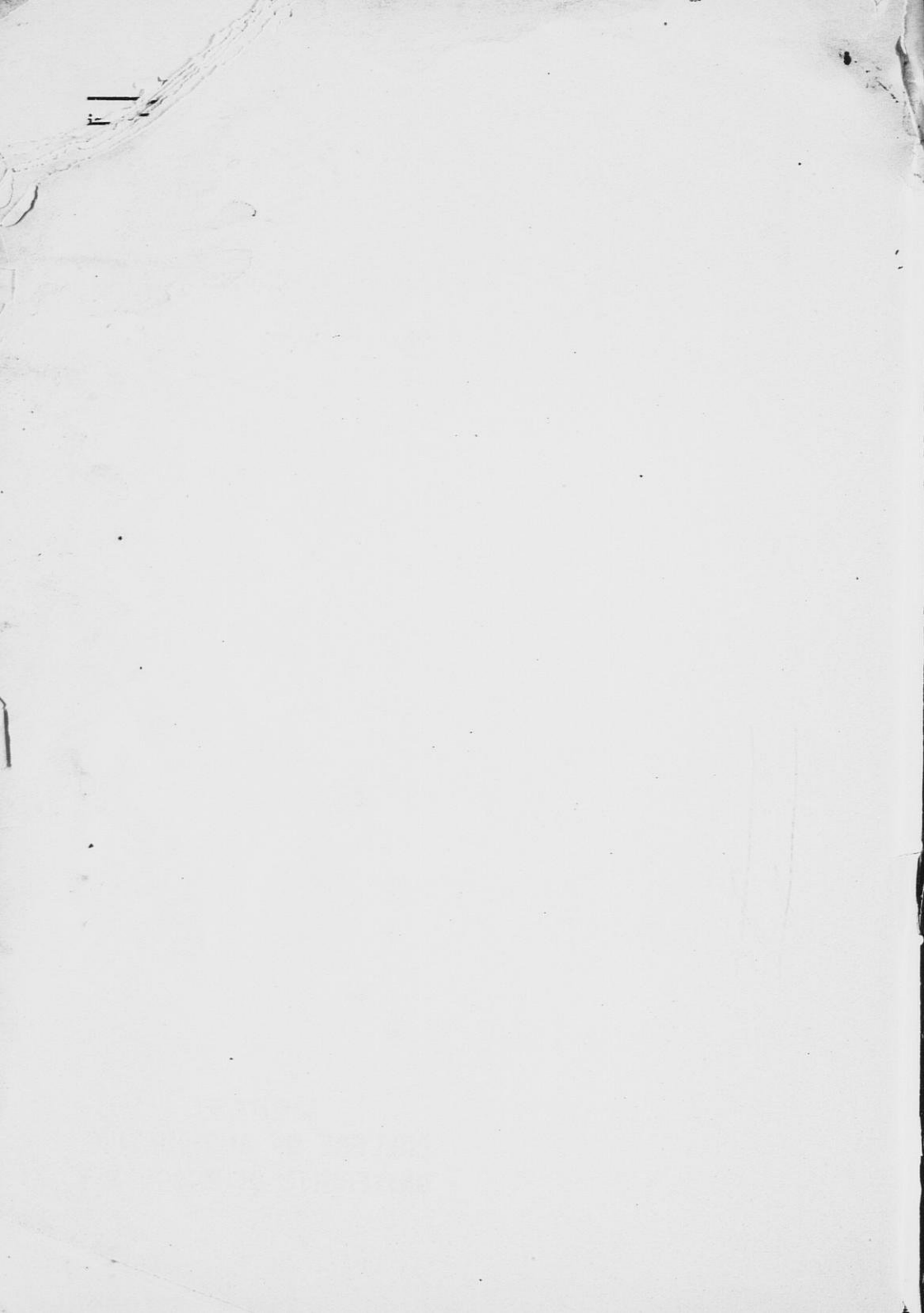
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MADISON





"EVENTUALLY, WHY NOT NOW?—THE HEN, THE HOG, THE COW"

The above is a photo of the prize winning float in the parade at the American Legion celebration held in Pleasanton, Kansas, last fall. In the truck is a hog and coop of chickens. The slogan represented on this truck, "Eventually, Why Not Now?—The Hen, The Hog, The Cow", is one that could well be adopted by farmers in Kansas, Missouri and Oklahoma.

SMALL FARM YIELDS \$155 PER ACRE

Ernest C. Thomas of Pleasanton, Kansas, Demonstrates What Can Be Done with Diversified Farming

Here is a brief story of a farmer boy who tried his luck in Kansas City and finally returned to the farm and is making good. Ernest C. Thomas was raised on a farm near Pleasanton, Kansas. After completing his education he taught school for three years and then came to Kansas City and took a position in a wholesale house for fifteen years. Three years ago, at the age of 40, he resigned a job, which was paying \$215.00 per month, and returned to his old home and purchased a little farm adjoining the town on the north, of 15 $\frac{1}{4}$ acres. The soil is not over rich and the size of the farm is much below the average in that section, in fact the average farm in Linn County is about 160 acres, with 120 acres of improved land.

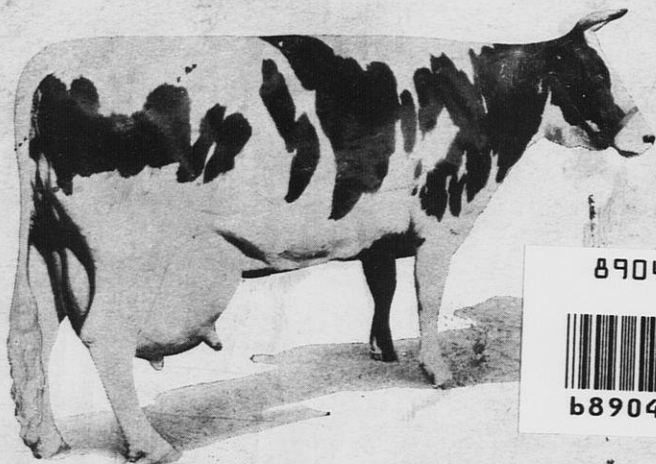
Mr. Thomas became convinced that he would never accumulate much money in a city, raising a family and educating them upon the salary which he was receiving, and determined to buy a farm, although small, and begin at the bottom and build up. Three years ago he started in with a pure bred flock of poultry, a few Jersey cows and Duroc Jersey hogs. Although he moved to the farm at a time when most farmers were finding it difficult to make a profit on their operations, he has been building up

his poultry flocks, his herds of pure bred hogs and Jersey cattle, besides selling enough surplus stuff to more than meet his running expenses. Here are his total sales from his little farm during the past three years, in addition to the family having all of the good things from the place which they could consume.

Gross sales 1921 from	
15 $\frac{1}{4}$ acres	\$1,050.00
Gross sales 1922 from	
15 $\frac{1}{4}$ acres	\$1,970.00
Gross sales for 11 mos. 1923	\$2,480.00

Mr. Thomas finds it economical to rent a team to do his farm work and has a small truck to do his hauling. He says he is not setting the world afire by any means and does not need to pay an income tax, but he is not yet running at top speed and expects to make improvements each year and increase the sales from his little farm. He is not only demonstrating that a city man can succeed on a farm, but he is proving conclusively the dependability of the hen, the hog and the cow and the diversified crops which he is cultivating on his little farm. He has adopted the program which is being followed by the farmers of Wisconsin and is being recommended by the Good Roads Association of Greater Kansas City.

WORLD'S GREATEST MILCH COW



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SEGIS PIETERTJE PROSPECT.

72,931 lbs. of milk and 2,855 lbs. butter in 2 years.

Milk—1 year, 37,381 lbs.

Milk—2 years, 72,931 lbs.

World's milk records for all breeds and ages

Butter—365 days, 1,448.68 lbs.

Butter—730 days, 2,885.00 lbs.

Champion butter record, 2 years for United States.

Segis Pietertje Prospect won a blue ribbon at the Pacific International Exposition of 1922. She may therefore be called a show cow.

Her two oldest sons have won ribbons in the show ring.

The oldest son of her oldest son, and the oldest son of her second son have not only been awarded prizes but the former has won grand champion honors already in several show rings.

Segis Pietertje Prospect, her two daughters, her three sons, and her best bred grandson, are all owned by Carnation Milk Farms and are all living. Her two brothers are also owned by Carnation Milk Farms.

Segis Pietertje Prospect was first tested for a year in 1920 as a 6 year old.

She produced 102 pounds of milk every day for 365 days.

Her year's production was 37,381 pounds of milk and 1,448 pounds of butter.

She has produced more milk in 365 days than any other cow of any breed or age.

Her record for two years' production is even more sensational: Milk, 72,931 lbs.; butter, 2,855 lbs.

Thousands of people have seen her

milked, and 29 supervisors checked up her world records while being made.

This cow's home is on the Carnation Farm near Seattle, Washington; and was shipped to Milwaukee for exhibition at the National Dairy Show held in that city, September 27 to October 6. This is another example of what a cow can do in the way of converting hay and grain and silage and water into milk.

She has a two years record of production that is wonderful, producing her own weight in milk every 12 days for two years. While a bull calf from her would be quite an investment for the average community in Missouri, Kansas or Oklahoma still it is possible to secure bull calves of her blood strain or of other like strains for a reasonable price. If any community decides to go into dairying it would be a splendid move to form a club or association and secure a bull of the very best blood possible.

Why breed scrubs, which will always make your cows poorer, instead of using a pure-bred bull of well known blood and thus increase the production of the herd with each generation.