How To Use A Cow Testing Association

by

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Women in this emergency are rendering service as cow testers. Fifteen are now at work in Wisconsin, and there is need for many more to replace men who go to battle.

File this bulletin where you can find it

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Wisconsin Bankers' Association

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The fellow who bought a $30.00 suit and left it in the closet for the moths to eat did not know how to "use" a suit. It's the same way with the dairyman who invests $30.00 a year in a cow testing association and never looks into his herd record nor takes any special interest in the work.

FIRST YOU MUST BE A MEMBER

Of course, before a man can wear a suit, he has to buy it, and before a dairyman can get any good out of a cow testing association he has to be a member, and almost every live dairyman who has the opportunity is a member or expects to join as soon as an association can be organized in his community.

GOD HELPS THOSE WHO HELP THEMSELVES

When a man puts $30.00 a year into an association he does it not to help anyone else, but to help himself. It is neither charity nor expense; it is an investment upon which he expects to get good returns. He is not getting something for nothing, but simply joining with 25 other men so that the service he gets cost him less. And what he gets for his money depends very much upon each man and his tester.

Some dairymen think that when they have paid their fees they have done all that is necessary, and association benefits should come pouring in. They may get $30.00 worth of good out of it, but if they "used" the association right they ought to get $300.00 out of their investment.

The secret of the whole matter, any successful member will tell you, is simply this—"Pay your fees promptly and then see to it that you get your money's worth." Your tester is not sleeping in 30 different beds and eating in 30 different homes a month simply because he loves you. He wants his pay and he wants to give you service.

GET ACQUAINTED WITH YOUR HERD

Through his monthly visits the cow tester gives you in the herd book a written introduction to each of your cows. You will find that sometimes you have been "entertaining an angel unawares, and sometimes a devil." You will learn that you have been feeding some of your cows too heavily and others not enough. Weighing each cow's milk daily will take but little time and will enable you to feed economically and keep in touch with each cow. Daily milk sheets are furnished free to the members.
KEEP YOUR NERVE

Keep up enough nerve to sell the cow that has always been with you but yet has proved herself unprofitable at the pail. Sentiment should not interfere with business in such a deal. Get the family interested in the kind of a cow that will make a profit rather than one that has a pretty hide. Use nerve enough, too, to buy feed for those cows that will make a profit on it even though it seems "out of sight."

BUY FEED IN CARLOAD LOTS

The reason why there are 26 members in an association rather than only one or two is because in some things 26 men can do better together than each by himself. This is often true in the matter of feed buying. Get together and buy what feed is necessary in carload lots, paying cash for it and taking it directly out of the car. Co-operation with the local feed dealer in buying and distributing the feed will be the best policy to follow. Maximum prices have been placed on mill feeds and there is no saving in waiting until later. This late in the fall there will probably be no difficulty in storing feed for the rest of the winter. Get your orders in now so you can get your share, for if you don't and we have a winter like we had last year you probably will not get any.

CO-OPERATE IN USE AND EXCHANGE OF BULLS

Association members have an excellent opportunity to co-operate in the use of good bulls. In small herds bull service is very expensive, especially so when the bull must be sold at beef prices at the end of two years. The tester can arrange to exchange sires among
members, thus avoiding the sacrifice, at beef prices, of a good bull, and the purchasing of another at a long price. If you secure a bull from among the members of your association you have the chance of seeing what the heifers are like both in regard to type and production. The monthly report of association work which is sent to the tester each month contains a list of cattle for sale and exchange from all the associations.

GET ACQUAINTED

Many dairymen live close together but hardly know each other. Association picnics give one a good opportunity to have a good time and to enjoy the company of his neighbors. The winter meetings held monthly or as often as desired give an opportunity to discuss interesting topics or to hear some outside speaker. Take the whole family, too. They often get more good from it than does the dairyman. You often do not fully appreciate the excellent qualities in your neighbors until you know them. You will learn something too, every time you meet to discuss topics of interest to you, for there is no one who is so full of knowledge that he cannot learn something from some one else.

SELL CATTLE AT HIGHER PRICES

Cows with good association records are wanted at prices well above those without records. Any surplus cows for sale should be reported to the tester and in any advertisements the records should be given. Yet, unless one is going out of the business he should not sell his best cows even though the price be tempting, for if the cows are worth a large price to someone else they are worth about the same to you. Nor should you be too quick to condemn a cow as unprofitable as the result of one or two tests. Give her a good chance to make good before letting her go.

More value is being placed on yearly records made under normal conditions than on seven day or other short time records in which the cow is forced to do her best.

GET IN THE REGISTER OF PRODUCTION

The Register of Production was established to give publicity to the records of good cows and to stimulate interest in the breeding and care of animals that can make as much as a pound of fat a day for the year. Already over two hundred cows have been registered. See if you cannot so breed and care for your herd that you will have a number to qualify for this honor each year. For details ask your tester.

The cow testing association is worth just what you and the tester make it worth. We will secure as good a tester for you as we can find, for we are anxious that every association should have a good tester. Yet, regardless of the excellence of your tester you will not be “using” the association rightly and the association will not amount to much unless you take interest in your own business and work the association for all the benefits you can get out of it. It is yours; make of it what you will.