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 preeminently 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; livestock $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 cooperative 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.

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