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 Ayershire 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:

[36]
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

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Cows</th>
<th>Average Lbs. Milk</th>
<th>Average Lbs. Fat.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1922-23</td>
<td>10</td>
<td>6,772</td>
<td>256.5</td>
</tr>
<tr>
<td>1923-24</td>
<td>12</td>
<td>6,975</td>
<td>281.0</td>
</tr>
<tr>
<td>Increase in production per cow</td>
<td>203</td>
<td>24.5</td>
<td></td>
</tr>
</tbody>
</table>

[37]