THE WISCONSIN FARM CONTEST

D. H. Otis, Madison.

The farmer is or should be a business man. As such he must study the factors that make for success in his business.

Fortunately farmers are not serious competitors. The more good farmers in a community, the better it is for every farmer in the community. The larger the number and the better the quality of the cattle in the community, the more prosperity it brings to every breeder in the community. If the cattle are all of the same breed, so much the better.

This makes it possible for one farmer to help another farmer without giving away any business secrets or in any way injuring his own business. As would naturally be expected, there are large differences in the net results obtained on different farms. Studying the reasons for this difference makes it possible to point out to one farmer how he may improve his conditions by studying the methods of another. As no farmer is perfect in all his methods, so every farmer may learn from other farmers.

The Growth of the Wisconsin Farm Contest

The Wisconsin Farm Contest was started to encourage farmers to study the business management of their farms. It is to the credit of the farmers enlisting in the movement that they come in, not because they expected to win a prize, but because they want to learn all they can about their business and compare their results with the average of their county and with the best in the state.

During the first year (1913) there were 150 farmers connected with the work. The following year this was increased to 440 farmers and for the ensuing year (1915) there are over 650 farmers who have signed statements that they will keep records of their business transactions and hand them in to study for demonstration purposes.

During the past year the work has been conducted in 21 counties distributed over the entire State. Local meetings were held in these counties and at these meetings each farmer was given a factor sheet showing the results obtained on his farm and alongside of these were placed the results of the average of the county, the average of the State and the average of the best ten. The factors that make for success in farming were discussed at these meetings.

The Farm Contest an Incentive to Keep Farm Accounts

The Wisconsin Farm Contest has emphasized the necessity of some simple yet accurate method of keeping accounts. Farmer after farmer has asked for assistance along this line. The work of keeping financial records has been greatly reduced by utilizing the machinery offered by the banks.

The Bank Book. All receipts can be recorded in the bank book by the banker, if the farmer will make out a suitable deposit slip indicating the
source of income. Cash as well as checks can be handled in this way.

Deposit Slip

Deposited by A. B. Farmer
in the
Bank of........................................August 17, 1915.
Post Office.................................Cash A. J. Anderson—calf..................$ 10.00
Cash Enterprise Grocery—eggs...........1.18
Check B. S. Royce—hay......................45.32
Check Model Cr'y Co.—cream..............115.83

Total........................................$172.33

By depositing all income in this manner, the farmer will have a record of all his receipts in his bank book.

The Check Book. As far as possible, expenses should be paid with check. The check will serve as a receipt and the stub as a record of the transaction. When it is desired to have a little change for incidental expenses, a check can be drawn for $5.00 and charged to miscellaneous, incidental or personal expenses. If desired, a separate check book can be kept for family expenses.

The Farm Account Book. This should contain the farm inventory, the credit accounts and space for distributing the receipts and expenses. This book should be as simple as possible and so arranged as to require the minimum of labor in adding, posting and summarizing. We are pleased to state that such books are in existence, and farmers are using them.

The Farm Contest Enlisting Local Co-operation

Local co-operation is playing a large factor in the farm management demonstration work. Business men, bankers, county representatives, county agricultural schools and high schools are lending material assistance in the collection of the data and assisting farmers in the keeping of records. For the year 1915 these various parties have paid the cost price for a simplified account book which has been given free to the farmers who have entered this movement and have promised in writing that they would keep their accounts. At the end of the year, these books are to be turned over to the College of Agriculture long enough for the latter to obtain the necessary figures for conducting the Farm Management Demonstration and Contest work in the State. The books will then be returned to the farmers with a factor sheet showing the rank of the farm relative to the factors making for success in farming. Over 650 farmers in the State have promised to keep their records for this purpose. To encourage the keeping of records, the Wisconsin Condensed Milk Company of Racine County has offered the ensuing year $75.00 cash prizes to be distributed in the sums of $25.00, $20.00, $15.00, $10.00 and $5.00 amounts to the farmers of the county who will present the best kept set of books for the year. This is a feature of the county work that needs encouragement. The business men of Janesville have offered prizes for the farmers of Rock County who are engaged in this work.

Prizes for the State Contest

The Hoard’s “Dairyman” prizes have been increased from $300 to $500, with the understanding that considerable emphasis will be placed upon the home life of the farm, or the part played by the farmer’s wife. It was deemed unwise to separate the farm home from the farm and offer separate prizes. The prizes are awarded therefore to the farmer and his wife.

The Wisconsin “Agriculturist” has materially encouraged the movement by
offering prizes for the best work in each county. The farmer and his wife whose farm ranks first in the county are given a cash prize of $10.00, to be awarded at the State meeting. Twenty-one prizes for 21 counties were awarded at this State meeting.

The Wisconsin Farm Contest has been made possible through the hearty co-operation and good will of the farmers entering it. The work has given us a clearer conception of the farmers' needs and the difficulties that he has in organizing his farm activities so as to make everything work out satisfactorily. In like manner we believe that the contest has been beneficial to the farmers in opening their eyes to some of the problems they have upon their own farms. They have been led to see the need of applying business principles to management of their farms and many of them have requested advice upon the problems that this work has emphasized. It is the spirit of co-operation that makes us feel encouraged in taking hold of this work and pushing it. We believe it has a great future.

PROFITABLE PRACTICES IN FEEDING DAIRY CATTLE.

E. C. Jacobs, Elk Mound.

![E. C. Jacobs](image)

Profit can result from feeding dairy cattle only when we have dairy cattle to feed, namely, young stock of good dairy breeding, or cows which when properly fed and cared for will return a profit in milk production. As intelligent feeding can result only when we know the individual butter production of each cow, it follows that the individual record of the production of the herd must be kept. As our efficiency is affected by the conditions under which we live, so the efficiency of the cow is influenced by comfortable and sanitary surroundings, and especially by being able to "live in peace with all men."

Factors that Contribute to Good Feeding

Let us consider the subject of feeding under two heads:

1. What are the needs of the individual animal?
2. What amount and what variety of food must we supply in order to meet the requirements of the animal most effectively and economically?

Self preservation is a law of life which applies to cows as well as men. The first demand upon the ration given any