FARM MANAGEMENT CONTEST.

Hoard's Dairyman offers $300 in Prizes to Encourage This Work.

D. H. Otis.

Success in farming is the result not only of growing the best grains, and breeding, feeding, and handling the best live stock, or the production of the best fruit, etc. It is also dependent upon how the manager integrates, organizes, and manages his farm work so as to make the entire farm show the best results.

Our work in Farm Management shows great variations in the net income obtained on different farms. These variations are being studied with a view of discovering the factors that contribute either to success or failure. We believe the time is ripe to give some attention to the successful management of farms, and to recognize the men who have both the knowledge and the skill to organize and conduct their farms so as to make them financially successful and at the same time contribute to the health, happiness, and uplift of those who live on the farm.

To encourage this work Ex-Governor W. D. Hoard of Hoard's Dairyman has offered the sum of $300 annually to be used as prizes and awarded to the farms that score the highest in accordance with the score card presented herewith. Doubtless others can be interested in this work and the amount materially increased as sufficient interest is manifested.

In the contest now under way the following plan is being carried out:

1. That the work be started in the counties, preferably through the County Order of the Wisconsin Agricultural Experiment Association.

2. That the competition be open to any farmer who may desire to compete, regardless of the type of farming followed, provided that the entrance of such farmer will in no way injure or embarrass others who may desire to enter the competition. Any question of eligibility to this competition will be left to a State Committee composed of a representative of
Hoard's Dairyman, the State Experiment Association, and the College of Agriculture.

3. Any farmer who desires to enter this competition should send his application to the representative of the College of Agriculture who has this work in charge. When a sufficient number in any county manifest an interest in the work a farm management survey of the farm will be made, and data collected on the distribution of labor, as preliminary to the contest. At the end of the year data will again be collected which will serve as the basis for determining the net profits.

After the results for the current year are collected and tabulated it is proposed to hold a meeting in each county or locality entering the contest. Each farmer will be given the number of his own farm, so that in the study and discussions of the results he can compare the results on his farm with those obtained elsewhere. In these meetings the point will be to point out and emphasize the factors that make for success on the well managed farms.

At this local meeting announcement will be made of the three farmers making the best score. These three farmers will represent their locality in the State Contest where Ex-Governor Hoard has offered prizes aggregating $300.

No prizes are offered this year for the local contests. It is gratifying, however, to know that 175 farmers have entered the local contests from ten different counties, not because they were particularly attracted by prizes but because they were interested in studying the problem of the successful management of their farms.

4. That the awards shall be made upon the basis of the best score, according to the following score card.

<table>
<thead>
<tr>
<th>SCORE CARD FOR FARMERS ENTERING THE FARM CONTEST.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profits or managerial income................... 50 points</td>
</tr>
<tr>
<td>Fertility ........................................... 20 &quot;</td>
</tr>
<tr>
<td>Health of herd ..................................... 5 &quot;</td>
</tr>
<tr>
<td>Upkeep and general appearance ....................... 5 &quot;</td>
</tr>
<tr>
<td>Home life .......................................... 20 &quot;</td>
</tr>
<tr>
<td>Total ................................................ 100 &quot;</td>
</tr>
</tbody>
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The net profits or managerial income for the farm will be figured according to methods devised by the College of Agriculture and approved by Hoard's Dairyman and the Experiment Association. These methods will include a statement of the capital invested and its distribution, the expenses and their distribution, the receipts and their sources. In addition to the cash outlay the expense account will include an interest charge of 5% upon the total capital invested at the beginning of the year. It will also include the labor of the family, figured to the equivalent of hired man labor and charged at hired man rates. Depreciation of farm property will also be included under expenses.

The receipts will include the cash income and also the increased inventory.

The methods employed in securing the data from the farm will be such as to obtain, as nearly as possible, the actual earnings of the farm, and no attention will be paid to special inflated or abnormal values as may result, for instance, from the rise in the value of land or from the sudden or unnatural appreciation of live stock, etc. The inventoried value of any given article or of any individual animal should be substantially the same at the close of the year as at the beginning, barring the natural depreciation or appreciation. Other things being equal the aim will be to recognize the man who is conducting a farming business in preference to the man who may be called a dealer or speculator, and who makes his money by buying or selling live stock, grains, or other farm products. In securing the data consideration will be given to the system and the accuracy of the accounts kept.

**FERTILITY.**

Under fertility will be included the amount and character of products sold in relation to the maintenance of fertility on the farm; also the conservation of manure, the application of lime, the application of rock phosphate, and the growing and plowing under of legumes.
HEALTH OF HERD.

Under health of herd will be considered the matter of tuberculin testing of the herd, the system of ventilation, precaution taken to prevent disease, cleanliness of herd, etc.

HOME LIFE.

Under home life will be considered the manner and amount of encouragement and inspiration given to the boys and girls relative to farm life and surrounding them with such inducements that will encourage their best development and love for the farm.

Attention will also be given to conveniences in the house such as water supply, baths, the housing of help, lights, etc. Note will be taken of the papers and periodicals taken and read by the family.

Attention will also be given to the amount of help that is kept, and the treatment, and the opportunities that the help has for reasonable recreation and culture and advancement. As indications of the home life we will consider the help kept per cultivated acre, the help kept per animal unit, the hours of labor per man per week, etc.

5. The prize money offered by Ex-Governor Hoard will be distributed as follows:

1st Prize ........................................ $100
2nd Prize ........................................ 50
3rd to 6th inclusive ............................. 25 each

It is expected that arrangements will be completed whereby a trophy of considerable value will be offered to the county making the best average showing. Details relative to this will be published later.

6. Any farmer who succeeds in winning the first place in the county will not be eligible for further competition in that county, but will be eligible for competition in the State Contest until he succeeds in winning a first prize.

7. That the farmer who succeeds in winning the first prize in the State Contest will not be eligible for further competition for the annual prizes offered for the State Contest, but
will be eligible to the "three, five, and ten year contest" that we hope to inaugurate.

As the work progresses many suggestions for improving the details of the plan will doubtless be made. These will be gratefully received and utilized wherever feasible. The main idea is to enlist the interest of the farmer in studying the successful management of his farm and to this end inaugurate a contest where the farm as a whole is the unit under consideration, and where recognition will be given to those farmers who approach a certain desired standard. This we hope will not only be encouraging to them but stimulating to others in the successful management of farms.

THE IMPORTANCE OF TESTING OUR PURE SEED GRAINS PREVIOUS TO SOWING THE SEASON'S CROP.

H. L. Post, Secretary Richland County Order, Sextonville.

The importance of testing our seed grains previous to sowing and planting the season's crop can not be overestimated. How are we to get the full benefit of our pure bred seeds, that have taken the College of Agriculture years to bring up to the present high standards, if we are not reasonably sure that every kernel put in the soil is going to produce a strong, healthy plant. In Wisconsin alone the annual loss incurred by the planting of untested seed amounts to hundreds of thousands of dollars. Why, then, do farmers continue this wasteful practice, when if they would give a little time during the early spring and test their seed, their increase yield would make it the most profitable piece of work done? The testing of small grains and grass seeds is perhaps not so commonly practiced as the testing of corn, yet each farmer should do this before sowing. In a great number of cases the poor catch of grass seed or failure of small grains to grow is due to the sowing of seed of low vitality, which might have been avoided had the seed been tested previous to sowing.