

AFTERNOON SESSION, JUNE 12.

The association met at 1:30, pursuant to adjournment.

NECESSITY OF A PLAN IN DAIRYING.

By Hon. HIRAM SMITH, Sheboygan Falls.

Mr. President, Ladies and Gentlemen:— Nearly all of the great achievements, in the past and present generation, that have benefited and blessed mankind, has been the result, culmination and perfection of carefully considered plans. When Stephenson first made his carriage to run on two parallel rails, he had in his mind a well defined plan of a railroad. When Fulton first built a boat that would run against wind and tide, to the wonder of a suspicious and incredulous public, he had a clearly defined plan of steamboats plowing the main. When Morse first began to erect poles and string wires from Washington to Baltimore, he had clearly mapped out in his mind our present telegraph system that is sending and receiving intelligence from every part of the habitable globe. When an architect commences the erection of a building, he has a clear picture and plan in his own mind of the size and shape of every room, the length, width and angle of every board and stick of timber necessary to erect such building. When a superintendent takes charge of a manufacturing establishment, he has an intelligent understanding of how many machines or articles he will make, how many persons he will employ, the sources from which he will get his supplies, and the market he expects to supply. It is equally important that the dairy farmer should have as well defined plans, so as to pursue his business intelligently, as any of the parties named; so as to take advantage of his opportunities and possibilities, that he may receive a just recompense for the capital invested and labor bestowed. Most dairymen are aware of the heavy annual losses sustained in consequence of the manufacture of poor butter and poor cheese, but there is a far greater annual loss sustained by dairymen in the lack of a sufficient number of cows adapted to the size of the farm. One fact should be constantly borne in mind, that it requires the same care, attention and time to

make ten pounds of butter per day as it would to make thirty or forty pounds; that the expense of time and labor is about the same to take the milk of ten cows to a cheese factory as it is to take the milk of twenty-five or thirty cows. Therefore, any man that pretends to be in the dairy business at all and keeps less than twenty-five cows to the one hundred acres, suffers the loss of the net profits per cow of all he falls short of that number. No superintendent of a manufacturing establishment could hold his place that expended the same amount of team and hand work to produce ten articles that would suffice for twenty-five articles. The chief expenses of dairy products consist in the investment for land, team and tools, a slight increase in the cost of the cows, and the cost of the labor of raising fodder. Corn would more than double the receipts and profits of three-quarters of the dairy farms in the state of Wisconsin.

The necessity of a plan in dairy farming mainly consists in the fact that working up to a plan is the only method of making any intelligent permanent improvements. If any part of a plan proves beneficial it can be continued; if any part proves defective it can be discontinued and other measures substituted. And thus, year by year, knowledge can be accumulated which is often more valuable than capital. If a plan should be adopted of keeping twenty-five cows on one hundred acres, and that said cows should average five thousand pounds of milk per cow, the plan being feasible, should not be abandoned with thirty-five or forty acres of pasture. Twenty-five acres of meadow, six to eight acres of fodder corn, and a liberal supply of wheat middling or other ground feed — no danger need be apprehended from drouth or freshets — with a small piece of early fodder corn to draw on whenever short pastures are threatened. Before the calamity actually occurs other feed must be supplemented at whatever cost, because the greatest cost to the dairy farmer is short pastures, and its consequent short supply of milk. Again, working up to a plan will soon convince the intelligent dairyman that winter dairying, almost anywhere in the northwest, will add not less than one quarter to his net profits. Dairy men that allow their cows to go dry three months or more are losing annually, on twenty-five cows, more than their town, county, state and national taxes. If two or more dairymen form plans that differ from each other, and carefully pursue them for a year, and then compare notes, knowledge accumulates more rapidly than any

haphazard way of farming. Such knowledge becomes positive, and all positive knowledge can be communicated and all are benefited. The necessity of a plan is acknowledged and practiced at all experimental stations, and results carefully recorded and compared with other plans. The value of any system of farming can only be determined by comparison with other systems, and both must be pursued from carefully devised plans. Therefore, who ever starts into dairy farming with the best plan he can form, each year adding amendments, is on the only road to success.

There are two classes of dairy farmers; one class pursues his work after the best formed plan he is able to devise, that has been altered and amended, as the experience of years has demonstrated to be advisable. He keeps on an average of one cow to four acres and less. His cows will average five thousand pounds per cow annually, if he takes his milk to a cheese or butter factory. His cows will net about \$50 per cow. If he makes butter only, at home, the average will be about the same. If he makes skim cheese and butter, his net receipts will be increased to \$60 to \$70 per cow, provided he has forty cows and over.

The other class of dairy farmers is much the larger class in this state. They have no definite plan, but keep what cows they happen to have room for, among the colts and sheep usually; about one cow to eight or ten acres of land. Their average yield is about three thousand five hundred pounds of milk annually, and their net receipts not much above \$35 per cow. This class of dairy farmers spend more time predicting that the dairy business will soon be overdone than they do in raising fodder corn, forgetting that the short life of a cow, and the great slaughter of them when beef is high, prevents any more increase than the increase of population; and instead of being *dazed* by the fear of over-production, it will soon be a serious question whether we can produce as much as the market demands with even the present boundary of the market; and when the contemplated railroad is completed to Mexico and the one from Texas to Brazil, will then open up a larger market than the one we now supply. Wherever railroads penetrate they always create a demand for high priced butter and cheese. I have spoken of two classes of dairy farmers, the one pursuing a carefully considered plan, the other pursuing the business in a hap-hazard way, with its hap-hazard results. Each dairyman can determine for himself in which one of these classes he is at present located.