

## Dairy Farming a Dual Industry

By E. L. McCaskey.

I WONDER how many dairy farmers realize that they are the proprietors and managers of two separate and distinct industries. I never realized it myself until a few years ago, and then it was a town man who put me wise. He was a cream separator agent. He dropped around about supper time, and having failed to sell me a Melotte (not that the Melotte is not a good separator, but because I was well satisfied with my De Laval), I asked him to stay and eat with us. Like most city people he had his own ideas on farming, and for once I got it "put over" me.

Our talk naturally drifted to the profits of dairying. Of course he had it all nicely figured out that a man should make a fortune in a good deal less than a lifetime out of dairy cows. Now I have every faith in dairying, but I don't see the situation in quite such a rosy light as did that cream separator agent, and accordingly I got out pencil and paper and jotted down just what I was doing. On the receipt side of the statement I had down the cream cheques, cows and calves sold, etc., etc. He nodded his head approvingly. Then I started on my expenses. One hired man for the year, one hired man for six months, so many dollars for fertilizer, so many dollars for seed, taxes, interest, and so forth. "Hold on," said he. "That's not what I want to get at. You are lumping your whole business into one. All that I was talking about was the profits of dairying."

"That's what I am trying to get at, too," I retorted.

### A NEW VIEW OF DAIRYING.

"According to my ideas," he came back, "you are a dual purpose man. In the first place you are a farmer, and as a farmer you own the land on this farm, the horse barn over there, and whether or not you succeed as a farmer depends on whether the market value of the crops on the farm, clover, corn, roots, etc., will compensate you for the work of growing those crops, the cost of fertilizer, and the interest on your investment.

"Besides," he continued, "you are a dairyman—a manufacturer, if you please. After producing the raw materials in your capacity as a farmer you proceed to manufacture them into cream, dairy cattle, etc. My idea of the profits of dairying is what you can make out of your dairy cows after you have charged them with all the food you raise at market prices, all the food you buy, all the labor involved in looking after them, and then credit them with receipts on sales and the value of the manure that is taken back to the land."

That conversation took place many years ago. I will not guarantee that the cream separator agent expressed himself in just exactly the words that I have attributed to him. In fact, if I remember rightly, he merely had the idea and I had to supply most of the details. He hitched up and drove away after supper and left me with more to think of than I had had in a long time. Ever since, however, there have been two sets of books kept on this farm, one for the farm proper and the other for the dairy end of the business. When this system of bookkeeping is followed one knows better the exact state of his business and just where he is making money or losing it.

The greatest advantage that I have derived

from this system is that whereas I was contented under the old system with rather inferior stock I found with the double system of bookkeeping that all of the money that I have been making I was making as a farmer. The stock didn't pay anything at all for labor nor investment when charged with feed at market prices minus the cost of marketing. Hence I had to get after better cows. And with the increasing value of the raw products of the farm I never have an opportunity to stop up satisfied, but must ever strive for better and better cows.

As to the trouble of keeping two sets of books it is no more trouble than keeping one, as in the case of the dairy all accounts, both receipts and expenditures, are kept on one page of paper and the same on the side of farming. I believe that I have the ideal system of farm bookkeeping, and some day I will describe it in Farm and Dairy.

### Market Milk and Calves

ANY man who has to sell his milk at \$1 a cwt., cheese factory price, can afford to raise heifer calves for market. The demand for dairy



A Veteran Beekeeper Who is Still in the Business

Here we see Mr. Jas. Storer, President of the Victoria Beekeepers' Association, as he appears when working among his bees.

products is increasing faster than is the supply, particularly in the neighborhood of towns and cities. Dairymen near our cities now find milk prices so high that they are not raising calves, but are buying their cows in less favored districts. They pay for them, too. We have had buyers going through our section paying \$80 to \$125, or even \$150 for good cows. I believe we can put our milk into heifer calves to be sold to these city dairy farmers better than we can send it to the cheese factory.

I would retain all the good heifers that come into my herd and would even buy up heifers from neighboring herds to use a good quantity of my milk. These I would feed economically until ready to freshen when I know there would be a good market for them among city dairymen.

I have submitted this plan to several dairy farmers and they agree that it is a good one for the farmer who is a long distance from a market that yields remunerative prices for milk. I find that several farmers have been carrying it on to a limited extent and with good results for several years.

The time of seeding makes a vast difference in the yield of roots. At Macdonald College mangels seeded on May 8th yielded 35 tons to the acre, while the seeding on June 8th yielded but 18 tons. Swedes sown on May 28th yielded 40 tons an acre and on June 22nd, 20 tons.—Paul A. Bovine, Macdonald College.

## College Students as Farm Managers

IS the training that is given to students in an agricultural college of such a nature as to fit the young men to farm properly? The time was when this question was as frequently answered in the negative as in the affirmative. The old time prejudice against book farming, however, has been largely dispelled. If there are any left who doubt the efficacy of college training for country boys who intend to remain farmers, the University of Minnesota has adopted a plan that should convince the last doubter. They are actually putting their students on the farm, keeping track of their operations and publishing the results.

The plan is briefly as follows: The University, through the Division of Agronomy and Farm Management, is given authority to rent suitable farms for a term of three to five years. Each farm so rented is to be operated by a senior student in the farm management course in the Minnesota College of Agriculture. Where the farm is rented unoccupied the University provides a reasonable equipment of live stock which shall be maintained in value by the student operator and upon which he shall pay a five per cent. interest charge to the University besides meeting the land rental charge to the owner of the land. In addition the student manager must meet all charges for operating expense and all labor and household expenses from the proceeds of the farm, before he can draw any salary for his labor. When these charges have been met he may draw from the sales of produce up to the sum of \$600 a year. Any revenue above the sum of \$600 shall be divided evenly between the student operator and the University.

### WHAT CARPENTER DID.

Now for results: Two farms were conducted last year and both quite successfully. Fred B. Carpenter, a junior student in the College of Agriculture, was given the management of a 320 acre farm near Winthrop, Minn., and he took possession March 1, 1913. At the close of his training period, January 31, 1914, Mr. Carpenter had earned \$811.45 for himself, had paid all his living expenses, and turned over a cheque for \$211.45 to the University.

This farm rented at \$1,100. Mr. Carpenter had saved \$300 from wages earned as a teacher in the Northfield High School. He procured a loan of \$200 from the Ludden Trust Fund of the University, and borrowed \$400 at a Winthrop bank. With this limited capital he started out to make good on the farm. The young man arranged to have his mother keep house for him on the farm until the middle of June, when he married one of his fair college co-eds. So much for the household problem. Outside, Mr. Carpenter got along well with one hired man and additional help during corn cultivation and harvest time.

### THE DAIRY HERD ASSISTED.

The regular cheques from the dairy herd were a great assistance to the young manager. Who he took charge of the farm, scrub cows predominated. He induced the owner to sell some of the poorer cows and replace them with fair good grades. In all he kept 10 fairly good milk cows. The monthly cream cheque provided for all the family expenses and a small surplus for other cash expenses.

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