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**THE BUSINESS OF DAIRYING**

The Dairy Farmer Should Be a Good Business Man.

(By C. A. Hutton, Division of Extension, University of Tennessee.)

There is no line of farming that calls for as much expert, scientific knowledge as dairy farming. The successful dairyman must not only know the best principles pertaining to the proper feeding, care, management and breeding of his cattle, but he must also be a good farmer in order to produce feeds cheaply and build up his store of soil fertility. The dairy business offers absolutely no inducements for the lazy, easy-going, unbusiness-like man, but for one who is willing to work, think, plan, study, and put some brains and energy into his work, it affords most excellent opportunities.

It has been said that one could almost detect the dairymen in a bunch of men by talking to them for a few minutes on almost any subject, because it is claimed that a real dairyman can not talk long without a pencil and paper. I do not know that this is literally true, but it is at least true with regard to the successful dairymen.

Dairy farming, if properly conducted, is one of the most profitable systems of farming, and even poor, unbusiness-like dairymen may sometimes result in some gain. The only way to ever attain success at this type of farming is by the use of the best business principles. Good dairymen may be said to be born and not made. Good dairymen have long since found that milking cows is very much like real work, and that it only pays to keep the best. They know that the only true way to find out which cows are paying a profit and which ones are losing is by the keeping of herd records. They know that it pays to feed a balanced ration to good cows bred to freshen in the fall; that they must feed silage; that they must study the market problem; that they must constantly read and study, and profit by the experience of others; in short, that they must be good business men.

Talk all you may of the advantage of pure bred cattle and the folly of owning scrubs, but the scrub dairyman will always have scrub cows. When the dairyman himself reforms, then, and not until then, are these things added unto him. The requirements for successful dairy farming are four: Good cows, good feed, good markets, and a good dairyman. The greatest of these is the man behind the cow.

**PURE BRED CATTLE BOUGHT DURING YEAR**

(By R. M. Murphy, Division of Extension, University of Tennessee.)

Upwards of 700 purebred cattle were bought in the state during the past year for breeding purposes. This represents an expenditure of at least \$100,000 and indicates that there is an increasing interest in beef cattle and faith in the future of the beef cattle industry. As to breeds they are pretty evenly divided between the Angus, Hereford, and Shorthorn, showing that one breed is considered just about as good as either of the others. These cattle were bought largely in small lots in many cases only a single animal to a buyer. A number of first class good sized herds were established and by men who will be heard from later as breeders. The majority of the animals will be used in building up the general grade of beef cattle in sections to which they have gone. This is the larger field of usefulness. If it were not for this demand the breeders would soon have to go out of business. The big business of growing cattle is not the production of registered cattle, it is the production of beef. We will doubtless never have too many real breeders of cattle, but there is a danger of too many people owning purebreds, breeding indiscriminately, producing registered scrubs. The breeder is born, not made, the other fellow is born too, but there is something wrong with him. He is the fellow who complains that he can find no market for his surplus. He is sure that the cattle business is being overdone. Very interesting reports come into the office from breeders over the state. The successful breeder, the man with good stock reports sales as fast as animals are available. One man wrote in during November, 1915, that he had sold all his calf crop and had already booked 16 orders for 1916. The breeders of beef cattle within the state should take care of the home demands for registered bulls to be used in the beef business. It is enough to import sufficient new blood to keep up the standard of the breeding herds.

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**PRINCIPAL BREEDS OF DAIRY CATTLE**

Four Dairy Breeds are Jersey, Guernsey, Holstein and Ayrshire—All are Similar

**OLDEST AND BEST KNOWN**

The Home of the Jersey is on the Little Island of Jersey in the English Channel, Where the Breed Has Been Kept Pure for Centuries—is a Well-Known and an Economical Producer.

(By C. A. Hutton, Division of Extension, University of Tennessee.)

There are four principal breeds of dairy cattle, each differing from the other in certain qualities, but still resembling all of the others in some characteristics. The four dairy breeds are the Jersey, Guernsey, Holstein and Ayrshire. While the general characteristics of all the breeds are similar in that they have all been bred for generations for the specific purpose of the production of dairy products, yet each breed possesses certain qualities which makes it most suited for certain conditions than the other breeds.

**The Jersey.**  
This is one of the oldest and best known of the dairy breeds. Its home is on the little island of Jersey in the English Channel, where the breed has been kept pure for centuries. Animals of this breed are rather small and early maturing. Their chief quality is the production of butterfat. It is a well established fact that the Jersey is the most economical producer of butterfat of all breeds.

**The Guernsey.**  
This breed originated on the island bearing the same name, and lying near Jersey isle. The breed characteristics are very similar to those of the Jersey except that the animals are a little larger, rougher, and will consume more rough feed. They will usually produce a little more milk than the Jersey, but the production of butterfat is practically the same.

**The Holstein.**  
The Holstein originated in Holland and Friesland, is very large and rough, consumes large amounts of rough feed, and is without an equal for milk production.

**The Ayrshire.**  
Originated in Ayr, Scotland. A large breed, very symmetrical and has the ideal dairy type. Gives a good flow of milk, fairly rich in butterfat, and especially adapted for cheese making.

**General Recommendations.**  
For the production of butterfat or cream there is no breed so well suited for Tennessee conditions as the Jersey. There are plenty of good animals of this breed that can be bought cheaply in Tennessee. For the production of market milk the Holstein is by far the most economical. Some markets discriminate against Holstein milk on account of the low percentage of butterfat, but this criticism is unjust, since Holstein milk really contains as much solid food matter as does Jersey milk. Guernseys, Holsteins and Ayrshires are all very high priced in Tennessee as compared with Jerseys, and for butterfat production the average Tennessee dairy farmer can not do better than to keep the Jersey.

While the Holstein breed will probably average as high a yield of butterfat as will the Jersey, due to the large amount of milk produced, which makes up for the low test, yet where butterfat is the principal product marketed, Tennessee dairymen will do well to stick to the Jersey.

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**A STORY OF TWO FARMER NEIGHBORS**

(By C. D. Lowe, Division of Extension, University of Tennessee.)

This is a tale of two Tennessee farmers. They are neighbors. We shall call one of them Mr. Lee and the other Mr. Jackson, because these are not their names.

They each possess rather large areas of grazing land, which for many years they have devoted to the production of beef cattle, selling their stock in the fall as "feeders."

About five years ago Mr. Lee purchased a registered beef bull of good type. Since that time he has used this bull and another equally as good on his herd of grade females.

During the same time Mr. Jackson has continued to use grade bulls of varying individuality on his females.

An observation and study of their product for the past two years at marketing time revealed the following:

Mr. Lee had each year a carload of two-year-old feeder steers, that weighed from 800 to 900 pounds, for which an out of the state buyer was glad to pay him 7½ cents per pound.

Mr. Jackson has also had a carload for sale each of these years, but they were three-year-olds and weighed no more than Mr. Lee's two-year-olds. For these medium grade and scrub steers Mr. Jackson had difficulty in obtaining 6 cents per pound, for the past two years.

What does this mean? Mr. Lee was able to make his steers weigh as much at two years of age as Mr. Jackson at three years old, thus saving a full year's keep. They were also of sufficiently better quality and type to out-sell his neighbor's production by 1½ cents per pound.

Moral: Buy a better bull.

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We have two carloads of John Deere implements. The best is always the cheapest.  
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**RICH LAND, CHICK-WEED AND TROUBLE**

All Good Farmers Desire Land of High Fertility.

(By J. C. McAmis, Division of Extension, University of Tennessee.)

All good farmers desire land of high fertility, whether they strive to attain it or not. But in some respect at least it may cause trouble. This is not pessimism; it is a fact, as shown by an experience that the University Farm is having now.

The richer the land, the nearer "weed heaven" it is. Chick weed seems to be foreordained to take such land. Those who have visited the farm in the winter or spring seasons in the past two years found it, as they have not found it before, literally covered with winter-weeds, especially chick. It was in the alfalfa, clovers, grains—everywhere.

This is the price being paid for lands made wonderfully fertile by manure and kept so by winter cover crops. All rich land must pay the price, if once the seed is imported in clover, alfalfa, or grass seeds, and there will be no delay in payment. The weed will see to that if preventative methods are not used. Verily, an ounce of prevention is worth ten pounds of cure.

Sow weed-free seed. Do not use dirt for inoculation which is taken from a weed-infested field. Live stock carry the seed from farm to farm in the manure.

Certain factors for control are being tried. The winter fallow (thorough cultivation in dry periods) is helpful in the absence of a crop. Unfortunately this eliminates valuable cover crops.

For chick weed in alfalfa, where it is most serious, thorough cultivation with a spring tooth alfalfa harrow immediately after the last cutting and even later is advised. The ground must be dry. If damp, little injury will be done to the chick weed.

As a last resort in infested alfalfa, one bushel of orchard grass per acre has been sown at the last cultivation. It is putting up a strong fight against the chick weed at the farm. Grass likes rich land, too. There is very little of this weed found growing in orchard grass. Other grasses do not seem to be as effective.

While appearing to be modest and delicate, chick weed is one of the hardest, most aggressive plants known. Small white star-like flowers appear every month from late fall until early spring, and result in millions of tiny brown seeds. The weak stems grow several inches long, with a trailing habit.

BEWARE! Take no chance of bringing the seed on your farm, especially if you are in the business of soil improvement.

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