

Ames, Iowa, June 11th, 1910

Prof. P. G. Holden,
Ames, Iowa.

Dear Prof. Holden:

I submit herewith a report of the work done by the Animal Husbandry Division of the Department of Agricultural Extension for the year beginning with June 1st, 1909 and ending with June 1st, 1910.

Respectfully,

R. K. BLISS.

GENERAL SUMMARY

Work done by this Division of the Department of Agricultural Extension:

Shortcourses held- - - - -	21
Days spent in Shortcouse work- - - - -	398
Days spent in getting exhibit and stock cars arranged- - - - -	40
Lectures at places other than Shortcourses - - - - -	206
Days spent in judging livestock, including shortcourses- - - - -	250
Committee, organizations, business meetings, etc.- - - - -	60
Local dairy test associations organized- - - - -	2
Cows tested in local associations- - - - -	730
Cows tested in Marsh test- - - - -	157
Cows tested on Canadian plan - - - - -	80
Total cows tested - - - - -	967

Number of days spent in testing cows - - - - -	1309
Miles traveled in all lines of work- - - - -	76296
Traveling expenses paid by Department- - - - -	\$1,126.54
Traveling expenses paid by local people- - - - -	\$1,662.88
Salaries paid by local people- - - - -	939.85

Work done by Advance Men and Exhibit Car Men, general in character but coming under the direction of the Animal Husbandry Division.

Days spent in shortcourse work - - - - -	200
Miles traveled - - - - -	3923
Salaries paid by local people- - - - -	\$282.00
Expenses paid by local people- - - - -	162.86

The business details of shortcourse work was under the direction of this Division. I submit herewith a general statement of such expenses to local people. That portion of the expense incurred by the Animal Husbandry Division in shortcourse work was included in the above statements, but will be included here again in order to give a general idea of the total cost of shortcourse work.

Salaries and expenses collected from shortcourses- - - - -	\$2931.08
Board while attending shortcourses, estimated- - - - -	2000.00
Total - - - - -	\$4931.08

The above summary would be incomplete if mention were not made of the fact that every minute of spare time at Ames is needed in planning the work, getting material together, making charts and doing the many necessary things to make Extension work successful. It takes a tremendous amount of time to gather material and plan our work. Everything is new. We are obliged to blaze our own trail.

General Discussion and Review of Year's Work.

The object of the Animal Husbandry Division of the Department of Agricultural Extension during the past year has been to improve the Livestock interests of the state. In our efforts to do this, we have cooperated with various shortcourse committees, commercial clubs, farmers' clubs, granges, reading circles, fair associations, farmers' institutes and the County Y. M. C. A's. To this list must be added the generous aid given by public spirited farmers, business men, county superintendents, teachers, and others not actively connected with the above organizations.

Methods of Improvement.

1. Careful selection of the best females for breeding purposes.
2. Breeding to pure bred sires.
3. Improved methods of feeding, care and management.
4. Saving the feeds already grown on the farms.
5. Improving the productivity of the grass and pasture land.

Ways and Means used in Presenting the Above Methods of Improvement.

1. Instruction
2. Organization
3. Demonstration
4. Correspondence

I N S T R U C T I O N .

Stock Judging.

Stock judging is one of the most needed lines of work conducted by this division of the Extension Department. Everywhere I find a poverty of ideas among farm boys concerning correct animal farm. It is a rare thing to find a country boy under twenty-one years of age who can point out the common unsoundnesses in horses, or who can tell where the valuable cuts of meat in a beef steer are located. It may seem strange that boys brought up with farm animals all about them should be so ignorant concerning livestock judging, but it is true. The encouraging thing about this work is that almost all of the boys are anxious to learn how to judge stock when once their attention is called to it. There is always intense interest around the judging ring whether at shortcourses, institute, street fair or picnic. It is an effective method of gaining the confidence and respect of boys and young men.

Stock Judging is one of the most popular methods of teaching and it is also one of the most difficult to carry on successfully. The judge is obliged to deal with animals belonging to different breeders, and the difficulty lies in placing the poor animal down the list without discouraging the owner. The judge can do this by making a careful and tactful explanation of his decisions. The plan of giving reasons for decisions appeals to fair minded people; forces the judge to have a reason for every decision and best of all it is educational. Where reasons are given, it is often necessary to stretch a rope around the judging ring in order to keep the crowd back. The success of this work along judging lines has been brought about by giving careful reasons for decisions.

Farmer Gatherings.

The ninety talks made at farmers' gatherings do not include any work done at shortcourses, summer schools, State Fair, or strictly organization meetings. And since my time is all taken with shortcourse work during the winter, it follows that many of these talks were given during the spring and summer months to mixed audiences of men, women, boys and girls congregated at picnics and other social gatherings. The nature of the audience made it necessary to handle the work in an entertaining manner.

For the lecture on Stock Judging, I had charts made showing different animals. This did fairly well, but it did not serve my purpose as well as a real live animal, and I soon adopted the policy of bringing a horse onto the platform in front of a picnic crowd. A horse on the speaker's stand is better than a brass band for calling an audience together. The boys will come from the four corners of the picnic ground and crowd around the platform as close as possible. I have held the attention of a crowd of picnic boys for an hour or an hour and a half in this manner. The older people are just as interested as the younger ones and the result is a good educational meeting out of what might easily have been half-

confusion.

The above experience with the horse further emphasizes the value of tangible things in lecture work. I have used the same method with great success in talks on Agricultural Education. The more things we can have on the platform such as corn, alfalfa, babcock testers, etc., the better, but for a real attraction, the horse beats them all.

I am convinced that the summer picnic is as valuable from the educational standpoint, as the farmers' institute in winter. It is as valuable because the audience is more representative being made up largely of women and children. The picnic supplies a social need as well as an educational need, and the former need is just as important as the latter. Any system of Agricultural Extension that neglects the women and children on the farms will certainly fail to accomplish the highest and best results. Farmers' Institutes generally fail to do this. They are too often "men affairs" and grey-haired men at that. Boys and girls, women and children are conspicuous by their absence. Something should be done to vitalize farmers institutes by making them so attractive that women and children will be glad to attend. In the meantime, the picnic reaches this need and should be encouraged.

Short Courses.

The local Short Course is the best kind of work that the Extension Department has undertaken. It is thorough and includes the whole family. The shortcourse brings people together and encourages them to help themselves. It is a big undertaking and involves a local expenditure of from \$1500.00 to \$1750.00 besides a great amount of time and labor. A large number of people put something into it and are hence greatly interested in the outcome. The result has been to leave behind a feeling of good will and co-operation between the farmers and the business men. The shortcourses were all well attended in spite of bad weather which made it impossible for the farmers to get their corn out. All were successful from the educational standpoint and only one was obliged to draw on the guarantee fund.

For the past two years the business details, such as securing additional help, arranging for advance work, settling bills, etc., in connection with the local shortcourse work has been turned over to me. I wrote Mr. Drennan in September and secured a definite promise of his services during the winter. I also saw Mr. Godfrey and arranged with him for the winter's work. With this additional help, the Animal Husbandry Division was in a position to keep two shortcourses and the institute work going at the same time.

Professor Holden secured M. L. Mosher, M. L. Wilson and Bruce Crossley for farm crops work.

I also arranged for the following additional help, whose services

were to be paid for by the local people.

O. A. Wiley
H. A. Stafford
Mr. Williamson
Clyde Black
H. V. Caldwell (pd by dept)

S. K. White
H. E. Hanna
H.C. Cosgriff
E. H. Carter
H. E. Darger (Sioux City only)

With the exception of Mr. Darger, these men remained with us during the entire winter.

In my report of one year ago, I recommended that each man connected with the shortcourse work be given a definite task to perform and be held responsible for it. I felt that this arrangement would take the guess out of the business, put system into it and take a load of responsibility off the shoulders of these conducting classes. The plan worked out so well that it is worth perpetuating and is therefore, given in full. In November I had the following instructions printed:

Advance Man, Duties shall be,--

(The advance man precedes the main force from four to six days)

1st. To call on the executive committee and get a line on what has been done.

2nd. To look up the chairman of the advertising committee and find out what has been done toward making an advance sale of the tickets. He should try to get everyone possible interested in talking Short Course and selling tickets. He should get some prominent man to go to the central phone office and give a line call over all of the surrounding farm lines and then explain the character of the work and extend an invitation to come. Prominent farmers in different localities should be urged to call their neighbors by phone and urge them to come.

3rd. To see the chairman of the stock judging committee and see to it that the livestock for class work is engaged, that the building is well lighted, heated and seats in readiness to begin work on Monday morning.

4th. To see the chairman of the domestic science committee and arrange to have the domestic science demonstration room scrubbed out in readiness for work on Monday morning.

5th. To see the chairman of the corn judging committee and make sure that the benches, seats, stoves and class room corn will be in readiness for work on Monday morning.

6th. To see that the places where classes are to be held are properly advertised; to placard windows of stores telling where classes will be held and what is doing each day; and if possible, stretch a big canvass across the street; e.g. --Short Course Headquarters--Stock Pavillion--Corn Judging--etc.

7th. The greatest work of this advance man will be to get others to working and boosting for the shortcourse.

Property Man. Duties Shall be--

- 1st. To keep a list of everything that goes into the car.
- 2nd. To keep a list of everything that is taken from the car and see that it is distributed at the right places.
- 3rd. To see that all material is gathered up, properly packed and returned to the car in time for shipment.
- 4th. To attend to all expressage and freight other than that which comes with the car and see that it is properly distributed, shipped or expressed as the case may require.
- 5th. To see that the car is kept heated. In order to do this it will be necessary for him to stay with the car when traveling.
- 6th. To attend to the billing and the shipping of the car. This should be done the day previous to the time the car is expected to start, so as to allow the railroad officials time to make necessary arrangements.

Paper Man. Duties Shall be--

- 1st. To see that the examination questions in Domestic Science, Corn and Livestock work are printed in time to be used Saturday morning.
- 2nd. To attend to the printing of any other material that may be needed.
- 3rd. To provide paper for examinations, and to see that this paper is properly distributed.
- 4th. To see that the examination papers are corrected promptly and returned.
- 5th. To arrange for suitable room or rooms (usually in the high school building) in which to hold examinations Saturday morning.
- 6th. To arrange for photographs of Domestic Science, Corn and Stock classes. These photographs should be taken early in the week.
- 7th. To collect catalogs of ShortCourse pamphlets, placards and other advertising matter that may be of future use in Short Course work, if the advertising is especially good a quantity of this material should be secured.
- 8th. To arrange to have several copies of papers giving a write-up of the Short Course sent back to Ames.
- 9th. To see that bulletins on Farm Manures, Feeding and Management of Swine, and Testing Dairy cows are on hand for distribution the latter part of the week.

Information Man. Duties shall be--

1st. To keep a record of the names and addresses of presidents and secretaries of Granges, Clubs, Reading Circles, Farmers' Elevators, Co-operative Creameries and other farmers' organizations.

a. To record the name of the organization--that is, The Hays Township Reading Circle,--the Eagle Co-operative Creamery, etc.

b. To ascertain the character of meetings held, whether social, intellectual, business, or a combination of all. Get programs when possible.

c. To ascertain the number of families or members who may belong; age limitations as to membership, etc.

d. To gain any other information which may be helpful in organizing other communities.

2nd. To keep a record of the names and addresses of officers of any committees--Short Course, Experiment Stations, Legislative, etc.--that may be appointed during the week.

3rd. To keep a record of the names and addresses of any men other than the above who may be especially interested and willing to do something to improve agricultural conditions.

4th. To keep a record of the names and addresses of the men who furnished livestock for class work, also the number and breed of stock furnished.

5th. To keep a record of the names and addresses of men winning special prizes in corn. Also those who are especially interested in corn improvement.

6th. To keep a record of the names and addresses of farmers who have seed corn for sale.

7th. To keep a record of the names and addresses of men who have made a success of alfalfa growing and also those who have tried and failed.

8th. To keep a record of the names and addresses of people having silos.

9th. To keep a record of the special speakers appearing on the program.

10th. To keep a record of full week tickets, one day tickets and one session tickets.

11th. To keep a record of the special features not already suggested which will be helpful in making the Extension Department of greater benefit to the Agricultural interests of the state in the future.

Mr. Drennan was given general supervision of the business details of one series of Short Courses, and I did the same for the other series. Mr. Hanna and Mr. Caldwell acted as advance men. It was customary for them to precede the main force from four to six days. Mr. Carter and Mr. Williamson took care of the livestock. Mr. Wiley and Mr. Brown acted as property men and also took care of the exhibit cars. Mr. Cosgriff and Mr. Black were given the instructions for the "Paper Man". Mr. Bush and Mr. Godfrey acted as "Information men".

All of the boys did good work. Each man knew what was expected of him and went ahead and did his part. The information men secured a valuable lot of data which we have here-to-fore failed to get. Those in charge of classes had time to prepare their work better and also to discuss farmers' organizations with the Short Course students. As a result many organizations were started. All in all more work was done with less friction than in previous years.

It is customary to visit all Short Course Towns at least a month previous to the time of holding the Course. Pressure of work prevented me from visiting many of the places, but I did visit Fairfield, Mt. Pleasant, Oskaloosa, Holstein and Marshalltown. Mr. Drennan visited Mason City, Charles City and Eagle Grove, and Professor Storm visited the remaining places during the winter.

The Short Course work occupies the entire winter. No vacations are thrown in. Even Sunday is taken up in traveling to the next place. Everything goes at high tension.

In order to give better work the grain and livestock students are divided into two sections. While one section studied grain, the other section studied livestock. In places where Short Courses had been held the year previous, the students were divided on the basis of advanced and beginners, that is, those who had already taken the Short Course work were placed in one section and those just beginning in another. The advanced students were given special work along the lines of feeding, breeding and management of livestock.

High-grade livestock was secured for class work. On several occasions, we had State Fair prize winners. Scalawag animals were brought into the ring for comparison. The classes of livestock were usually made up of from four to five animals.

Through the courtesy of the Railroads of the State, four cars were run--two for each Short Course--free of charge, over the various lines. Two of these cars contained livestock and two contained baggage and exhibits.

The cars of livestock added greatly to the efficiency of the Animal Husbandry work. Each car contained an excellent type of Percheron Stallion, three head of beef cattle, one dairy cow, and a flock of sheep representing the different breeds. The Extension Department is especially indebted to Robert Burgess and Son of Wenona, Illinois, for the two Percheron Stallions, and to the College for the beef cattle, dairy cow and flock of sheep. These animals were not shown in competition with local

stock, but were used for the purpose of emphasizing the value of correct animal form.

The Extension Department is also indebted to local breeders throughout the State for their hearty co-operation in furnishing livestock for class work. Everywhere we found the utmost willingness to make the work successful.

The students were obliged to purchase note books and take notes. Points were reviewed and brought out by asking questions. Each student was expected to be able to go over an animal carefully and thoroughly.

Each student was given a card and asked to tell how he placed the animals and to write his reasons for doing so. These cards were taken up at the end of each session and graded. This method enables the instructor to keep in close touch with the work of each student and greatly improves the quality of the work done. In awarding premiums the daily grades counted 50% and, the examination at the end of the work counted 50%.

The rope work, conducted by Mr. Godfrey and Mr. Bush, proved to be a great attraction, and added considerably to the success of the Short Courses. The work done included the tying of the more important knots, splicing ropes, making halters, etc., similar to the livestock management and laboratory work taught at the College.

Where the sections were divided on the basis of advanced students and beginners, the advanced students were given special work along the line of breeding, feeding and management of animals.

The educational value of the class room work was increased by means of charts tacked up in conspicuous places about the class room. One set of charts took up the practical problem of utilizing home grown feeds to the best advantage. These feeds were presented in various combinations calculated to suit the average conditions met with on Iowa farms. Other charts showed how to estimate the age of a horse by examining the teeth, and still another chart showed the location of the principal cuts of meat in a beef animal. Students were encouraged to copy any points they might desire in their note books.

The feeding and management of livestock was made a special feature of the winters shortcourse work. The student was made to feel that his success in the livestock business depends as much upon his ability to properly care for and feed the livestock as upon his ability of improving the productivity of pastures, and of growing the necessary protein foods such as clover and, where possible, alfalfa. Silos and silage were given a prominent place on each Shortcourse program. Dairying was given considerable attention.

A car of exhibits containing samples of the various kinds of feeding stuffs, model hog houses, barn plans, silos, farm crops, etc. was open for inspection at each shortcourse. The Exhibit car proved to be an excellent addition to the Shortcourse equipment and added considerably to the educational success of the week's program.

An organization meeting was held in connection with each Shortcourse.

As a result of these meetings, several Granges and clubs have been started in different communities.

The spelling schools held in connection with the Short courses were well attended and should be encouraged. The Spelling School is a great educational and advertising asset to the Shortcourse. It stirs up the interest of the boys and girls for miles around. The local contest must first be held, and sometimes a township contest before the contestants are eligible to compete at the Short Course. Oftentimes the County Superintendent in an adjoining county will enter several of his students in the contest. All this stirs up a great deal of interest and does a great deal of good.

A total of \$2931.08 was collected by the Extension Department from the local shortcourses during the past fall and winter in payment for traveling expenses and salaries of extra help and palace car rental charges. The above bill does not include board and lodging during the short course. The local expenses such as premiums for corn, transportation and feed for livestock, rent on buildings, local labor, board and advertising together with the Extension bill makes the total cost of a local Shortcourse to a community, average from \$1500 to \$1750. Every dollar spent by the State in this work, is duplicated by another spent by the local community.

The average expense collected by this Department from the four Short Courses--Hopkinton, College Springs, Tabor and Elkhorn-- held in connection with small schools was \$100.18 each. The average expense collected by this department from the other seventeen Short Courses was \$148.84 each.

Viewed from both the educational and financial standpoint the short course work of the past winter was the most successful ever held by this Department. The experimental stage of Short Course is passed and the future prospects of a rapid extension of this work in all of the states are excellent.

State Fair

The Iowa State College exhibit in the building formerly known as the Women's Rest Building was quite successful. Mr. Kildee and myself had charge of the Animal Husbandry exhibit. This exhibit was made up of photographs of livestock, photographs illustrating experimental work, samples of different kinds of food stuffs, the Trophies won by the Animal Husbandry students, charts, etc. The exhibit was well received by the people and afforded an excellent opportunity to meet those interested in the College and college work.

Educational excursions for the purpose of studying the various kinds and breeds of livestock were planned. On Wednesday forenoon in accordance with this idea, I took a group of men to inspect beef and dairy cattle. The cattle owners were quite willing to bring their cattle out for inspection. A short lecture was given on each breed. After a hurried examination of the beef breeds a similar excursion was conducted through the dairy barns. Our small party of men increased in numbers until we had 100 to 150,

most of whom stayed until the last.

Properly advertising such "personally conducted" excursions as the above could be made quite a feature of the Iowa State College work at the State Fair. The difficulty lies in getting the event advertised in such manner that the people will remember it. This feature could be made much more valuable if the college building was situated somewhere near the middle of the State Fair grounds instead of being off at one side and on top of a hill.

Each community that expects to hold a Short Course during the coming winter was asked to send a representative to the State Fair to attend to a Short Course meeting on Thursday afternoon. The object of the meeting was to arrange dates and decide upon certain matters pertaining to the business and educational features of the work. In the absence of Professor Holden, I acted as chairman of the meeting. After considerable discussion the question of dates was amicably settled. The representatives of the different communities were unanimously in favor of continuing the practice of taking an exhibit car and a car of stock to each short course. Another meeting of this character should be arranged for at the coming Fair.

The task of arranging for board and lodging for those in charge of the I. S. C. Exhibit was turned over to me in June. Arrangements were made with Mrs. Deemer for board and cots were fitted up in rooms to one side of the lecture room. This arrangement proved to be quite satisfactory.

County Y. M. C. A.

Under the efficient direction of Mr. Fred Hansen the County Y.M.C.A. work has gone outside the borders of the small towns and has come to include associations distinctly rural. These rural groups meet primarily for Bible study and religious purposes, but occasionally have athletic and social events. During the past two years, several of these groups have taken up the study of agriculture and farm problems generally.

In June, 1909, I attended a County Y. M. C. A. organization meeting at Sac City and pointed out some of the things that might be accomplished in an educational way through the association. Mr. Dreher in charge of the county work in Sac County was quite anxious to do something along this line during the past winter. Our Department is exceedingly busy in the winter time and an opportunity to develop this field is consequently almost lost. It is hoped that the time will speedily come when we will have sufficient help to take care of all the varied interests of the State that are asking us for assistance.

Marsh Contest.

In the spring of 1909 the Cow Culture Club was organized for the purpose of promoting the dairy interests of the state. Mr. Marsh of Waterloo offered \$1000.00 in prizes to be divided as follows: \$250.00 to the cow producing the greatest amount of butter fat during the year;

\$150.00 to the second cow; \$100.00 to the third cow; and \$500.00 to be divided among the next ten highest producing cows. Kimball's Dairy Farmer gave a cash prize of \$25.00 each month to the cow making the highest yield. Prominent breeders of dairy cattle offered pure bred bulls.

The rules of the contest were similar to the rules of the Guernsey and Holstein Advanced Registry Associations. Each man entering a cow was obliged to keep weights of milk produced by each cow during the entire period. The tester was required to see that each cow was milked clean at the preliminary milking preceding the monthly test, and that the last milking of the test should take place not longer than 24 hours following the preliminary milking. A nominal charge of \$1.00 per cow was made for each cow entered.

Kimball's Dairy Farmer agreed to publish the records of the cows entered in the contest, and the actual work of testing was turned over to the Extension Department. I was given general charge of the testing work and gave a great deal of my time to it during the summer months. Altogether forty-five farms, representing twenty-six counties, entered 157 cows in the contest. Cows were entered from every tier of counties in the state, North and South and East and West. The corners of the State were also well represented. Sioux County in the Northwest, Page County in the Southwest, Des Moines County in the Southeast, and Clayton County in the Northeast were all represented in the contest.

This scattering of counties was valuable from the standpoint of promoting the dairy interests, but increased the time and expense required to do the testing. It kept two men busy during the entire time and part of the time three men were required. Mr. Merrill and Mr. Heaton were regularly employed to do this work. They have done excellent work and have given general satisfaction. The successful conduct of the work during the year has been largely due to their careful efforts. I have heard very little criticism and the first year of the Cow Culture Contest bids fair to close with every assurance that it has accomplished a great deal toward promoting an increased interest in dairying and has also succeeded in bettering dairy methods generally.

ORGANIZATION

Clubs and Granges.

The past year has been a successful one from the standpoint of farmers' organizations. Fifteen granges and a number of Farmers' clubs have been organized in different sections of the state. I believe that this is partly due to an awakened sense of the need of co-operation on the part of the farmers and partly to favorable circumstances that induced the Grange to hold their National Meeting at Des Moines in November. The proceedings of this meeting were scattered broadcast through the daily papers and through the Grange, its

purposes and the things for which it is striving, before the people of the state. Mr. Shaffner of New York remained in Iowa during the entire winter for the purpose of organizing Granges.

The State Corn Show at Des Moines gave one afternoon to farmers' organizations. This meeting was quite successful, received wide publicity in the papers and served to keep the matter of organization before the farmers of the State. A further stamp of approval was placed on the organization movement by the organization of a Grange among the faculty of the Iowa State College.

These various influences taken collectively gave the movement a standing it had not heretofore attained and made the work of organization quite possible. Organization meetings were held in connection with each Short Course. An executive committee was appointed on Saturday just preceding the examination. The members of this committee usually represented every township in the county. Several clubs and Granges were organized as a result of these meetings and a large number of people are thinking quite strongly along this line, which presages good results in the future.

Dairy Test Associations.

In March, 1909, two dairy test associations were organized near Waterloo and Cedar Falls. The plan of organization known as the Danish System is as follows: Twenty-six farmers in a community go together and agree to pay \$1.00 per cow to enter their cows in the association (No farmer to get the benefits of the Association for less than \$10.00). The members of the Association then meet together, elect their president, vice-president and executive committee. A man is then employed to give his entire time to the Association. This man visits one herd each day during the month which enables him to make twelve visits to each farm during the year. He keeps a record of each cow, her breed, when she was bred, breed and name of bull she is bred to, sex of calf, etc. On the day the tester visits the farm he weighs the grain that each individual cow gets, weighs or gets close estimate on the hay and estimates the value of the pasture. He weighs the milk for one day from each individual cow and tests it for butter fat.

For one day each month the farmer knows exactly how much each cow has produced and just how much it cost to produce it. The tester estimates the cost of feed for the entire month from this one day's test. At the end of the year the farmer has twelve accurate daily accounts, one for each month and hence knows approximately how much butter fat each cow produced during the year and how much it cost to produce it.

The above mentioned associations were organized in March but the actual work of keeping records of the cows entered did not begin until June 11th. At that time Mr. Florence took charge of the Pioneer Test Association, South of Waterloo and Mr. Patterson took charge of the Benson Test Association near Cedar Falls.

In July I wrote to the Secretary of each association and suggested

that picnics be held sometime during the summer. The Benson Association acted on this suggestion and a very successful picnic was held in Morgan's Grove on Aug. 25th. Everybody brought their baskets and the lunches were placed on a common table. An orchestra from Cedar Falls helped to liven things up. Mr. Van Pelt, State Dairy Expert, Mr. Jarnegan, newspaper man from Cedar Falls, Mr. Bush and myself made short speeches. Viewed from the educational and social standpoint this picnic was the best I ever attended and succeeded in accomplishing the purpose of getting the men in the association into closer touch and harmony with one another.

According to agreement Mr. Patterson left the association on the 11th of September to take up work at the College. Mr. Bush, Washta, Cherokee Co., of this department took charge of the association for three weeks and then turned it over to Mr. Persinger who is still doing work. This changing of men caused some dissatisfaction and made it somewhat more difficult for Mr. Persinger to get started.

In October I wrote to the different associations and urged them to call a meeting and discuss the advisability of purchasing feeds in large quantities. The Pioneer Test Association, through the efforts of Mr. Florence secured prices from different firms and by buying early succeeded in getting their feeds considerably cheaper than could otherwise have been done. While I do not have definite figures to show just what was saved I feel safe in saying that the cost of the association for the entire year was saved on feed bills alone.

The members of the Benson Test Association neglected to get together early enough to obtain the full benefit of cooperation in buying their feed stuffs, but they did make an agreement with the local dealer whereby the members of the association secured their feeds at a considerable reduction in price. Several members told me that they saved the cost of the association in this way alone. A cost of \$1.00 per cow is very easily saved on feed bills.

On March 15th and 16th Mr. Bush and myself attended a meeting held for the purpose of reorganizing the Benson Test Association. We found some dissatisfied members as was to be expected in a new organization of this character. We were unable to find anyone who did not feel that he had received full value for every cent invested. The association will continue for another year.

On March 16th and 17th a similar meeting was held for the purpose of reorganizing the Pioneer Test Association. Here we found a great deal of enthusiasm. Mr. Smucker a member of the association made an excellent speech on farmers getting together. The Pioneer Test Association will continue for another year. The yearly records of the above association will be complete on June 11th and soon thereafter a detailed report of the year's work will be published.

The success of the two above mentioned associations was so evident that it was decided to go ahead and organize two more on the same plan. Accordingly on March 24th an organization meeting was held in Manchester.

This meeting was not very well attended and we only succeeded in getting 10 names. The next day Mr. Bush and myself drove through the country for the purpose of making a personal solicitation. The results of the day's work were so successful that another meeting was called for the following day. The required number of names were secured, officers elected and everything was gotten in readiness to start the association. The work was finally started on Tuesday April 26th just one month after the successful organization of the association. Mr. Gregor, an experienced dairyman from Ft. Dodge has charge of the association.

The success of organizing the Manchester Test Association is largely due to the efforts of Mr. Mead who is also a member of the local Grange. Mr. Andrews and Mr. Sohr of the Dairy City Creamery gave valuable assistance. Mr. Merrill of this department did good work at a dairy meeting held in Manchester one month previous to the organization of the test association.

On March 9th, I talked on dairying at Tripoli. Mr. McCaffree of Janesville, Iowa, was present at the meeting and became very much interested in the Dairy Test Association idea. A little later I received a letter from him asking me to organize an association at Janesville. He sent me a list of prospective members to which I mailed literature on the subject. Mr. McCaffree talked the Test Association over with several of his neighbors and managed to keep the matter stirred up for about a month or until we could find time to give assistance.

On April 19th Mr. Bush left for Janesville to begin active work on the organization. I arrived on the 20th and after two day's hard driving and personal solicitation a meeting was held in Janesville. Mr. Colby of Waterloo, and Mr. Nelson a successful dairyman of Waverly both attended this meeting and gave enthusiastic talks. I gave a brief explanation of what could be accomplished through the association. We succeeded in completing our membership at this time.

The dairy test association not only improves dairy methods but it also improves agricultural conditions all along the line. It shows the value of having a plan, or system to work by. It shows how to take the guess out of the cow business and suggests how the guessing element can be taken out of other lines of farm work. Few farmers know exactly what makes them money and what loses them money. They go on year after year without definite knowledge of what they are doing, perhaps repeating some unbusiness like idea that is a continual drain on their bank account. The Test Association demonstrates the value of definite records.

The association creates enthusiasm and stirs up energy. It does this because of the friendly competition promoted in the community. *everyone makes a special effort to improve his methods, for example* No one likes to be at the tail end of the list, and hence, a man in one of the local Test Associations had long held the reputation of being exceedingly careless in taking care of his barn and in his dairy methods generally. One day the local buttermaker happened to be passing by this man's place and noticed that things looked unusually tidy. A little investigation brought out the fact that the tester was coming the next day. This man was being helped by comparison and actual demonstration.

He didn't especially relish a position at the tail end of the list so he got busy and improved his methods.

DEMONSTRATION

The economic value of careful selection and good breeding has been thoroughly proven in connection with the Marsh Test and local Test Associations. The testing work has also demonstrated that no breed has a monopoly on excellent milking qualities; that poor cows as well as good cows are found in all herds; that the practical way to build up a high producing herd is by eliminating the poor cows and breeding the good ones to bulls of known dairy excellence.

The benefits of the test association are not confined to the immediate members of the association, but the surrounding community shares the general incentive to better dairying.

The value of careful feeding has been clearly demonstrated in connection with the local associations. The silo has everywhere proven its usefulness in dairying by clipping from two to five cents off of the daily cost of feeding a cow during the winter time. Clover hay and protein by-products have been used to a larger extent than before. The man with timothy hay and cornstalks has discovered that such feeds alone are not calculated to place his herd in the profit column. Some cows are "star boarders" by choice, but more are "star boarders" because of the unbalanced, unpalatable feed that they receive. The test associations have demonstrated very clearly that the first step to be taken in increasing the butter-fat production of the cows in Iowa is by better feeding, care and management.

One line of work which does not look big on paper, but which requires an immense amount of time and labor is that which has to do with the planning of work for the future, preparation of material and getting other people to help carry it out. The Extension work is no sinecure and the man who undertakes it soon discovers that the only road to success with farmers must come through a thorough knowledge of the practical and scientific sides of farm life, combined with ability to present this knowledge in an attractive and inspiring manner. In order to do this, it is necessary to keep posted on farm life generally; to read over an immense amount of experimental data separate the practical from the unpractical, boil it down and present it by means of charts, pamphlets, outlines, etc. and to illustrate by means of corn, grains, live animals and other tangible objects. The success of Extension work is so dependent upon painstaking preparation, and carefully worked out methods of procedure that every Monday forenoon is given over to a Department meeting for the purpose of discussing and devising the best means of expending available funds so as to accomplish the greatest good. Our great object is to so impress people with the bigness and importance of this work that they will give of their own time and funds to make it successful; Real improvement comes when people of high purpose take matters into their own hands and work out their own salvation. This method of "helping others to help themselves" has succeeded so well that I am convinced that for every dollar expended through this Department, by the State, another is given by the people for whom the work is done, and this does not include the gratuitous services of commercial clubs, farmers clubs and public spirited men and women.