"Tramp" Cows Cost Farmers More Than Billion a Year

Huge Drain on Agriculture Can Be Offset By Better Methods, Says Institute Founder

By L. J. BROSEMER



J. E. Larrowe

Two groups of farms represent an average business investment of $23,000 per farm. One group showed a yearly labor income of $1,423. The other group cleared only $95 labor income for twelve months' hard work.

What all of us with money invested in land, animals and crops want in goodly measure, year after year, is "labor income," because labor income represents the amount of earnings left for one year's work after all expenses and interest at 5% on our investment have been taken into account. If we can't make money, why farm at all?

Quite a big difference between $1,423 and $95 as the result of a whole year's work! At least that is how it struck me, listening to James E. Larrowe outline the three factors which are keeping down profits in America's greatest industry. These are the waste, not the cost, of feed, the low production per animal, and the waste of time because of poor management.

Or, looking at the same picture from a slightly different angle, it is costing our farmers $1,200,000,000 a year in feed, labor and overhead expense to keep the 12,000,000 tramp cows that produce less than the U. S. average milk production per cow. And none of these tremendous losses will be stopped until American farms are put on a business basis.

That is the opinion of James E. Larrowe, a successful business man whose clearly defined ideas on farming are the result of facts, proven on his noted Larro Research Farm and coupled with government and state field data covering thousands of eastern and southern farms.

We talked together in his office, visited his research farms, questioned the nutrition experts, former college professors, fact and detail hunters in his recently organized Larrowe Institute of Animal Economics, and I was amazed to learn how closely interwoven the businesses of milk, egg and meat production were with the general business structure of the nation, and the large part they play in our national economic life.

I wanted to get into the data, reports and charts used by the Institute workers, so I started at the beginning with a simple question. "Suppose," I asked, "a farmer is making a living milking cows, producing a few eggs, feeding a few hogs and growing crops to feed his stock. He feels his cows ought to make more profit. What can he do that will increase his profits—increase his profits right away, not next year?"

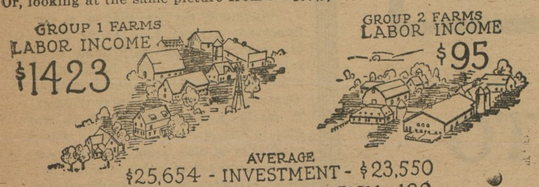
The answer I received certainly hit the nail on the head.

Answer: "You are depending on cows for a living. Milk at low cost is what you want. Very well. It takes good cows, good hay and a good grain ration to make money. You can't buy better cows, unless you have the money. You can't breed a new generation of better cows from the ones you have. That takes years. But you can, in four cases out of five, improve or change your grain ration, feed each cow as an individual according to her production and start making more money within a week," all of which was merely another way of stressing greater efficiency.

We had not gone very far into the subject of animal efficiency before I found myself facing facts obtained from official sources presented in two neatly arranged tables for single comparisons. The new data in these tables did more to convince me that farm profits depend upon efficient feeding than have any figures I had ever seen in this age of statistics and nation of statisticians. These data are worth a good many hundred dollars to any thinking farmer keen enough to learn the lesson they teach.

In the table are given "pictures in figures" of what resulted from a year's work on two large groups of farms. In the very first line is shown the last thing a farmer finds out—his yearly labor income. The farmers in Group 1 make $1,423 labor income. That sum is practically 15 times greater than the labor income made by the farmers in Group 2.

Average Factors	Group 1	Group 2
Labor income	$ 1,423	$ 95
Size vs. Intensity.		
Capital investment	$25,654	$23,550
Acres in farm	108	137
Crop acres in farm	86	100
Number of men	1.8	1.6
Number of cows	11.5	8.9
Number of cows per man	6.4	5.6
Units of livestock	14.8	12.5
Hours of productive work	3,110	2,720
Crop acres per man	48	62
Hours of productive work per man	173	170
Per cent total crop and stock receipts from livestock	67	60
Efficiency of Production.		
Value of land per acre	$ 202	$ 149
Value of cows per head	96	110
Crop index (average is 100%)	122%	89%
Pounds of butterfat per cow	249	207
Economy and Efficiency of Feeding.		
Feed per unit livestock	$ 103	$ 119
Receipts per $100 fed livestock	178	101
Receipts per $100 fed dairy cattle	225	118



Good Management Made All the Difference in the Income of These Two Groups of Farmers.

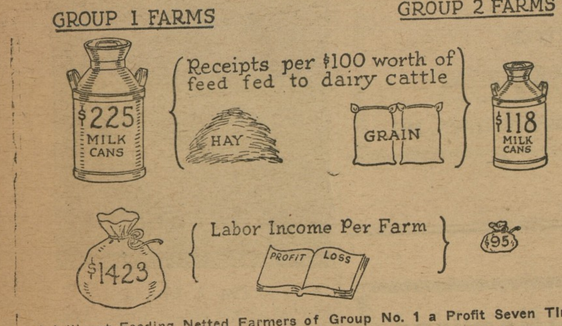
A study of the two columns of figures shows that there was only a small difference in the average capital invested in the two groups of farms. More intensive farming was practiced by the farmers in Group 1—they had more livestock and more cows per farmer, per acre and per man. Their enterprises made possible more hours of productive work per farm.

A further study of the figures shows that the farms in Group 1 produced more efficiently than did those in Group 2. The Group 1 farms produced larger crop yields—122% against 89%, basing 100% as an average. Group 1 farms produced more butterfat per cow—249 pounds per cow as against 207 pounds. Or, to put it in terms of milk, approximately 7,114 pounds per cow as against 5,914 pounds.

That brings us to the points of the lesson worth nailing down. These points are as follows:

(1) The intelligent, efficient feeding—good roughage plus a milk-making grain ration—practiced on Group 1 farms, returned $225 for every $100 worth of feed fed dairy cattle. (2) On the other farms only about half as much, or to be exact, only $118 was returned out of every $100 worth of feed. (3) On one group of farms the crops of 86 acres plus purchased concentrates show a yearly labor income of $1,423—primarily because more intelligent feeding resulted in receipts of $225 from over $100 worth of roughage, farm-grown grains and purchased concentrates (4) The other group cleared only $95 labor income for 12 months' hard work, and had receipts of only $118 from every $100 worth of feed.

Little wonder the Larrowe Institute of Animal Economics was founded to study the economics of efficient production from dairy cows, fowls and hogs for this nation of milk, egg and pork eaters. We farmers need it. We waste land, we waste man-power, we waste hay, fertility and machinery. But our most appalling waste is our wastage of grain through improper feeding and through our failure to use proven, tested, milk-making rations, egg-producing mashes, and economical pork-making feeds.



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Maybe you think you are all set in the matter of smokings. I wouldn't stop there. Because, if you haven't smoked P. A., your best bet is still to be collected. On my say-so, and that of millions like me, why don't you try Prince Albert? I'll guarantee you'll be glad you did.

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ORDER NISI

George W. Sutton, Treasurer of Kent County, Maryland
vs.
Hope B. Hudson

In the Circuit Court for Kent County

Ordered, this 10th day of June, 1926, that the sale made and reported by George W. Sutton, Treasurer of Kent Ciunty, in the year 1925, of the real estate described in the aforegoing Report of Sale and assessed to Hope B. Hudson for taxes for the year 1924 be ratified and confirmed, unless cause to the contrary be shown on or before the 18th day of October next, provided a copy of this Order be inserted as an advertisement in some newspaper printed and published in Kent County once a week for each of four successive weeks before the 18th day of August 1926.

LEWIN W. WICKES.

True Copy—Test:
j12-4t ROBERT R. AYRES, Clerk.

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Harrison W. Vickers, Attorney.

ORDER NISI

Harrison W. Vickers, Assignee
vs.
Edward E. Fowler et al

In the Circuit Court for Kent County, In Equity, No. 2410.

Ordered, this 3rd day of June, 1926, by the Circuit Court for Kent County, in Equity, that the sale of the mortgaged Real Estate mentioned in these proceedings, made and reported by Harrison W. Vickers, Assignee, under and by virtue of the Power of Sale contained in mortgage from Edward E. Fowler and wife to The Chestertown Bank of Maryland dated December 29th, 1914, and duly assigned to Harrison W. Vickers, be ratified and confirmed, unless cause to the contrary thereof be shown on or before the 7th day of August next; provided, a copy of this Order be inserted in some newspaper printed and published in Kent county, once in each of four successive weeks before the 5th day of July next.

The Report states the amount of Sales to be $1580.00.

ROBERT R. AYRES, Clerk.

True Copy—Test:
j5-4t ROBERT R. AYRES, Clerk.

JOHN W. BARROLL
Counsellor-At-Law
Chestertown, Md.
Phone No. 10
o3-6m.

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R. Hynson Rogers, Attorney.

ORDER NISI.

George W. Sutton, Treasurer of Kent County, Maryland,
versus
Frisby Tilghman

In the Circuit Court for Kent county State of Maryland.

Ordered, this 1st day of June, 1926, that the sale made and reported by George W. Sutton, Treasurer of Kent County, in the year 1925, of the real estate described in the aforegoing Report of Sale and assessed to Frisby Tilghman for taxes for the year, 1923, be ratified and confirmed, unless cause to the contrary be shown on or before the 18th day of October next, provided a copy of this Order be inserted as an advertisement in some newspaper printed and published in Kent county once a week for each of four successive weeks before the 18th day of July, 1926.

LEWIN W. WICKES.

True Copy—Test:
je5-4t ROBERT R. AYRES, Clerk.

R. Hynson Rogers, Attorney.

ORDER NISI.

George W. Sutton, Treasurer of Kent County, Maryland,
versus
George Bessick

In the Circuit Court for Kent county, State of Maryland.

Ordered, this 1st day of June, 1926, that the sale made and reported by George W. Sutton, Treasurer of Kent County, in the year 1925, of the real estate described in the aforegoing Report of Sale and assessed to George Bessick for taxes for the year, 1924, be ratified and confirmed, unless cause to the contrary be shown on or before the 18th day of October next, provided a copy of this Order be inserted as an advertisement in some newspaper printed and published in Kent county once a week for each of four successive weeks before the 18th day of July, 1926.

LEWIN W. WICKES.

True Copy—Test:
je5-4t ROBERT R. AYRES, Clerk.

NOTICE TO CREDITORS

Notice is hereby given that the undersigned has obtained from the Orphans' Court for Kent County letters of Administration on the personal estate of

WILLIAM H. MAY,

late of said county, deceased.

All persons having claims against said deceased's estate are hereby warned to exhibit the same, with proper vouchers thereof, to the undersigned on or before the 29th day of November, 1926, otherwise they may by law be excluded from all benefit of said deceased's personal estate.

All persons indebted to this estate must settle at once.

Given under my hand this 25th day of May, 1926.

ADELLA M. NICHOLS,
m29-4t Administratrix.

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