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Does Dairying Pay?

Prof. C. M. Conner Submits a Six-Year Record of Actual Receipts, Expenditures and Profits at a Rocky Mount Dairy, and Lets the Figures Tell Their Own Story.

Messrs. Editors: Speaking of dairying in North Carolina, the writer recently spent a day with a large farmer near Rocky Mount who started a small dairy some ten years ago in order to supply milk and butter for his family. He purchased two cows and a heifer and turned them over to his wife to manage. In a few years he saw she was making some profits and began to look into the matter. He opened up an account with the herd. All feed and labor was charged up and a strict account was kept of the sales. The business has grown steadily and he has now a dairy house equipped with separator, churn, ice chest, and other necessary apparatus. The cream is handled according to the best dairy practice and the butter finds ready sale at 30 and 35 cents the year round. The following record was taken from his books:

Record of Dairy Herd at Rocky Mount, N. C., for Six Years.

1900.	
Butter sold from twelve cows, 3,323 pounds.....	\$830.75
Skim milk and manure.....	180.00
Butter and milk used by family	90.00
Total.....	\$1,100.75

Cost of feed for cows	\$657.00
Labor	180.00
Profits for 1900.	263.75
Total	\$1,100.75

1901.	
Butter from fifteen cows 4,513 pounds	\$1,080.22
Skim milk and manure.....	225.00
Milk and butter used by family	90.00
Total.....	\$1,395.22

Cost of feed for cows	\$821.25
Labor	225.00
Profits for 1901	348.97
Total	\$1,395.22

1902.	
Butter sold from seventeen cows, 4,930 pounds.....	\$1,253.25
Skim milk and manure...	255.00
Milk and butter used for family	90.00
Total.....	\$1,598.25

Cost of feed for cows	\$930.75
Labor	300.00
Profits for 1902.	367.50
Total	\$1,598.25

1903.	
Butter sold from eighteen cows, 5,429 pounds....	\$1,511.00
Skim milk and manure....	270.00
Cows sold	275.00
Milk and butter used by family	90.00
Total.....	\$2,146.00

Cost of feed for cows	\$985.50
Labor	415.00
Profits for 1903.	745.50
Total.....	\$2,146.00

1904.	
Butter sold from nineteen cows, 5,525 pounds....	\$1,644.70
Skim milk and manure....	285.00
Cows sold	250.00
Milk and butter used by family	90.00
Total.....	\$2,269.70

Cost of feed for cows	\$1,040.25
Labor	480.00
Profits for 1904.	749.45
Total	\$2,269.70

1905.	
Butter sold from twenty-two cows, 6,600 pounds..	\$1,986.05
Skim milk and manure....	330.00
Cows sold	145.00
Milk and butter used by family	90.00
Total	\$2,551.05

Cost of feed for cows	\$1,204.50
Labor	480.00
Profits for 1905.	866.55
Total.....	\$2,551.55

Summary.	
Total profits in six years..	\$3,341.72
Value of herd of sixty head at \$20	1,200.00
Less first cost of herd	\$285.00
Total.....	\$4,256.72

By looking over the figures you will see that the gross income per head exclusive of manure and products used by family are above the average. The average gross cash income per head for 1900 was \$69; for 1901, \$72; for 1902, \$74; for 1903, \$84; for 1904, \$86, and for 1905, \$90.

The estimate he puts on the value of his herd is too low. His cows are all high-grade Jerseys and would be worth twice the value put on them.

I merely offer this to show what good business methods will do, and

that dairying may be made to pay even as a side issue.

CHAS. M. CONNER,
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SOME SUGGESTIONS TO EASTERN NORTH CAROLINA FARMERS.

Jamestown Exposition Opens New Opportunities for Dairying and Vegetable Growing—Every Farmer and Farmer's Wife Should Attend the Institutes.

I.

To the farmers of Northeast Carolina, the Jamestown Exposition presents a fine opportunity for diversifying crops.

Every kind of table vegetables, fresh from the farm, will be in demand and will command good prices. Eggs, poultry, and butter will be in ready sale; milk and cream to go into the great side dish of the times, ice cream, will be wanted every day.

The quick transportation from every county of the northeastern part of the State is an inducement to get ready to furnish food for the swarms of people who must eat at the Exposition and in Norfolk next year.

Where there is a family of workers who look into the future and who can get their minds away from cotton, tobacco, or peanuts, here is a chance to make the farming of 1907 far more profitable than to stick to these so-called money crops.

II.

Aside from the Exposition opportunity, I am of the opinion that dairying in many counties of Eastern Carolina will pay far better than any line of farming now followed in these counties.

I do not wish to be understood as saying that extensive dairy plants should be established: I mean dairying on the average farm where all the family take part in the farm work.

A family of four persons old enough to milk, can handily care for twenty to thirty cows, produce all the feed for them, milk and churn. The income from butter from the bunch of cows will amount to much more than can be produced by the same four persons at any general farm work.

The cities of Norfolk, Lynchburg, Richmond, and Washington are hungry for good clean county butter, and the price paid is an inducement to look into the matter of furnishing them.

The rich level lands of our eastern counties will produce the very best foods for dairy cows. Then the ease with which feed can be cultivated and harvested is a great advantage. Over that beautiful land all kinds of improved tools will work to the very best advantage, lessening the cost of production and making the work light both to man and beast.

III.

I notice that Dr. Butler has appointments to hold Farmers' Insti-



INDISPENSABLE TO PROFITABLE DAIRY WORK.

There is urgent need of more dairies in the South, as The Progressive Farmer and Mr. C. C. Moore have been urging; and there is money in the business as Professor Conner proves on this page. One indispensable adjunct to successful dairy work, of course, is the cream separator, and we hope that a larger number of Progressive Farmer readers will now look into their advantages and investigate the easy terms on which they may be purchased.

I hope that every farmer and his wife in every county will attend these great farmers' schools. I hope, too, that the teachers will advocate the dairy work and the many advantages the section has for dairying. Forage crops and dairying would be a fine subject to present at any institute, but especially so in the fine section in which the institute workers are soon to be.

Mrs. Farmer, let me insist that when the institute day comes in your county, you will lay aside everything and take the old man with you to the institute. Many women do not attend because they think it is a men's gathering. Not so, madam; you will hear much that will help you in your daily work and also hear much which you can store up and dish out to the old man long after he has forgotten what he has heard. Please attend the Farmers' Institute when the day comes.

The institute workers have done much to advance the farming interest in Mecklenburg, and everywhere they go they will leave seed that will sprout and be of help to the community.

C. C. MOORE.
Mecklenburg Co., N. C.

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