

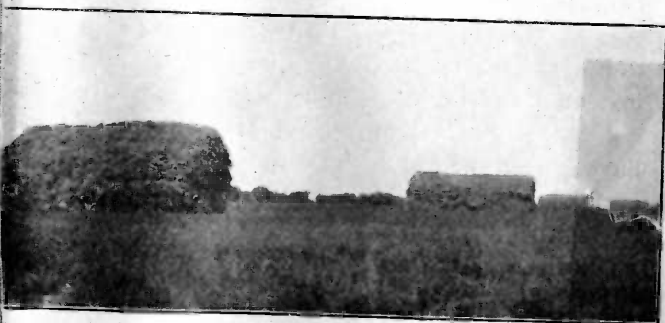
DAIRYING

in the

Salt River Valley

The number of dairy cattle in the United States increased only 11% in the past ten years. The number of dairy cattle in Arizona has increased 150% in the past eight years. WHY?

HERE IS THE ANSWER



100,000 Acres of Alfalfa in the Salt River Valley of Arizona Alone

"I charge you, O my sons, to follow a herd of cows, smelling the dust raised by their feet by day, and at night lie down and guard them. O thou mighty Indra, make our pastures wide, give us wealth in cows, for he that hath cows will delight in cows, for substance is the delight of man and he that hath no substance hath no delight"

—HINDU HYMN TO THE COW

Pub. by L. H. L.
Ph. A.



FROM 44,000 dairy cows in Arizona at the end of 1913, the number had increased to 81,000 at the close of 1916, an increase of nearly 100 per cent in three years. The valuation of dairy cattle had considerably more than doubled in the time. No other state in the Union had made gains which anywhere near equalled the percentage of increase made by Arizona.

The explanation is simple. Dairying is most profitable where the winters are mild and where **protein**, the most expensive element in the ration of the dairy cow can be produced cheapest. In Wisconsin where Governor Hoard, Dean Henry and others have been preaching the gospel of alfalfa until farmers vie with one another as to who shall have the largest acreage, they have cut down the cost of keeping a cow and increased milk production, and as a result the number of cows increased instead of decreasing as in her sister states. In Kansas Mohler and Coburn, and Mohler the younger have proved the wonderful value of alfalfa and the increased herds of dairy cows are prosperous witnesses of the value of their teachings. Throughout all the southern states where cow peas, soy beans, velvet beans and other legumes are cheaply grown, and where mild winters make expensive stables unnecessary, there has been a great increase in the number of dairy cows, but the greatest increases have been in the southwest where alfalfa, the greatest of all protein producing plants is at its best, and where mild winters and sunny skies make ideal conditions for the dairyman. Other states than Arizona, it is true, raise alfalfa, other states have mild winters, and lots of sunshine, but in the Salt River Valley of Arizona, where three-fourths of the dairy cattle of the state are found, the mild, sunny climate attracts those who are seeking a change from the ice and snow of the north to pastures that are green all the year.

No liming of the soil is necessary, no necessity for inoculating the seed, for the bacteria which favor the growth of alfalfa are found in our desert soils. Soil, sunshine and water are here, the three essen-

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tials to success with alfalfa. The soil and the sunshine were the gracious gift of Providence. It was left to the skill of human engineers to build the Roosevelt dam, and thus create a storage reservoir which insures always an abundance of water.

Cost of Equipment

Another factor which is attractive to dairymen is the low cost of equipment. Many, probably the majority of dairymen, have no stables, milking in the open corrals, the year 'round. Those who have stables use them only for stabling the cows during milking or feeding.

Alfalfa is the principal feed, both as pasture and for hay. A practice of many dairymen is to disk the alfalfa fields in October and sow barley at the rate of about 100 pounds to the acre. This serves a two-fold purpose. First, it helps the alfalfa by a thorough cultivation and in this way does much to destroy any weeds or grass which might have obtained a start, and second, it produces a superior quality and an increased quantity of winter and spring pasture. If the cattle are removed about February 20, the grain and alfalfa will be ready for hay in April, and this mixed grain and alfalfa hay makes an ideal dry roughage for dairy cattle.

A Silo on Every Farm

Silos are coming into more general use, and an increasing number are being erected each season. Both cement and wood are used for building material, and both are satisfactory. A few pit silos are in use, and they, too, seem to be giving satisfaction. The Arizona farm slogan is "Build a silo on every farm."

Nearly every breed of dairy cows is represented. The Holstein-Friesians lead in numbers. The Jer-





seys seem to be increasing in popularity. There are several herds of Guernseys, Brown Swiss and Dutch Belted. Most of the product is made into butter and cheese and shipped to the mining camps of the state and to Los Angeles. One condensed milk factory manufactures a large quantity of condensed milk which is shipped all over the Southwest.

Dairy Products

There are four creameries and a number of substations besides the condensed milk factory. A considerable number of dairymen manufacture butter, which sells readily. The creameries pay on the basis of the amount of butter fat in the milk or cream. Most of the creameries have found it profitable to use large auto trucks for gathering the cream from farm to farm.

Feeding Methods

Most dairymen use no concentrated feed, confining the feed to alfalfa and grain pasture with hay supplementary, and silage for those who are fortunate enough to have silos.

The by-products from the dairies and creameries furnish an ideal feed to combine with alfalfa for growing hogs, which are finished on barley and milo.

With an abundance of alfalfa—the greatest of legumes, with mild winters which make stabling a matter of minor importance, we still need to have profitable markets for our products or dairying as well as any other industry must be a failure. What do we find? From the latest government figures available, we learn that the average price which the farmers of the United States received for butter in 1915 was 25.9 cents per pound. Arizona farmers, according to the same statistics received 34.7 cents per pound. Exceeded by only one state, Rhode Isl-





and, where 35.2 cents per pound was received, but in spite of high prices, the number of cows in this old New England state has been falling off, while in Arizona the number has increased by leaps and bounds.

It is not by numbers alone, however, that we mark our progress in this great industry. Read what Prof. Hugh G. Van Pelt who has twice judged our dairy cattle at the State Fair says.

"Two years ago it was my pleasure to act as judge of the cattle at the Arizona State Fair. At that time I was very agreeably surprised at the excellent display of cattle exhibited, being especially favorably impressed with the fact that all breeds of dairy cattle were shown. The exhibit was composed not alone of large numbers of animals, but with hardly an exception each of these animals was an excellent specimen of the breed it represented. Furthermore, they were in fine condition, and coming as I had from a section of the United States where cattle are housed a large number of months of each year and fed heavily on grains and concentrated foods, I had the idea that these cattle had been carefully prepared for exhibition purposes, as they are fed in the northern states. It was therefore a great surprise to me to learn that in every instance these cattle had been brought direct from the pasture fields and were being exhibited without a great deal of special preparation.

"Beyond a doubt I had found one of the greatest sections of the United States for large, economical and profitable cattle industry and dairy productions.

"Last year other engagements made it impossible for me to return to the Arizona State fair, but this year I arranged to be here for I was keenly desirous of seeing how this wonderful valley was progressing.

"Although I was prepared to see great improvement in every department of the State fair, I must admit that I was not prepared to see such remarkable improvement as has come about during the past two years. There are very few state fairs where so much interest is taken by the local exhibitors of Jerseys, Holsteins, Ayrshires, Guernseys and Brown



Swiss as here in the Salt River Valley. With the large number of excellent cattle that are already in the valley and with the large number of excellent individuals that I understand are being brought in each year, there can be no doubt but that as the years go by, the Salt River Valley will be recognized the world over as one of the most productive and prosperous communities to be found.

"The State fair commissioners are certainly to be congratulated upon the great development that is taking place in the Arizona State fair, and surely the people of Arizona should recognize this fair, yet in its infancy, as one of the most potent factors in developing the industries of Arizona."

Cow Testing Associations

We have two active cow testing associations, both are conducted by graduates of the Arizona College of Agriculture. These associations are creating a wonderful amount of interest among the members, and the stimulating influence of keeping records reaches many dairymen not in the associations. While the number of "boarder" cows may not be so large as to cause any alarm, the number of extra good cows is surprising. The honor roll of cows producing over forty pounds of butter fat each month in the two associations is quite lengthy. The yearly records bid fair to show some cows that are extremely profitable.

Below are given letters written by men who have succeeded. They do not read as though they were taken from a book of fairy tales. They were not. They are simple statements of facts that show what others have done and what can be done.

S. A. Winsor, Tempe, Arizona, makes the following statement:

"About five years ago, I started in the dairy business with a herd of 13 cows; these I purchased on time as I had just used all the cash I had to make a payment on a 40-acre ranch that I had selected as a home.

"I now have on my ranch, cattle that are worth at least \$2,500 which are all paid for. In addition



to this accumulation of cattle I have paid \$1,000 towards the purchase price of my land, besides having kept up all the interest payments in the meantime and have made improvements on the ranch worth \$1,000.

I have received for steer calves sold about \$800 and have sold \$1,500 worth of cows. The dairy business here is safe and sure and I believe that any man, who would get a small ranch with a few good cows and attend strictly to business, can surely make good."

Mr. Kibler's Experience

This letter is from M. M. Kibler of Mesa, Arizona:

"In answer to your inquiry concerning my experience in the dairy business in the Salt River Valley, I wish to state that I feel well satisfied with the results that I have obtained. In my opinion it is without question the surest and most profitable of all lines of agriculture in this community.

"I began in the dairy business about five years ago, buying a small herd of cows on time and they have paid me well. For two full years my check from the condensery averaged \$8.25 per month for every cow that I had in my herd. The original herd long ago paid for themselves and today I have on my farm, which consists of forty acres of good alfalfa land, a total of fifty-eight head of stock, counting my work horses and young cattle and my herd of eighteen milk cows. There is an abundance of feed for all of them and I am putting up plenty of hay for winter.

"In my judgment it is much easier to make a success on a small place, such as mine, than on a large farm. My farm would easily produce feed for at least twenty-five cows and allow me to keep all the heifer calves until maturity and the steers until they are yearlings.

"I am now testing the individual cows in my herd with the Babcock tester and believe that after getting rid of the poorer cows, I will get much better results in the future than I have previously done. You can't say too much for the dairy business in this Valley."



John Brown, who conducts a ranch near Mesa, Arizona, tells of his experience in the letter quoted below:

"After trying a number of different lines of farming, I have come to the conclusion that nothing pays quite so well in this Valley as the dairy business. I now have sixty-eight cows milking and am selling my milk to a condensery. My cows are paying me from \$8 to \$9 per month. It is my intention to increase my herd as rapidly as possible to at least 100 head.

"I follow the usual practice of pasturing my cows on alfalfa and plant lots of grain in the fall for winter feed. My plan is to farm considerably more land than is necessary to produce feed for my own stock, then I do not have to pasture my land so heavily and can arrange so as to have plenty of alfalfa at the proper stage for feeding at all times. It is always easy to sell any surplus feed that I may have.

"A few years ago I had an opportunity to demonstrate just what can be done with dairy cows on a small ranch. I had forty acres of alfalfa and put on it a heard of forty cows, which I bought on time. For two years this herd was maintained entirely on this 40-acre tract. During this time, from the proceeds of the milk, the operating expenses of the ranch were paid as well as the entire purchase price of the cows with interest. It is only fair to state that the stand of alfalfa had been considerably injured by keeping the stock constantly on the fields, but I am fully convinced that it is entirely practicable to keep at least one cow per acre of land if a good portion of the feed is cut and hauled to the cows instead of pasturing them altogether."

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