

# Throw the C. T. A. Searchlight on Your Herd

Let the records make you money

**C**OW TESTING ASSOCIATION herds are more profitable than the average dairy herds in Minnesota. In 1939-40 the average C.T.A. cow returned \$53 above feed cost, while the average Minnesota cow returned only \$28.

The 52 highest producing herds in the C.T.A. returned an average of \$77 above feed cost per cow, or three times as much as the average Minnesota dairy cow. But even the 52 lowest producing herds in C.T.A. returned \$29 above feed cost or \$1 more than the average dairy cow in the state.

## One C.T.A. Cow Is as Profitable as Two Average Cows

Comparison of Average and Cow Testing  
Association Cow—1939-40

	Average Per Cow 52 High C.T.A. Herds	Average Per Cow All C.T.A. Herds	Average Per Cow All Minnesota
Pounds milk .....	11,929	8,202	5,400
Pounds butterfat .....	445	311	190*
Value of fat @ 30¢ .....	\$134	\$93	\$57
Total cost of feed .....	\$57	\$40	\$29
Income above feed cost .....	\$77	\$53	\$28
Total feed cost per 1 pound fat .....	12.8¢	12.8¢	15.2¢
Cows necessary to return \$1,000 above feed cost .....	13	19	36

\* From Crops and Markets Report—U. S. Department of Agriculture.

**C.T.A. HERDS ARE MORE PROFITABLE BECAUSE** the owner has a progressive viewpoint and:

1. Seeks facts on individual cow production.
  - a. Keeps monthly and yearly production and feed cost records.
  - b. Identifies cows and heifers—proves bulls.
2. Uses improved herd management practices.
  - a. Feeds according to production.
  - b. Culls low producers.
  - c. Controls disease.
  - d. Selects heifers from best cows.
  - e. Grows legume hay.
3. Follows a breeding program.
  - a. Uses purebred sires that transmit good production.
  - b. Judges value of bull by dam and daughter records.
  - c. Judges value of the brood cow by daughter records.

As a result the C.T.A. dairyman milks a more profitable herd.

## *Relation of Production to Income*

### Higher Production—Lower Cost—More Money

Dairymen who have very definite limitations for the raising of feed, securing sufficient labor, housing their herds, marketing their products, and otherwise taking care of their dairy business will find the following figure worth some study. Most farmers have a need for a definite amount of cash income. Some strive for this through the medium of efficient, high-producing herds. Others attempt to reach it by way of a large herd of low-producing cows. Study the following figure and then answer for yourself—which cow produces most economically and gives the greatest cash return?

The following figure shows feed cost and income over feed cost for dairy herds in Minnesota C.T.A.

## Increased Production Means Increased Income

**Range of Production  
Pounds of Butterfat**

**Feed Cost Per Cow**

**Return Over Feed Cost Per Cow**

450-499	\$60.20	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ	\$	\$79.48	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ
400-449	\$51.95	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ	\$	\$73.69	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ
350-399	\$46.38	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ		\$65.04	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ
300-349	\$41.91	Ⓢ Ⓢ Ⓢ Ⓢ	\$	\$54.90	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ
250-299	\$36.52	Ⓢ Ⓢ Ⓢ Ⓢ		\$46.73	Ⓢ Ⓢ Ⓢ Ⓢ Ⓢ
200-249	\$31.94	Ⓢ Ⓢ Ⓢ	\$	\$37.06	Ⓢ Ⓢ Ⓢ Ⓢ
150-199	\$27.65	Ⓢ Ⓢ Ⓢ		\$26.89	Ⓢ Ⓢ Ⓢ

From C.T.A. Summary, May, 1940

with yearly production ranging from 150 to 499 pounds of butterfat per cow. Approximately half the cost of keeping a cow is feed cost.

Other costs remain practically the same for each production level up to 350 to 400 pounds of fat per cow.

For each 50 pound increase in butterfat production from 150 to 399 pounds, feed cost increased \$4.50 while income over feed cost gained \$9.50. This figure indicates two things. First—that high producing cows return a larger income over feed cost than low producers. Second, that for each additional 50 pounds of butterfat, income over feed cost is more than double the feed cost required to secure each added 50 pounds of butterfat.

For a satisfactory dairy income, it's two to one in favor of good cows well fed.

## *Continuous Testing*

The dairy farmers are faced with the problem of lowering costs. Continuous testing, year after year, reveals the true status of herd income and efficiency. Herd records stimulate interest in better cows, improved methods of management and the result is an increased dairy income.

Testing cows for production through a cow testing association is not an end in itself, but rather a means to an end. The immediate knowledge gained by having records aids the dairyman to cull intelligently, feed properly, breed constructively, and guide a constructive dairy herd improvement program. The dairy farmer's future policy on herd management must include: disease control, culling, feeding, breeding, proved sires, proved cow families, and permanent herd records.

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Cooperative Extension Work in Agriculture and Home Economics, University of Minnesota, Agricultural Extension Division and United States Department of Agriculture Cooperating, P. E. Miller, Director. Published in furtherance of Agricultural Extension Acts of May 8 and June

10M-1-41

UNIVERSITY OF MINNESOTA

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