

# The Dairyman Finds Good Profit And Real Pleasure In His Work

## Dairying Is The Queen Of Valley's Many Industries

(By J. B. COOK.)

The king of all crops in the Salt River Valley is alfalfa, and the queen of all its great industries is dairying.

One has but to take a trip out on the Tempe road to realize the mammoth proportions that this great industry has assumed. See the huge auto trucks, loaded "high in the air" and extending over the sideboards, hauling that greatest of liquid foods—milk, to the Pacific Creamery Co.'s condensed milk factory, there to be evaporated, canned and shipped as far east as Galveston, Texas; or North-west to San Francisco.

The dairyman of the Salt River Valley has the most favorable conditions of any place in America, wherein to raise his stock; to secure green feed at seasons of the year; and the assurance of at all times receiving a high price for his product with a steadily increasing market.

Take for instance—increased markets. In less than nine years the condensed milk business of the Pacific Creamery Co. has multiplied itself six times, with the year 1915 holding fair to show an out-put of 600 cases or 25,800 cans of the large size of Lily Milk a day.

Figures show that more canned milk is now being used in the cities than fresh milk. First, because it must be sterile and has been pasteurized; second, because of its concentrated form it is more economical, easier handled and has a uniform flavor. Wonderful results have been secured by raising children on this standardized milk. This is why the condensed milk business means so much to the farmers of this valley. It means the taking of their product and disposing of it where the more perishable butters, etc. cannot even be shipped.

Free from disease than any other cattle in America, the cows of the Salt River Valley are as shown by statistics secured from state officials throughout the country, to be 30% healthy or showing but 1% disease against an average of 6.5% of other sections and states.

The farmers' paradise—indeed, plenty of water, wonderful crops, and glorious sunshine all go to produce ever increasing records in milk production. Then the silo can be used to the most economical advantage. Supplying Mrs. Cow with a wonderful appetizer, affording a well balanced food supply at times, and a great preventative against the over eating of green feed.

The loving herds of the Salt River Valley are numerous. Picture the greenest of fields; see the cattle

## Irrigated Land Is Paradise For Festive Mrs. Hen

(By FRANK REED SANDERS.)

Editor Republican: Prof. E. D. Coburn, in his book on alfalfa, says: "An irrigated alfalfa growing country, is a milk cow's paradise." So, also, is such a country for Mrs. Hen, a country where there are no severe storms, snow or ice, very little frost, surly to her liking. Such are the conditions in Salt River valley.

Here, one needs no expensive houses or protection to keep her warm; in fact, one-half of the fowls roost out doors the entire year—here you see no frosted combs or frozen feet.

There is nothing for the amount of money invested that will return as much clear profit as the hen. A hundred dollars invested in hens will produce more clear profit than a like amount invested in milk cows. Our markets are good, the large mining camps taking our products. The average price for eggs for the year is about 27 cents. Fryers, roasters, old hens and roosters find a ready market at fair prices. It has always been a strange thing to me why any one should raise common poultry when the thoroughbred makes money while the

## Salt River Valley Ranks As One Of Nature's Successes

(By FRANK REED SANDERS.)

The Salt River Valley is one of nature's best efforts. Here is a soil of unusual richness, a climate of such mildness that trees, plants and animals have the kindest invitation for their best and fullest development.

The one lacking element to agriculture in its finest estate, an un-failing water supply, has been furnished here by the cunning of man's endeavor through the Roosevelt dam. Far up in a rock canyon of Arizona's mountains flows pure water for our thirsty desert land, and magically makes our favored valley what it is—a land of rich soil, unsurpassed climate and pure water—an alluring combination for the dairyman.

One can travel in the most famed sections of the world, where dairying has lifted countries from abject poverty to lands of plenty and profit. In Denmark, where the cow means salvation of the Dane, who a few decades past, faced starvation, now thanks to co-operation and the cow testing association, is most prosperous. In Holland, where the rich meadows are always covered with the spotted cows, by patient labor paying rent on land at seemingly impossible rates; or Devon's verdant



WHERE "LILY MILK" IS MADE. The up-to-the-minute plant of the Pacific Creamery Company at Tempe. "Lily Milk" is prepared by the most modern and scientific machinery in America. This excellent evaporated milk is one of the best known products of the Salt River Valley and has done much to advertise the local dairy industry.



A PLANT TO BE PROUD OF. Exterior view of the sanitary dairy owned by Dr. J. C. Norton of Phoenix, whose Red Polled Milkers are among the Valley's Finest Stock.

common fowls hardly pay their keep. It is not a question of argument, the work of experts, under government supervision have proved the common hen lays about eighty eggs per year, or about 6 1/2 dozen. The thoroughbred hen will lay 144 or twelve dozen. The laying contests throughout the country show a bet-

ter should be detected and sent to the butcher. Have the Babcock test eliminate such animals. This is best accomplished by co-operative cow-test associations, by the introduction of pure bred bulls of guaranteed butter fat ancestry, and as one is able, by the purchase of pure bred cows. Secondly, by surrounding our herds with a continuous succession of those feeds best adapted to a large and persistent milk flow, by supplying pure drinking water, proper shelter from the sweltering summer sun and the cold rains and frosty nights of December and January. Thirdly, by improved methods of handling milk, proper milking sheds, a place to keep the milk secure from the ever present fly, thus producing for the creamery a milk fitted for sweet butter, high grade cream and wholesome cheese. This results in a higher price for the creamery and, in turn, for the producer. Lastly, by doing one's own dairy work, or employing help who will make kindness and faithful, regular attention to man's best friend, the cow, their greatest work. The key to success with the cow is based upon the above mentioned facts.

Other branches of agricultural effort, such as cotton, hay, sugar cane, and cantaloupe is growing in appeal to many farmers, but the dairy cow is the natural channel through which the poor man, especially if aided by a family of children, will find the surest and most satisfactory pathway to prosperity.

I have alluded to the great fertility of our soil, but no place on earth is so rich that continual cropping and selling the harvest, in grain or cotton, will not in the end impoverish the tiller of the soil. One ton of butter fat sold from the ranch takes away only fifty cents worth of fertility, while grain removes, never to return again, nearly twenty-five times as much.

We laugh at soil improvement in our great valley, but so have others in other virgin valleys, where the dairy cow was unknown. However, they have seen their soil sapped of

## Twenty Thousand Bee Colonies In Maricopa County

(By W. A. HOOD)

Few people realize the extent of the beekeeping industry in our state. The report of the State Apary Inspector for 1914 registers over twenty-six thousand colonies. Nearly twenty thousand of these are in Maricopa county alone. At a conservative estimate, these twenty-six thousand colonies probably produced, during the year, as much as a million and a quarter pounds of honey, or six hundred twenty-five tons. Few people realize just how sweet a state Arizona is.

The problem of the unemployed never worries the commonwealth of Beedom. All through the bloom season, from daylight to dark, they are busy. Scarcely a species of bloom that does not make their acquaintance. The vast fields of alfalfa, (Continued on Page Nine)

## H. C. Mann Type Of The Successful Small Farmer

May 6, 1915.

Editor Arizona Republican:

Herewith I give you for publication, my first year with the dairy herd.

In October 1913, I purchased 18 cows and heifers and 1 registered Holstein bull for \$2975. Some of the cows were fresh, others dry. At the end of one year, or in November, 1914, the monthly statement from the Maricopa creamery, footed up for butter fat \$1,200.

The average number of cows milked during the year, sixteen, made credit per head, \$75.00. The product from separated milk fed to young stock as follows:

8-yearling Holstein heifers, worth	\$500.00
6 heifer calves, high grades	200.00
Young bull calves sold	305.00
Skim milk pigs 4 mos.	1405.00
old	300.00
Sale of butter fat	1200.00
	\$2605.00

Some of my cows were extra good—some were "star boarders." The cream test averaged better than 40 per cent fat.

The present year, 12 acres alfalfa will be plowed under and planted in corn. Then if I can manage, build a silo, fill it with corn, store first class alfalfa hay in the barn and build a good dairy barn for the milk cows, I venture the statement the cream check for the year will show \$100 per cow, where now it is only \$75.

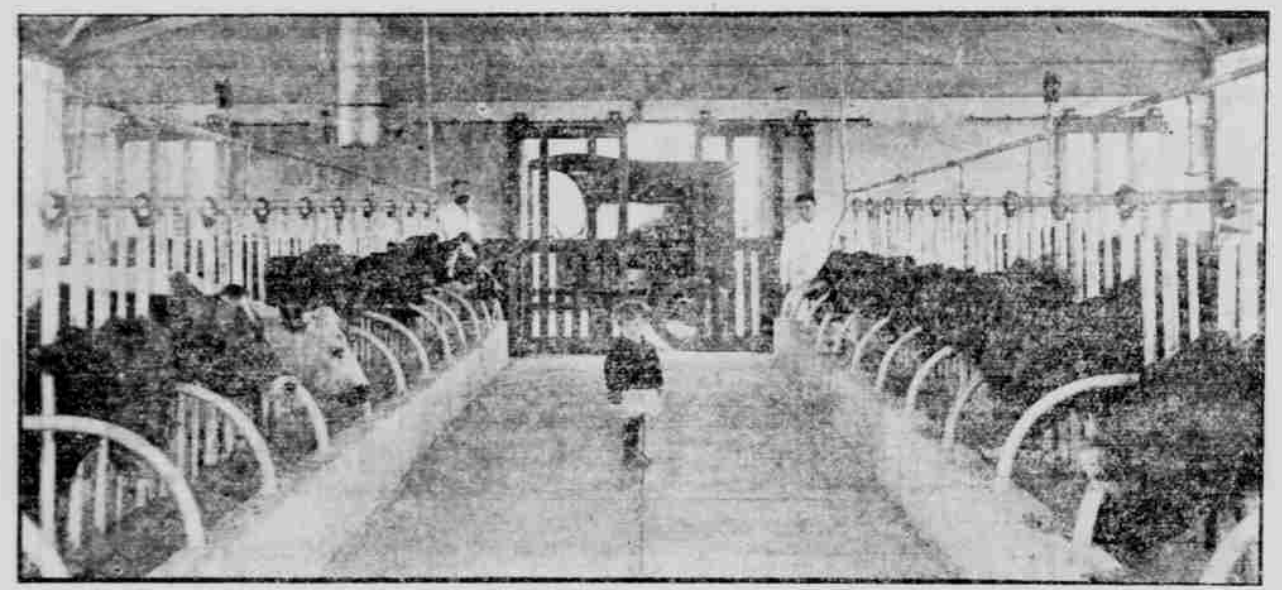
Deduct \$500 for hired help for the year, and \$200 for interest paid, making a total of \$700, leaves a balance of \$1905, an investment of \$2,975 and the dairy herd on hand.

My six brood cows and breeding hog have thrived on alfalfa and skimmed milk—no grain excepting when nursing pigs.

The successful dairyman must wear overalls and not be afraid of hard work.

My twenty-six years of sunshine and shadow in the Salt River Valley all spent on the farm, finds me and mine true and loyal Arizonians.

H. C. MANN,  
Peoria, Ariz.



INTERIOR OF NORTON DAIRY. Everything about the Norton Dairy is sanitary, scientific, complete. One of the show places of the Salt River Valley.

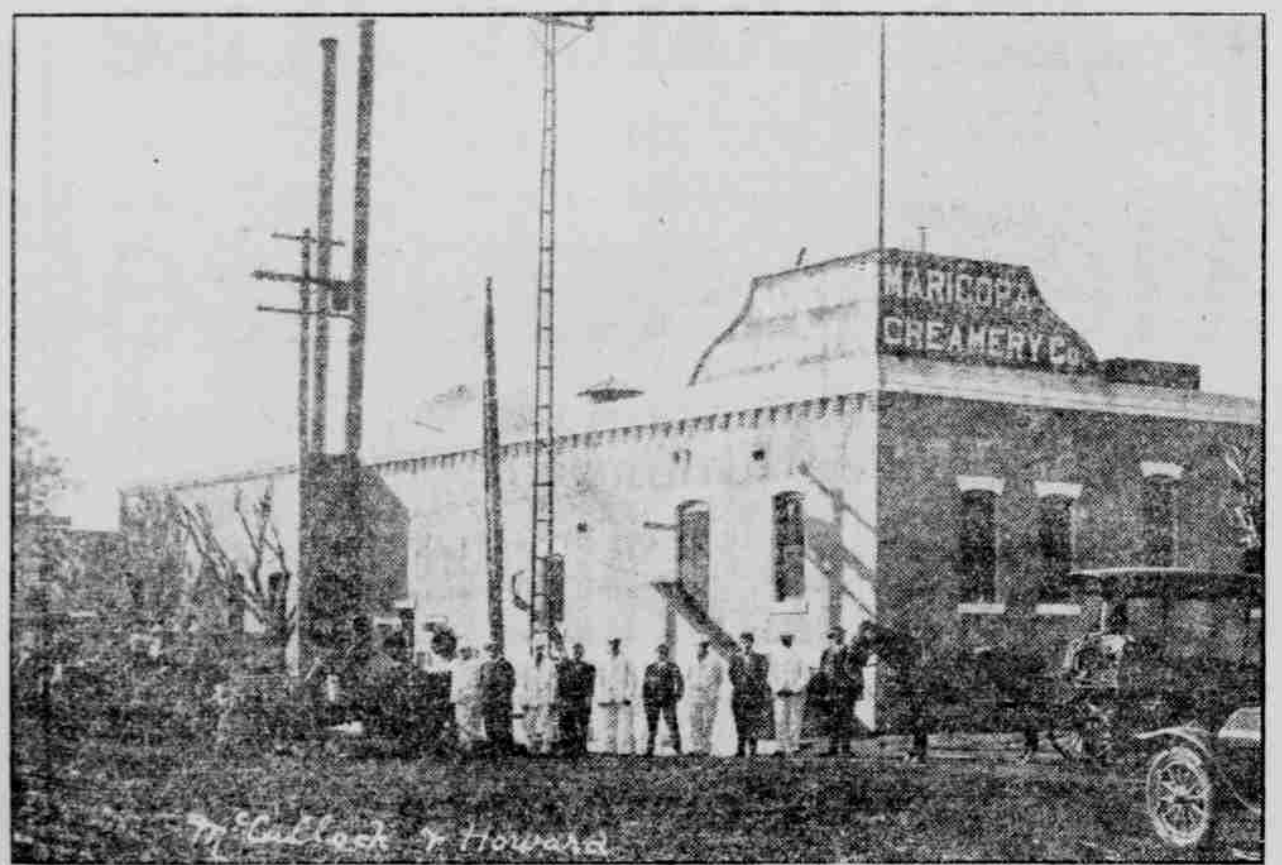
grazing up to their knees in green alfalfa, or resting under the shady cottonwood or ash trees so abundant in this section; hear the rushing of a neighboring canal, the singing of the birds and the call of the squirrel add a cloudless sky with a glorious sun and you cannot but say "This is indeed the dairyman's Paradise."

ter average than this. The difference between the common hen and the thoroughbred is about \$1.50 per year.

Here in Maricopa county we have excellent representatives of all the standard breeds. One can take his choice. A visit to our State Fair or Poultry Shows would convince one of this fact. The Mediterraneans

seem better adapted to our climate consequently are more profitable. There are several commercial hatcheries in the county during the hatching season, January to May, and they are taxed to their fullest capacity to fill orders.

W. W. CARNEY,  
Mesa, Arizona.



THE MARICOPA CREAMERY. This modern, completely equipped plant is located in Phoenix. Its daily butter output is over 2,000 pounds and it operates a fleet of six cream gathering auto trucks.

NOTHING DOING—IT IS SAN-LAC SEALED. COME OVER TOM—GOOD MEAL HERE.

NORTON DAIRY USES THIS SPECIAL SAN-LAC CAP FOR CUSTOMERS' PROTECTION

Unless Milk is from TUBERCULAR TESTED COWS produced under SANITARY SURROUNDINGS and PROMPTLY COOLED to below 40 deg. F. and bottled in STERILIZED BOTTLES, there is no use of going to the extra expense of furnishing this special cap to protect milk from dust and infection while being delivered.

Norton Dairy does comply with all these requirements for clean, uninfected milk and furnishes the cap also. These requirements greatly increase the cost of production over common methods but the consumer now is only asked to pay a trifle more than regular prices.

Prices of Milk to all locals, per quart, 61-4c per pint. Cream 10c per half pint, Whipping Cream 25c per half pint. Special Milk for Babies or Invalids extra. 10 per cent discount allowed on all regular orders equivalent to four quarts milk per day.

You are invited to visit our plant just north of State Fair Grounds. Phone Orders to Norton Dairy Office 291 Fleming Block, Phone 777, Night Phone 767.

OUR SUCCESS IS BASED ON THESE LINES

EXPERIENCE

LIBERAL TREATMENT

ATTENTION TO BUSINESS

SECURITY

ACCOMMODATIONS

BUSINESS METHODS

The Central Bank

PHOENIX ARIZONA

Our Business Is BANKING--Our Banking Is BUSINESS