



# YOU DON'T

A good family-size grade "A" dairy operation is within the reach of anyone who can qualify. And, you don't need a hundred thousand dollars. All you need is a life-time of dairy experience, a landlord that appreciates it and a late model used car that you're willing to trade for operating capital. At least that's how Jack Bingham got started.

Jack Bingham was born on once-famous Buffalo Creek Farm, one of the truly great dairy operations of the Chicago area two or three generations ago. Jack went to the University of Wisconsin. He studied agriculture with a major in (you guessed it) dairying.

Not too many years later, Jack became herdsman of another great Northern Illinois dairy herd. The name of this place, Hickory Creek Farms, will ring a bell with many Holstein dairymen of the Midwest. It consisted of several hundred of the best-blooded animals in the register books. As manager of the operation, Jack had a crew of about 10 men and a herd averaging 400 head. Oh, he had other jobs in between his three dairy farm ventures, but when you learn what they were, you'll better understand why Jack simply states, "I guess I just like cows." Buffalo Creek Farm was located on the edge of Wheeling, Illinois. Jack went to grade school there. The green acres he remembers so well, sprinkled with salt and pepper colored cattle, are now covered with subdivision homes. No traces remain of the magnificent milk factory.

His first job after graduation was fieldman for a dairy in St. Croix County, Wisconsin. He was sort of a "middleman" in the fight for cleaner milk. Dairy sanitation is a never-ending project. Jack also helped dairymen qualify for Grade "A" recognition. He brought in new producer customers.

Then came Hickory Creek Farm in McHenry County, Illinois. It was his daily responsibility to see to it that 200 or more head of high-producing cows got milked twice a day . . . some of them three times.

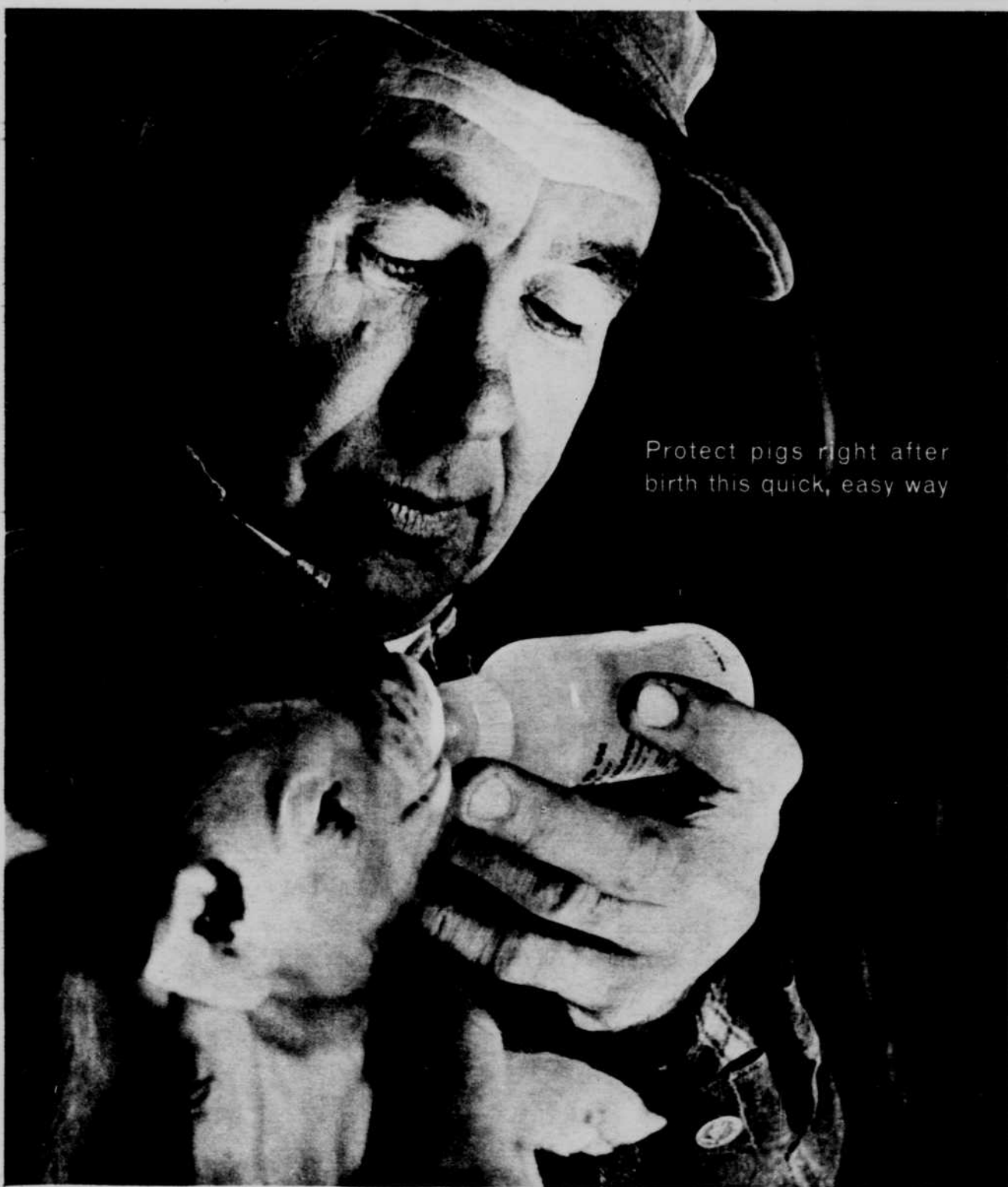
His dairy experience continued to mount when, in 1954 he took a job as public relations man and superintendent of the International Dairy Show.

Jack Bingham missed the dairy farm routine. He wanted a place of his own. He wanted a purebred herd. He wanted to see how much he could build it up. He knew he couldn't buy a dairy farm, but he felt sure that somewhere there was a dairy farm that would spell "opportunity" for him.

Even the financial aspect of purebred cattle ownership is a big hurdle. For instance, when Hickory Creek had its herd dispersal sale, the stock brought a total of over \$350-thousand. One bull alone brought \$11-thousand. Jack knew he had problems, but he also had determination. And it paid off. He was given his opportunity in 1956. He closed his deal with a hand shake. His benefactor was William H. "Pat" Williams of Huntley, Illinois who owned a long, irregular-shaped dairy farm that measured a mile and a half from one pointed end to the other. He also had a nice dairy herd and a good set of buildings. This was to be the Bingham family's new home. They moved onto the place on the conventional farm moving day, March 1.

After working with Pat Williams for 6 years, Jack describes his landlord this way. Says Jack, "He's a man who never hesitates to spend money on the place if he's reasonably sure it will improve the farm or increase the productivity. He has been very understanding, sometimes good and patient with me and always mighty cooperative. Every tenant farmer should be so fortunate."

Jack's first financial maneuver was to sell his year-old automobile. He received 11 hundred dollars for it. This was his initial operating capital. His line of machinery consisted of a corn planter, a hay rake, a plow and two used tractors. A meager beginning, but at least he was in business. He had William's herd of cattle to manage . . . 28 cows and 26 heifers. Now, six years later, he has but a few more head on the farm, but the big difference is the fact that half of the herd belongs to him. And, they're all registered.



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