preciate it; it ought to be used and distributed more freely
than it is; it is better than epitaphy, it gives us encour-
agement to continue the work that we are in. I hope that by the
judicial use of this gavel, Col. Dally, that our discussions will
never need to dally. Thank you.

Now, you all know what the purpose of this meeting is.
We have a program and we are going to keep right along work-
ing at it.

The first on the program is the Address of Welcome, by Mr.
R. B. Watrous, the secretary of the Business League of Mil-
waukee.

ADDRESS OF WELCOME.

R. B. WATROUS, Milwaukee, Wis., Secy. Citizens’ Business
League.

Mr. President, Ladies and Gentlemen of the Wisconsin
Cheese Makers’ Association: It was my pleasure and I con-
sidered it good fortune a year ago to extend to you a welcome
to Milwaukee on behalf of the Citizens’ Business League and
the great body of business men that that organization repre-
sents. I want to confess to you that I was glad to be asked to
perform the same service again this year for we take particu-
lar pride in welcoming to Milwaukee the Wisconsin Cheese
Makers’ Association. The fact is, we would not really con-
sider the convention year in Milwaukee opened up right if we
did not welcome as the first association of the season, the
cheesemakers. You have been starting off our convention
calendar for the last four years and it has always meant that
a splendid convention has been held in Milwaukee when the
cheesemakers meet here, and it has been a forerunner of a
long list of splendid meetings of organizations of the state and
from other states.

We trust that your stay here with us this week will be as
pleasant and pleasanter than in former years in Milwaukee.
I might be tempted to apologize a little bit for the weather
this morning, and to assure you that the weather was going to
turn out just right within a few hours, but I am not going to
do it, because last fall I monkeyed with the weather propo-
sition and got myself into a lot of trouble. We welcomed an
association here in August, and there was a light fall of rain, and in a facetious way I told our visitors that that was merely a little pleasantry of the weather man, he had merely sent that fall of rain to lay the dust and prepare for a fair week for them, and I assured them the rain would stop that day at eleven o'clock. It did not stop at eleven o'clock, nor the next day nor the next, and I finally had to leave town, because I could not make good on that promise; the weather man went back on me, and I am afraid to trust him ever since.

But whether we have rain or not, I know you are going to have a profitable and pleasant business session here and I hope you will have a great deal of enjoyment, because you have a lot of pleasant fellows, like Mr. Dally, who will help to make your stay pleasant.

Your president has been presented with a gavel. I know he is not going to have to use it to create order out of discord. This big crowd of cheesemakers doesn't know what discord is, so, Mr. President, I know from past experience you are going to have a harmonious meeting.

You have a great deal at this time to be thankful for. I am told that you have had one of the most profitable years in your business in all dairy lines in the state of Wisconsin in the history of the dairy business, and that Wisconsin now stands as the leading state of the Union in the number of its dairies, among its greatly diversified interests.

So we are glad to congratulate you on your profitable year and we know that in your coming together at this time to discuss methods, you are going to get results which will benefit you in the continuance of your business.

We welcome organizations of this character, which come here for educational purposes; we know that you are a great and important part of our commonwealth of Wisconsin than which there is no greater in the whole United States, because of its diversified industries.

Milwaukee has been making progress during the past year; it has been a strenuous year, but we know that Milwaukee stands higher today in the estimation of the citizens of all the towns, hamlets and cities of the state of Wisconsin than ever before. You know it is a city on which you can depend financially, in which you can trust its citizens, individually and collectively, and we trust that you will always regard Milwaukee, in addition to its being the metropolis of the state, as a
place which you will be glad to visit to do your trading and buying in, other things being equal. We want a cheeseman when he starts in his factory to turn to Milwaukee as one of the leading places to come to for the purchase of his machinery and supplies, other things being equal.

We have made great progress in our manufacturing industries. A year ago I reported to you that the value of all of the manufactured product aggregated a total of $265,000,000. We have made a gain of $20,000,000 upon that amount during the past year.

Another indication of the growth of the city is the extent of its building operations. Milwaukee citizens as the owners of big factories and as the owners of homes have spent more money the past year in the erection of factories and homes than ever before, and our jobbing trade has increased in the same ratio, the total sales for the year 1905 aggregating the great total of $402,000,000.

The country produce sold in Milwaukee last year aggregated the total of $82,000,000. The total value of Milwaukee manufactures in the jobbing trade was $194,000,000, so that we are not only making our own products here, but we are handling products which come from the farms, the cheese factories and dairies and every other industry represented through our great state.

We believe that we are to be congratulated in the advance we have reached, as you are to be congratulated in the proportions which your business has attained.

As I said a year ago, we hope that the Cheese Makers' Association will, for a great many years to come, be the association to start off our convention season, and on behalf of the Citizens' Business League and the industries and interests represented by that association, I again tender you a most cordial invitation to our city next year with the assurance that you will be courteously received whenever you may appear, and we hope that when you are not engaged in the serious business of your sessions, you will make it a point to visit our stores, to visit our art gallery and museums, our theatres, to spend a week which will be one of pleasure and make you return to your homes with the pleasantest recollections of the magnificent metropolis of our great state of Wisconsin.