RESPONSE TO ADDRESS OF WELCOME.

C. H. Everett, Racine, Wis.

Mr. President, Mr. Mayor and Gentlemen of the Convention:

Your good mayor has made free to us everything in and about your beautiful city, has told us of the magnificent improvements going on and contemplated for the future; of the good country surrounding your city; the fine dairy herds and good dairymen. We knew all this before, perhaps not about your city, but about the dairy herds, the good dairy country and men. We are all familiar with Fond du Lac county, with its agricultural and dairy resources; its bright, intelligent farmers, men who are educated in their business, who know the value of a dairy cow and her products; who know how to get the greatest returns from the cows kept upon their farms.

Not only is Fond du Lac county well adapted to the dairy industry, but so is the whole state of Wisconsin, and many of you present are no doubt from outside of this county. Wisconsin is made by Nature a dairy country. We have perfect air, atmosphere; as fine grass as grows anywhere in the world; and as pure water and in as great abundance as can be found in any other state in the Union. We are as near to the good markets as are the dairymen of any other state; we are as near the oil mills and the bran factories as are the dairymen of any other state. There is but one thing lacking, and that is what we are here to supply, a little more knowledge, a little better understanding on the part of some of us as to what constitutes a good dairyman and as to what constitutes a good, profitable dairy cow; to discern, if possible, the difference between a good cow and a poor cow, between the cow that pays a profit and the one that does not.

Some of the papers that will be presented at this convention will be well worth your time; in fact it would be hard to place a value upon the papers that will be presented by such men as Mr. Goodrich and Mr. Gurler. Mr. Goodrich has been in this county, among the dairymen and factories of this county, find-
ing out which herds pay a profit and which make a loss to their owners, and his paper will be worth a great deal to you. Mr. Gurler will present to you some facts gleaned from one year's experience with some sixty of his cows where he has kept close track of the feed given, and of the milk product, and will tell you of the profits and the losses that he has found among those cows. These lessons will be of great value, and I hope we will all be present and listen carefully to these papers.

The Dairymen's Association, in whose behalf I speak, is glad to be with you and we anticipate a good time. We shall strive to give you the best information that we possibly can. We want your experiences, we want you to tell us what you know about dairying, and we will exchange with you. We thank you very heartily for this kind reception and bespeak for you and for us a profitable convention.

The Chairman: The next gentleman, upon whom I shall call, does not need any introduction to a Wisconsin convention, and particularly a dairymen's convention. This gentleman was present and helped perfect the organization; he was here at Fond du Lac twenty-nine years ago at a session of this association, and has been present at every meeting since the association was organized, except one. I take great pleasure in calling upon Ex-Gov. Hoard.

Ex-Gov. Hoard: Mr. President, Mayor Bishop and Gentlemen of the Convention: To a man up a tree, things look different, don't they? The longer I live, the more does this proposition of a horizon show its effect upon my judgment and upon my understanding. A large proportion of men are down where they have narrow horizons and they can't see. The business of this association, from the day it started in 1872, has been to put a hand under the farmer of Wisconsin and, if possible, lift him up a little so that he can see. It is astounding, my friends, what a vast amount of ignorance we can carry around and not know anything about it.

I read in Bunyan's "Pilgrim's Progress," when a boy, about the man that carried the burden on his back and fought like a