on the west, but in this case the men who come here to enjoy these sessions with us are from the northernmost part of Minnesota, and they too are interested in the development of the dairy industry in the northern part of Minnesota, and doubtless, when they go from this state to their own state, they will tell their people, as I am telling you, that Wisconsin won't be in it when Minnesota has developed her dairy industry.

But perhaps I am wandering from the subject. I want to thank Mr. Clawson for his welcome to us here. I am sure we all come here not as instructors, but as learners. If any person is so well posted on any business that he cannot go into a meeting and learn something that he did not know before, he is in a hopeless condition, and the more a man knows to begin with, the more readily he learns from his fellow man, and I hope we are going to learn much from the men who will later on be here. These dairymen of Green county, who have built these fine houses and great, large, red barns, could undoubtedly tell us very much of the things that tend to the prosperity of the people. It has impressed me this year as never before, because in the fall I took a daylight ride across the state of Missouri, from Kansas City to St. Louis, without practically seeing any buildings that would be considered buildings in Green county, until you get within a few miles of St. Louis where you will see some fine big barns and some good alfalfa.

Now, without taking more time, I will repeat the thanks of this Association to Mr. Clawson and the city of Monroe for this welcome.

C. H. Everett, Racine.

Mr. President: It is a pretty hard matter for me to talk to anything but an audience of farmers, and these gentlemen here are nearly all professional farmers, and this is a pretty hard place to put an old hayseed who can't talk anything but cows, silage, etc.

I have been to Green county a good many times in Farmers' Institutes and other kindred meetings, and have always met with
a warm reception, especially in the city of Monroe, and we all like to come here; you have a lot of good people in this county and in this city, warm-hearted, hospitable entertainers.

I like to meet and hope to meet at this meeting the dairy farmers of this vicinity.

This is a milk producers’ convention; it is not a cheesemakers’ convention or a buttermakers’ convention, properly speaking, but a meeting for the dairy farmer, for the milk producer; he is the man we want to get at and that we hope will be here before the final adjournment of this meeting. We want to talk to him about the kind of cows he is keeping; we want to ask him how much he is getting for the feed that he is selling to those cows; we want to make him understand, if possible, the value of thought, the value of thinking, and that is the trouble with the Wisconsin dairyman, he doesn’t think, he doesn’t seem to reason and think out the problems that are capable of being solved.

Uncle Theodore Lewis was known to some of you who are present, the hog breeder of Dunn county, a plain German farmer, but a man who was wiser than his generation. I once heard him say at a Farmers’ Institute in Minnesota that the higher we climb, the more extended the horizon, and the more we study the more we come to understand something about our ignorance. So the problem for the farmer is to think more, is to come to know the truth about a dairy cow, and about the proper feed for her, how to feed her so as to get highest price for the products grown upon the farm. I am reminded of a little story which is a true one. This happened in the Wisconsin legislature last winter at Madison and I happen to know of the facts. In that legislature was a man by the name of Reynolds, from Door county, a hard headed Scotch farmer, a man without education only as he had educated himself, by reading and thinking, but a man who was always seeking truth and who had been successful in finding it in his business as a farmer.

There was a bill introduced in the legislature by a member from Pepin county who had the floor in advocacy of this measure. Something in the bill didn’t suit our friend Reynolds, and he objected to the bill, winding up his little speech by saying, “I am agin the bill.” Our friend from Pepin county took of-
fense and twitted the old Scotch farmer with being an uneducated, and illiterate man. Mr. Reynolds immediately rose to his feet and said, "The gentleman thinks that I am uneducated. Well, now I am going to tell you how I got my education. I went into Door county a good many years ago, took my axe and went into the woods and commenced to chop out a home and when I got tired, I would sit down on a log and read. I always had a book with me and I would read until I got rested, and then I would chop again, and then I would sit down and read and then I would think, and that is more than my friend from Pepin has done."

It is thinking that brings a man success.

The President of this Association is the owner of a cow—a lot of cows, but one cow in particular. She has just completed a year's test. The name of this cow is Colantha 4th's Johanna. She is a Holstein. She produced in one year 998.36 pounds of butter fat, or the equivalent of about 1,164 pounds of butter, she produced in that year over 27,000 pounds of milk.

If you look at the President of this Association, you don't see anything remarkable about him, he isn't as good looking as either Burchard or I, but he must have applied some thought to that cow and her product. Mr. Gillett is a man who thinks and reasons and studies.

We have got another cow, a three and a half-year-old Guernsey up in Marathon county and she produced 603 pounds of butter fat, over 700 pounds of butter as a three and a half-year-old, and is quite evident to all of us that the owner of that heifer was a man who thought, a man who studied the proposition of dairying all along down the line.

That to me seems to be the only way to solve the problem of dairying.

You all know about these things, but I am sorry to say it is the farmer who is not here and who is not willing to get ahold of these facts that needs this kind of a meeting. He is not willing to apply himself.

A Racine county dairyman came into my office the other day; he thought he was not getting as good results as he should from his cows, and he didn't know how to do better. I said to him,
"You are in the right frame of mind, I am glad you came in."
I asked if he had tested his cows and he said, "No, I hadn't thought of that," and he hadn't thought of a thousand and one things that every man ought to think of to try to help himself as a dairyman.

Mr. Clawson: A thought has occurred to me. Twenty-seven thousand pounds is a good deal of milk for one cow, and I simply want to suggest that we have a very fine Ananias Club here in the city of Monroe and I am president of it, self-elected, and I would be glad to be of service to any of you gentlemen who want to get into our club.

Secretary Burchard: I have no doubt our friend is well qualified to preside over such a club.

ANNUAL ADDRESS OF PRESIDENT,

W. J. Gillett, Rosendale, Wis.

Members of the Wisconsin Dairymen's Association, Ladies and Gentlemen: Again we are reminded that another year has been added to the life of the Wisconsin Dairymen's Association, and I take pleasure today in greeting you at the opening of this, our thirty-sixth annual convention.

The past year has been one of continued prosperity on the part of the dairy husbandman of Wisconsin and elsewhere. The industrial condition of this great commonwealth has been such as to stimulate the demand for dairy products, and this demand has stimulated prices to the extent that it has made a good margin of profit for the producer possible.

Whether the recent financial disturbance will continue to depress the business affairs of this country, is a matter for serious consideration and I can not suppress the thought that we have for a time at least, reached the top and that it behooves our dairy farmers to guard well the avenue through which leakage is most liable to occur.

In any event, the time was never known in this country, when