dairymen, and to whom Wisconsin owes a lasting debt of gratitude for the energy and skill they have exercised in their own business operations, thus making of themselves living examples for the uplifting of Wisconsin's dairy industry.

The future enterprise of our state lies with the young men of today, and it is an inspiration to note that our average young man on the farm, is starting out in his business career with a deeper appreciation of better breeding, a wider knowledge of feeds and feeding, and a better understanding of caretaking and favorable environment. Our past is at least secure; our present reflects much credit upon us as a dairy state; and, by our young men on the farm, let us hope that, in the not far distant future, the average producing capacity of the Wisconsin dairy cow may be doubled.

In closing, permit me to extend to the dairymen of the state, most hearty congratulations upon achievements already secure, as well as upon the most auspicious outlook.

To the members of this Association and others, I wish to express my deepest sense of appreciation and gratitude for the courtesy and kindly consideration that has been invariably extended to me during my terms as your president.

I have done but little for you and regret that I have been unable to do more, but on the transfer to my successor of the Association's official gavel I shall willingly and gladly surrender to him the honor and authority which for the past two years has been reposed in me as chief magistrate of this Association.

Governor Hoard: If a few remarks from me are in order, I wish to thank President Gillett not only for the excellent address to which we have listened, but also for the fact that he is both a good cow breeder and a cow manager—and there is no better place for genius in this world than to be able to understand a cow, for the inside of a cow is the darkest place on earth and I know of no product of God that contains more of His mysteries today than a mother.

Thinking the other day of the human mother and going back
to Hippocrates and Aristotle, I thought of the fact that the finest intellects of this earth, from the days of the Greek, to the present time, have been steadily devoted to an effort to understand the mystery of human motherhood. All over Europe do we find schools devoted to her study. All over the United States are medical colleges devoted to her study. Do they understand her yet? No. And why? Because great is the mystery of life, and only a little way into this mystery has human intellect penetrated. And the mystery of motherhood is as great with the bovine mother as with the human mother.

When men stop to consider what life means, or attempt to understand what it means, they are smitten with wonder that there is not a larger comprehension on that question among the men who deal with it.

We have a small audience here, but we can go back to the thought that the Christian Church saw a time when there were but twelve men advocating the doctrines they stood for, and Christ had nothing under the sun left to Him but a choice of sinners when He selected those twelve apostles. There is an almighty sight in this world in a choice of sinners. There are some saints that I would rather not associate with than some sinners and we are all "poor critters," as Widow Bedott says, and yet out of that humble beginning only 1900 years ago, we see this wonderful spread, this wonderful massing of effort and of enthusiasm.

Now, we have, as I said, a small audience here today, though in 1872 there were but seven men came together to form this Association, the seed of this great industry, and we must not measure the proposition of the dairy interest of Wisconsin by any of its conventions.

That was a splendid thought that President Gillett uttered when he said that the only man that strives to do better is the man that is doing well.

Sometimes I get a little discouraged. I was at the baptism of this little Association, there at the bonning of the infant, and I have sometimes felt as though the average farmer of Wisconsin had no care nor no thought nor nothing by which I could lay hold of him, and yet I know better. I have only to look at the
great material progress of this industry to see that I am a very poor diagnoser of the situation. It is bigger than I am; it is bigger than the Association, and there are thousands of men thinking about it and they are saying but little. And yet I often think that utterance of Christ on the cross is exceedingly applicable to the situation, "Father, forgive them, for they know not what they do." They know not what they do. And yet somehow or other, a wonderful work is being done, and when President Gillett spoke of Wisconsin's duty and her comparative product with the whole United States, standing only second, I thought to myself, "and only about one-third of the state is under the hand of the husbandman." What may not Wisconsin do when the whole of the state in this area is under the hand of an intelligent dairy farmer? What may not yet be done with that vast territory of the state in the north that is yet to be brought under his hand? Not so long ago we knew very little about that vast wilderness. I rode on the Wisconsin Central many, many miles a few months after that road was opened. I went along studying the cuts to see what the soil was. Since that time it has been coming gradually into the hands of the man who tills the soil. It is as yet a great unsolved problem and the portion of the state that is doing this dairy work is but a small part of the state, and yet $57,000,000 were rolled up last year as the earnings of these men.

That is not all; the cow has contributed to the substance of every farmer's family. Isn't that so? She is a wonderful creature, and do you wonder that the old Hindu called her the "Foster mother of the race?" Do you wonder that the old Hindu established her as a "titular divinity"—and that isn't a very bad word to use, is it, I don't know that I ever really saw the significance of it before.

Now, this county of Green is a very interesting problem and a problem I want some of you gentlemen from abroad to study and think about. Here is a little colony of Swiss people working up in a quiet, simple way, some of the most interesting problems connected with the history of dairying in this United States, and it shows what plain, simple, steadfast industry can do, the most wonderful solvent anywhere.
They came here, comparatively speaking, only about forty years ago, and commenced this industry, and we are told today that over three million dollars are deposited in the banks of this county as the surplus of their earnings, and I will guarantee to you that those old Swiss people have not placed a tithe of what they have got in the banks. The old German people are a peculiar people about money, they seem to distrust banks. I know in Jefferson county that Mr. Grimm told me when he started his bank that he could have had $250,000 from out of the stocking legs of the old German farmers. When you consider this distrust of the banks and then the amount in the banks of Green county, you may safely reckon that that is not nearly all they have. They have taken care of the cow and worked out this problem in the matter of Swiss cheese.

They suffer by their isolation. A few years ago they were in a very bad state; they had never identified themselves with the Wisconsin Dairymen's Association; they stood aloof. I used to regret it very much. I used to talk to some of their representative men about it, but we never could get them to identify themselves with us. The time came a few years ago when they found themselves up against a very bad problem; their cheese was getting into disfavor and becoming somehow or other in a bad condition and they didn't know what to make of it, and they finally appealed to the Wisconsin Dairymen's Association and it sent one of its men down here and he went to inspecting and found that they were innocently and ignorantly pursuing a method of practice that was destroying the flavor and quality of their cheese, and that inspection aroused them and from that time since they have identified themselves with our dairy school and more with our Dairy Association. They have been doing better work and they have learned that no set of men on earth can live to themselves alone, and I believe that the future of Green county and the profitable carrying on of Swiss cheese making is but on the very threshold of what it is to be.

I do not want to inflict any further remarks upon you, but I want to say to you that for an old man who has watched this industry for a good many years, particularly in Wisconsin and who has seen the marvelous development of it, he feels a good
deal sometimes as though he could say with him of old, "Now let thy servant depart in peace, for mine eyes have beheld Thy glory."

Recess till 1:30.

The convention met at 1:30 P. M., March 11, 1908.

COWS vs. COWS.*

By Wilber J. Fraser, Chief in Dairy Husbandry, Illinois Experiment Station, Urbana.

Mr. President, Ladies and Gentlemen: After ten years' study of the subject from the economical standpoint, I do not hesitate to express it as my settled conviction that the weakest spot in the dairy business is the poor cow.

The actual relation of the efficiency of the individual cow to the real profits in dairy farming is a matter little realized by the people depending upon this occupation for a living. The profits on the average dairy farm today can be easily doubled.

**THE COW IS THE MARKET.**

A dairyman considers his market to be the place where he disposes of his milk, cream and butter, and in one sense this is true, but the place where he markets such of the products of his farm, as grain, hay and silage, is the dairy cow. The efficiency of the cow consuming these must therefore bear a vital relation to the dairyman's profits. If in a town having two grain elevators, one paid one-half cent a bushel more for grain than the other, no farmer would be foolish enough to sell his grain to the one paying the lower price. Yet dairymen will persist in keeping cows year after year that are paying them only twenty-five cents a bushel for grain, while others in the same herd, or that

*This title is used advisedly. There is a constant tug of war between the profitable and unprofitable cows in nearly every dairy herd.