

MY MISTAKES AS A DAIRYMAN.

By CHESTER HAZEN, Brandon, Wisconsin.

Mr. President, Ladies and Gentlemen:—This topic laid down in the programme for me was one selected by our friend, Mr. Curtis. I don't know whether he thought I was going to get up here and expose all my mistakes as a dairyman or not, and if that was the idea, it is quite a hard task. Our time has been so very pleasantly occupied and filled that I shall be making the greatest mistake by attempting to say anything on this occasion. It is, I think, generally conceded, it is at least by me, that others see our mistakes more readily than we do ourselves. I have had mistakes pointed out by others, friends of the convention and others, that I could hardly see as mistakes myself. I embarked in the dairy business at an early day in Wisconsin, and had considerable to contend with too. We worked hard to elevate the standard of Wisconsin goods in the market, and one of our efforts was in organizing this association, and that, I feel sure, has not been one of the mistakes. The greatest mistake the cheese maker has made has been in trying to work off the scalawag cheese along with the better cheese. It is a mistake of the Wisconsin dairyman not to keep up the reputation of our dairy product. One of the principal objects of the organization of this society was to secure a demand, a reputation for Wisconsin dairy goods. Many of you who are here to-day that were not present at that time, were not running factories, are not aware of the difficulties we had to labor under. At that time it was thought advisable to make the best goods we could, all cream cheese, and we did so. I will speak of a little circumstance in regard to this matter. An instance of what pioneer factorymen here had to contend against: We sold our cheese in Wisconsin and in the western states. New York manufacturers came in and we had to have an outlet for our goods and we shipped our cheese to New York, without any marks or brands on the cheese whatever, to distinguish what state they came from, in order that they might be sold on their own merits. About that time, when in Milwaukee, I called into a cheese house and discovered the proprietor sorting out a pile of cheese. He had turned them out and had a pretty good

looking pile, the best ones he put into one pile and the poor ones in another. I ventured to ask him where those cheese were made. He said, in the south part of the state. He had a stencil there for branding those best ones "New York Factories" and the others "Western." Says I, "Do you put that mark on those cheese there?" He said, "Yes." I said, "You cannot brand my cheese that way, nor will I deal with a party that will do that; we want the reputation of our best cheese ourselves."

This was one of the instances that called up the necessity of organization of such an association as this, so that we might work together in overcoming this state of things, and I have never discovered that we made a mistake in so doing. I thought I had made a mistake when in the meeting yesterday a dairyman, a maker of cheese, comes up to advocate the manufacture of butter and cheese from the same milk. Perhaps it is all well enough; perhaps a little better results are obtained by factories when they make both butter and cheese, but I hope our Wisconsin dairymen won't lose sight of the fact that we have built up a reputation for making full cream cheese. It don't seem just that they should fill their pockets with the products of our reputation, on skim cheese. However, this has only been brought up a short time, this other subject of winter dairying. Some of us may not be prepared to run a winter dairy. Perhaps the market might be overstocked at times at a different season from what it is now. The trouble now with our dairy goods is that the fresh cheese is all put upon the market at one time. If a portion of the dairy interests of the whole country would change, that plan of running winter dairies would work better.

If I have made a mistake, it is more in investing money in enterprises outside of my line of dairying than any other. It seems to me, that if a man makes dairying his business and profession he ought to attend to that business particularly. There are very few successful dairymen but what superintend their business in person. My business in other years has been so that I could not attend to it personally, but only through hired help, and it has not been carried on to that advantage that it ought to be and would have been had I given it my personal attention. There is nothing that requires more careful attention upon the farm than the dairy. I hardly consider it the best course to pursue, for manufacturers and

dairymen to embark in speculation in even their own products. But while I may have made many mistakes that apply to our dairy interest, I never have regarded it a mistake that I assisted some others in organizing the Wisconsin Dairymen's Association. We organized in 1872, and the dairy interest has been on the increase from that time till this. Our meetings have been well attended, with only a few exceptions, increasing in interest and in numbers in attendance every season. Last winter was a very cold, stormy winter, and the attendance was not so good as some seasons before. At the age of ten years the Wisconsin Dairymen's Association appears to have assumed a proportion which enables her to produce a golden calf, or in other words, \$10,000,000 for dairy products.

Allowing the calf to be worth \$10,000,000 we have faith to believe this cow in the next decade will increase her products to not less than four times that amount.

The progress of the dairy interests of this state are beyond all our expectations of ten years ago. With the present advantages and the facilities that are being put forth, our standard of goods will be elevated. Sheboygan is the dairy county of the state.

Fifteen, sixteen or seventeen years ago I started a cheese factory in Fond du Lac county. I think, fourteen years ago, I manufactured there alone half as much cheese as Sheboygan county produced. Farmers in our county were not willing to keep cows and attend to the dairy business, many of them. We had a set of Yankee farmers there that wanted to cultivate large farms. Since that time Sheboygan has been divided up into smaller farms. The farmers have put cows upon them, and they continued to increase in dairy products, beyond any calculations that might have been made at that time. There is yet plenty of room for an increase of the dairy interests of this state. The demand seems to increase as fast as the supply. If we have to quit the dairy business, it will be after eastern dairymen have quit. Transportation is cheap. We can transport our goods from here to New York city as cheap as they can from the western part of New York state. We have all the advantage of them on cheap lands, the production of corn, and as good a country as they have. There is no reason why we cannot compete with them and make money out of it, when they will have to quit it. If our western dairymen could go back to New York state, they would be somewhat surprised to see how saving they

are of all products, how much labor they put on their grass and land to sustain all the stock they can. They have now about made up their minds that they will have to fall back upon ensilage for fodder. We have no reason to feel discouraged, certainly, and I don't think I shall make any mistakes in pursuing the course I have for years past in the dairy business, doing the best I can with it.

SUGAR FROM SUGAR CANE AT THE EXPERIMENTAL FARM.

By Prof. W. A. HENRY, Madison, Wis.

We have employed a chemist at a salary of \$100 to put up machinery that cost us about \$1,200. We grew cane of several varieties in all sorts of situations in as many varieties as we could obtain upon the farm, and contrary to the opinion of some of our good friends, have been able to produce sugar. From one-fifth of an acre of land we obtained one hundred and ninety-nine and one-half pounds of the sugar you see there. Very nearly one thousand pounds to the acre. We lost one thousand and seventy-five pounds in doing it; that was two thousand and seventy-five pounds altogether, or in that proportion. There was at the rate of two thousand and seventy-five pounds of cane and sugar on one acre of land. Here is some of the sugar partially refined. Here are three samples of the same sugar in different stages. Besides the one hundred and ninety-nine and one-half pounds of sugar, we obtained from one-fifth of an acre sixteen gallons of syrup of the quality represented here. We not only got one hundred and ninety-nine and one-half pounds of sugar, but sixteen gallons of syrup; and if you taste any sorghum taste about that, I will find for the first time that we have not been able to get rid of the sorghum taste. We do not claim that the color of this suits the sorghum color — our effort is not to produce a light color. New Orleans syrup is not a light color, and people pay \$2 a gallon for maple syrup that is as black as your hat. This is a sample of the syrup simply boiled down, from which no sugar has been taken. It seems to me that the dairy business and this sorghum manufacture could be carried on very nicely at the same time.

Mr. Hoard — In the culture of this sugar cane, do you discover