

truth I wish to impress, however, is this, that there is a tendency on the part of the farmers in most sections of the country to favor discussions on the last or commercial end of farming. "The Hen as a Money Maker," "The Cow That Gives \$50 a Year, the Only Cow to Keep," "Horse Breeding for Profit," and so on and so forth. A speaker who can talk well on such subjects is universally well received and listened to with marked attention, and if he can offer a plausible plan for reducing the cost of production or increasing the market price, he is always welcome. Such talks may be necessary as a matter of policy, to entice to the meetings certain persons who will not leave the farm work at any time unless they feel that they are getting money value for their time, or another class that is constantly looking for a Get-Rich-Quick scheme; but aside from policy's sake, such talks should not be allowed to occupy but a very small part of the programme.

I make these statements, because I believe that Farmers' Institute work should be educational, not commercial. It should tend to develop among rural people a high intellectual and moral standard, and no effort is so inefficient in this direction as that which embraces the small details of farm practice, or with the buying and selling end of the business. How much valuable time have you seen wasted at meetings by discussions on "Which is the best breed of dairy cattle," "Should cows be watered once or twice a day in winter," "Which exhausts the soil most, a crop of wheat or a crop of corn."

Agriculture can only develop and progress as the men engaged in the business develop and progress; and so

long as only one per cent of the eligible farmers' sons of America come in personal touch with our Agricultural College and Experimental Station work, it is the duty of the Farmers' Institute to aid in developing intellectual power; to teach farmers on their farms to place facts in their right relation; to learn the why and the wherefore of the things they are doing; to reason from cause to effect.

You agree with me that after all is said and done, the man is the important factor in the whole scheme of creation; and so, as no two men can work or think just alike, no two men build a barn just alike, and copying verbatim another man's tables of rations may be poor economy; therefore, it is surely wiser to teach the principles of ventilation and constructions, than to advocate and distribute to an audience the detailed plan of some particular barn that suits your conditions. Better to teach the value of the constituent parts of a ration for feeding cattle than to offer a formula mixing certain foods which you have found profitable in your own stable. Each man's farmstead presents its own problems and difficulties, and these he must work out for himself. I admit that we can interest and entertain farmers' audiences in personal experiences and commercial discussions, but we cannot instruct, nor can we stimulate intellectual development. We sometimes forget that "money making on the farm, or elsewhere, is generally due to business genius, or to conditions that make it easily possible."

I remember once hearing Josh Billings say that to a man who came to him to ask, "How to make money in farming," he replied, "Rise early, work