

year round, right at my own place. I have no express or freight charges to pay, and I do not even have to print it.

My Dairy has become famous all through the States and Canada, and I have now lying on my desk letters from Dairy Associations in Michigan, in Indiana, in Connecticut, Vermont, New York State, and the grand old Province of Quebec, all urging me to come to their Dairy Conventions and lecture on Dairy cows and butter-making. All these Societies offer to pay my expenses, and most of them offer a handsome sum in addition.

While deeply sensible of the honor these gentlemen do me, and proud to tell you of it, I yet ask you to believe that I mention it in no spirit of boasting—far from it, indeed. I mention it only to cheer on others, so they too may succeed and make money.

Do you realize what it means? Let us consider it.

If we could actually double the Dairy product of our country, and also get a higher price than we now do, and if, to do this, we need not keep more, but fewer, cattle, at less cost for feed, for attendance and barn room, would it not alter the whole aspect of Dairy matters in Canada?

Just think of it—of all that it means to us!

Why, England pays annually thousands and thousands of dollars to Irish and Danish farmers, every cent of which ought to go into the pockets of the farmers of Canada.

Let us change all this, and bring this trade to our own Dominion.

We must increase our product and increase our profits too. And one great way of making more profit is, to follow the teachings of all our great Dairy Schools and Colleges. They continually tell us to "Lessen the cost of production."

How is this to be done? By starving our cows? Far from it.

But by keeping a better class of cows, feeding and caring for them better, and using more skill and care in making our butter. We thus increase our output, and, at the same time, we lessen the cost of production.

Do not think I advocate too high feeding, for that is almost as great an error as starving your cattle. Feed generously, and of suitable material, but find out each cow's capacity and feed her up to the highest point at which she pays for the feed, and not one bit beyond.