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THE DIGNITY OF A CALLING IS ITS UTILITY.

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Address by President Greelman at Baton Rouge, Louisiana.



At the Conference of the American Association of Farmers' Institute Workers, President Greelman, who is also President of the Association, gave a magnificent address which we quote

in part below. After outlining briefly the history of the Association, its organization and its progress, the Chairman laid before the meeting his conception of Institute Work properly carried on.

Thus, from a few widely-separated Institutes systems, if they could be so called, the work has grown, until almost every State and Province is doing some kind of Institute work. As a rule, it starts with the Agricultural College or Experiment Station, and when it has

grown to be an institution by itself, it is taken over by the State or Provincial Department of Agriculture and managed as a separate division or bureau. Where they have been fairly tried, there is no longer any discussion as to their value to the farming community; but there are Institutes and Institutes, and as your Secretary for nearly eight years, I have been privileged to watch the progress of events in both the United States and Canada, and I beg leave to call your attention to some of the things that I have witnessed.

Farming Is Not a Money Making Proposition. I believe this to be true, and yet, consciously or unconsciously, most Institute campaigns are waged with the war cry, **How to make more money on the farm.** In one section of the country, I know of one Institute speaker who announced the subject of the address to be, "The Hog as a Money Maker," and in the very same delegation was another man with the topic, "The Money Maker as a Hog"; and much might be said on both sides. The