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Wisconsin Cheese Makers' Association
Madison, WI: Cantwell Print. Co., 1930

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PROCEEDINGS

OF THE

**WISCONSIN CHEESE MAKERS'
ASSOCIATION**

THIRTY-EIGHTH ANNUAL CONVENTION

December 4, 5, 6, 1929

Assembled in the Milwaukee Auditorium
Milwaukee, Wisconsin

Compiled by
J. L. SAMMIS, Secretary



Madison, Wisconsin
1930

This annual publication is mailed each year to paid-up (\$1.00) members of the Wisconsin Cheese Makers' Association, and sent free to libraries on request, so far as possible.

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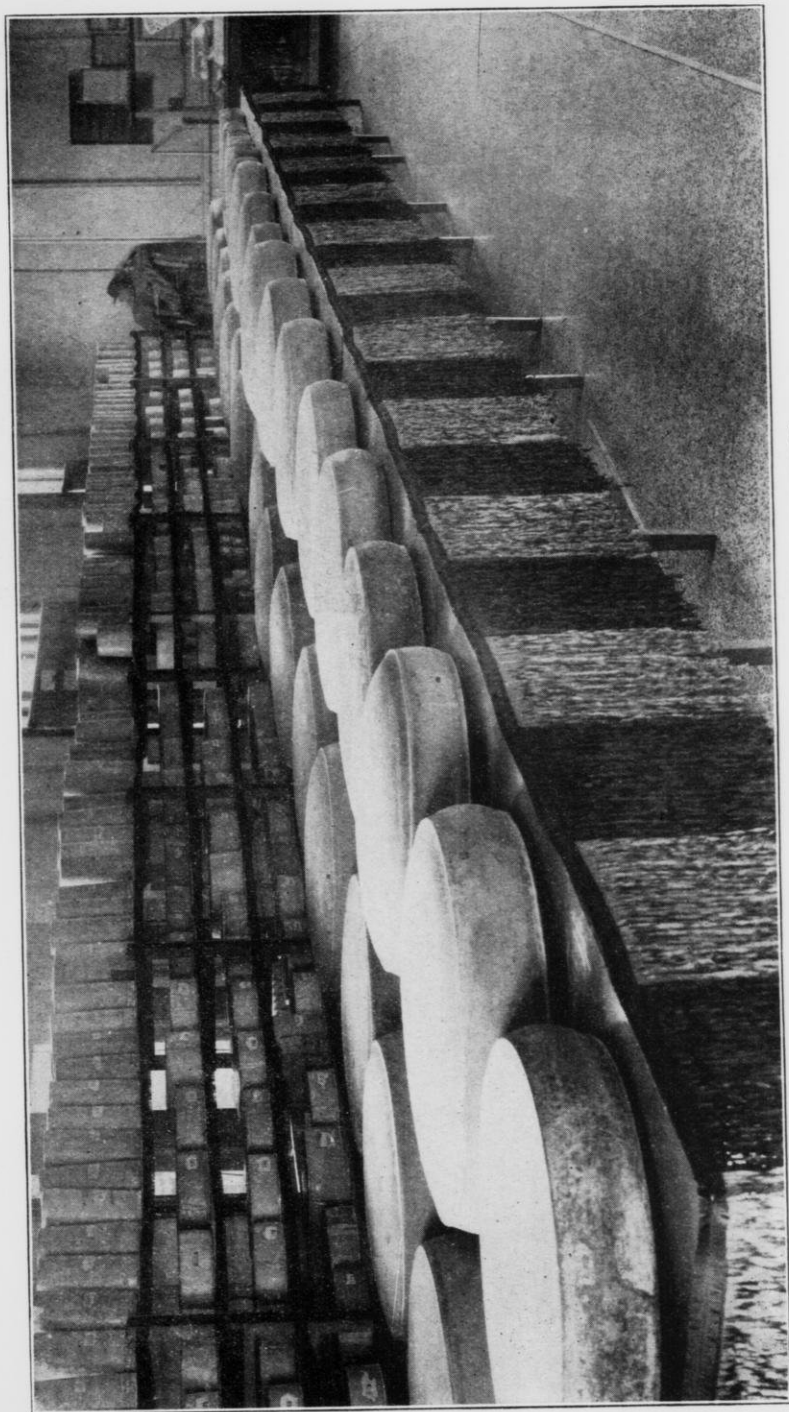


Madison, Wisconsin

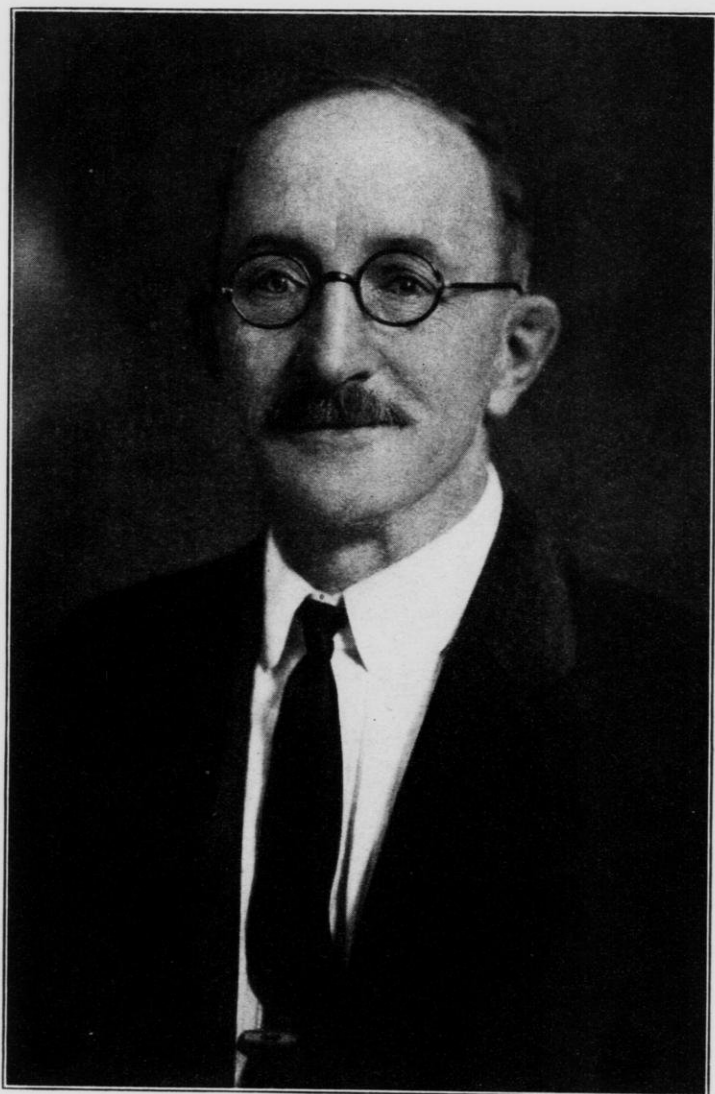
1930



ALEX SCHALLER
Barneveld, Wis.
April 16, 1863-Sept. 19, 1929



SECTION OF 1929 CONVENTION CHEESE EXHIBIT



P. H. KASPER

Bear Creek, Wis.

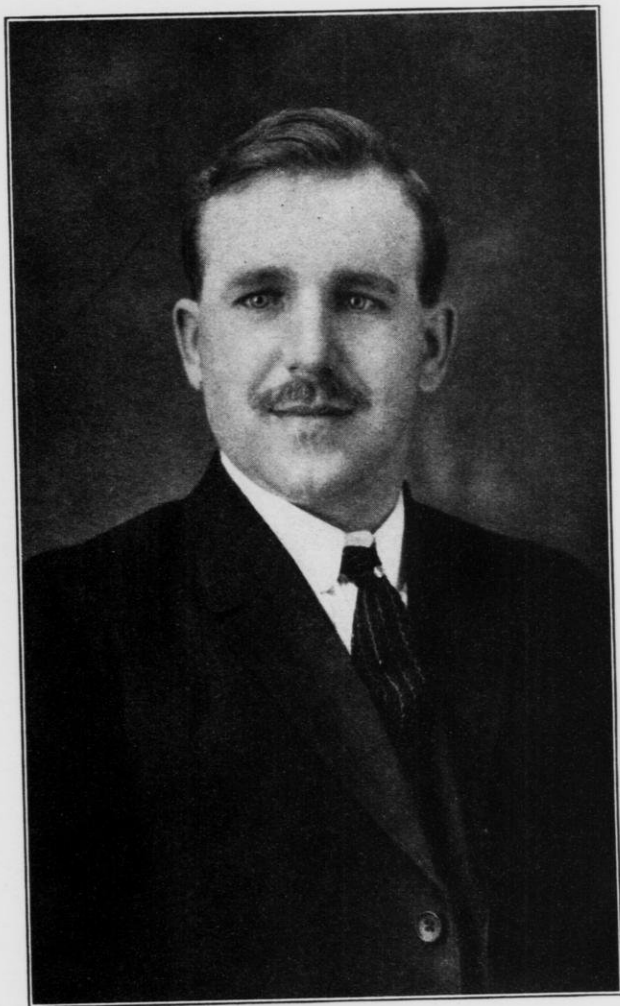
Highest Honor Class Cheese Maker

First Sweepstakes Prizes on American Cheese

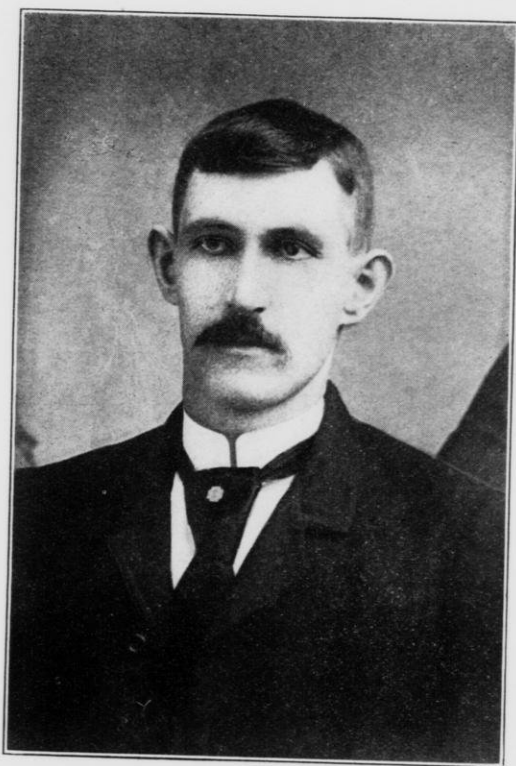
1900, 1922, 1923, 1924, 1927

President, 1929, 1930. Vice president, 1918

Director, 1912, 1913, 1914, 1915, 1916



GOTTLIEB WERREN
Blue Mounds, Wis.
Highest Honor Class Cheese Maker
First Prizes on Block Swiss Cheese
1921, 1923, 1924



OSWALD SCHNEIDER
Highest Honor Class Cheese Maker
First Prizes on Brick Cheese
1911, 1915, 1919, 1926, 1927, 1928

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LETTER OF TRANSMITTAL

Office of the Secretary,
Wisconsin Cheese Makers' Association,
Madison, Wis., 1930.

TO HIS EXCELLENCY, WALTER J. KOHLER,
Governor of the State of Wisconsin.

I have the honor to submit report of the thirty-eighth annual meeting of the Wisconsin Cheese Makers' Association, showing the receipts and disbursements reported the past year, also containing papers, addresses and discussions had at the annual convention held at Milwaukee, in December, 1929.

Respectfully submitted,

J. L. SAMMIS,
Secretary.

WISCONSIN CHEESE MAKERS' ASSOCIATION THIRTY-EIGHTH ANNUAL MEETING

Milwaukee Auditorium, December 4, 5, 6, 1929

Officers and Directors

P. H. KASPER, President	Bear Creek
A. H. GRAF, Vice President	Zachow
J. L. SAMMIS, Secretary	Madison
OTTO WEYER, Treasurer	Manitowoc
ARNO SCHMIDT, Director, 38, 39, 40	Sheboygan Falls
A. T. BRUHN, Director, 37, 38, 39	Spring Green
M. M. SCHAETZL, Director, 37, 38, 39	Edgar
EARL B. WHITING, Director, 36, 37, 38	Gillett
J. GEMPELER, JR., Director, 36, 37, 38	Monroe

Judges of Cheese

W. F. HUBERT	American Cheese	Sheboygan
JOHN CANNON		New London
Swiss, Brick, Limburger Cheese		
FRED MARTY		Monroe
X. BUHOLZER		Monroe
Superintendent of Cheese Exhibit		
J. W. CROSS		Milwaukee

Life Members

E. L. ALDERHOLD, Neenah	FRED MARTY, Monroe
P. H. KASPER, Bear Creek	W. F. HUBERT, Sheboygan
J. D. CANNON, New London	FRED CARSWELL, Richland Center
J. W. CROSS, Milwaukee	MATH. MICHELS, Fond du Lac
JOHN KIRKPATRICK, Richland Center	C. E. REED, Plymouth
JACOB KARLEN, JR., Monroe	J. L. SAMMIS, Madison
AL. WINCKLER, Cumberland	OSCAR DAMROW, Sheboygan Falls

DECEMBER, 1929, HONORARY MEMBERS

W. J. KRAMER, Madison	P. H. KASPER, Bear Creek
W. F. HUBERT, Sheboygan	JOHN BABLER, Campbellsport
C. J. FOKETT, Reedsville	O. R. SCHWANTES, Clintonville
R. C. JORGENSEN, Denmark	F. E. GOTTER, Thorp
FRED STAPEL, Edgar	E. A. ZERMUEHLEN, Two Rivers
F. A. FLYNN, Pulaski	EARL F. ALBRECHT, Forestville
M. M. SCHAETZL, Edgar	EMIL J. SCHMITZ, Calvary
HENRY NOLTE, Cleveland	EMIL A. BERGNER, Bonduel
C. A. ZILISCH, Colby	ROBT. HERRMANN, Dallas
S. D. CANNON, Neenah	JOHN LENSIRE, Marion
E. B. WHITING, Gillett	L. E. KOPITZKE, Marion
HAROLD WINTER, Gillett	ALEX SCHALLER, Barneveld
RAY LARSEN, Shawano	FRED DAUWALDER, Woodland
A. H. GRAF, Zachow	

OFFICIAL REPORTER

ALEX KAEMPFER, 438 Caswell Block, Milwaukee

OFFICIAL ORGANS

The Butter and Cheese Journal, Milwaukee, Wis. The Cheese Reporter, Sheboygan Falls, Wis.
Official Cold Storage-Terminal Warehouse Co., Milwaukee, Wis.

ARTICLES OF INCORPORATION OF THE WISCONSIN CHEESE MAKERS' ASSOCIATION

Adopted February 2, 1899

Article I

The undersigned have associated and do hereby associate themselves together for the purpose of forming a corporation under Chapter 86 of the Wisconsin Statutes of 1898 and the acts amendatory thereof and supplementary thereto, the business, purpose and object of which corporation shall be education of its members for better work in the art of making cheese, the care and management of factories, the sale of their products and the weeding out of incompetency in the business of cheesemaking; the further object of the corporation is to demand a thorough revision and rigid enforcement of such laws as will protect the manufacture of honest dairy products against undue competition from deceitful and dangerous imitations; and to unite the rank and file of its members in instituting a regular crusade against the unjust practice of pooling milk at cheese factories by weight, without regard to the butter fat which it contains.

Article II

This corporation shall be known as the "Wisconsin Cheese Makers' Association", and its principal office and location at Madison, Wisconsin.

Article III

The association shall be a corporation without capital stock. Any person who is a practical cheese maker, and such other persons as are directly or indirectly interested in the manufacture and sale of unadulterated cheese may become members of this corporation by paying one dollar annually in advance and signing the roll of membership.

Article IV

Section 1. The general officers of said association shall consist of a president, vice president, secretary and treasurer, and the board of directors shall consist of three members of the association.

Section 2. The term of the officers of the association shall be one year, or until their successors are elected at the next annual meeting following their election, and until such successors qualify. At

the first meeting of the members of the association there shall be elected a director for the term of one year, a director for the term of two years, and a director for the term of three years, and thereafter there shall be elected at each annual meeting a director for the term of three years, and each director shall hold his office until his successor is elected and qualifies. The election of officers and directors shall be by ballot, except in case of a single nominee, when election by acclamation may be substituted. A majority of all the votes cast shall decide an election.

Article V

Section 1. The principal duties of the president shall be to preside at all meetings of the Board of Directors and of the members of the association during his term of office. He shall appoint special committees and sign all orders drawn on the treasurer. He shall appoint a committee on resolutions and a program committee. He shall also provide for suitable medals at the expense of the association.

Section 2. The vice president shall assume the duties of the president in the latter's absence.

Section 3. The principal duties of the secretary of this association shall be to keep a complete and accurate record of the proceedings of the Board of Directors and of the association and to attend all meetings, keep a correct account of the finances received, pay all moneys into the hands of the treasurer and receive his receipt therefor, and to countersign all orders for moneys drawn upon the treasurer. He shall keep a record book and suitable blanks for his office. He shall make a full and complete report at each annual meeting of the correct state of the finances and standing of the association. He shall also procure certificates of membership, and every person joining the association shall receive one signed by the president and countersigned by the secretary.

Section 4. The principal duties of the treasurer shall be to faithfully care for all moneys entrusted to his keeping, paying out the same only on receipt of an order signed by the president and countersigned by the secretary. He shall file with the secretary of the association all bonds required by the articles of incorporation or the by-laws. He shall make at the annual meeting a detailed statement of the finances of the corporation. He must keep a regular book account, and his books shall be open to inspection at any time by any member of the association.

Section 5. The Board of Directors shall be the Executive committee and shall audit the accounts of the secretary and treasurer, and present a report of the same at the annual meeting; Executive committee shall procure a place to hold the meeting and make arrangements for reception committees, hotel rates, halls, and all necessary preliminary arrangements for each and every meeting.

Section 6. The committee on programs shall make all arrangements for the proper working of the conventions, assigning all subjects, arranging for speakers, and make the division of time allowed to the discussion of each topic, to determine upon the time for the election of officers, conducting business meetings, and any other matters that may properly come under this division.

Section 7. The committee on resolutions shall draw up such resolutions as the exigencies of the time may require and which shall express the sense of the association.

Section 8. The said officers shall perform such additional or different duties as shall from time to time be imposed or required by the members of the corporation in annual meeting, or by the Board of Directors, or as may be prescribed from time to time by the by-laws, and any of the duties and powers of the officers may be performed or exercised by such other officers or officer, or such other person or committee as the corporation or Board of Directors may authorize.

Article VI

The treasurer of the corporation shall give a bond in the sum of one thousand dollars with two sureties, for the faithful performance of his duties.

Article VII

These articles may be altered or amended at any regular session of an annual meeting of the members, provided the proposed alterations or amendments shall have been read before the association at least twenty-four hours previously, and provided also that such alterations or amendments shall receive a two-thirds vote of the members present.

Article VIII

The first meeting of this association for the election of officers and directors shall be held on the 3rd day of February, 1901, and such corporation shall hold a meeting of its members annually during each calendar year at such time as may be determined by the Board of Directors.

AMENDMENTS ADOPTED

(See Annual Reports)

(1) The secretary shall qualify for office by filing with the president a satisfactory bond in the sum of \$4000, at the expense of the Association. (See 1929 Annual Report, page 90.)

(2) The Board of Directors shall consist of five members instead of three. (1925, page 61.)

(3) Persons who in the future are found guilty of repeatedly violating our state laws shall be barred from membership in this Association. (1920, page 98.)

(4) Rule on the financing of new projects. Appropriations of association funds shall not be made by the convention, unless means for raising the necessary funds are also provided at the same time, but new projects requiring expenditures shall be referred to the Board of Directors in the form of recommendations. (1921, page 71.)

(5) New score card to be used. (1921, page 136.)

(6) License numbers of the maker and the factory shall appear upon all entry blanks of exhibits for prizes. (1911, page 104.)

(7) Prizes for cheese exhibits shall be awarded to the makers of the cheese only, and the maker's name must appear on each entry blank. (1907, page 148; 1908, page 232.)

(8) Pro-rata premium fund established. (1907, page 149; 1908, page 231.)

(9) Hereafter, Class 1 of the prize exhibits shall be American cheese made before September 1. Class 2 shall consist of all styles American cheese made during September and October. Class 3 shall consist of all styles American cheese made during November and December of the same year. Class 4 shall consist of Colby type cheese. (1922, page 17; 1923, page 78.)

Further slight changes in the exhibit rules have been made from year to year, as conditions required, at the direction and with the approval of the Board of Directors. (See entry blank used in 1929.)

(10) A half day's session of the convention shall be set apart for discussions by licensed cheese makers only. (1926, page 58.)

(11) By vote, the convention recommended to the Board of Directors that the dates of the convention be changed to early in December, providing halls can be secured. (1924, Jan., page 60.)

THIRTY-EIGHTH ANNUAL CONVENTION
OF THE
Wisconsin Cheese Makers' Association

Held at Milwaukee, Wisconsin

December 4, 5 and 6, 1929

In the Milwaukee Auditorium

President, P. H. Kasper, called the first session to order at 10:00 o'clock A. M., Dec. 4, 1929.

ADDRESS OF WELCOME

By SENATOR OSCAR MORRIS

Mr. Chairman, Ladies and Gentlemen: Mr. Ferguson, who is the head of the Convention Bureau of the Association of Commerce, is on his way to Hawaii, and I am under the impression a lot of us would like to be with him, especially since we have this cold breeze here.

This matter of welcoming delegates to Milwaukee for a convention is getting to be a little bit old. If anyone came up here and said, we are glad to have you, that would suffice. It is my opinion that you people in the cheese industry are in good shape with one exception. You don't seem to be able to get in a legislative way what you want, what you desire, what you deserve, and what you should have. And I believe I am in a position to tell you why you don't get what you should have. In your Wisconsin Legislature at this present session which closed September 20th, there were many, many bills presented affecting agriculture and dairying, and naturally affecting the cheese industry. And while I don't want to mention the name of the individual bill, I want to tell you one experience we had in the Senate, and it is outstanding because I have been a member of that Senate for ten years and served with my friend Senator Bilgrien. In ten years I never saw a division of opinion among an industry like I did in the present session. There was one bill up there affecting cheese, Mr. Chairman, and one very dear friend of mine who sits near me and represents the western section

of the State asked me to vote for that bill, and, of course, while I made no comment to him, I felt I ought to vote for it. On the same day a senator from the Lake Shore District came to me, and he said, "Now, that bill is no good for the cheese industry, and I hope you don't vote for it." And so I said, "Senator, what am I going to do? Senator so and so wants me to vote for it, and here you come from the Lake Shore District and you want me to be against it." In other words, if the men of Wisconsin who have money invested in the cheese industry can't agree among themselves as to what they want, what they need and what they should have, how in the world do you expect some five hundred dollar senator to know what to do in your case? You people are not grouped together strong enough to put anything over in the Legislature and that is where you ought to be strong. A good butter and egg man, a good dairyman, a good cheese man, ought to have a seat in the Wisconsin Senate, and a lot of them ought to have seats in the Wisconsin Assembly, and if you people, you in the cheese industry, do not take more interest in legislation in Wisconsin, then you will have only yourself to blame for anything that happens to your industry. It is very much like the general situation as it affects farming.

The farmers of Wisconsin could control the Senate and they could control the Assembly if they would only do one thing—get together. But here is what happened: the Grain Show wants one thing, the Farm Bureau wants another thing, and the Equity wants another thing. So you have got your farm industry divided into three factions, each one wanting something else. Then again I want to ask the question, if the farmers themselves cannot agree on what they should have and what they need, how in the world can you expect an assemblyman or a senator to know how to vote intelligently and how to help the farmer? The same thing is true with any industry you mention. The cheese men ought to get together, they ought to be tied together, they ought to co-operate with each other. There shouldn't be any difference between the cheese men of Green, Dodge, Washington or Langlade counties. It is true they make different products, but you have the same goal they are reaching for, to sell it to the public. But if you are going to fight among yourselves as to what you want in a legislative way, then you are in a pickle; but should you ever get together for the benefit of the people in the cheese industry, for the benefit of those who have money invested in that business, and at the same time for the benefit of the public, whom you desire to serve, you will not have as many sorrows as you have, and you will not have so many sleepless nights.

Now, Mr. Chairman, I realize that you don't think this is a lot of scolding, but it ought to be one. Somebody ought to come here and scold you people every once in a while, and make you feel that the closer you get with each other the better it will be for your own business. It will mean that you throw away selfishness, and you will throw away unfair trade practices, and there are a lot of them in your business. It will mean that you can get together in a room

like this and talk over your problems, and then build up your business.

And in conclusion, let me say that I don't know of any better way for your industry to be helped than by you people taking an active interest in legislation, and in politics. Don't elect a man because his name is Smith or Brown or Jones, but find out something about him; check him up as to his character and as to his ability. Then send him to your County Board or your City Council or your State House at Madison or your Halls of Congress. If he isn't worth while then you ought to take him out and put somebody else in his place. You people need representation in every legislative hall in this country, not only the cheese makers of Wisconsin but the cheese makers from all over this country, and when you can get together, as I said before, and fight for one common cause, then I am under the impression that you will gain something worth while. I thank you.

RESPONSE TO ADDRESS OF WELCOME

By MR. A. H. GRAF, Vice President

Mr. Chairman, Ladies and Gentlemen of the Wisconsin Cheese Makers' Association, Fellow Members: We certainly want to express our thanks to Mr. Morris for the fine welcome that he has extended to us from the City of Milwaukee. We always know that we are perfectly welcome to come to Milwaukee, but it surely seems fine to hear the words expressed every time we come here, then we know that we are welcome. We all know that Milwaukee has the facilities to accommodate us in regard to hotels and entertainment, and the exposition halls and machinery display and everything in that line. We certainly appreciate that they have asked us to come down here again. We had a fine time at Green Bay last year, and we are glad that we went down there because the Assembly voted that the Convention should go to Green Bay, and it wasn't any more than right to do as they asked us to do.

We appreciate very much what Mr. Morris said in respect to legislation at Madison, and we agree with him heartily on that. We have tried to do something this summer. We may not have accomplished so very much but we did along certain lines, especially along the line that refers to the licensing and medical examination of cheese makers. That was a very ridiculous law, and I am sure that practically every one of the legislators down there agrees with us on that. It is true that we have to work together more than we have worked together in the past. The members have to work together, and the associations as a whole have to work together. The Boards of our Associations should be a good deal more friendly than they have some times in the past, and in that manner we can accomplish a good deal more than we have so far.

We are down here these days to try to solve some of our prob-

lems, and I hope that we will be able to do so. There is one thing that is very detrimental to the cheese industry as I see it, and I have heard it explained by quite a few of the men prominent in the cheese industry, and that is the fact that we don't get enough of a differential on cheese in regard to quality. A quarter of a cent that some of the dealers pay is not enough of an inducement for the cheese makers to make good cheese. If you make cheese that will just pass and get a good yield, that really brings more money than if you would strive to have a very low moisture cheese and have it high in fat. When you run the cheese moisture to the limit you will make more than that quarter of a cent will amount to. I think that the price differential should be two cents, like it is on butter. Butter is sold on grades, and when you order butter you order by the score. I know because I order butter every once in a while, and when I order 90 score butter, I get 90 score butter, and if I order 92 score butter, I pay a 92 score price, and that is the way it should be on cheese. There should be a bigger differential on cheese.

Now, there is one thing I hope will not affect the attendance here, and that is, it is rather a late date for the Convention. I think it is a little later than it should have been, it should be two weeks earlier. I am from the northern part of the State, and we have had a pretty good snow storm up there, and quite a number of the boys drive their cars down here, and coming down to Milwaukee is quite an expense. Some of the boys are afraid to leave their factories on account of freezing up and one thing and another, but according to the indications I think that quite a few of the boys will come down.

In closing I wish to repeat my thanks for the cordial welcome Mr. Morris has extended to us. I thank you.

PRESIDENT'S ANNUAL ADDRESS

By MR. P. H. KASPER, Bear Creek

Ladies and Gentlemen and Fellow Cheese Makers: It was during the winter of 1893 that a few of our progressive cheese makers at that time drafted by-laws and organized the Wisconsin Cheese and Butter Makers' Association, which is now the Cheese Makers' Association. Our first meeting was held in the Agricultural Hall at Madison the 22nd and 23rd days of March of that year. We then approved of the by-laws that were drafted by those that were responsible for the organization. It was a new life to those who became members to meet the men who were engaged in the same vocation that we were. Yes, great things were expected from us. And each and every man who was a lover of the cow that produced the golden product to be manufactured into cheese and butter, expected to derive great profits from this Association.

No maker could become a member unless he complied with all the by-laws. I wonder how many men assembled in this room today,

who wear the badge of this Association, are acquainted with the by-laws of this Association.

This Association was organized to improve not only the quality of Wisconsin cheese, but also to enlighten the men engaged in it. It was assumed at the time as the great saying is, "In union there is strength." And also as Lincoln said: "A house divided against itself cannot stand." There were not many members at first, but the few we had were enthusiastic members who worked hard until we have a great organization today. Efforts were also made to live up to the by-laws, to improve our factories and to educate our patrons. Not alone were our best men from Wisconsin called upon to give us their experiences in making a fine cheese, but also some of the best men from Canada, like Thomas Johnson from Woodstock, Ontario, the late Ex-Governor Hoard, the late A. Burchart and A. D. Deland were always ready to offer helpful advice and suggestions.

The knowledge gained at Dairy School that winter encouraged us to strive for higher things. Or, as we might say: "We hitched our wagon to a star." With this ideal in mind our Association began to grow rapidly. Our program discussed cheese making, and almost everybody who was a member of the Organization was striving for a quality cheese. However, this striving came to an end and began to wane about fifteen or twenty years ago, with the beginning of the whey separator.

We have drifted away from the fine art of cheese making that our forefathers have left us. We have strayed into the side roads and ditches. We have no system. Every man has a system of his own, and the result is we do not have a uniform article. We are substituting moisture for quality. No business remains great longer than the man that runs it. A business that begins small and increases gradually is generally successful. So it is in the wonderful business we are engaged in, and it is the fault of no one else but ourselves, that the condensing factories and milk shippers are taking the milk away from us. We didn't guard it; we simply made cheese good, bad and indifferent. If the consuming public didn't like it, they could leave it, and that was the result.

Still we hear the cry: "We must advertise our cheese." But remember before we advertise we must have quality. The product must be well worthy of its name. Let quality be our salesman. The competition we have now is different than it was fifty years ago. Do not think for a moment that you can fight these strong competitors with high moisture or standardizing. For the past eighteen years or so many cheese makers have been making high moisture cheese, and have not tried to advance in their profession. He has been reaping profit for his own benefit. He has no sympathy for his neighbor, the consumer, nor the buyer. Competition is keen, and a buyer can always be found. I do not believe there is a business in the entire United States that would have withstood the strain of inferior quality and still exist as has the cheese making industry.

Men grow rich only as they give. He who gives great service

gets great returns. This has never been achieved by many men engaged in this wonderful industry. Unite your heart and soul and skill in your own business. Do it today for tomorrow never comes. The best preparation is to do good today. The man of the hour is the man who can do the right thing without being told.

So let us incorporate our own factory today, and let it be for quality. When a question arises do not look at this man, or that periodical for assistance, but instead look at your work and make it of such a quality that the market must come to you. The only way to success is to supply something the people desire.

Why should we standardize? Why should we condemn a law that stands for quality? There never was a milk too rich for a fine quality of cheese, and then too, some of our able friends say that in standardizing, the extra butter fat belongs to the farmer. It belongs to the consumer, and he is willing to pay for it. Let us discuss these laws before we go home from this Convention.

Yes, do good work today, is my advice to you. If you can improve it the next day, do so. There is no business in this world where the honest and faithful worker does not get his reward sooner or later. Why should a man engaged in our line receive a reward for his faithful, daily striving in his efforts to improve Wisconsin's cheese? There must be some of his patrons, who supply the raw material, who will appreciate his good work. One who does good work does not have to apologize or explain. His work speaks, even though there is no one to appreciate it.

However, a few men engaged in the art of making cheese have never received a reward, no matter how faithfully they have worked from day to day, week after week and month after month, and even year after year. He not only worked six days a week, but seven days without hearing a word of praise from his patrons or his employer, nor the dealer who handles his cheese.

There is a reason why the cheese business is in such a deplorable condition today, it is because there never was any compensation for good work. There is no other business in the entire United States where a man does good work without being told in dollars and cents at the end of the year. There never was a bonus for the never failing efforts of the cheese maker.

Why should we be a body of men who have to be bound hand and foot by laws; yes, laws that are and were framed by men who were ignorant of the difficulties that confront the cheese maker daily, the business of the cheese maker.

Will the little cheese factory on the crossroad be a thing of the past? That depends upon those who are here, and also those who stayed at home. Many of you who are assembled here today have your entire life savings invested in your business and your homes, that are very dear to you. Great fortunes are also made and lost in all kinds of businesses. But there will always be bread and butter for the maker who keeps up with his faithful daily striving for a quality product.

REPORT OF THE SECRETARY

By J. L. SAMMIS, Dairy School, Madison

Mr. President, Ladies and Gentlemen: Every year, I show you the Secretary's report, but I don't read it because it is printed in the annual report. You are particularly requested to read these annual reports. Check them over, and if you find any errors, notify the Secretary's office because if there are any two things in the world we are particular about, the first is to try to avoid mistakes, and the second is to correct them if they occur.

Growth of Association

I want to say a few words about the work of the year as it is seen from the Secretary's office. The past few years have been very successful, as you know and as shown by the balance in the treasury. We have accumulated a little money each year, but I don't want to talk about these past years particularly. I am much more interested in the future, and I hope that we can make the future better than the past. For this purpose, I have a few suggestions to make to you. Before this Convention is over I presume that this room will be filled. If any of you count the chairs here you will find there are about between seven and eight hundred chairs in this room. If we ever fill this room completely there is a room right behind this partition that holds eleven hundred chairs, and I hope we will have to go into that room next year, if not this year.

Getting in new members to attend the Convention is a service that you do to the industry. Nobody pays you for it, but you have the satisfaction of having induced a man to do what he ought to do for his own good, that is, to come out and mix with his neighbors and talk over the business we are all interested in.

Lack of Competition

We need more cheese exhibitors. The cheese exhibitors are not up to the number of prizes offered. Last year we had to send back one hundred and thirty-four dollars of prize money to the donors because there were no cheeses here from various sections of the State to compete for that money. In 1927, we sent back one hundred and forty-six dollars, and already this year we have begun to write checks to return money to the donors, who are glad to give it to you if you just send the cheese down here to compete for it. Tell the Cheese Maker you meet next month, next week or next year who wasn't here, that there is plenty of room for him, and prizes for his cheese.

Honorary Members' Work

Now, looking toward the future, there are a good many districts in this State, counties, townships and towns where we have no

honorary members as yet. We ought to have one good, active honorary member in every good sized town in this State. This list shows the number of honorary members for this year. We are very proud of them, and it is a little bit bigger than it was last year. They ask the merchants for prizes to be awarded for the best cheese that comes from that particular post office. Some ask for county prizes. This is a service which you appreciate. We are very glad to do these men honor by putting these men's names on the roll and on program and on the letter head. These men give their service in an effective way for progress in your Association. I would like to have one hundred more honorary members for next year, and if your name is not on this list, and if your town is not represented on this list, then I want to invite you to send your name in to the Secretary's office, and say, "I want to be an honorary member for 1930," and we will send you the instructions and suggestions, and you can do the work.

Votes on Discussion Topics

Another method by which we may perhaps improve the Convention is to get a better method of expressing our views. We have some thirty or forty subjects for discussion in three days. There are five or ten minutes for the discussion of each subject, and when we get through there is no indication as to what the view of the Convention is on the subject, excepting that we sometimes think that the man who speaks last and speaks loudest expresses the views of the majority, and very often that is not true at all.

And so as a suggestion for a better method to find out what your views are on any subject, this year we are going to try the plan of having you do a little more voting than you did in the past. We have here at the door several thousand little books of ballots. When you come into the hall, pick one up and put it in your pocket, and pretty soon there will be a chance to tear off and write on the sheet "yes" or "no" for the subject under discussion. This is just a way of expressing your views so that we can count the ballots here while the next discussion is going on so that we know whether the majority of the house is inclined to vote one way or the other on the question. We are going to do some voting in a few minutes.

How Cheese Makers Can Influence Legislators

I want to take a minute to discuss a matter with you that has already been mentioned, and should be settled. During the last Legislature six or seven or more bills were introduced affecting the cheese industry. It was often hard for the cheese makers to find out what those bills were about. As one member of the Legislature put it, there is no easy method of communication between the Legislature making the laws, and the people out in the State. The cheese makers very often express their views, and have no influence on the Legislature.

Now, your officers have been trying to plan a good method of getting effective communication, and I think, from observation of what has occurred this year that we will get better results at the next Legislature. At any rate it is not too early to talk about it.

In the first place, when a bill is introduced into the Legislature the Cheese Makers don't hear about it for some time. We have a plan to correct this, and to have the dairy papers, particularly the two official organs of this Association, carry in their paper week after week a column of the titles of bills affecting the dairy industry, like a column of coming events. This column will give the name and number of each dairy bill so that every cheese maker can read in the papers every Thursday or every Saturday a list of all the bills that are before the Legislature.

Second, if a cheese maker doesn't know what a certain bill is about, it is suggested that he write a letter to the Secretary of this association at Madison, "please send me a copy of Bill No. 165-S", or whatever the bill number happens to be. He will get the copy of that Bill in a very few days, and he can read it and make up his mind about it. It would be a mighty fine thing if we had a local Association in every county in the State where makers could get together quickly to discuss any important bill, talk it over, make up their minds, and agree on whether it is a good bill or a bad bill, and whether it ought to be passed or killed. Now, that plan provides easy communication from the Legislature back to the people. You can read any bill inside of a week after the bill is introduced. The next question is how are you going to get word back to the Legislature, in an effective way, so that your views will have consideration and will influence the vote on the bill. In the past we have been sending a man to Madison, or sending a committee to Madison, or we write to somebody in Madison and tell him to go over to the Capitol, and talk to the Legislature about any bill we are interested in. A number of you have been to Madison repeatedly on just this kind of business. Half a dozen, or maybe twenty of you, go there, and you find that there is a hearing in a little room back somewhere in the corner of the building, and you chase around and find the room where the committee meets. A dozen or twenty of you, spend a half day talking to a committee of five or six members of the Legislature and you tell them all you know about it, and there are other people there who tell them that you are all wrong. The important point is that you can only talk to about five or six members of the Legislature, and there are one hundred and thirty other men who have votes on this bill in the Legislature. You can't get up and talk to the whole Legislature. They don't allow that. You have no way by which you can effectively talk to the whole Legislature, unless you happen to be some distinguished visitor that comes along and is asked to talk as an honor. You can't present your views on a bill to the whole Legislature. When you come to Madison, you go in a back room and talk to five or six men on a committee and if these men

are not impressed with your views, that is the end of your influence. There are one hundred and twenty-seven men in the Legislature who don't even know that you are in town, and probably never will know what your views are on this bill. If the committee is opposed to your views, they will not tell your views to the rest of the legislature. Even if the entire committee is in favor of your views, you can't expect a committee of five or six men to convince a hundred and twenty-seven other men in the legislature, who, perhaps, may be opposed to your views. It is not reasonable to expect, and it isn't effective. Many of you for many years have gone to these committee hearings and talked and talked, and didn't get what you wanted. We had that same experience during the last Legislature. This bill about licensing cheese makers came up, and after we opposed it at the hearings, other people were in favor of it, and it was passed and made into a law. There was sufficient influence there to get that bill passed, requiring cheese makers to have a doctor's examination to get a license. I think we ought to say right here, nobody objects to having the cheese maker take an examination as to their health, but they object to having this required of the cheese makers alone. If the bill had said that ice cream makers and cheese makers and bakers and waiters in restaurants and cooks and everybody else who handles food must be examined by a doctor, the cheese makers would be satisfied. But to single out the cheese maker, and say, "you must go to a doctor and bring in a certificate of good health," looks like an injustice. In spite of all the talk before the committees, this bill was passed by the Legislature and made into a law. Finally, I put a notice in the newspapers asking that every cheese maker write to his two members in the Legislature, that is, to his Representative and his Senator from his own county. Well, the result was that about two or three weeks later, this bill was called up again and reconsidered and killed decisively. Several more votes were taken and it was killed thoroughly every time. It appears that the letters from the cheese makers around the State, costing them each about four cents, did the work in a quiet way and very effectively, which all the committees, and individuals, officers and lawyers from all the state, sent down to Madison to talk to the committees, could not do. It looks as if the effective way to reach the Legislature, is for every person interested, to write two letters, one to his Representative and one to his Senator, and tell him what he thinks about any particular bill. When a legislator gets twenty or thirty letters in his pocket he begins to take notice. And when a Senator gets thirty or forty letters from his people back home he comes to realize that there is somebody back of it. That is the way the license bill was killed. This is a simple program. You can read the list of bills in the papers. You can write in and get copies of the bills, read them and discuss them. Then immediately all the makers should write to their own Assemblyman and Senator, and tell them how to vote.

Other methods have been proposed. Some people have suggested that we hire the best lawyer we can find even if it takes one thousand dollars, and send him to Madison and let him stay there all throughout the Legislature and watch our interests closely and look after them. Now, that one man, even if he is the best lawyer in the State, can only talk with this committee in the back room, five or six people, and he cannot get up and talk to the whole Legislature. Everybody spots him very soon as a lobbyist, and they give him the ha! ha! You will have to write him your views and wishes about every bill, and you might better write directly to the members of the Legislature, who do the voting. And, by the way, you can't hire very much of a lawyer to go down there for nine months for one thousand dollars. Maybe, we could raise more money if that were the right way to do it. But the right way is this simple method costing us only about four cents apiece, of printing the list of bills in the dairy papers, so that we can write in and get a copy, and then we should all write a couple of letters to our Assemblymen and Senators.

Please remember these three methods. The first method is for us individually to go to Madison to talk to the Committee on Agriculture about the bill. The second method is to hire some lobbyist or lawyer, to go down there and do this work for us. The third method, as I said, is to print the bills in the paper, get copies of the bills to read, and then write letters to our legislative members.

To illustrate the use of these ballots which you have, I would like to ask you to take your pads and write on them, either 1 or 2 or 3. Vote for plan 1, 2 and 3, and express your views as to which is the best method of looking after legislation at the next Legislature. Now, if you will kindly do that, we will get started on this idea of voting to express our views. And we will ask some of the men here to pass the hat and take up these ballots right away.

\$700 Pro-rata Fund Paid to 1929 Exhibitors

With the approval of the officers and directors, given at their meeting on December 3, 1930, the sum of \$700 was added to the pro-rata fund from the secretary's donation and program fund, to be paid out to exhibitors at this year's convention.

Community Singing at 1929 Convention

Several of the sessions were opened with enthusiastic community singing led by H. O. Fitch, of Wisconsin Rapids, with W. D. Dryberg at the piano. Song sheets were provided in permanent form, for continued use.

DISCUSSION

A MEMBER: Mr. President, I would like to know what time would elapse between the introduction of a bill, and the time the bill was passed so as to have time to write our senator.

MR. SAMMIS: That is not a matter of so much importance. It might happen that a bill would be passed very quickly after it was introduced, but there is always an opportunity through the entire session to reconsider a bill and kill it.

MR. BILGRIEN: It takes about three weeks.

MR. SAMMIS: Now, gentlemen, this concludes the Secretary's report. I want to say in conclusion that the prospects look fine for the growth of this Association, and for handling objectionable bills in the Legislature. This map on the wall shows the location of local Cheese Makers' Associations all over the state including the new Southeastern Wisconsin down in Dodge County just organized a few weeks ago, and there ought to be twenty more, one in each County.

MR. WHITING: Mr. President, I will give you the results of this vote. There were 54 votes cast and there were 46 in favor of No. 3, 4 in favor of No. 2, and 4 scattering.

THE SECRETARY: Mr. Chairman, for just a moment, may I discuss the result of the vote? A few people voted for method 1 and a few for method 2, and the big majority voted for the third method. The real fact is that no one method should be used to the exclusion of others. Those that can conveniently go to the Legislature, and talk to the Committee, should do it, and all means should be used, but from our experience with that licensing bill it appears that the method of writing letters to legislators is the best and is the one we can least afford to neglect.

THE PRESIDENT: The next on the program is the Central Wisconsin Cheese Makers' Association, L. C. Bruhn, Auburndale. Is Miss Bruhn in the hall?

(Miss Bruhn being absent, the President then continued the program.)

REPORT OF THE AMERICAN CHEESE MAKERS' ASSOCIATION

By JOE SCHMITTFRANZ, President

Mr. President, Ladies and Gentlemen: I am sorry that Mr. Sampe, the State Secretary of the American Cheese Makers' Association, isn't with us, but he told us at Chippewa Falls that if we elected him to the job again, his wife would leave him. I am somewhat of the opinion that he is staying home to see that she doesn't get away from him. We are having quite a job up in our part of the State to get the American Cheese Makers' Association started. We now have four units, we organized one in Greenwood since we met at Chippewa Falls. It is a very hard job to get these cheese makers together, but after you get these units started, it seems that we can go along very smoothly. Our way of doing the work up there is that after we have a meeting, we ap-

point one cheese maker in each locality within a radius of fifteen or twenty miles, and these cheese makers go out and spend a day to go visiting factories to get each maker out to these meetings. I spent one day this way, and at every factory, after we got through talking to the cheese maker, we got him to sign up and come to the meetings. Now, we hope that some day all the makers of the State will be united so that we can go ahead, and on a couple days' notice write to our senators and assemblymen like Mr. Sammis said and get action, when the Legislature is in session. The butter makers seem to go together and get along well, and I don't see why seventeen hundred cheese makers can't do the same thing. There has been grievance in the past among the makers, but a lot of it is being overcome by organizing. The 19th of December there will be a meeting at Madison representing eighty-nine concerns in this State. This meeting is for the purpose of forming groups of milk producers for these plants. This seems to be a kind of co-operative movement but of the eighty-nine plants that will be represented there, I only find one that is a co-operative plant. It seems that if eighty-nine concerns can go to work and do something like this, why can't seventeen hundred cheese makers do the same thing? And I hope that there will be more Associations started throughout the State so that each one doesn't have to cover too much territory. It is all right to go forty or fifty miles, a man can go out and cover that, but some day let us hope that we will have men that will just devote their entire time in taking care of the organization.

NORTHEASTERN WISCONSIN ASSOCIATION

By A. R. WILHELM, Oconto Falls

MR. MALCZEWSKI: Mr. President, Ladies and Gentlemen: I am sorry that I can't give you a report of the Northeastern Wisconsin Cheese & Butter Makers' Association for last year, because I really was only interested then as a member. I do know that it sent a delegate or at least somebody to Madison to go before the Committee on some of these laws. And I want to say this much, that owing to sickness in our family, since being President of the Northeastern Cheese Makers' Association, I didn't have the opportunity of calling the boys together but once, but in that one time I found out that I have got a real bunch of fellows to work with, and I want you to remember that before the year is up we are going to try to do something. You know down there at Shawano we did the same thing that they did at every convention so far. We passed resolutions to turn down every law there was, none of them suited us, and we justly did so. Let me tell you that before the next Legislature, or even before the next Convention meets we are going to get together the outside interests and the other Associations throughout the State, for a conference, to find out, to debate and suggest laws that we want in place of them. If not, we will assure you that even our little As-

sociation there will go before the Legislature the next time they meet. If we ask them to turn down some of the laws, we, at least, will have something to suggest in place of it. These little votes, when you voted on those votes over there, some of them voted 1 or 2 or 3, and I want to tell you that it is all wrong. It is not adequate, either of the three plans. You have to go further than that, you have got to send somebody down there. In the first place, if we are going to tear down the laws, we must decide what we are going to do in place of them. And the next thing, we have got to send somebody down to Madison that will work with some of the senators and assemblymen, and prove to somebody that what we want is right, so they will introduce them. Then when it comes before the Committee, I think an Association of this size and Northeastern Wisconsin and Central Wisconsin can afford to send somebody down there as a representative of that Association and go before that committee.

I want to tell you I have worked, not in Madison but on the County Boards, and it is a little bit of an organization, but you have the same thing. There is a certain amount of influence that a committee has, and you can't get away from it. The next thing, as Mr. Sammis said, is the letters. It is true, but it is not enough to just publish that little piece in the paper over there and expect every cheese maker from Wisconsin to write to his assemblyman because I am telling you a lot of them don't know who they are, but you have got to have your own Association, whether it is this Association, whether it is the Central Wisconsin or whether it is the Northeastern Wisconsin, you have got to have the secretary of that Association, write to each cheese maker and tell him that he must do so and so, and send him a card or something, and even follow him up in a few days. We want everybody to write, and then you will get some place.

But one thing this last Legislature taught us, and that is while we are sleeping on the job, they can do anything. And I want to tell you that it should be a warning to you that after this we won't fall asleep, and we don't want our organization to fall asleep if it wants to exist. I only want to make one more warning and that is this. For the last few years the Legislature has been talking about state grading, and it is surprising to me, when things went so easy at the last Legislature, that they didn't slip that through, but if we are sleeping on the job they will put it through the next time because they found out how easy it was to put the other through, and I want to tell you so far as state grading is concerned, I never had much to say against this, but if you stop to think what that means to your cheese makers, it is something that you want to be careful that it doesn't go through. I know that some of our cheese makers speak a little too much at the conventions, get a riding as it is, but let me tell you when the state grading goes through, you want to remember that today your grader is at your cheese plant. He is interested in you because he knows that if he mis-

treats you, you have a chance to pull out, but let me tell you when state grading comes in, you are going to build a little penitentiary right around your place, because I am telling you there won't be any of you fellows, that will dare to come up on this stage and criticize, because if you do I will assure you that before the next convention comes they will have you put out of business. I thank you.

SOUTHEASTERN WISCONSIN CHEESE MAKERS' ASSOCIATION

MR. SAMMIS: Mr. Chairman, Ladies and Gentlemen: I want to introduce to you ex-Senator Bilgrien, a retired Cheese Maker, and president of the new association.

MR. BILGRIEN: Mr. President, Ladies and Gentlemen, Fellow Cheese Makers: We have formed an Association which is called the Southeastern Wisconsin Cheese Makers' Association. Professor Sammis helped us organize. I used to go to the Dairy School when he was my teacher, even if I am older than he is. We are in our infancy yet, but we are working hard to organize the farmers as well as the cheese makers. This Organization takes in the brick cheese territory, that is Dodge, Dane, Jefferson, Columbia, Green Lake, Washington and part of Fond du Lac County. I am going to tell you something about why this came about. I am a retired cheese maker, and a farmer producing a lot of milk. I have the cheese industry at heart today. My factory stands idle through the condensaries coming in from every direction, and I think there are a lot of you in this audience who have the same trouble. The condensaries, the field men, come in among your patrons and get one or the other to let him have a sample of his milk and they take it home and test it and give them about two or three points more in order to get them away from you. August Westphal at Hartford used to run the cheese factory for me during the war, because my sons all went to the war. When he had his condensary built at Hartford, he said, "You can bring all the milk to Hartford and whenever the cheese goes up and you can make more money on cheese, I will come back and open up the factory." He never opened up the factory, and now we have to contend with other condensaries. There is Juneau, Hustisford, the A. & P. at Mayville and another one down near Oconomowoc. Their field men go back and forth trying to break up all the factories that they can.

Even my milk is shipped to Chicago through the Westphal Condensary. Their inspectors come out every month and inspect my barn. You have got to build a milk house and have everything up-to-date to meet their requirements. Our cheese makers paid more in the last year than I actually received out of the condensary I have double proof figures on that. Now, when I questioned Mr. Kelly, I said, "Why is it that the Gridley people sold out to the Borden milk concern, an Eastern concern?" The answer was

this, "Well, we have about from twenty-four to thirty milk distributors in the City of Milwaukee, even Westphal from Menomonee Falls runs a wagon in here, and sells the quart a half cent cheaper than we are selling it, and we thought we had better sell out and let them have the plant."

I found out from a field man that the Westphal Condensary at Hartford was sold out to the United Dairy, and that they figure on getting about 500,000 pounds of milk out of Dodge County next summer, that they are going to pay a bigger price and if they pay a bigger price they will close every factory in Dodge County, and that is something I don't want to stand for if I can help it. These farmers that sell at a price to Westphal must live up to the same rules and regulations that the Gridley people require. It is an easy matter for them to come into our Organization. We want sanitary milk and the essential thing in the production of milk is in the first place healthy cows, clean milkers and clean utensils, and the main point is prompt cooling of milk. Then any and every cheese maker can make a good article and that is what we are after, to bring this about in these counties if we can, and I am going to go out and work and lecture in every little village and city in our counties, and convince the farmers that they must come across. If they once kill off the cheese factories they will never come back again, and then the condensaries will pay us what they please.

Another thing is that we are going to fight also the big cheese trust. I had cheese this morning for breakfast. It was the famous process Swiss Cheese. It tasted just like sawdust and cocoanut oil mixed up; there was no flavor to it. They can talk all they mind to about the process cheese manufacture. The high butter flavor in it is boiled out. And that is the reason why we want to organize the cheese makers. The first night we took in some ninety-four dollars in subscriptions; everybody came in and the rest of them will come in hereafter. We had about one hundred and twenty factories in one evening. I told them if we don't do this it will happen as happened to an old farmer years ago when he drove to town with his old cheval and gray buggy, in the days when the first automobiles came out. A fine looking chap came along with a nice big car, and he couldn't drive it very well and he came zig-zagging around, and the old farmer was watching that and the old gray horse was afraid, and he got him next to the automobile, and this fellow shoved him over and dumped him into the ditch, and the old gray horse and the buggy and the man were upside down in the ditch. Finally this auto man stopped and said, "Now, Mr. what can I do for you?" And he answered, "You did it already." If we don't look out they will get us in the bag. They have us in the bag, all they have to do is to pull that string on us.

The PRESIDENT: The next is suggestions for the 1930 Convention, plans, place, time, rules, topics and prices. This is really not the time to bring it up because we have such a small audience.

VICE PRESIDENT GRAF: I make the suggestion it would be a good idea to let that go until tomorrow when there is a larger crowd here.

Booster Dinner Announced

THE SECRETARY: Mr. Chairman, may I take just a moment to remind you that tonight at six o'clock, on the second floor at the Republican Hotel we have what we call the annual booster dinner. Everybody that is really interested is invited to come, but, we are not going to urge you to come. If you haven't got an urge inside of you to bring you there, we wish you would stay away because this is a place where we want to do a little work. We don't aim to tell any stories but we aim to eat dinner at six o'clock and then spend an hour talking over something really constructive which will bring suggestions. There never is a program made out in advance. Everybody is asked to come in and suggest something worth while. It is new ideas that we want, something useful, that will make a better Convention and help the cheese industry. This is a boosters' meeting, to really make some plans for the Convention next year. There are usually about twenty-five or thirty there, and I think there will be this year. I am going to ask, in order that I may order the table set, that those who expect to be there tonight at six o'clock and eat dinner with us and stay half an hour talking over the future, will hold up your hands. I thank you very much.

THE PRESIDENT: The next on the program is the appointment of the Committee on Resolutions and Nominations. I will ask Mr. Sammis to read them off for me because his voice carries better than mine.

THE SECRETARY: The Resolutions Committee appointed by President Kasper is as follows: John Jones, Chairman; Jacob Gempeler, Jr., Monroe; F. A. Flynn, Pulaski; Herbert Kalk, Sheboygan Falls; H. J. Howe, Nye and H. F. Zarlring, Clintonville.

The Nominations Committee will consist of W. F. Hubert, Sheboygan, Chairman; M. M. Schaetzel, Athens; Charles Laack, Sheboygan Falls; O. R. Schwantes, Clintonville; Adolf Alpanalp, Monroe, and E. B. Whiting.

I presume that the Chairman of these Committees will want to announce the meeting of their Committees so that we will know where they can be found.

MR. HUBERT: As Chairman of the Nominating Committee I want to ask whether the election will be held tomorrow.

THE SECRETARY: Yes, tomorrow at 3:30.

MR. HUBERT: I think the Nominating Committee ought to meet tomorrow morning at the cheese room in Walker Hall. At that time we will be able to receive nominations from many of the members of the Association. I wish to say this last year we have been criticized for not submitting more names. The Committee acted for the best interests of the Association in not submitting more names, and we had to save the timber for this year. And I think the same

the operation of a cheese factory entails, in addition to the production of cheese, the conduct and operation of a going business.

No matter how high the quality of cheese one is able to make, the cheese maker must first have the milk delivered at his plant and to procure the necessary milk supply in these days of the auto truck and keen competition, means business ability.

The cheese maker must therefore not only be able to sell his product to the buyers but he must first of all and continuously sell himself to his patrons.

A cheese maker has little or no chance to succeed merely because he is able to make good cheese, that is, the mechanical side of his plant but it is the business ability he possesses that keeps it in operation.

Good business demands that he make a careful survey of his patrons, that he not only is acquainted with them but knows them intimately. One of the most common reasons for a patron withdrawing from a factory and taking his milk elsewhere, is a suspicion that he is not being given his full test. A cheese maker may know for a certainty that the man is receiving an absolutely correct test, but of what profit is it to the owner, of the fact if the patron withdraws his milk? He may be easy in his conscience, but he will continue to go sleepless from worry over his failing business.

An exercise of good business judgment and tact would in nearly every instance have avoided such disasters, because had the maker been a good business man he would have used it to build the confidence of his patrons in him to such an extent that doubts and suspicion would not have been aroused. Remember that the farmer is about the only seller who does not know the quality of his products, and is of necessity compelled to rely on the buyer to give him the correct test. There is no race or breed of men that would not easily develop mistrust under like circumstances. Ability to make a most excellent quality of cheese cannot overcome this, it can only be accomplished by the exercise of tact and business ability.

DISCUSSION

THE VICE-PRESIDENT: The next on the program is "A Farmers' Committee on Factory Welfare", with a general discussion. I would like to hear from Professor Sammis to start it.

SECRETARY SAMMIS: That topic in the program was suggested by a cheese maker up the State. He says he has a test committee of three or four farmers appointed to come to the factory and watch every time he tests the milk and read the tests, to see how it is done and get familiar with it. They get confidence in the maker, not only in his ability, but in his honesty. He changed the test committee every two weeks, so that all the farmers could get acquainted.

The suggestion was made that it would be a good thing to appoint a group of farmers, the leading ones at a factory, to consider the welfare of the factory in other ways besides the testing. They might look around the factory and report that the factory needs a new coat of paint or the floor needs mending, or maybe they might go down the road and try to interest some other farmer to bring

milk to the factory. Let the farmers take a part in what is going on, and that will help the factory.

THE CHAIRMAN: We would like to hear from some of the members in respect to this, what they think about it. If any of them have tried out this system we would like to hear from them, and know how it works out in their community.

MR. FLYNN: Mr. Chairman, I tried out a system some years ago. I had three members of the farmers come and watch the tests, and the result was they came several times. Then they got into an argument with me on the kind of water I should use, whether it should be hot or cold and all that kind of stuff. They came several times, practically all summer, and when they quit they were satisfied they were getting their tests, and I have never had any more trouble.

THE CHAIRMAN: You admit it was good.

MR. FLYNN: I think it was. They did argue with me, what kind of water and the acid and all such things, but after a while they were convinced.

THE CHAIRMAN: But you feel they got just a little more confidence.

MR. FLYNN: I know that.

THE CHAIRMAN: We would like to hear from some others.

MR. H. H. WHITING: We have tried to satisfy the farmers, and we have a cow testing association in the community. We have more trouble with the testing association than we did before with the farmers. We don't seem to be able to jibe with them, especially in our territory where the cows are freshening the early part of the Fall. The tester will come in about a week after the cows have freshened and get a test, and the milk runs 3.3, 3.4, 3.8 and 3.9. And of course when the farmer gets his pay from the plant, he has only got a 3.4 test, and, of course, there is an argument right away. I tell the farmers I will not recognize the Association test although I will do all possible for it. I believe in it. Another method that we worked out was to get some of the young men, high school students interested in our testing and invite them in and have them see and test the farmer's milk, and have the principal or professor of a class down and show them this testing. There is a good many times you can get a lad or even a girl from the farm that is complaining about the test, and get them interested in the test and teach them about it; and you can do a great deal that way in getting next to the farmer. I have had good results that way. I have had other fellows that were very hard to convince of anything. I have invited their young men in to have them make tests, invite them in to test the cows and let them use the tester themselves, and let them save the samples. I have in mind one party that quit us even after he was convinced. So it is quite a problem.

THE SECRETARY: Mr. Chairman, has anybody in the audience got railroad certificates in their pockets they haven't handed in yet? Please take the first opportunity to turn those in, and get them signed up. They need just a few more to complete the number required.

1929 RESULTS WITH STANDARDIZING

By N. N. OLIG, Malone

Ladies and Gentlemen: This is a little bit out of my line of business, but I think I will get away with it anyway. I have been requested to give you a report on the standardizing of milk made into American cheese. I have the figures from a day when I

standardized a vat of 4,332 pounds. A test of the fat went 3.78% in the vat before I started the making of cheese. I standardized this fat down to 3.40%, taking off .38% fat. From this vat I got out 422 pounds of cheese, or a yield per 100 pounds of milk of 9.741 of cheese per 100 pounds of milk. Thirty-three pounds of cream taken out of the vat, testing 50.5% contained 16.67 pounds of butter fat. The total butter fat in that vat was 163.75 pounds. On account of standardizing, I ran my moisture kind of low in order to keep within the law, so I had a moisture test on that cheese of 35.54%, which was way below the standard. At Green Bay I talked about standardizing, but after I got home a lot of fellows told me there was nothing in that, and so I got right down to brass tacks. This standardization gave me a net profit of 4 mills and .9 which I think is not worth while, after going through all the trouble and risk, for putting on the test. On that vat of 4,300 pounds of milk there was only a net gain of \$.80. If anybody wants to go to work and standardize for \$.80 a day, he can do so but I will not. If I had run this cheese up to 39% moisture instead of only 35%, I think I would have been into something I wouldn't like to get into. That is my idea about it, that is just how I found it. There might be somebody else that could get more success out of it, but I doubt it.

DISCUSSION

MR. MARTY: What was your butter fat in that particular demonstration on the finished cheese?

MR. OLIG: On the finished cheese the butter fat was 51.05% in the dry matter.

MR. MARTY: Have any moisture in the cheese?

MR. OLIG: 35.54%.

MR. MARTY: What is your contention? If the moisture went to 39%, you would not have the legal butter fat. Is that your contention?

MR. OLIG: If you put in a higher moisture your fat would be much lower according to the other ingredients in it.

MR. ADERHOLD: What do you figure your yield would have been if you didn't standardize?

MR. OLIG: The standardized vat was 2.865, and on the day I did not standardize it was 2.759 lbs. cheese per lb. of fat.

MR. MARTY: Then you didn't get as much yield when you didn't standardize?

MR. OLIG: No.

MR. MARTY: Something wrong.

MR. HARRY KLUETER: I want to say that because of the very careful experiments carried on by our department two years ago, we came to the same conclusion, and we have proof to show that a four per cent milk standardized will not pay for standardization if the cheese made from natural milk is brought up to the same percentage of moisture that you have in the standardized cheese. In other words, by the removal of the fat you decrease your yield so that it isn't a paying proposition unless you put moisture in to compensate for the fat taken out. Put the statement another way. If you will keep the cheese made from four per cent milk up to 39 per cent of moisture, you can make no profit by standardizing of four per cent milk, because the law doesn't permit you to put more

than 39 per cent of moisture in the cheese after standardizing it. And our figures will show that the actual profits from standardizing when both cheese are figured to the same moisture basis, (that is cheese from milk, and cheese from standardized milk) will be approximately two cents a hundred, and we took out as high as twenty-five to thirty per cent of the fat.

MR. OLIG: That is about the same gain I had here. The gain I had was 2.23 cents and the moisture tests on the one was 35.54% and the other one was 35.33%.

MR. KLUETER: You can't make a comparison or draw conclusions as to whether or not standardization is profitable unless you compare the yield of cheese obtained from milk and from standardized milk on the basis of the same moisture percentage. Now, there may be other facts in connection with cheese making that enter into this whole subject, but if you want to talk about standardization on the simple proposition of profit, I think I can produce the figures to show you and convince you that standardization does not pay.

MR. WHITING: Mr. Chairman, isn't it a fact when you take off part of the cream, and bring your moisture up to the same level of what you would have in the original product that your fat would be lower than the legal standard?

MR. OLIG: I kind of figured it that way. I might be wrong.

MR. KLUETER: The decrease or the increase of the moisture content of the cheese does not affect the relation of the fat to the moisture-free substance. The increasing or decreasing of the moisture of course will increase or decrease the percentage of fat in the cheese as cheese, but that increase or decrease disappears when it is figured on the moisture free basis, and does not affect the per cent of fat in the dry matter.

MR. OLIG: There is just a slight difference with the fat running off with the whey on that. Figuring on one thousand pounds at that time, on the day I standardized I had only 3.31 pounds butter fat running off with the whey and on the day I did not standardize it was 13.39. There is a two per cent difference in the whey cream.

MR. KLUETER: We found one day we had that difference too but I think it was entirely due to the delay in process of cheese making.

MR. FLYNN: When you are getting milk testing below three per cent, can you make cheese with fifty per cent fat in it? Lots of them test 2.6 in Wisconsin. Can you make legal cheese out of that?

MR. KLUETER: I will answer that. We got into this matter of determining fat and casein in milk, and we made quite a survey of it in a certain part of the state. As you all know there is a rather definite relationship between fat and casein in the milk of different breeds of cattle. To illustrate, the ratio in Jersey milk will be about one part of fat to .52 parts of casein; in a Guernsey it would be one part of fat to about .56 parts of casein. With your Holstein cow, you may get herds with a 2.8% fat test, but the percentage of casein in that milk will also be low so that you will get milk with a ratio of about one part of fat to 7/10th or 72 or 74 hundredths of a part of casein. I dare say in 90 to 95 per cent of the cases, you can make legal cheese from that kind of milk if you will not allow excessive fat losses in the whey. There will be times that you might have conditions with such herds, or you might have abnormal conditions at the factory that will result in a larger whey fat loss, or there may be some disturbance in the weather, that will influence the cow to put in more casein for a day or two, until she adjusts herself to those changes in the weather, and you might possibly get cheese with less than the legal per cent of butter fat in the moisture-free substance. But those cases are comparatively rare. They are not the rule; they are the exception, and in our standardization work we actually used 3.3% milk coming from a territory that was largely

Holstein cows. We standardized a 3.3% milk and still had 50.5 per cent of fat in the water-free substances. In all manufactured milk products they are pretty careful to get definite quantities of the various constituents of the milk into their product.

MR. MARTY: There is only one point I couldn't quite understand in regard to that. I find that the higher the moisture in your cheese the less fat it requires to make 50 per cent of the dry matter. For example, you illustrated 39 moisture and 35 moisture. Fifty per cent of the dry matter with 39% moisture is 30.5%, and with 35% moisture is 32.50. It requires more butter fat in the low moisture cheese than in the high moisture cheese.

MR. FLYNN: That is what I always thought.

PROF. SAMMIS: Here is an important difference of opinion. I want you to imagine that I have got the dry matter of a cheese here in my hand and it contains fifty per cent fat. It is one-half fat and the other half is casein, salt and ash. Now it doesn't make any difference how much water I mix in with that dry matter. I may put in a large or small amount of water but there will always be 50 per cent of fat in that dry matter. Whether the moisture figures 35 or 40 per cent does not affect the pounds of fat required to make up 50% of the dry matter.

MR. MARTY: The point I want to bring out, gentlemen, is this. Let's illustrate. We will take one hundred per cent. Now we will take 39 per cent of moisture. There remains 61% solids. Fifty per cent of 61 is 30½%. Now we will go to the 35% moisture cheese. We will take 35 from 100, leaving 65. Fifty per cent of 65 is 32½%. Figures don't lie. There is a smaller per cent of fat in the high moisture cheese.

MR. SAMMIS: Yes, but you don't sell percentages of cheese, you sell cheese by the pound. As long as you figure this question with percentage figures alone, you will fail to understand it.

You should be talking about two cheese from the same lot of milk, but one cheese made with 35% moisture, the other with 39%. You think that the 39% cheese requires less fat to make it legal, than the 35% cheese. If you will figure this in pounds, you will see that you are wrong.

One-hundred pounds of 39% moisture cheese contains 61 pounds of solids. The moisture present is 39% of the 100 pounds. There are 30.5 pounds of fat in it.

Now, if you made a 35% moisture cheese instead, you would not get 100 pounds but only 93.8 pounds cheese, because you have put in 6.2 pounds less moisture. This 93.8 pounds of cheese still contains 61 pounds of solids, and 30.5 pounds of fat. It takes just as many pounds of fat to make this 35% cheese legal as it did to make the 39% cheese legal.

To get the percentage of fat in this 35% cheese, you must divide 30.5 pounds of fat by 93.8 pounds cheese, and you get 32.5% fat. But this percentage figure should not mislead you. Thirty and five-tenths pounds of fat is 30.5% of 100 pounds, but is 32.5% of 93.8 pounds.

You might reduce the moisture in your cheese to 30% if you wanted to, and this cheese would then weigh only 87.1 pounds. The same 30.5 pounds of fat in it would then figure 35.02% fat in the cheese.

Here you have three cheese containing different per cents of moisture, but all containing the same weight of fat. Of course they figure out three different percentages of fat, because the cheese weights differ. But the weight of fat required to make each of these cheese legal is exactly the same, 30.5 pounds. Thirty-two and five-tenths per cent is not a measure of fat alone; it is a measure of the

ratio of fat to cheese. Thirty and five-tenths pounds is a measure of fat alone.

It must be clear now that when you make a high moisture cheese, you do not reduce the pounds of fat necessary to make the cheese legal. If your method of figuring gives a different answer, you have made a mistake.

MR. J. W. MOORE: Let's suppose we have a 12-quart bucket and we put a pound of lead and a pound of iron in it. No matter whether we fill the bucket half full of water or full of water, we haven't changed the percentage of iron to lead. It is the same way with the cheese. If you have one pound of lead and a pound of iron and add six quarts of water you still have fifty per cent of iron and of lead and if I fill that bucket full of water, probably eleven quarts of water in all, I won't change the ratio of the lead to the iron. Neither do you change the ratio of fats to solids, not fat in cheese by adding water.

MR. MARTY: Mr. Chairman, I am not not arguing for the benefit of standardizing. The point I am arguing is the point Mr. Moore brought out, that the increased percentage of moisture in that particular cheese, also reduces the percentage of butter fat in that particular cheese. That is on record; the stenographer will read it. We have it right there. The higher the per cent of moisture, the less fat it will require to make fifty per cent in the water-free substance. Kindly get that blackboard up there, and I will convince you.

MR. FLYNN: I made money on standardizing but I used to take off a certain amount of cream and never went below the fifty per cent standard on cheese. I took out the money for cream and I divided that money by the price of cheese and whatever I got, four hundred pounds or six hundred pounds of cheese, I added that figure to my total amount of cheese. And I dare say there isn't a cheese maker in Wisconsin that ever got the yield figure that I had without standardizing. You can say there is no money in it, but I say there is.

MR. MARTY: I am bringing out this point because I have in mind the time when the Legislature comes up again to regulate the law regarding the brick cheese of Wisconsin. Last summer at a cheese makers' meeting in Monroe there was a brick cheese brought in there for demonstration. There were about seventy-five cheese makers in the hall. The consensus of opinion of the audience was that it was an ideal brick cheese. Mr. Akerman said, "Boys, if I could buy two thousand boxes of that kind of brick cheese I would buy it right away. That cheese was tested out and one end of it was a lawful cheese, and on the other hand it was an unlawful cheese. I say that if it could have one per cent higher rate of moisture that cheese would have been lawful on fat."

MR. SAMMIS: Mr. Chairman, we are promised a blackboard in a minute. The purpose of putting this subject on the program was not to start a discussion as to the value of standardization in Wisconsin so much as to bring to your attention the fact that Wisconsin is competing with a good many other states where standardization is in progress. I have here 38 letters from cheese factories, in Nebraska, Mississippi, Missouri, Texas, North Carolina and a lot of other states and every letter says that their milk is too high in fat for making cheese and they are standardizing. The fact is that the people are standardizing in other states. You should know these facts, in making your plans for the future. A gentleman came up here from Virginia to attend this convention and he brought along one of his cheese. Mr. Saunders, wouldn't you like to tell us how much this cheese is standardized?

MR. W. D. SAUNDERS: As a matter of introducing myself, gentlemen, I will say I am connected with the experimental station down at the Virginia Agricultural College, Blacksburg, Va., and this matter of standardization has come up with us. I have been attending these conventions for several years, and we had this matter up a year at least before it came up at the convention. When I went back I decided I would make some efforts to find out just what we could do down there with standardizing milk. I brought a cheese with me that I attempted to standardize with reference to the ratio of fat to casein. I have an idea that possibly if we are going to standardize, that we should standardize with reference to the fat to casein ratio, and I attempted in making this cheese to standardize so as to maintain a ratio of about one of fat to 77 hundredths of casein in the finished product. The percentage of fat in this cheese was 30.4 per cent water or 52.2% of the dry matter. The water content was 41.8 per cent. The water is higher than I had supposed it would be but those are the facts. After standardizing by removing about five-tenths of a per cent of the fat in the milk, I made about the same amount of cheese that I would have made out of the original milk with all the fat in it and about 37 per cent of water. That you see cheapens the cheese. Standardizing cheapens your cheese. My experience goes to show that as you remove a part of your fat, why then you are able to make a cheese carrying a higher percentage of water. If you manufacture cheese of four to five per cent milk, my experience indicates to me that it is rather difficult to get much more than 35 per cent of moisture in it unless we pursue some extraordinary methods such as trying to soak it up. But after removing from five-tenths to one per cent of fat, why it just seems as though the casein simply absorbs that additional amount of water under those circumstances. I didn't expect to appear before you gentlemen. I have been coming out here to get information. I consider Wisconsin the source of information insofar as cheese making is concerned, and I have been coming out here and I think I have been benefited by my visits to you in many things and at Prof. Sammis' suggestion I think I consented to give you my experience with this particular cheese, and give you the opportunity of determining for yourself as to quality, as to texture and flavor. I think that cheese, so far as we are concerned, would be a seller down in Virginia. That cheese would sell in competition probably with any cheese coming into the state. If we are going to make a cheese from full milk in competition with a man who is standardizing, it is my opinion we will be in trouble.

MR. MARTY: Mr. Chairman, I want to ask this question, Was the test of that brick cheese fat 50 per cent in the dry matter and moisture 43.75? Now, if we take that same milk and bring the moisture down to 43, would we still have fifty per cent of fat in that cheese? That is the question I want to bring out.

MR. KLUETER: Yes sir, you would.

MR. MARTY: I would like to have somebody demonstrate to me how that is done.

MR. SAMMIS: If we reduce the moisture content to 39, 38 or 37 per cent we would still have fifty per cent of fat in the dry matter.

MR. MARTY: I can't be convinced unless somebody will show me.

MR. MALCZEWSKI: If what you state is true, what is the use of testing for water? Let's just test it for fat.

MR. SAMMIS: Mr. Chairman, I would suggest that since the majority of the house already understands this, we postpone the discussion until some other time and have a session on the matter, for those who are really interested. I doubt if the majority of the house is really interested in this particular question. The trouble arises because the conditions under which the two cheese were made have

not been clearly agreed upon and understood. We start out with 100 pounds of cheese containing 39 pounds moisture, and 61 pounds of solids, with 30.5 pounds fat, just 50% in the dry matter.

We are to compare this with another cheese containing only 35 per cent moisture, but not changed in any other way. The 61 pounds of solids are there, and the 30.5 pounds of fat are there, but there are 6.2 pounds less moisture, and the cheese weighs only 93.8 pounds instead of 100 pounds. The per cent of fat in the cheese is 30.5 pounds divided by 93.8 pounds or 32.5 per cent fat in the cheese.

Please notice that there is a larger per cent of fat, because there is less cheese, not because there is more fat present, for there is just 30.5 pounds fat in both cases. The fat is still 50 per cent of the dry matter.

We can agree then that reducing the moisture percentage in a cheese does two things. (1) It reduces the weight of cheese. (2) It increases the percentage of fat in the cheese. But it does not change the weight of fat or percentage of fat in the dry matter. The matter ought to be clear to you now.

MR. MARTY: I am not talking about cheese. I am talking about the 50 per cent of fat in the water-free substance. Isn't it true that the requirements are less?

MR. SAMMIS: No sir. All you have done is taken out 6.2 pounds of water and you haven't touched the solids. If you took out all of the 39 pounds of water, and had only the dry solids left, weighing only 61 pounds, there would still be just 50 per cent of fat in this dry matter, the same as in the 100 pounds of cheese. Adding water or taking out water does not make any cheese illegal as to fat content in any case.

This particular subject is not well suited to discussion on a convention program under these conditions because neither the speaker can make it clear to everybody equally nor can the listener understand under the excitement and fun of the moment. If he would sit down quietly on an evening, he could understand the matter. As long as you talk about percentages only, you will be confused. When you begin to talk about weights then you will see it clearly.

DISCUSSION OF VIRGINIA CHEESE

MR. HUBERT: Mr. Chairman, you passed samples of Mr. Saunders' cheese through the audience a few minutes ago. I would like to find by a vote how many like the cheese and how many do not. I am interested in that.

A vote was taken.

MR. SAMMIS: Well, it is my impression that the vote is about equally divided.

MR. HUBERT: I understand that cheese is three months old. I was asked to give a score this morning and I gave it a score of 87. That is the kind of cheese that is spoiling the reputation of cheese in the United States. It is nothing compared with Wisconsin. If you cheese makers like that kind of cheese, I will tell you the consuming public does not.

MR. SAMMIS: I hope they don't. That cheese has 42 per cent of moisture in it, but Mr. Saunders says he can sell it very nicely down in his country. The desirable thing is your recognition of what you are competing with. You are not arguing whether that is good cheese or not.

MR. WINTER: I would like to ask what the process cheese does to the consuming public. Does the public seem to like the process cheese?

THE CHAIRMAN: We have just a minute.

MR. HUBERT: Thirty-five years ago the American consuming public liked an old cheese. Today we have the same case. There are only two tastes for cheese. One is for old cheese and the other is for new. New cheese being sent out today is not uniform. That is the reason process cheese is gaining. Every year it is increasing in consumption, and within the next few years it is going to be one of two things. The consuming public is going to eat process cheese, or the consuming public will use the old cheese.

MR. WHITING: Mr. President, at our plant we don't make, but I buy cheese and I generally aim to age it until it is about six months old. We have people coming from Chicago, Milwaukee, New York and all over to buy this cheese.

DOES UNADULTERATED COW MILK MAKE UNLAWFUL CHEESE?

By JAKE MEISTER, Mineral Point

MR. BRUHN: If Mr. Meister is not here, may I talk just a minute on that? About a year ago, in the Mineral Point district, they had trouble with low fat cheese. I was sent down there to see whether some of that was due to standardization, whether some of that was due to skimming or what the cause of it was. I went to a number of the factories and inspected the milk as it came in and in fact took samples of them, and had a chemical analysis made. There was no indication of skimming on the farm, no indication of skimming in the factory and still quite a few were running low in fat. In looking over the process of manufacture I found several defects. I made known to the makers where I thought the fault was in the process. I made known to the men in the warehouse, and they in turn made known to the rest of the makers, and the result was, this year we didn't have a single cheese, as far as we know, that was low in fat, but simply through the ignorance and carelessness of the manufacturer, at the time of the year when milk was low in fat, and rather high in proportion of casein to fat, they lost too much fat in the process of manufacture and as a consequence had a low fat cheese. This year as I say they didn't have any. It is up to the maker, isn't it?

MR. SCHWANTES: I would like to give a little of my experience in respect to that. I had a cheese, Mr. Bruhn knows about it, tested four times. The first fellow, the dealer, made two tests exactly alike. Then the Fairmount Creamery made a test, and then the experiment station made another test which varied the test over 3/10ths. Now, they all figure in the actual test and still the first fellow condemned it. It was unlawful. At the experiment station I had over 1½ per cent on the lowest and nearly two per cent leeway on the highest. We think there is something wrong between the tests.

MR. BRUHN: Do you know what method was used in testing that at the different places? Was it a Babcock tester?

MR. SCHWANTES: I didn't watch it. Only I took the authority of seeing how much water-free substance it had.

MR. BRUHN: I think I am privileged to make this statement. In testing cheese for fat it is customary to weigh out about nine grams of cheese in a cream testing bottle. I don't want to go through the whole process but I just want to make this statement. A cheese tests in the neighborhood of 38 per cent moisture, we will say; half per cent mistake in the reading of the fat test in the cream bottle

makes 1.06 per cent mistake in figuring the water-free substance. Now, unless you are mighty careful in testing a cheese for fat with a Babcock tester, you cannot expect to get accurate results. And a half a per cent isn't a great deal of a mistake when you consider the weighing of it and the reading of it and the running of the whole business. Through years of practice we looked it over and used it for many things it was never intended for, and we can get the approximate results by using a Babcock tester; but when you get down to 50½ per cent of fat in the water-free substance, and you are only using a nine gram sample which is about all you can bottle reasonably and get any kind of result, you are playing with pretty delicate instruments.

MR. SCHWANTES: Well, according to that, say in a warehouse, they practically all use about the same method of testing, and when they say it is fifty per cent it may be 52 and it may be 48. I feel it is too big a leeway and considering they can hold a fellow to that, there is too big a variation.

MR. SAMMIS: These questions on the program are suggested by cheese makers and this particular question was suggested by a man who pointed out this fact which is stated in the World Dairy and Poultry News, a publication by the Department of Commerce, Washington. It says that in Canada an order has been issued under date of October 9, 1929, prohibiting the sale of any cheese, which contains any preservative other than common salt, in order to prevent the use of saltpetre as a preservative. That is to say, cheese in Canada is prohibited from containing any saltpetre. The particular question here under discussion is whether the use of saltpetre, or any other similar materials added to a vat of gassy milk improves the quality of cheese. Let's take a vote to find out what the members think about it. How many say yes? There is one. How many say no? Well, there are quite a few. How many don't know? There are quite a few here who haven't had any experience. I will read Mr. Ebert's paper on this subject.

WHAT TO DO WITH A VAT OF GASSY MILK

By C. J. EBERT, Gresham

To the Officers and Members of the Wisconsin Cheese Makers' Association, Ladies and Gentlemen: I have been asked by our Secretary, Mr. Sammis, to give my experience in handling a vat of gassy milk. He has given me only five minutes' times in which to do so, for which I want to thank him, as it is more embarrassing than pleasing for me to do so at all.

You have all heard the old adage, "an ounce of prevention is worth a pound of cure." In applying that to cheese making it means as much as it does when applied to your health. By that I mean carefulness with your starter. I feel safe in saying that at least 50% of all gas in cheese is due to a faulty starter. As you know the past summer was a bad one for gas, at least it was in our section of the State. I had a bad siege of it, and after trying several days to locate the source of the gas without avail, I made a methylene blue test and fermentation test, and to my surprise I found the patron from whom I was taking my starter milk showed up very poorly in those tests. This patron had apparently everything all right; clean

cans, clean milk, both night and morning milk cooled and yet the milk was very poor. Needless to say, I changed patrons for my starter milk, made a new starter and got away from gas.

I cannot too strongly emphasize the necessity of using the methylene blue test to every cheese maker who is not already using it.

Now my way of handling a vat of gassy milk is this: When I note the prevalence of gas, I cook the curd several degrees higher; commence drawing the whey in about 90 minutes from the time of setting, and draw it down to within about 4 inches from the bottom of the vat, and then hold the balance of whey on the curd until the curd develops from $\frac{1}{4}$ to $\frac{3}{8}$ inch of acid, depending on the intensity of the gas.

I am not afraid of even a little more acid than that, provided my curd is sufficiently firm. By developing acid I very materially improve the offensive flavor, which is always present in gassy milk. I mat the curd down thoroughly and work in the usual way.

As to the use of so called Cheese Mineral for combatting gas in milk, that is entirely "out" with me. The only good thing I can say for cheese mineral is that if you are not satisfied with it, you can return it.

The first time a cheese mineral salesman came to my factory I was not making cheese, I was skimming at that time and selling sweet cream. I was having trouble with leek flavor in cream. He told me the cheese mineral would remedy that. I told him to ship me some, and if it were no good I would return it. Well I tried it a few days and back it went. A year or two later he came to my factory again; I was making cheese, he then claimed it would kill gas in milk. I told him it had no leek flavor killing qualities but if he wanted me to I'd try it for gas, and if no results, back it would go, and back it went.

In conclusion I will say that the maker who is efficient in the making and handling of his starter, needs no advice as to what to do with gassy milk, neither does he need cheese mineral.

I thank you for your attention.

UNFAIR COMPETITION

By F. A. FLYNN, Briarton

Mr. President, Brother Cheese Makers of Wisconsin and Friends: I should like to bring to your attention two facts which are vitally important to the industry of which we are a part.

First, that competition is the life of all industry, and second, that much of the competition between members of the cheese industry and between the cheese industry and competitive industries is not the type of competition that I refer to in my first statement. By competition I mean the economic competition of business. That kind of competition which a business can offer as a result of skillful, clear-sighted management, and an understanding of economic laws. The

kind of competition that can be offered as a result of an economic running of our individual plants, and the utilization of every possible by-product of the industry.

The second type of competition, the type suggested by the title of my talk, unfair competition, is of an entirely different nature. Through it, individuals resort to unfair practices for the purpose of bringing business to themselves, hoping to freeze out competition, and finally, after gaining a local monopoly, conducting the business in a manner very satisfactory financially to themselves.

Among such practices are: the cutting of high tests and increasing of low tests, giving of special privileges to those who haul much milk, and adding profits to the pay roll to increase the price of butter fat as a bait to get new patrons.

The latter is particularly helpful to the cheese maker, who has ready capital, but is a method used more often by whole milk dealers, with an effort to get all of the milk from the factories.

Another practice of the large milk corporations is lobbying; in an effort to have laws passed which will benefit the large corporation by causing the cheese maker to conduct his business under more careful surveillance of the public, and of the State. This enables the corporation to study all methods by which the cheese maker could improve himself, and to seek new legislation to work against them.

Another unfair practice of out-of-state business in whole milk, is the enforcement of their inspection laws, in those regions only, where they receive no competition from the local cheese factory.

I could take this audience to dozens of farmers within a two mile radius of my factory where milk which now goes to Chicago, would go to the cheese factory if the Chicago inspection laws were enforced.

What have been the results of unfair competition among the cheese makers? It has greatly unstabilized conditions within the industry; it has caused ill feelings between cheese makers; it has caused the fair and square cheese makers to be considered crooked because his test and his prices have been lower, when in reality they were fair. Most important of all, it has caused the public to look upon the industry with disrespect, and upon the cheese maker with a skeptical eye, wondering who is fair, and not being able to find out, we are all judged on the same level as those within our ranks who are practicing these unfair practices.

There seems to me but one course to follow and that is to organize, and make every cheese maker solemnly pledge to compete with his fellow cheese makers by fair and square means. The cheese maker who can through skillful and economical management, and through the production of products of quality, make the greatest return to the farmer and to himself is entitled to the greatest business, and will get the greatest business.

What one cheese maker can do another can do, and when all resort to fair competitive means, then, and only then will general

higher standards be established within the industry. Then and only then will we be able to expect the respect of the public.

Then and only then can we educate the farmer to the importance of bringing quality milk, and fair cheese makers will educate fair farmers. When the farmer realizes the importance of producing quality milk, and the cheese maker the importance of producing quality cheese then quality cheese will be produced.

When we produce a product of equal or better quality than is characteristic of European cheese, we can expect and will receive sufficient tariff protection which will eliminate practically all foreign competition.

When Americans eat American made cheese only, then consumption will so greatly increase the demand that our present production will be unable to meet it, and higher prices for cheese will result.

The only ways of competing against the outside corporations are by all being fair to the farmers and causing them to stick by us; and secondly through a general organization, fight back with the corporations' own weapons until we have established the industry on a sound competitive basis, and established the protection for the industry which it needs.

My plea then is for fair competition because unfair practices prevent us from uniting in a common cause. Wisconsin cheese makers should take the lead.

We must understand that our cause is one in common to all. When we all pull together in the same direction we will make progress. We cannot progress until we do so. It means a rebuilding of our business practices in many cases, but the reward will be worth the effort.

The future of the cheese industry is in the hands of us cheese makers. We present the problems; we are also the solution to it. There is still time if we act now; in fact action is the only course left open to us. I am ready to begin.

ADVANTAGES OF COOLING IN THE CURING ROOM

By A. R. RADKE, Tigerton

MR. SAMMIS: Mr. Chairman, I was very much in hopes Mr. Radke would be here to answer questions, but he sent his paper which is quite short and very effective. I will read it.

Fellow Cheese Makers: Several years ago I kept my cheese in a frame constructed room which I called my curing room. I think that the majority of cheese makers are acquainted with rooms such as I had; that is, one that became extremely hot during summer days so that the cheese often lost its shape and therefore was not classed as first grade.

When the "three-day holding" order came into effect, I thought my troubles had reached the climax.

After some investigation of ice coolers in various cheese warehouses, I studied my problem a bit further and finally installed a two-ton ice machine. After a very short time, my hired help was operating it expertly, and thus far I have not had any trouble with the machine itself.

Perhaps you would be interested to know a few facts on the cost and upkeep of such an equipment. In the first place, the outfit, which includes the machine and coils installed, cost me approximately one thousand dollars. Of course, the preparation of the room for the apparatus of this kind was additional expense. The room is 15 feet by 15 feet by 7 feet, and will hold from 1500 to 1800 pounds of cheese daily, depending on the style of cheese made, and on the fact that cheese is shipped twice a week. Filled to capacity the room will hold from ten to twelve thousand pounds of cheese.

The running expenses amount to less than one hundred dollars for one year. This makes the cost per pound of cheese exceedingly low. I have used my cooling outfit for two years. Although previous to this I have received premiums for fancy cheese, it is really only now that I am sure that my cheese is always sent out in very good condition. At present, I am shipping to the Kraft-Phenix Cheese Corporation. The difference in temperature between the old and the new method is exceedingly great. After the cheese is out of the press in the morning, we run the machine several hours, from two to five hours, depending on the weather conditions, and also on the amount of cheese in the cooler. My machine does not operate automatically, but we turn it on every day when needed, thus keeping the temperature about 40 to 45 degrees. At this temperature the cheese keeps dry and does not mold.

In conclusion, I would advise any cheese maker operating a factory having a flush of ten thousand pounds or more to install a cooling outfit for it will pay for itself in the long run. I wish I could tell you what a big load it has taken from my shoulders during those hot, melting days of summer.

I pay 6 cents a kilowatt for the first 100 kilowatts each month and 4 cents over that less 10% discount. My machine uses 2 kilowatts per hour while it is in operation. My average cost for current hasn't been over \$10.00 per month to run my machine. We actually use the machine only about five months.

ARRANGEMENT OF EQUIPMENT FOR CLEANLINESS AND CONVENIENCE

By P. H. MICKLE, Sextonville

I have been asked to prepare an article on the arrangement of factory equipment for cleanliness and convenience, and will try to give you a few ideas which may be of interest to at least some of the cheese men present.

In my opinion, the first thing to be considered in regard to proper arrangement of equipment, is the building in which the equipment is located, for unless the building is large enough and suitably constructed for the purpose for which it is intended, it might be difficult to properly install the necessary equipment so it can be easily cleaned, and convenient to work around. To begin with, every factory should have an intake large enough so that the maker will have room to work in and to properly inspect the cans and milk. It is advisable to have the intake large enough and properly constructed so the intake equipment can be moved for cleaning if necessary and so the walls and floor can be kept clean. In certain parts of the State, factories may be found with just a hole cut in the wall and a platform projecting out with just room enough for the scales and intake can. Such an intake is not easy to keep clean,—the milk splashes on the walls when the cans are being emptied, and owing to the fact that such an intake is inconvenient to work around, it does not always receive proper attention, and quite often such an intake and the equipment in it is not found as clean and sanitary as it should be.

The next and most important part, is the make room. The make room is generally supposed to be the place where the milk is worked up, and in which the food products are produced. Therefore, one would expect to find all of the necessary equipment, such as vats, presses, separators, supply tanks and utensils in this room, excepting engines, which should be located in the boiler room or at least not in the make room, on account of a certain amount of dirt and grease connected with the operation of such machinery. Therefore, the make room should be large enough so that vats and presses and other equipment can be arranged without crowding, making it easier to work around and easier to keep the floors and walls clean around the equipment. Vats should not be placed tight against walls and should be set off the floor several inches. The ends or sides of presses should not be placed against walls. Quite often such conditions and other crowded conditions are found, where the make room is not large enough, not properly arranged, or where good judgment has not been used in selecting and placing equipment.

Steam pipes and other shafts, pulleys, rods or apparatus should not be constructed over vats, if possible, to install otherwise. It is advisable to have the separator supply tank located as close to the vats and the separator as possible, so that a minimum amount of piping will be required. The smaller the amount of piping used for this purpose, the easier it will be to keep clean and it will be less liable to be neglected. Piping is more liable to be neglected if it is not properly constructed, and the pipes used for conducting whey to and from the separator supply tank, should be of suitable sanitary construction, with proper fittings, so that they can be easily accessible for cleaning.

It is advisable to have the separator and supply tank located in

the make room or in a suitable room close to the make room. Not infrequently these supply tanks may be found in some unclean room over a boiler room or make room or in a shed or garage adjacent to the factory. Quite often when these tanks are located in such an out of the way place they do not receive the attention that they should have.

The curing room is another place where some attention should be given to arrangement. Here too, it is advisable to have sufficient room, so that the shelves may be arranged to prevent crowding, and to provide ample space for the cheese without crowding, also to make it more easy to keep conditions clean and sanitary in the curing room. Shelves should not be placed too close to the walls, and should be so arranged to make it easy to clean around them.

Due to the variation in the layout of different factories it is rather difficult to discuss this subject in other than a general way. However, it is not necessary to have an ideal arrangement in order to keep conditions sanitary in the factory. Very much depends upon the practical arrangement of what the operator has to do with and his ability and willingness to make good use of what he has to work with.

MR. SAMMIS: Mr. Chairman, Mr. Jones, the chairman of the resolutions committee would like to have the members of the committee meet in this room tomorrow morning at nine o'clock. The members are Mr. Jacob Gempeler, Mr. Flynn, Mr. Herbert Kalk, Mr. H. J. Howe and H. F. Zarling.

CARE OF MILK

By PAUL BECKER, Platteville

In giving this short talk on "Care of Milk" I wish to say that the opinions expressed therein were formed while actively engaged in making cheese and while trying to solve the problems involving dirty, gassy and off-flavored milk.

The fundamentals on which "Care of Milk" should be based are:

1. Cleanliness in milking, handling and storing of milk.
2. Immediate cooling of evening's milk to 60 degrees Fahrenheit, and,
3. Care in feeding or excluding those feeds known to produce off flavors in milk.

While details in the methods employed on the different farms may vary, it should be borne in mind that any violation of the fundamentals will surely be reflected in the condition of the milk produced. I want to emphasize the fact here that the object in giving milk care on the farm is, **prevention of the development of off flavors and bacterial growth, not the removal of them.** Milk already contaminated with off flavors or containing a high bacteria count cannot have

these removed by any care it may receive on the farm. In coaching the factory patron on the Care of Milk this point should always be stressed.

Of the fundamentals, cleanliness is by far the most important factor entering into the production of good milk. Off flavors, however, repulsive to the majority, may still appeal to the taste of a few, and milk not cooled may still be consumable for some time. But who would care to drink milk or eat cheese knowing these contained a certain amount of dirt? It is apparent that when cleanliness is neglected the other care given milk is effort wasted.

The milk producer should have a clean barn where the milking is done. This barn should be cleaned daily, have a reasonable amount of light and ventilation and be free from foul odors.

The cows should be kept reasonably clean and before milking have their udders cleaned either by brushing or washing. This is very important. I believe a dirty udder is the chief source of trouble where gassy milk is produced. Combine a dirty udder with wet hand milking and you have the milking done in the filthiest manner conceivable. Insist on dry hand milkings. A series of surprise sediment tests and curd tests have convinced me that dry hand milking makes far better milk. Where milking machines are used a faithful adherence to the instructions given by the manufacturer will usually result in clean milk and low bacteria count. Sometimes it becomes necessary to interpret these instructions to the milk patrón.

The first drops of milk from each teat should be thrown away. As the milking of each cow is completed the milk is then strained into cans which when containing the desired amount of evening's milk are immediately placed in the cooling tank.

While it is desirable that the cans be placed conveniently during the time of milking it is essential that they be kept away from bad barnyard odors. Milk may be contaminated in the interval of time that elapses while the milking is being done.

Before taking up the Cooling of Milk I want to mention the utensils. All milk utensils such as pails, cans, strainer and milk stirrer should be of sanitary construction. Any utensils having open seams or rusty surfaces should not be used until repaired, for these defects are fine breeding places for the ever present bacteria.

I like the sanitary strainer that makes use of the cotton disc. While this strainer is very efficient I want to make note of the fact that some patrons labor under the delusion that its use will correct all evils in milk due to dirt. When this happens the strainer destroys the very objective it was intended for, namely, an aid in producing clean milk.

All utensils that come in contact with milk should first be rinsed with cold water and then thoroughly washed with warm water containing some cleaning powder. In this operation a brush should be used. After sterilizing with boiling water the utensils should be placed on a table in a dry airy place until used again.

The cooling tank should be of the overflow type and large enough so the volume of water around the cans will be twice the volume of milk to be cooled. The location of this tank should be such that no foul odors from the barnyard or otherwise reach it. The evening's milk should be placed in the cooling tank immediately after milking and in water freshly pumped. The pumping of fresh water should continue during the period of time required to cool the milk to 60 degrees Fahrenheit. At intervals of 2 to 3 minutes at this time the milk should be agitated with a sanitary dipper or stirrer to promote thorough and faster cooling. Since fresh well water is well under 50 degrees the cooling of milk to 60 degrees should not require over 15 to 20 minutes. Always use a thermometer to determine the temperature of milk. It eliminates bad guessing. After milk is cool, covers should be put on cans to prevent contamination while in storage.

In the matter of feeds it is important that ensilage be fed after milking, not before, and if cows are on pasture, care should be taken that stagnant pools are not the source of their water supply. Make the milk producers' problems your problems and cooperate with him in running down causes for off flavors in milk.

MAKING CHEESE FROM PASTEURIZED MILK

By E. R. ZERMUEHLEN

MR. SAMMIS: I have a letter here from Mr. Zermuehlen in Two Rivers which he asks to have read. He says it will be impossible for him to attend the convention this year. He is using a Pauly and Pauly vat for pasteurizing milk for the past three and a half years with great success. He heats the milk to 150 degrees and begins cooling the milk at once, and he cools it down to 100 degrees. He then adds a two per cent starter. Then he cools the milk to 90 degrees and sets it immediately with rennet and he gets a very good set in the milk in twenty minutes, and then he goes about making cheese in the usual way. The results he gets by pasteurizing the milk in the vat for making cheese is that he manufactures a uniform cheese throughout the year.

Another letter from him says, he is pasteurizing all his milk for cheese and likes pasteurizing very much. One can make a uniform cheese throughout the year. As for pinholes and gas, he has never had any trouble in the winter time to get away from all the off flavors. In fact at all times he has a clean flavored cheese by pasteurizing. In one hour and 15 minutes from the time the milk is set, the vat is cooked up to 106 degrees. Then he leaves it three-quarters of an hour to firm and draws the whey. He mats the curd for two hours and then mills it. He says, you should be careful not to heat up any higher than 150 degrees. If you heat it up too high then the danger occurs. He will be glad to tell anybody about his experience or answer any letters anyone wants to write to him.

FLASH PASTEURIZATION OF MILK FOR CHEESE

MR. SAMMIS: Mr. President, under this number on the program I would like to present here a bunch of forty-two letters from firms all over the United States who are pasteurizing milk for cheese making. They tell how they do the work, and it is all done about the same way. The milk is sometimes very high in acidity when it is received because many of these factories are in the southern states or the western states; and the milk is hauled a long way. In general they use flash pasteurizers which heat up the milk and then immediately cool it. In general they heat the milk to about 160 degrees because if they heat it to 165 degrees or any higher than that, it interferes a little with the curdling of the milk with rennet. That is about the only point to look out for in pasteurizing milk, so that you heat it as high as you can in the pasteurizer, so that the milk will still curdle well with rennet in the cheese vat. Some factories can heat a little higher than others. This depends not only on the kind of milk they have, but also on the length of time the milk is held warm in the heater or in the connecting pipes between the heater and the cooler. I know one factory that thought they were heating too high at 160 degrees, but they had a long pipe between the heater and the cooler with several bends in it, and when they straightened out the bends and shortened the pipe and went direct from the heater to the cooler they had no more trouble in pasteurizing the milk.

These letters came from Mississippi, Wisconsin, Indiana, Arkansas, Washington, Illinois, Texas, Idaho, Utah and all over the United States. I present this for your information that you may know that good-sized factories all over the country are beginning to pasteurize their milk with good success.

I have a letter from Mr. Gronert whom we expected to hear from here. He says, "I have pasteurized my milk for cheese for the last three years and I am satisfied that it makes a better cheese." Mr. Gronert uses one of the Pauly pasteurizing vats. No doubt you understand this is an ordinary cheese vat, and it has the jacket divided into channels, so that the hot water is run through the channels of the jacket and the milk is stirred and heated to the required temperature. Then they run cold water through the jacket and cool the milk. This is well suited for use in a small one-vat factory where a flash pasteurizer would be too expensive or there wouldn't be enough help to operate a flash pasteurizer. A few factories in this State use these pasteurizers with good success. Mr. Gronert says, "I heat my milk to 145 degrees, hold it at that temperature for half an hour and then cool it" He uses a two per cent starter for American cheese. After cooling the milk down to about 86 degrees in the vat, he makes nothing but pasteurized cheese. It takes nearly two hours longer to make cheese by this method of heating the milk in the vat because of the time required for heating

and cooling the milk. He says he intends to be at the convention and talk about this subject. Another letter from one large factory in this state that is pasteurizing for sometime, under date of August 6th, 1929, says, "I don't want to be present, but will write a letter about it." He says, "We have run as high as 85 thousand pounds of milk per day in one factory and this milk was all trucked. We pasteurized this milk. We surely made a wonderful cheese, very uniform in quality. We supply one of the biggest chain stores with millions of pounds of cheese every year with never a complaint. They paid us a good margin and also say that is the best cheese they ever got." He says in another letter that when pasteurizing was first put forth, he didn't believe in it very much but after running it for a year or more in his own factory he is absolutely sold on the proposition of pasteurizing milk, in any large-sized factory. Most of these letters simply give a list of the kind of pasteurizer used and the temperature to which they heat the milk and their opinions as to the quality. Here is one from Indiana, it says, "We pasteurize to about 165 degrees and the cheese quality is better and we plan to continue pasteurizing." This one says, "The pasteurization of milk for cheese making is surely a success in large factories." This one regrets he can't accept our invitation to come to the convention and tell about his business but he failed to tell about it in his letter. This one pasteurized at 165 and this one is from Indiana and he says, "It is easier to make cheese from pasteurized milk, and we plan to continue pasteurizing, and the quality is better." This is one from Illinois, "We have pasteurized for three years, heat the milk to 160 degrees and cool it immediately. The quality is more uniform and very good. We plan to continue pasteurizing. We heat to 165, and cool immediately. The cheese quality is excellent." Here is one from the state of Washington: "We heat the milk up to 160 degrees and then cool it to 84. We add one and one-half per cent starter and set it at 2½ on the rennet test, cooking up to 104 degrees in the whey. It runs about one-quarter of an inch of acid or hot iron. Then we draw off the whey." Another letter from the same man says, "The milk is pasteurized and pumped about 300 feet to the cheese room through the sanitary pipes. The test on the milk is about 3.6 to 4 per cent." Here is one from Missouri: "Been making pasteurized cheese for nearly three years, and find it a success. I would not make cheese again regardless where it is, without pasteurizing. I use the flash system, heat to 160 degrees and cool immediately to 86. The quality of the cheese is good and perhaps better than that made from raw milk. Pasteurizing takes out all of the off flavors and kills all the bacteria and other germs that are found in the milk. There is no danger of having pinney or gassy cheese providing the pasteurizer is clean. It would be impossible to make good cheese in the southern states without a pasteurizer, and if it is a success in the southern states, why shouldn't it be a success in Wisconsin?"

Here is a letter from Texas, "Pasteurizing at 158 to 160 degrees,

cool immediately and on account of the milk being uniform it can be handled with nearby labor. The cheese is very uniform. The method of making cheese is exactly the same in every vat day after day. The cheese is somewhat more mild than a raw milk cheese, but it seems the public demands such a cheese. A regenerative pasteurizer is the most economical because it uses the heat twice, that is the cold milk is used to cool the hot milk. To make the plant profitable with a pasteurizer you have to receive at least twenty thousand pounds of milk daily or nearly that amount. With an experienced maker there will be no trouble with gassy or acid cheese, even with gassy milk. The pasteurizer kills the gas producing bacteria or enough of them to make them harmless and the vat can be finished easily." Here is another letter from Alabama says, "The cheese is good quality and we plan to continue pasteurizing." Another letter from Alabama says, "The cheese is a good quality and we plan to continue pasteurizing." Another letter from Texas, says, "The cheese is good quality and plan to continue pasteurizing." A letter from Tennessee, "We get better quality and better uniformity; plan to continue pasteurizing." Here is one from Mississippi: "We plan to continue pasteurizing. We like it because we eliminate the gas, and we can take a higher acid milk and make cheese of it than if the milk was not pasteurized. The process is almost fool proof after it is started. We get better body and better texture and better flavored cheese." And here is a letter from Chicago: "There is no doubt that the quality of the cheese made from pasteurized milk is far superior in quality and texture than that made from raw milk and it also increases the yield slightly. In making cheese from pasteurized milk care must be taken not to over pasteurize the milk, not more than over 170 degrees in any cases and in most cases 165 degrees is the proper temperature. I think the ordinary factory should use perhaps, 160 degrees to start with at any rate. I am thoroughly convinced that it would be better for all who are making cheese if we had a law requiring every cheese maker to pasteurize the milk before he makes it into cheese. I guess we will never have such a law." A man in Texas says, "My quality runs very good on pasteurized milk cheese." Another one from Texas says, "It is easy to make cheese from pasteurized milk. I would not want to make cheese without pasteurizing. The quality is very good and uniform. If I could not pasteurize the milk here in the months when the cows are on pasture with all the weeds, I would not be making cheese here. The pasteurizing surely improves the quality of the milk for cheese making. The additional yield you get by pasteurizing will take care of running the pasteurizer, providing the milk supply is not too low. I believe that Wisconsin cheese makers should pasteurize their milk." Well, perhaps that is enough of these letters.

RECONDITIONING AND DISTRIBUTING OF SECONDHAND BOXES

By H. F. HUBERT, Sheboygan

Mr. President, Ladies and Gentlemen: The secondhand cheese box came into existence with the grinder. From that time on until October first of this year the secondhand cheese box was used more or less as a bait you might say or a premium to get cheese away from other assemblers. Very few of the grinders paid any attention to the condition of the box that they distributed. One or two did, with the result that we got boxes back that had been out to the factories back and forth, four or five times. They had four and five different weight marks on. It was impossible for us to tell what was the weight on the box. Besides that the inside of the box was full of mice and mould.

This condition had been discussed by the cheese dealers for a number of years. Some of them were in favor of burning the boxes altogether. Others thought they ought to be saved, with the result that last January, President Wheeler, of the National Cheese Institute appointed a committee consisting of R. M. Brooks, chairman, Mr. Kirkpatrick, Mr. Pauly, Mr. Austin and myself. We met in Milwaukee on the 17th day of January to study out and discuss some of the things that would be of value to the cheese industry. On that date we decided that one of the things was to do something about the secondhand box and it was my privilege to be appointed the one to get in contact with the cheese box makers of Wisconsin and see what could be done in order to eliminate the sending out of those boxes that weren't fit to put cheese in. The next day I had a conference with Mr. Johnson of the Kiel Woodenware Company at Plymouth. We discussed the box situation and he told me that Senator Cashman was going to introduce a bill or had introduced a bill in the Legislature regulating the secondhand cheese box. Shortly after that, within a week or so we had a meeting with the leading cheese box manufacturers of the State of Wisconsin again here in Milwaukee with our committee. At that time we went over this bill and a few things were added to it. One of them was that, not only the secondhand box was to be considered under that bill, but also the box that was abused in the hands of the cheese makers, and a good many boxes are abused, by being put up into an attic or hay loft. We assured the cheese box makers that the National Cheese Institute, and the men in the industry, that had the secondhand boxes for sale, would back up that bill which we did, and I hope that that is not one of the bills that you are trying to have repealed.

The next thing was to get together on an equitable basis some way between the cheese grinders and the box men. It took us from last January until October first before we were ready. The con-

tract was entered into between four or five, I think five of the grinders, and packers and a corporation which had grown out of this first meeting with the box men known as the Wisconsin Box Corporation. A contract was entered into with them where we furnished them every box, every secondhand box that we had. However, a good many of those boxes were burned and destroyed by us. I will say at the present time that over forty per cent of the boxes never go back. This unfair competition of the grinder, that the grinder took advantage of, lead to this, that the assembler of cheese in order to compete with the grinder went to the box manufacturer, and had him make up a box that he sold at the same price or about the same price, that the grinders were selling their box to the cheese maker with the result we got an inferior new box. That was one of the curses.

Now as to cleaning of the box. Under our contract with the Wisconsin Cheese Box Corporation, they have got to clean those boxes and put them in condition so that they stand up under the law enacted by the last Legislature. They come under the supervision of the Dairy and Food Department. The Wisconsin Cheese Box Corporation is also under an agreement which we have with them to furnish those boxes to every cheese box manufacturer in the state of Wisconsin on an equal proportion irrespective whether he is a member of the Wisconsin Cheese Box Corporation or not. Every man that is making boxes in the State of Wisconsin can demand his share of those boxes.

Now, to get further, they have to recondition those boxes. I understand at the present time they are using a process of sterilizing them with steam. However, there are a good many boxes still in the hands of cheese makers and assemblers that were purchased before October first. And those boxes are not reconditioned and probably it will take another two or three months before we will get down to the reconditioned boxes. Now, as to your privilege under this contract that is entered into between us and the Wisconsin Cheese Box Corporation. Our contract requires that every cheese maker in the state of Wisconsin can get his proportionate share of those boxes. If there is available forty per cent of secondhand boxes when the cheese factory orders, he is entitled to forty per cent of the secondhand boxes and sixty per cent of the new boxes. If that proportion isn't right at the present time, no doubt you can get 100 per cent of secondhand boxes. We, the grinders and packers who entered into that contract have nothing to say as to the retail price of the secondhand box, but my understanding is that at the present time it is five cents under the price of new boxes. We hope that if this does not remedy the situation in the future, some other condition will come up where we will have to scrap all the boxes. There are some boxes that only pass between the cheese maker and the warehouse but once, and they are just as good as new boxes.

Now, I will answer any question you gentlemen have in regard to the boxes.

LIFE MEMBER, FRED CARSWELL

PRESIDENT KASPER: For years back the State of Wisconsin adopted a system to honor the old members. Years ago you had a good many men that did good work on the farm, and were a credit to the State. Some fifty years ago down in my home town there was a funeral conducted of one of the richest men we had in Sheboygan County at that time. I was only a little boy about eleven years old, going to the farm school at that time, and about 12 or 15 of us had to sing at the grave. I wondered at that time as a little boy why this man received so much more honor than the rest of them ever did. Even as a little boy I never forgot the sermon that was preached for this man. The minister stated the reason that this man accumulated so much wealth, and was so highly honored was, because he always swept before his own door before he swept before others. I often wondered why dad didn't have any more money. We didn't have any lawns in those days, but the place around the home for six or seven feet was a good deal like the sidewalks they have on the streets in Germany.

The State of Wisconsin about fifteen or sixteen years ago started to honor the men that have worked faithfully for the State, not only a credit to themselves but also a credit to the State. A few years later, the Wisconsin Cheese Makers' Association started to honor its members. The boys started to organize this association 38 years ago. We used to shovel our way to the railroad station and walk six or seven miles, probably some of them walked further. We started several years ago to honor those members, and they are now life members. We have quite a few members here that in the past have been honored and put in as life members, but we have one member here, that has attended almost every convention that has been held in the State of Wisconsin. He was always there to greet us with a smile, and shake hands with us but somehow or other he has been missed. Allow me to present to you Mr. Fred Carswell, who has attended this association, and he should at my suggestion be put in as a life member, and I make a motion we put Mr. Fred Carswell in as a life member.

Motion seconded and carried and Mr. Fred Carswell of Richland Center was made a life member.

MR. CARSWELL: Ladies and Gentlemen: This honor has come upon me rather unexpectedly. I only feel that it is my duty to thank you one and all very much for this. I commenced making cheese in 1875. I joined your first meeting of the Association at Madison; I have attended nearly all of the meetings. I have represented you as a director for several years, and was your president for several years and it is certainly a great pleasure to me at this time to be honored by you. I thank you, one and all.

WHY BUTTER MAKERS TEST FOR MOISTURE DAILY

By H. C. LARSON, Madison, State Secretary, Butter Makers' Ass'n.

Mr. President, Ladies and Gentlemen: I appreciate the opportunity of discussing with you, "Why Butter Makers Make Moisture Tests Daily". So as not to take up more than the allotted time, I have reduced to writing what I shall say.

No one who has given more than passing consideration to, or is at all familiar with developments, will deny that during the past forty years great progress in the field of production, manufacture and sale of all dairy products, almost approaching the miraculous has been made. Contrast the conditions in the creameries of forty years ago with those of today. I know what those conditions were at that time, for it was in the spring of 1889, when as a lad of 16 years of age I began as a helper in one of the first creameries to be operated in the State. It was the Mitchell & Griffith Company, near Dodgeville. The cream at that time was for the most part, skimmed from the milk pans at the farm homes by the cream hauler, and put in a can and measured with a rule which he carried with him. Samples of each patron's cream were taken and put in a bottle. These were delivered to the creamery and churned in what was known as the "Old Oil Test". After the cream in these sample bottles was churned, they were set in hot water so as to melt the butter and the fat column was measured. In this way we arrived as best we could at the amount of fat in the cream and proceeded to figure the amount due the patron. In those days a price as low as 9¢ a pound was paid the farmers for butter. The cream if it were not sour enough when received at the creamery was held until it was sour before being churned. The only test used in those days to determine whether the cream was ready for churning was appearance and taste. If it were thick and very sour it was ready for the churn. The churn was of a long box make and the first butter worker used was a V-shaped table, set on a slight incline and equipped with a large roll fastened at one end of the table, used to work the butter. This was all hand work and anyone who has never operated one of those hand creamery butter workers, cannot appreciate what a job in a creamery in those days meant. Some might say it took a person with a strong back and a weak mind, to stick it out, but that was the best we knew in those days, and I will say that the butter we made was better and more uniform than had it been made on the hundred or more farms from which the cream was received.

Yes, we had thermometers to test the temperature of the cream, but we had no knowledge as to their accuracy. We had not tests to indicate the acidity of the cream or the composition of the butter made or the fat losses in the buttermilk. We knew nothing about overrun, etc., we simply received the cream and cooled it by means of running cold water around and under the cream vat. One had to

stand and stir the cream with a wood rake, until cooled. That was my job most every afternoon and sometimes into the night. For the most part, water power was used for churning. When the water supply was low we were equipped with a one-horse sweep power. In this way we churned the cream and made the most and best butter possible.

After operating for a year or two in this way, a steam boiler, an engine, a factory separator, a mason butter worker and a Babcock Test was purchased and put in operation. Finally the combined churn, cream ripener, acid, moisture, salt and fat tests were available, and today there is little excuse for any creamery operator or butter maker, not knowing what he is doing in the process of butter making from the beginning to the end. While I am not so sure about it, I think the statement I have just made applies equally as well to the cheese factory operator or the cheese maker.

Along with all the advanced methods of factory operation has come a corresponding increase in the amount of dairy products. According to the last report of the Dairy & Food Department, the annual revenue from the butter end of the state's dairy business amounts to \$86,029,815.00, and the annual revenue from the cheese and other branches of the dairy industry amounts to \$204,453,356.00, making a total annual revenue to the state of \$290,483,172.00.

There is a fundamental reason for this progress and it is this: The products of the dairy, milk, cream, butter, cheese, ice cream, etc., because of inherent qualities resulting in superior food value are a necessity to the development of a strong, healthy and prosperous citizenship; so much so that it may be truthfully stated that there are no substitutes for these products. Through education and organized efforts of the real friends of the industry these facts are being realized more and more by those in every walk in life. Notwithstanding this, greater appreciation of the industry and achievements in behalf of it is possible through education and continued cooperation or team-work in the application of last-word manufacturing method discoveries and inventions affecting the entire industry.

There is no fixed moisture standard in the Wisconsin law or in the national law for butter, but the state law, and also the national law does fix the fat standard for butter, all tolerances allowed for at not less than 80%. However, for a butter maker to undertake the manufacture of butter containing exactly 80% fat is dangerous, to say the least, because where this is done there will certainly be times when butter will be made containing less than the required 80% fat. For this reason it is agreed among our best butter makers to aim at making butter containing 80½% to 80.7% fat. By so doing they are always able to protect themselves, the creamery patrons and the consumer in the manufacture of butter containing not less than 80% fat.

In view of the fact that butter is made up of fat, water, salt and curd and using 80.5% fat as a basis of figuring, it will be seen that

there is 19.5% that is not fat; this 19.5% is made up of water, salt and curd, of which, as a rule, nearly 16% is water.

In justice to the producers and the consumers of dairy products and with competition as it is today, it is very necessary to know and be certain as to the true composition of every churning of butter made. The butter maker who does not follow this course or the creamery company that does not insist upon it, is guilty of negligence. One of three things is bound to be the result; butter of the proper fat content will be made, or it will contain an excess amount of fat, or it will be deficient in fat. If butter is made containing the correct amount of fat, all is well, but if it contains an excess amount of fat, the producers suffer an unjust loss, and if it falls below the legal standard, the consumer is not getting a square deal. To take chances and guess at a proposition of so great importance is quite like the darkey who was running down the street with his arms spread before him, and when he was halted by a neighbor who grabbed him by the arm and asked where he was going in such a hurry, he said "You da'n fool, you done spoil ma measure fo' a door."

Of course when butter is made containing an excess amount of fat the producers are the losers of an amount that cannot be recovered; on the other hand if butter is made containing less than the legal amount of fat and is sold, the consumer is defrauded and the manufacturer is subject to prosecution. Therefore, I repeat, to presume or guess at the work done is a sad commentary on the manufacturer. In justice to all concerned it should be the aim of every creamery company and operator to make and sell butter of standard composition not because the law requires it but because it is right, and I assert this is the only course to follow that will build confidence without which there is no lasting success.

No butter maker, worthy of his hire, will argue that butter of a safe and reasonable uniform composition can be made by following a uniform churning temperature, etc., for there is an abundance of evidence to show that such a thing is impossible. I could cite many cases in proof of this statement, but the experience of but one butter maker should suffice. Five churnings of butter of 733 pounds, 791 pounds, 787 pounds, 833 pounds, 764 pounds were made. The churning temperature in each case was the same and sufficiently low to insure an exhaustive churning, and butter with a good firm body. Each churning of butter was tested for moisture twice; the first test made, in the order given, was found to be 15.5%, 14.8%, 15.1%, 15.0% and 14.9% or .7% variation. In order to bring the composition of this butter up to the standard worked to, which was 15.7% moisture, 2.75% salt, and 1% estimated for curd, there was water added to the churnings respectively as follows: 3 pounds, 10 pounds, 7 pounds, 9 pounds and 9 pounds, making a total of 38 pounds of water added and worked into the butter, and at the same time, the fat content of the butter was above 80%; in fact it contained about 80.5%. Had not this amount of moisture been added to the butter in question, there would have been a loss

to the patrons of that creamery an amount in excess of \$17.00, for butter on that day was selling at 45c a pound.

The average price on 92 score butter in Chicago for 1928 was .4599 cents, and in New York .474 cents. From these prices it will be seen that if the composition of all the butter made in Wisconsin during the year, which is about 160 million pounds, contained an excess of 38 pounds of fat to every 4,000 pounds of butter made, the loss to the dairy farmers producing this product would amount to more than \$7,000,000 annually. Therefore, from the standpoint of efficiency in creamery operation, composition control stands second to none.

In view of all the facts on this subject and the opportunity for knowing the facts and applying them in everyday work, I assert that no butter maker who appreciates the position he holds or thinks in terms of a square deal to his employer and back of that the producers of the product he handles, and the consumers of the product he makes, will fail in the manufacture of butter that will give protection to all concerned.

This challenge is not limited to butter makers, but extends to cheese makers as well.

THE COST OF MAKING CHEESE IN 1929

By E. C. DAMROW

Mr. Chairman, Ladies and Gentlemen: As far as the cost of making cheese this year compared with 1927 and 1928 it is but very little. I have just taken the actual cost of making the cheese including the price of labor, depreciation and interest on money invested and such incidentals as come up in the cheese factory. There is quite a variation in the cost of making cheese. One party said, "We are paying our cheese maker one cent a pound for making cheese. At another factory we are paying 3½ cents." We have a large variation in the localities here; the factories are owned by the farmers. The supplies are furnished, and only the matter of labor is furnished by the man making the cheese which around our locality is usually about one cent a pound for labor for making one pound of cheese. In other localities the cheese men furnish the equipment and supply the labor, but the farmers own the building. There may be a charge of 2 or 2 ¼ cents for making cheese. Other localities the farmers own the factories, or it is a cooperative farmer factory where the cost of making cheese is charged at the actual cost in a farmer factory at say, a flat rate. Most of the cooperative factories run in the neighborhood of 3 and 3¼ cents. There is quite a variation in the cost of making cheese in the small factory compared with the larger factory.

This report I have had for four years in printed form. I have extra copies here, which I will leave at the table, and you can call for them or you can write to our company and we will furnish you

with these records. We have a complete record of the equipment required in two different sized factories, as we had our average small factory in the state running about a million pounds of milk during the year. We have all the necessary equipment listed, and also have a list of factories running about three million pounds of milk a year. The equipment as taken from actual records after we shipped out from these different sized factories, and averaged them, is just a trifle this year of a few dollars over what it was a year ago. The equipment on the smaller factories amounts to about \$1,350, and the larger factories about \$5,600. In nine instances out of ten in our experience, we find that the farmer factories prefer to get a married man. Naturally, we have to provide for a dwelling which of course runs an average investment of a small factory on the building about \$5,500. Of course, \$5,500 will also take care of more milk than 6,000 pounds in the flush.

We had several factories where the cheese maker was making cheese for two cents a pound. That was several years ago, and finally he sold the factory to the farmers. The farmers came to me, to ask what they should charge for making cheese so that they might come out even, and I told them to charge about $3\frac{1}{4}$ ¢. They said, "We only pay our cheese maker $2\frac{1}{2}$ ¢." And I said, "you didn't pay him 2 cents, you paid him nothing." He was making the cheese for nothing. I summed up the total of the cost of making the cheese, and the cost of making 1,000 pounds of cheese this year, 1929. It is about 57 less this year on Daisies than it was last year. To make a thousand pounds of cheese this year is 67 cents less than last year. On Twins it is 52 cents and Horns is \$1.10 less a thousand pounds. That is not worth talking about. It is just a fraction of a mill less to make a pound of cheese. Take the larger factories, it runs about the same way. I thank you.

SCORING AMERICAN CHEESE AT THE STATE FAIR

By PROFESSOR W. V. PRICE

MR. PRESIDENT, LADIES AND GENTLEMEN: I am very glad to be here. It is a special privilege to be here because I am new in the State. It gives me the opportunity to meet you people, to get better acquainted with you and your following.

Your Secretary, Prof. Sammis, invited me at the request of your Board of Directors to talk to you today about scoring American Cheese at the State Fair. I might discuss the one hundred and some odd entries of cheese that appeared there at the exhibition, to tell you something of their defects and quality, but in a group like this that small number of entries would probably excite only a little more than a passing curiosity. I would like to talk to you about another phase of that scoring, especially of the exhibition at the Fair which occurs to me as much more productive of results. You might ask what all this scoring is about, and that is what I would like to talk

about. You know this whole dairy industry is a peculiar mass of business. Each phase of the industry is competing with the other phases of the industry. We have the condensery, borrowing milk from the cheese factory. The cheese factory taking it from the creamery, the market industry taking it from all of them, depending upon the conditions in the particular section in which the business is being carried on.

At the present time Wisconsin appears to be the leader in the cheese industry. We produce more cheese here than is made in any other single state. When the cheese business was young in this state it was the only outlet or one of the outlets for milk, a few years ago, but now there are greater numbers of outlets for milk. Of course, there is more milk being produced also. New York state used to hold the position as leader in the industry, and you all know what has happened to New York state's cheese industry. There are a number of things that of course contributed to the change but to my mind there are two chief reasons. In the first place, it pays to do something else with milk in New York State than to make it into cheese. There is another reason, however, behind New York's loss of the leadership of the industry, and that is the fact, that other places are capable or the makers are capable of producing good cheese, cheese that is just as good as New York cheese or better. And so that accounts, to my notion, for some of these changes in the status of the industry in New York state. At the present time the Wisconsin industry begins to feel the pinch of keener competition for milk. There is trouble to pay as much for milk that is made into cheese, as can be paid for milk, which may be used for other purposes in the State. There is also at the present time the tendency for markets to be supplied with cheese which is made in increasingly large amounts in other sections of the United States. Some of you people draw long faces over that, you feel badly about that. I wouldn't feel too badly about it because fundamentally the market for good cheese has never been oversupplied. You are particularly favored in this particular section of the country, climatically, to produce good cheese. Those of you who have seen southern pastures know the troubles they have with rag weed and garlic and know that you have a distinctive value over productions in this section.

The secretary informed me that my time is nearly up. This question then of producing good cheese may be the solution of your problems. Is an exhibition of cheese at a state fair or any other large exhibition an indication of the quality of the cheese that can be made throughout the year? I don't believe it is. I don't think you will agree with me on that. How then are you going to produce cheese during the 365 days in the year that will meet the quality of cheese you make, and compare with exhibitions of one day's cheese? The butter makers are doing something which seems particularly beneficial. They are sending in their butter to the University and are having it scored and analyzed. They know its quality and its composition. In addition to that they are getting together in their local

communities, and comparing the qualities of the products, which they can produce with their immediate neighbors. This is an eyeopener to some of the men in some of these localities. It is difficult to realize what the defects in one's own product is, if you are familiar with a definite product day after day. Getting these men in groups one can easily point out the blind spot in his own product. I would urge that you cheese makers consider the possibility of such gatherings of such small local exhibitions as a means of maintaining your high quality of cheese throughout the year. You say there may be no inducement to raising the quality of this cheese or maintaining it. I think there is all the inducement in the world. To my notion it means a survival of your industry because as soon as some one else makes better cheese than you make, you are going to lose your business. Quality is the only thing that is going to maintain it.

I hear rumors at the present time that there is a lack of financial appreciation of the quality of the cheese; it may be drawing to an end, through better methods of awarding grades to the cheese. That is fine. We hope to do everything to back such a movement, but in the meantime I would urge you to use your neighbor as a means of comparison, and a means of improving the quality of your own product and incidentally your University if you can do so.

DISCUSSION

A MEMBER: Mr. Chairman, it seems to me Mr. Price left out the subject that was assigned to him. I think his subject was the scoring of Wisconsin cheese at the State Fair, wasn't it? He didn't tell us about that, did he? I was an exhibitor there myself. I understand that about 90 per cent of the American cheese that was there, scored under 90, pretty close to 90 per cent. I think most of the cheese that was entered at the Wisconsin State Fair was practically the same makes of cheese, that are entered all over our conventions and fairs and exhibitions, and from all the scores of the different conventions, and it seems to me that the cheese at the State Fair ran about three points lower in score than any other convention. It seems to me the subject assigned to Mr. Price was why the cheese at the State Fair scored so much lower than in any other exhibitions. Now, in other words, the Wisconsin State Fair advertised and scored our American cheese mostly undergrade. Why is it that the State Fair of Wisconsin always scores the cheese so much lower than the other exhibitions? I think that is the question that Mr. Price was supposed to explain to us and we didn't hear it.

THE CHAIRMAN: Mr. Price will come forward and answer that question.

MR. PRICE: There are two reasons why we send cheese to an exhibition. One is to satisfy the spirit of competition, that is in everyone of us, the desire to be first, the desire to win the prize. I take it that the prizes were all awarded at the state fairs. So the spirit of competition was probably satisfied. There is one other purpose of sending cheese to a state fair, or any other exhibition, and that is to find out how your cheese compares with other cheese, and what the quality of your cheese is on the market. We didn't award a complimentary score at the State Fair and neither would you, if you had seen the type of cheese that we saw. Mr. Moore and I were very much surprised. I was particularly because I went to that exhibition with a notion I was going to see some of the best

cheese in the world. I have made better cheese myself, and I am not much of a cheese maker. Now, it seems to me, you remarked that the cheese scored three points lower than any of the rest of the cheese at any other exhibition. I think the average score of that cheese at the State Fair was $1\frac{3}{4}$ lower. You made the remark the majority was undergrade. Mr. Moore told me 88 is undergrade, and I think you would like to correct your statement in saying that it was all under 88. That is all I have to say, gentlemen.

A MEMBER: Mr. Chairman, I agree with this member here. Most of the makers I talked to say that the cheese scored three points higher at other places. It is pretty hard to compare the State Fair with the state conventions because there is a lot of different exhibitors in the other places. I know there are a lot of fellows will bear me out on that.

A MEMBER: I was at the State Fair myself. The first thing I went in the Dairy Building to find out what the scores were because I had a pretty good cheese at the State Fair and the stenographer had the scores out. When I got in there, and looked the scores over, I noticed that most all scores were under 90 and I said to the stenographer, "How is it most all the cheese scores are so low?" "Why," she said, "The cheese this year was just rotten. We couldn't even use it for our dairy lunch."

A MEMBER: Mr. Chairman, if the cheese makers of Wisconsin are getting poorer every year and the quality is getting poorer, I don't believe it is advisable to put on an exhibit. It surely isn't good advertising for the Wisconsin cheese makers to publish those ridiculously low scores that we had at the Wisconsin State Fair, when a good many of those scores were all of three or four points low. It would be better advertising if they would give them a better score.

MR. ADERHOLT: Mr. Chairman, a cheese maker near Green Bay had some cheese in the cooler at Green Bay that was made in June, and he wanted me to say whether it was fit to send to the State Fair when it was a month old. I told him it was. I told him it would score 94, possibly 95 and he sent it and he got a score of $89\frac{1}{2}$ and later on he sent a mate to that cheese to one of the other conventions, where I was a judge, and when I looked over the scores he had $89\frac{1}{2}$. Now, I think some of that cheese was badly heated when it was sent to the State Fair.

A MEMBER: Mr. Chairman, the same cheese I entered here at the State Fair I sent to the De Pere Fair, and that same cheese scored $93\frac{3}{4}$ and at the State Fair I got a score of $89\frac{1}{4}$, and I think this Fair was only one week later or the same week.

MR. FLYNN: Mr. President, my idea is this, if Wisconsin can't stand back of Wisconsin cheese at our State Fair, don't send any cheese to the State Fair.

THE CHAIRMAN: I think most likely some of our cheese had been laying around there for several days. I have been a great exhibitor of cheese for the last 37 years, and I always had some pretty fair scores. My cheese also scored low, but I don't know whether I blame the judges for everything. I have some cheese at home, I wouldn't send it any where, but I think the cheese has been overheated. When I got 90, the cheese was overheated, and we had some of the hottest weather this summer when the cheese was sent to the State Fair and that cheese scored a couple of points higher a few weeks afterward. At the time of the State Fair, the temperature ranged around 98 and 100 in the shade. I think most of the cheese was very good cheese and in hot weather the cheese will show more defects. It becomes kind of mealy. The remarks they made on my cheese was, mealy. The same cheese doesn't show

mealy. Take the same cheese and put it in a hot place it will show a little mealy, especially a firm cheese.

A MEMBER: Mr. President, I don't think they have a proper place to keep that cheese so it doesn't get heated. If you send that cheese on the cars on the way down there it doesn't get heated so much.

THE CHAIRMAN: It lays around the express office all night, and is delivered the next morning and nearly 24 hours expire before that cheese gets into cold storage.

A MEMBER: There should be a better way of taking care of it. That looks kind of rotten to send a good cheese down here and have it score that low.

A MEMBER: I think at the National Dairy Show it was pretty warm too, and the cheese was sent down to St. Louis and that is a still hotter city than Milwaukee is, and we had much higher scoring down there, 3 and 4 points higher.

THE CHEESE INDUSTRY OF MISSOURI

By W. H. E. REID, Professor, Dairy Dept., University of Missouri

The Cheese Industry of the State of Missouri had its beginning on the farm, and the same transitional period has occurred in this state as in other states. No accurate information is available beyond a period of thirty years.

Missouri possesses several decided advantages from the standpoint of milk production and cheese manufacture, the abundance of good water, the natural blue grass pastures, the long pasturing periods, and the rolling type of land.

The Jersey cow has long predominated over all other breeds of dairy cattle in Missouri, and maintains first rank today. During the past decade, there has been a large influx of pure bred and grade Holstein and Guernsey cows. The number of Ayreshire cattle located in Missouri is very small. Modern methods of dairying, better cows, the cow testing associations, 4-H Club work, better sire associations, and institutes sponsored by the Dairy Department of the College of Agriculture, teaching better methods of dairy production and feeding, are having their effect upon the dairy farmer of the State of Missouri.

Practically all of the cheese made in Missouri during the early period was sold locally or shipped only short distances on account of the location of the cheese factories with respect to the cheese market, and the quality of cheese made.

In 1919, Missouri had fourteen cheese factories. Several of these plants continued operation during the entire year, while others were only operated for six to nine months. During the next few years the number of cheese factories decreased until at one time there were only four plants in operation. However, these showed decided improvement over plants operated thirty years ago.

Some five years ago, the Missouri cheese industry experienced a decided spurt with the result that on the first day of January, 1929 a total of thirty-three cheese factories were in operation, located principally in the central and southern Ozark district. Two con-

centration points served warehouses where cheese could be properly cured and held for sale.

At this writing, there are but twenty-eight cheese factories in Missouri. The type of plant and the equipment used is modern.

More than one-half of the cheese factories now in operation pasteurize all milk for cheese.

More than one-half of the cheese factories in the State of Missouri are now owned and operated by men who received their training in the State of Wisconsin. These men from the State of Wisconsin are among the leaders in the development of dairy production and manufacturing. I could refer you to a large number of individual instances where Wisconsin cheese makers, now in Missouri, have shipped in carloads of pure bred dairy cattle, pure bred sires, and are held in high repute by the local business men, producers and general public. These men have carried with them the Wisconsin spirit and have adapted themselves to Missouri conditions.

Missouri cheese is in great demand, in the Middle West and Southern markets. The development of the road program in the South permits sale of cheese either locally or in distant markets.

The cheese factories in the South have competition in the purchase of milk from sweet cream buying stations, condenseries, and milk powder plants and an occasional instance from the whole milk market. However, our cheese factories have been able to meet this competition except in a few instances.

Missouri has had its trials and tribulations, but in the near future, Missouri will be one of the leading dairy states of the entire Union and the cheese industry of this State will always command the respect of other dairy manufacturing interests.

I am pleased to present replies to a questionnaire submitted to every cheese factory in the State of Missouri.

QUESTIONNAIRE

I

- A. Are you pasteurizing the milk used in the manufacture of your cheese?
- B. Every plant receiving the questionnaire pasteurized all milk used in the manufacture of cheddar cheese.

II

- A. Why are you pasteurizing your milk?
- B. Replies:
 - 1. To remove undesirable odors and flavors.
 - 2. To retard development of acid in milk.
 - 3. To obtain a more uniform product.
 - 4. To destroy undesirable types of bacteria.
 - 5. To retard or prevent the development of gas in curd.

6. To increase the yield of cheese per one hundred pounds of milk.
7. Gives uniformity to milk.
8. To improve the flavor and body of finished cheese.
9. Procedure serves as best safeguard against material losses.

III

- A. Does the pasteurizing of milk for cheese manufacture increase or decrease the yield?
- B.
 1. Sixty per cent of the plants replying, stated that they experienced an increase of from one-fourth to one-half pound of cheese per one hundred pounds of milk.
 2. Forty per cent of the plants replying stated that pasteurizing had no effect on the yield.

IV

- A. What additional costs are incurred as a result of the pasteurizing of milk.
- B.
 1. Labor and fuel costs increased from one-fourth to one-half cent per pound of cheese.
 2. Services of one extra man required.
 3. No additional expense is incurred.
 4. Fuel cost is increased one-third.
 5. Pasteurizing increases cost .15¢ per pound of cheese.

V

- A. What additional equipment cost is involved when pasteurization is practiced?
- B.
 1. Additional equipment costs from \$2,000.00 to \$4,000.00.
 2. New equipment cost \$1,319.00 plus one-twelfth extra electric power.
 3. A new pasteurizer and cooler costing approximately \$1,500.00 was required.

VI

- A. What type of pasteurization do you practice?
- B.
 1. Hold the milk at a temperature of 142°F. for 30 minutes.
 2. Application of regenerative system.
 3. Application of flash system.
 4. Pasteurize milk in cheese vat with automatic agitator.
 5. Combination of regenerative and flash.

VII

- A. What procedure do you practice in cooling the milk from the pasteurizing temperature to setting temperature?

XIV

- A. Do you find it necessary to use more or less starter because of the pasteurization of your milk?
- B.
 1. No additional starter is required.
 2. Pasteurizing requires addition of twice as much starter.

XV

- A. When the milk is pasteurized, is more or less time required for the milk to set?
- B.
 1. No additional time is required to set the milk.
 2. Setting time is decreased by fifteen minutes.
 3. Pasteurizing lengthens setting time from five to ten minutes.

XVI

- A. Does pasteurization of milk affect action of rennet extract?
- B.
 1. When milk is over-heated, its coagulating ability is affected.
 2. The action is the same whether raw or pasteurized milk is used.
 3. Not when the temperature is not carried too high.
 4. Pasteurization slightly affects action of rennet when the milk is low in acid.

XVII

- A. How does pasteurization of milk effect development of acidity?
- B.
 1. Sixty per cent of plants replied that no difference was experienced, while another twenty per cent stated that pasteurization retarded acid development, and twenty per cent stated pasteurization accelerated acid development.

XVIII

- A. Does pasteurization increase or decrease length of cooking period?
- B.
 1. Time is decreased from one to 30 minutes.
 2. Time is lengthened by ten minutes.
 3. No difference in time was experienced.

XIX

- A. Is butter fat content of whey increased or decreased as a result of pasteurization?
- B.
 1. Seventy-five per cent of plants replied that no difference was experienced while 25% of plants stated that there was a decrease of .005% depending upon type of curd present.

XX

- A. Do you receive a higher price for butter fat in whey from milk which has been pasteurized?
- B. Sixty per cent of plants replied that no increase was experienced, while forty per cent of plants stated that they received from 1¢ to 2¢ above the market for butter fat in cream.

XXI

- A. Is the pressing of the curd made easier by pasteurizing the milk?
- B. Sixty-five per cent of plants replying stated that no difference was experienced, while thirty-five per cent of plants replied in the affirmative.

XXII

- A. What effect does pasteurization have upon flavor of the cheese?
- B. Pasteurization decidedly improves the flavor. Gives a cleaner flavor. Eliminates strong flavors. Will raise the score of cheese from two to five points when cheese is made from pasteurized milk.

XXIII

- A. What effect does pasteurization have upon body and texture of cheese?
- B. Cheese made from pasteurized milk has a decidedly superior body, a texture which is finer and silky and more uniform from day to day. One plant stated that the body and texture appeared tough and short at first but cures out in satisfactory manner within a few days.

XXIV

- A. How does pasteurization effect the moisture content of cheese?
- B.
 1. The curd has a tendency to hold a larger percentage of moisture.
 2. Less cooking is required to obtain same amount of moisture.
 3. Normally it seems to cause less, or perhaps easier, control of acid on the moisture action.
 4. Moisture is much easier to control.
 5. Several plants stated that pasteurization had no effect upon moisture content.

XXV

- A. Is whey expelled with greater ease or greater difficulty?
- B. Sixty per cent of plants replied that whey was expelled with greater ease, while 15% stated that greater difficulty was encountered, and 25% indicated that no difference was experienced.

XXVI

- A. Does cheese from pasteurized milk tend to hold its shape better than cheese from raw milk?
- B. Ninety per cent of plants replied in the affirmative, while ten per cent stated that while cheese is green it has a tendency to lose its shape more easily.

XXVII

- A. What is the average volume of milk received daily during the entire year?
- B. Twenty per cent of plants replied that the average daily volume of milk received was 6,000 pounds; forty per cent replied that the average per day was 12,000 pounds; while forty per cent of plants replied that the volume ranged from 18,000 to 30,000 pounds of milk per day.

XXVIII

- A. Do you standardize your milk in the manufacture of cheese?
- B. Eighty-five per cent of replies were in the affirmative and fifteen per cent were in the negative.

XXIX

- A. What does butter fat content average at time of setting?
- B. Butter fat content varied from 3.5% to 3.8%, or an average of 3.6%.

XXX

- A. What is the range of butter fat test when received at the intake?
- B. Replies from all plants indicated that butter fat test ranged from 4.1% to 5.5%.

XXXI

- A. What breed of cattle predominate in your particular community?
- B. All plants replied that Jersey cattle predominated with an occasional Holstein herd in a community.

XXXII

- A. What is the approximate percentage of entire output of cheese sold locally?
- B. A majority of plants stated that from 1% to 2% of output was sold locally and remainder sold in foreign markets. One plant replied that forty per cent of its entire output was sold locally and the remainder in foreign markets.

PRODUCTION, SELLING AND CONSUMING QUESTIONS AFFECTING CHEESE

By O. H. LIMPUS, Milwaukee

MR. JONES: Mr. Chairman, Ladies and Gentlemen of the Cheese Makers' Convention: A year ago at your Green Bay Convention I was called upon to act as a pinch hitter for Mr. Wheeler who was on the program at that time. Today I am here pinch hitting for Mr. Limpus, who was billed to appear on this program, but who because of ill health has been laid up for at least several weeks in bed and today is in Chicago. When I came before this group this afternoon, I was reminded of a cheese makers' convention I attended in the Northern part of the State sometime ago. In driving home we came through Sauk County, that wonderfully beautiful country over there, with a small valley, the other side of Sauk City, and then those great hills, many of you are familiar with, that lie about Baraboo, and it seems one can't drive anywhere in Wisconsin without being reminded of the dairy industry, and as we were coming down one of the roads leading through the hills, we met a farmer driving a team hitched to a stone boat and lying on the stone boat was a cow. We asked the farmer what was the matter with the cow and he said she had a broken leg. "Well, that is too bad. How did she break it?" "Well", he said, "The darn fool fell out of the pasture." That was up in Sauk County and the point of that story is, that the development of our dairy industry here in this State we have taken advantage of the natural conditions that the Lord provided. We have developed an industry that is capable of utilizing the grasses, the hay, the grains, the corn, an industry that produces a product that requires the kind of climate and the kind of feeds, the adequate supply of pure clean cold water which we have here in this State, and the net result of it all is, that we have the outstanding dairy development in the country within the State of Wisconsin.

At the outset of any so-called address of this sort it is advisable that we get a sort of bird's-eye view of the entire dairy picture. How great is dairying, and is dairying represented entirely, by the picture in the story I have just told you of a cow being transported on a stone boat along the road in the hills of Sauk County? Is the dairy industry confined to the splendid herds that one can see in Dodge or Sheboygan or Clark or Marathon Counties? How great is the dairy industry in this country? We admit we produce about ten billion pounds of milk annually. What is the total production of the Nation, and according to the figures of the United States Department of Agriculture we produce how much milk, do you think, in the United States in a year? Well, I will answer the question. Just about sixty million tons. About sixty million tons of milk are produced by all the dairies of the United States, and so, that you can

see, roughly speaking, our production in Wisconsin amounts to about ten billion pounds or about $8 \frac{2}{3}$ per cent. How many cows does it take to produce this vast ocean of milk, and what part of the total aggregate production does this represent? And again I turn to the United States Department of Agriculture reports, and find some very interesting figures, which indicate, the magnitude of the industry, and also the efforts that the farmer is putting forth to keep pace with the pace that is set by industries all along the line in this country. I find for instance that in eight years the number of men on farms in the United States has decreased by three million and thirteen million of acres of crop land, have gone out of production in the same period. But despite that fact the reduction in the number of men in the number of acres our crops produced during the year 1928 was five per cent greater, than it was eight years before, and the crop production per man was 15 per cent greater than it was ten years previous. How many dairy cows does it take to produce sixty million tons of milk? Back in 1915, we had 25 million dairy cows in the United States. In 1928 that number had not increased, in fact it had decreased to 22 million cows. We have three million fewer cows in 1928 than we had back in 1915, and yet due to better feeding protection, better breeding protection, more intelligent effort on the part of the farmers, we were producing, and did produce in 1928 with 22 million cows as compared with 25 million in 1915; we had nearly 50 per cent more milk than we had in the year previous. What becomes of this great bulk of milk, sixty million tons? How is it utilized? The answer to those questions again is found in the consumption figures. The entire milk output of all the dairies in the United States, represented in 1928 just about 99 per cent of our consumption. Do you get that? All the milk that we produced came within one per cent of supplying all of our dairy consumption requirements in the United States. That means that we imported one per cent of our requirements in 1928, and that one per cent was represented largely by about 80 million pounds of cheese that came from Switzerland, Italy, France, Canada and some other countries. What is the trend of production in the United States? The answer to that is this, that the tendency of dairy production is on the increase. Out in Nebraska, a state of wheat and corn and hogs, and beef cattle, I visited the College of Agriculture a few weeks ago and what did I find out there? Lard, hogs, yes. Beef cattle, yes. What else did I find? I found a great dairy barn and barns that go with the dairy barns for the raising of young stock and so forth. I found an excellent herd of pure bred Holstein cattle there. What were they for? For ornamental purposes? No. They were there to teach the farmers of Nebraska the advantage of going into dairying, and farm leaders and others in the state, have set up a slogan, that they are going to have a million dairy cows in Nebraska by 1933. Last fall in this state, we had a number of visitors, a special train brought them here from Kansas, bankers, farmers, farm leaders.

What were they here for? They were here to get a picture of our dairy industry. Why? Because they are trying to enter into a great dairy industry in the state of Kansas. That is part of the picture.

Now, we find that our consumption of dairy products has, generally speaking, been on the increase since 1915. The latest figures I have been able to secure on per capita consumption, that is the consumption by every man, woman and child in the United States for 1928 indicates, that in the year ending December 31 last, there was consumed in the United States 56.5 gallons of whole milk. How much ice cream do you suppose we ate last year, each one of us? The figures supplied by the federal government show that each one of us ate 2.63 gallons of ice cream. Of butter each one of us ate 17.6 pounds. We ate both the cheese that we made in this country, and we ate the cheese that was imported, and of our domesticated products, each one of us ate 3.48 pounds, and the total of the domestic and the imported was 4.1 pounds per capita in 1928. Now, I have told you something very briefly. I can't go into this proposition in as great detail as I would like, because the time keeper over here has his watch out, and he is about to throw a brick and I must hasten along.

I told you something about the production figures. Our consumption has been increasing but it is not increasing as rapidly as it should. We are not as yet eating as much of the production of the dairying as we should for the health of our people, and that is particularly noticeable in the case of cheese. Now we come down to a little later figures. We found, that on November first of this year there were in storage in the United States 138 millions of pounds of butter. One year ago, the same date there were in storage 105 million pounds of butter. The five year average for butter holdings on November 1, are 111 million pounds and today butter is selling from six to seven cents a pound less than it did one year ago, and the stocks on hand are giving leaders of the industry much concern.

In this connection let me turn again to an authority. What does he have to say—who is authority? Well, we would naturally turn to the chief of the bureau of dairying, Dr. O. E. Reed, in the Federal Department of Agriculture at Washington. What does he say about the dairying picture and the dairying situation? Dr. Reed says, "Farm value of dairy products equals 26 per cent of the value of all of the agricultural products in the United States." Think of it, 26 per cent. We take all of the wheat, oats, barley, rye, beef cattle, hogs, potatoes, vegetables, products, and the dairy products. Put them all together and get the total value and 26 per cent or more than one-fourth is represented by products of the dairy. The dairy now produces one dollar's worth of product for every three dollars of all the other farm products we have in the United States. What does Dr. Reed say about the industry, and its future? I am quoting from him now. "This development has been accomplished

by an ever increasing appreciation by the public of the value of milk and the dairy products in the diet and the relation to the health and general welfare of the people. The dairy industry represents large investments in farms and farm equipment, live stock and in manufacturing processing and distributing plants. In recent years domestic products of all dairy products has amounted to about 99 per cent of the consumers' demand." I am repeating that figure because I want you to get the picture and take it home with you. In 1928 we came within one per cent of producing all of the dairy products that we consumed; bear in mind that if we were to get to a point where we produced one-half of one per cent or one per cent more dairy products that we consume, we will have an exportable surplus that must find a market outside of the United States, and the history of all farm crops has been where we have an exportable surplus, whether it be wheat or hogs, tobacco or what not, the price of the entire crop is determined by the markets of the world. For the last several years our butter market has been from one to ten or twelve cents higher than the London market on butter, but if the time comes when we export butter we will have to export and sell it at such a figure, which is subject to the world prices, and when that time comes not only the surplus but the entire production of the United States will be made by the price on the world markets and the tariff will be inoperative.

Dr. Reed says further, "It would be unfortunate if the present favorable position of the dairy industry should lead many producers to expand their business or many not now in it to enter the field." I have devoted some little time to a general view of the picture, and I want to draw your attention for just a few moments to something that is a little closer home, something immediately affecting the Wisconsin cheese industry. At this moment we produce about 66 2/3 per cent of the American cheese made in the United States, and a much higher percentage of the cheese of foreign types. I have right here a little cheese not made in Wisconsin. I am not going to pass it around because I am afraid my friend Larson would say, "That pesky butter maker, would put it in his pocket, and take it home, but if any of you want to come up and look at it you can do so." That cheese came from Oregon, that cheese has a name on it. It is branded on the entire circumference, branded indelibly. I went to a grocery store in Milwaukee this week, and I wanted to buy some cheese, wanted to find out something about the consumer's taste in cheese, wondered how the consumer felt about Wisconsin cheese, what he was paying for it. I wanted to find out some other things about food products and when we speak of cheese, let's keep in mind that every producer, every manufacturer of food products in competing for the consumer's food dollar. When you sell your cheese, which is essentially a protein food, you are entering into competition with the firms that advertise ham, bacon, baked beans, flour, and this, that and the other thing. And what have these advertisers done? Well, I was rather amazed at the lengths

to which some of the producers of food products have gone to acquaint the consumer with the value of their products, and what is the essential of merchandising. I suppose many of you men smoke and I expect that many of you when you go to a cigar counter ask for Camel cigarettes, you don't ask for cigarettes. You ask for Camel cigarettes or Lucky Strike cigarettes, or you ask for La Palina cigars and I venture nine cases out of ten, if the man behind the cigar counter said, "Well, I haven't Lucky Strikes, here is a brand just as good," you would say, "No, I guess not. I like Lucky Strikes or Camels." And if two boxes of cigars were put before you, one named and the other unnamed, you would take the La Palina. Why? Because that cigar has a quality you like. It may not be the highest quality, but it is a uniform quality, and you like it and you have a taste for it and you ask for it, and if you can't get it at this place, you go to the place where you can get it, and that cigar with that quality has been given a name, and that name has been fixed in the minds of millions of consumers, and that is why millions of men step up to the cigar counter and lay down their money for La Palina cigars. And the same thing applies to Gold Medal flour and Ivory soap and even fruits and nuts.

I stepped into a market the other day. There were some English walnuts with names on them. I found these English walnuts in Racine, Milwaukee and other places with a distinct brand branded on each shell of the nut. Why? Because the growers of that particular nut wanted the consumers to ask for Diamond nuts, and the only way they can sell them is to put a distinct trade-mark thereon. Will you pass those around please so that some of the people can see what English walnut growers are doing?

I stepped into another store, I picked up a yellow orange. Every orange in the box had a name printed on it—Blue Goose Indian River orange. They came from Florida. This particular group of growers had crated their oranges for size and quality and given them a name, because they wanted the consumers to ask for Blue Goose Indian River Florida oranges. Here is another orange picked up in the same store. This doesn't come from Florida; it comes from California. Now, an orange is an orange. It is yellow, it has a peel on it and we know what an orange is. We never used to see oranges with names on, years ago, and yet here is a product or a brand of an orange that is produced by the millions, and sold by the millions and every orange carries a name. There is the Sunkist California orange.

In the same store I picked up some yellow grape fruit. Look at it now. I found a name on it, Texasweet, produced down in Texas, and those growers down there are after the consumer's dollar. They are after it in Milwaukee, and after it in Chicago, and in every market, and in order to get it they have given their grape fruit a name, and branded it on there in the hope that once the consumer gets acquainted with that name he will go back and ask for, not grape fruit but for Texasweet grape fruit.

Now, my friends, I went into the cheese department of a large store. Let me go back a little. A year ago there was a meeting of dairy people in this town, or the men interested in dairying, and many of the men made a living in dairying. They had a luncheon in the Republican Hotel, and I thought it would be a nice idea to get some good cheese, and take it over there for the table.

I went to a store on West Water Street that has a rather extensive stock of domestic and foreign cheese, and I said, "I want some well advertised sharp Wisconsin cheese, five pounds of it." The man said, "No, I haven't it. Sell you some New York cheese." I said, "I don't want that. I want well aged sharp Wisconsin cheese." He said, "I haven't it. I have some nice New York cheese, which you can sample." It was very nice. I said, "Mr. Storekeeper, isn't it possible this cheese was made in Wisconsin and possibly has this name of New York on it?" No, it was New York. He didn't know anything about Wisconsin cheese. Here was a storekeeper in the largest city, in the greatest dairy and cheese state in the Union, and didn't know anything about Wisconsin cheese. Well, I picked up a sample of cheese, about a pound, in a large market here, this week and there it is, American cheese. I asked the storekeeper, "Is it Wisconsin cheese?" "I guess so." "Are you sure of that?" He wasn't sure but he guessed it was. It cost 39 cents a pound. I asked him if he had some well made Wisconsin cheese, sharp, little aged with the name Wisconsin on it, and he looked all over his store and he said, "No, I haven't, but I think I have some made in Wisconsin although it hasn't the name. I bought it at 45 cents a pound." It didn't have the name Wisconsin on it. I asked him if he had New York cheese and he said, "Sure, it tastes just about the same and it costs 50 cents a pound, nickle a pound higher." They had imported Swiss, and there is the pound or little over of domestic Swiss that I bought in that store, looked for all the world to me like imported Swiss, and the retail price is 40 cents a pound in Milwaukee.

In the same store the same day, I found an imported Swiss, 68 cents per pound, 28 cents a pound higher. This cheese bore a distinct name, and was made by the producers in Switzerland. We know something about the Swiss producers abroad, because we have a great many Swiss producers here in this state, who have transplanted their industry here. We know they know how to make good Swiss cheese. We have good pastures, pure water, good dairies and good cattle and yet those producers have come into our market, shipped their cheese across the water and paid a duty of 7½ cents a pound, shipped over those big wheels of cheese with the name of Switzerland printed all over them. They have gotten together and raised a fund of \$300,000, that they are spending each year to advertise Switzerland cheese in the United States, and on Monday when I bought domestic Swiss for 40 cents a pound, Swiss cheese sold in Milwaukee at the same store on the same day with that name on it at 65 cents a pound, 25 cents a pound higher.

On the west coast, Oregon, is a group of cheese people, producers,

cheese makers and others who operate in the Tellamook Valley. I was curious to know something about their plans of selling their cheese. I telegraphed to find out how they scored the cheese that they put the name Tellamook on. He wired back, "The Cheese must score 90 or better to take the name Tellamook." In other words, the Tellamook producers grade their cheese and score it. If that scores 90 or better they put their name on it. He says 94 per cent of the cheese produced in that valley scores 90 or better, and the price on a day last week that this wire came to me, Triplets was 37 cents a pound. The freight rate is two cents a pound which makes the price 39 cents on Tellamook in Los Angeles. On the same day, Wisconsin cheese sold at wholesale at 25 cents a pound, or four cents a pound less.

I have heard a great deal of comment, in the last few months, of the last year, about the cheese industry of Wisconsin, about the difficulties of those engaged in it, and they have been many. I have heard a great deal about the defects of the cheese makers, and the Lord knows, that I know that you have had your difficulties in competition, but I am here to tell you men, just as sure as you sit in this room, that if we want a permanent cheese industry in this state of Wisconsin, we must get together the producers, the cheese makers, the cheese buyers, the large manufacturers, and we must do the things necessary to sell Wisconsin cheese to the consuming public of the United States. And the first thing on that program is, that we must have an effective grading plant. We must have that cheese scored accurately and carefully, so that a score on a cheese means something, and when that cheese scores 89, 90 or better, whatever the decision is, then we ought to put the name Wisconsin on that cheese. We must do that, and after we have done that, the time is coming when the consuming public of the United States that likes cheese is going to go to the market and is going to say, "Mr. Storekeeper, I want some mild Wisconsin cheese, or I want some sharp Wisconsin cheese, or I want some Wisconsin cheese of the Colby type." I want to tell you, friends, I will be satisfied when we have done that. We can go out and sell all the cheese, and more than we are making in Wisconsin, and we are going to get more money for it relatively, than we are getting today. I am satisfied with that, and I trust and earnestly hope that you men who have such a large interest in the cheese industry will give this matter consideration; will take this matter up with the Department of Markets, will work with others who are interested in this proposition in order to put Wisconsin cheese on the map where it properly belongs.

I tell you, friends, it hurts, it hurts any one who thinks of this State as all of us do, who knows the kind of milk we can produce, the kind of cheese we can produce and in many cases the kind of cheese we are producing.

DISCUSSION

MR. FLYNN: Mr. President, I would like to ask Mr. Jones who is to blame for us not having a Wisconsin stamp on our cheese today. We have a Department of Markets, we are paying them to look after the Department of Markets, but if I put a Wisconsin stamp on my cheese today, I would be criticized by the dealers because they want to have that cheese all covered with stamps in their name, advertising their cheese, not Wisconsin cheese, and I say, the Department of Markets and the cheese makers have lain down on the job for the last 38 years.

MR. JONES: May I say just a word in that connection, Mr. President? I am not here to point the finger of guilt or blame on anyone. I merely tried to present conditions as they appear to a disinterested observer. If we have failed to get along as well as we should with our Wisconsin industry, I am satisfied that a number of elements are responsible for that condition. It may be that the farmer has been partially to blame in the quality of milk he has produced; it may be that some of our cheese makers aren't doing as well as the great majority of them are doing. It is quite probable, that our buyers are at fault to some extent in that they have been paying a flat price for cheese irrespective of its quality for some little time. Now, despite those possibilities, the fact remains that if we are to right this condition, if we are to get started, we will have to get all of the elements together and get started, and so I say I hope that we may get started on this problem in the very near future.

A MEMBER: I wonder if Mr. Jones could tell us what percentage of moisture that Tellamook cheese contains?

MR. JONES: I haven't had it analyzed. This is a little cheese, of which I secured about a dozen last summer. I think one of their factories makes these up at times, just as a kind of novelty. Their principal output are Triplets and Loaf. I haven't had this analyzed, but inasmuch as it practically enters interstate commerce, it would be up to the Federal requirements, which are 39 per cent moisture for American cheese.

A MEMBER: Would that come under American cheese?

MR. JONES: Yes, sir, this is American cheese.

A MEMBER: Mr. President, I would like to ask Mr. Jones why he made a comparison in stock of butter and never said anything about the comparative stock of cheese. We are sitting in a cheese makers' convention and not a butter makers' convention. Are we progressing in the cheese industry, or are we not?

MR. JONES: If I omitted the cheese, I feel it was due to the fact that I was hurried. I have those figures here, the amount of cheese in storage November 1, was a trifle over 78 million pounds of American cheese, which was approximately four million pounds less than a year ago. The amount at that time was something over 82 million.

A MEMBER: About what would be our percentage according to the production? We used to be up around 73 per cent. What would be our production in the United States today?

MR. JONES: I would have to spend considerable time analyzing these figures before I could answer the question.

A MEMBER: Mr. Chairman, I would like to ask Mr. Jones a question. What percentage of white cheddars goes into process brick, if any?

MR. JONES: It is my understanding that practically all of the process manufacturers use some white American in the manufacture of loaf cheese, Swiss, and loaf brick. I couldn't tell you what the number of pounds is or what proportion the various manufacturers use, because I haven't that information.

A MEMBER: Well, in other words then, would they be buying low moisture American and making it into a process brick and add the moisture to the brick?

MR. JONES: That is a question of a loaf cheese manufacturer. I am not prepared to answer the question; I haven't any information concerning it.

A MEMBER: Could you get an answer on that and mail it to me?

MR. JONES: I think you better write to me on that.

MR. MARTY: Wouldn't that be mislabelling?

A MEMBER: In my opinion, that would be in competition with the brick cheese, adding the white cheddars to American cheese and bringing it up to 43 per cent.

MR. JONES: There are some people who prefer a process brick to a natural brick. To just what extent that furnishes competition for the brick cheese maker would depend on the amount of white American that is used.

A MEMBER: It would be in competition as to the moisture. The percentage is added to the brick.

MR. MALCZEWSKI: Mr. President, I think it is nearly time for election of officers, and I would like to ask a few questions about it. The first thing I want to know, is our present treasurer bonded for the money that is in our treasury? I think that is a fair question; I think the cheese makers will back me up on that question.

MR. SAMMIS: Mr. Chairman, the treasurer of the association Mr. Otto Weyer, is not bonded. He doesn't carry any money. The money he takes in today is turned into the state treasury tomorrow, or next week, as soon as the convention is over. He doesn't need any bond.

MR. MALCZEWSKI: Who has charge of that?

MR. SAMMIS: The treasurer of the State of Wisconsin.

MR. MALCZEWSKI: That is sufficient answer. I would like to ask one more question. Was the board of directors called last year relating to the laws to be passed regarding any committee to go before the Legislature, was the board of directors called to act on that question?

THE CHAIRMAN: Which question are you referring to?

MR. MALCZEWSKI: Whether there was any committee sent to the Legislature, and whether the board of directors were called to name the committee?

MR. SAMMIS: Mr. Chairman, I believe the printed annual report will show that the president appointed a legislative committee. I was at the capitol, and I saw quite a group of other people there, not a large number, but apparently sufficient to take care of the matter, as many as we could get to come at the various hearings. The hearings were not neglected. Now, as a matter of fact, if that answers your question, the election is not the next thing on the program. There are some other things on the program.

MR. MALCZEWSKI: If the president would allow me, I would like to make a speech for about five minutes, just before the election.

THE CHAIRMAN: I would like to have the house raise their hands whoever wants that speech at this time. We will have it at this time.

MR. MALCZEWSKI: Mr. President and Fellow Cheese Makers: Now don't think for one minute that I want to come up here, and talk before you about this coming election because I am looking for any position or for any office. I surely am not, and I want to tell you that I accepted the presidency of the Northeastern Wisconsin only because they wouldn't have it any other way, and I want to tell you why I think right here it is important. This election is one of the most important elections that the cheese makers' association has ever had. If you are going to retain your old offi-

cers, they have got to be instructed to handle this Association in the right way, and if you are going to put in new men, put in men that are going to fight for you. I don't mean that you should put up radical men. You are wrong if you do that. You can't send radical men to the Legislature, but you have got to send men there that know something; and that can answer every question that is put to them. And I want to tell you another thing, that the general talk yesterday and today was that there is going to be a conference called by the party that just spoke, the cheese institute, this Association, where all the other associations, and where the cheese dealers and the rennet makers and everybody should be invited, where we are going to agree upon certain laws that we want passed at the next Legislature. Now I want to tell you it is important, that this Association has officers, who will have interest enough in our industry, that will send men to represent this Association that can demonstrate, that can show them what our interests are, and we want men over there, that will go shoulder to shoulder with the cheese dealer, and work with him for our interests as long as he works with us. Whenever we think they are trying to slip something over on us, let us go out and fight like we would any common enemy.

And another thing, I was just told, we want no radicalism, but right among us, there has been all kinds of things said that today, you dare not get one cheese dealer because the other one won't take your cheese. Now, I tell you, I am not accusing the cheese dealers, I hope that is not true, but it is an Association like this, that such things should be reported. Let me tell you, when it is reported and it is concrete, our officers should look into it, and we should take the cheese dealers on the carpet. If we have to have a legislative committee to investigate such tactics, let's do it. If we have to go before the Federal Trade Commission, let's do it. I can't do it, and you can't do it but our Association can do it and can demand it. I am going to make one nomination speech, and that is all, but I want you to do what you think is fair, and what will be good for us.

Highest Honor Badge Award

MR. SAMMIS: Mr. President, we are about half an hour behind the schedule, but will try to catch up. At the last convention, in consideration of the fact, that we have among us several distinguished cheese makers who are head and shoulders above the general rank and file of the cheese makers in the state, it was determined to create a special class of honor cheese makers, selecting those who by the records in the office, are shown to have received three first sweepstake prizes on American cheese, or three first prizes on Swiss cheese or three first prizes on Limburger cheese, within the last twelve years. These resolutions were passed at the last convention, and it was further decided that members of this class of highest honor cheese makers shall hereafter compete only for such prizes as may be offered for this special class, and not compete for the regular line of prizes offered to the rest.

Mr. Chairman, today we have the pleasure, and I will say the honor of considering the results of that resolution that was passed last year. There are among the members, three distinguished cheese makers who have won memberships in this highest honor class. One of them is an American cheese maker, and the other two are respectively block Swiss and brick cheese makers, the latter two will be presented tomorrow during the brick, limburger and Swiss cheese discussion in this room, beginning tomorrow morning at nine o'clock.

Mr. P. H. Kasper needs no introduction to you. It is not necessary for me to repeat his history. You have read it in the papers. His experience has run back to former years, and he is wide awake and active at present, and has presumably many years of excellent work ahead of him. He is known not only through a considerable space of time, but also through a considerable space of territory. He is known internationally. He has visited cheese makers in Europe, in England, and on the Continent and they can shake hands with him, when they meet him next, and can remember seeing him before. He is a man of great influence, and he has taught many young men how to make cheese and has a big following all over the state. And finally in addition to what we can say about his qualifications, he has this practical qualification, that he himself during the last five years, of the last twelve has carried away the highest honors of the American cheese at this convention. This is considered a distinguished honor.

Now, Mr. Chairman, this classification of highest honor class makers was created, because we felt that the mere presentation of a silver cup or a rocking chair or something of that sort was really insignificant for the purpose of recognizing the merit and the worth of these highest honor class men. We have among us, all the silver cups, and all the gold watches and all the rocking chairs and traveling bags, and barrels of salt and kegs of rennet and everything else that Mr. Kasper might win in the coming years. We are going to make him a member of the highest honor class. It seems fitting today that the oldest member of this Association, who has been present at every single convention during all the years since its organization, and we have only one such, should assist by presenting this medal, this highest honor class medal to Mr. Kasper. I am going to call on Mr. Aderhold to do that at this time.

MR. ADERHOLD: Mr. Kasper, I have been very familiar with your career as a cheese maker during the past forty years. We all know that you always have been a great builder, and your success has been so great, and with your success you have increased the prosperity of your community, also of the State. You have made a very enviable record as a cheese maker. You have made another record of which I think you can very equally feel proud. I have known you as a friend, I have known of your home life, and it gives me pleasure to say to you that you and Mrs. Kasper have furnished a splendid home, and brought up eight children in the way children should be brought up. And so it gives me great pleasure as one of the founders of this Association, and as a friend of yours to pin upon you this medal, the first one presented in the honor class.

MR. KASPER: Brother Cheese Makers, Ladies and Gentlemen: I don't really know how to express my thanks to the Association, not alone the members of this association but a good many people higher up in the state of Wisconsin, the honor they have bestowed upon me. The whole thing is, he who does great work should get great returns. As a cheese maker, as a citizen of the State of Wisconsin, I have simply done my duty. I put in my best efforts, and I hope God will grant me good health, so I can contribute and keep on with the good work, for a good many years to come, and I hope I can always be a benefit to the cheese industry of the State of Wisconsin.

MR. SAMMIS: Mr. Chairman, in order that Mr. Kasper may have a permanent record of today's event, we are going to hand him this memorandum in the form of a highest honor diploma signed by all the directors and officers.

MR. KASPER: Mr. Chairman, I am getting more honor than is due me.

MR. SAMMIS: Next year, we should have some more members in this class. Tomorrow as stated, two more of these life honor badges and certificates will be presented in the meeting of the Swiss, brick and limburger section, to Mr. Gottlieb of Blue Mounds and Mr. Oswald Schneider. We hope you will all be there.

ELECTION OF OFFICERS

THE CHAIRMAN: The next thing on the program will be the report of the nominating committee. I don't know how the nominating committee want to report, whether they want to report just before the election of each officer or all at one time. I would like to hear from the chairman.

MR. HUBERT: Mr. President, this is a matter for the convention to decide. If they wish us to make all the nominations at one time or just give the nominations for each office.

MR. MALCZEWSKI: I move that the nominations be made for each one just before he is going to be voted for.

Motion seconded and carried.

MR. HUBERT: It gives me great pleasure to submit the name of P. H. Kasper of Bear Creek for President, no other nomination being submitted to the committee.

Mr. John Peters, and Mr. F. A. Flynn were nominated.

MR. FLYNN: Ladies and Gentlemen, my Friends: You want me to run for the presidency of this association in preference to Mr. Kasper? I am very sorry to say that at this time I cannot do it. Mr. Kasper has given his life, you might say his health, and everything for the industry of which he was just given the highest honors of this association, and it would be a shame if he were cast out today, and I say nominate Mr. Kasper for president without any other nomination, making it unanimous.

MR. BILGRIEN: Mr. Chairman, I move that the secretary of the Association be instructed to cast the unanimous vote for Mr. Kasper for the ensuing year.

A MEMBER: Mr. Chairman, there was a nomination here for Mr. J. H. Peters.

MR. PETERS: I won't accept it at this time.

MR. WILHELM: Mr. Chairman, I take pleasure in making a nomination speech for one of the most able, capable men in the cheese industry. He is an outstanding success as a cheese maker, as a farmer and as a business man. In his community, in Brown County, he is ranked as one of the most competent men and community leaders in that section. His outstanding success as a cheese maker should give this matter your earnest consideration. He has an agricultural college training, is well read and well versed in dairy laws. He not only knows the dairy laws and problems but can talk intelligently on those problems. He can defend his views in any gathering. He has the facts of the matter before he thinks of actions. If this man sees fit to accept the nomination, rest assured that he will lead this association to higher levels and that it will be a real help to the cheese makers in Wisconsin the year round, instead of just a gathering place once a year. I take pleasure in nominating Mr. Edward Malczewski of Pulaski, Wisconsin.

MR. MALCZEWSKI: I want to thank Mr. Wilhelm for saying such nice words. As I told you before I absolutely cannot and would not accept it at this time, and I would like to reaffirm what Mr. Flynn said, that we elect Mr. Kasper unanimously.

MR. SCHWANTES: If you want to run this thing as a Sunday school, take the other fellow. If you want it for self-benefit, that is the only way I would run the association.

MR. SAMMIS: Listen to the result of the election, for secretary. Total number of votes cast 200, necessary for choice 101 of which I am very glad indeed to inform you that Mr. Schwantes has obtained 113 votes and Mr. Sammis has 87. I will close up the business of the present year, and ask Mr. Schwantes to come to Madison, July first, at the end of the fiscal year, to get the books and equipment at the secretary's office.

THE CHAIRMAN: I wish to announce that Mr. Schwantes is declared secretary for the ensuing year. We would like to have a rising vote of thanks to Prof. Sammis for the work he has done in the past years for this Association.

The next in order will be nomination for treasurer.

MR. HUBERT: There has been one name suggested to us for treasurer, that is the name of Mr. Weyer, your present treasurer. If there are no nominations from the floor I would move that Mr. Weyer be declared elected.

A MEMBER: I make a motion for Mr. Flynn.

Motion seconded.

Motion that nominations be closed, seconded.

MR. WEYER: I have been treasurer of the Association for four years, and I think it right to give some one else a chance. I therefore withdraw my name. I want to thank the Association very much for giving me the honor of being treasurer four years, and I therefore make the motion that the rules be suspended, and that the secretary cast the unanimous ballot for Mr. Flynn.

Motion seconded, and the unanimous ballot was cast for Mr. Flynn as treasurer.

THE CHAIRMAN: I wish to declare Mr. Flynn elected treasurer. The next order will be the election of two directors in place of Earl Whiting of Gillett and Jacob Gempeler of Monroe.

MR. HUBERT: The nominating committee has the following names for your approval: Mr. Gempeler to succeed himself and Mr. Whiting to succeed himself.

MR. MALCZEWSKI: Mr. Chairman, I move that the nominations be closed.

Motion seconded.

MR. BILGRIEN: Mr. Chairman, I move that the rules be suspended, and that the secretary cast the unanimous ballot for the election of Mr. Whiting of Gillett and Mr. Gempeler of Monroe.

Motion seconded and carried.

THE CHAIRMAN: I declare Mr. Whiting and Mr. Gempeler elected directors for the ensuing year.

REPORT OF RESOLUTIONS COMMITTEE

MR. JONES: Your resolutions committee consists of the speaker, Mr. Jacob Gempeler, Jr., Mr. Flynn, Mr. Kalk, Mr. Howe and Mr. Zaring. Unfortunately the last three men, Kalk, Howe and Zaring are not present and in consequence Mr. Gempeler, Mr. Flynn and I had to deliberate alone.

Resolution Number 1. *Be it Resolved by the Wisconsin Cheese Makers' Association,* That we extend a vote of thanks to the City of Milwaukee, the management of the Milwaukee Auditorium, the Milwaukee Association of Commerce, and to all other firms, organiza-

tions and individuals whose efforts have contributed to the success of the 1929 Wisconsin Cheese Makers' Convention.

I move its adoption.

Motion seconded and carried.

Resolution Number 2. WHEREAS, It has pleased Divine Providence to remove from our midst Alexander Schaller, a sterling citizen, a loyal friend, and one who has contributed greatly to the growth and sound development of the cheese industry of Wisconsin;

Be it Resolved, That we give expression to our sense of irreparable loss, that the community and the cheese industry have sustained through the passing of our friend and coworker, Alexander Schaller.

I move its adoption.

Motion seconded and carried.

Resolution Number 3. WHEREAS, The cheese industry of Wisconsin produces 66% of the Nation's supply of American cheese, and a larger proportion of foreign type cheese, and

Whereas, Conditions within the industry are constantly changing and require continuous attention from those engaged in it;

Be it Resolved, (a) That it be the sense of the Wisconsin Cheese Makers' Association, that there be created within the Wisconsin Cheese Industry, a general policy cheese industry committee, whose duty it shall be to give personal attention to all matters of vital importance to the industry, and to take appropriate action concerning the same.

(b) That such committee shall consist of two members from the National Cheese Institute, two from the Wisconsin Cheese Makers' Association, (to be appointed by the president) and that each of the following organizations be invited to select a representative who will hold a committee membership:

1. Northeastern Wisconsin Cheese Makers' Association.
2. American Cheese Makers' Association.
3. Southeastern Wisconsin Cheese Makers' Association.
4. Southern Wisconsin Cheese Makers' Association.
5. Central Wisconsin Cheese and Butter Makers' Association.

(c) That the Secretary of the National Cheese Institute shall act as Secretary of this committee as proposed and shall keep each member informed concerning any and all matters which require attention and consideration by the said General Policy Cheese Industry Committee.

I move its adoption.

MR. FLYNN: I make a motion that we include the American Cheese Federation in this resolution.

Motion seconded and carried.

Resolution adopted.

Resolution Number 4. WHEREAS, For 12 years since the passage of the Whey Butter Label Law, this state cheese makers association and other associations throughout the state, each year have demanded the repeal of this unjust law, and

WHEREAS, Butter made from whey cream cannot be distinguished by chemical analysis from other creamery butter, and

WHEREAS, Butter made from whey cream alone has been demonstrated to be equal in quality and in keeping quality to other creamery butter made from the same milk supply, and

WHEREAS, Some of the strongest supporters of the Wisconsin Whey Butter Label Law are competing creameries in neighboring

states, who are in a position to ship whey cream butter into this state without a label, giving them an unfair advantage over all Wisconsin creameries, and

WHEREAS, The Whey Butter Label on any package of butter in the wholesale market, invariably reduces the price received by farmers and creameries for such butter, by 4 or 5 cents a pound, regardless of the butter quality, and

WHEREAS, The Whey Butter Label on retail butter packages recalls to the consumer's mind the old time factory methods of whey cream manufacture which were abandoned many years ago, and leads him to suppose that all butter so labelled is inferior in quality, and

WHEREAS, The enforcement of this law will unjustly reduce the cash returns to the farmers which are already too low,

Therefore, be it Resolved, That we regret and deplore the passage of this Whey Butter Label Law, injurious to the whole Wisconsin Dairy Industry and we advise and demand its repeal at the next session of the legislature, and

Resolved, That we approve the successful efforts of Representative E. J. Hoesly and other members of the legislature to repeal this law, and we deplore the veto of the repeal by the governor, and

Resolved, That we request the governor to include this subject in his call for the next special session of the legislature, and

Resolved, That a committee of this Association be appointed to call on the governor and present these resolutions to him.

I move its adoption.

Motion seconded and carried.

Resolution Number 5. WHEREAS, More or less trouble arises in the manufacturing of cheese and the buying, selling and testing of milk and cheese, and

WHEREAS, Cheese makers have not a proper remedy to secure relief in such grievances, and

WHEREAS, One of the purposes in organizing the State Cheese Makers' Association is to give help and aid to its members.

Be it Resolved, That whenever ten licensed cheese makers being members in good standing of the state Cheese Makers' Association shall sign and make a complaint in writing pertaining to the manufacture of cheese, the testing of milk and cheese and the selling and buying of milk and cheese, such complaint shall be filed with the secretary of the State Cheese Makers' Association. The State Association of Cheese Makers by its proper officers, shall immediately take such steps as are necessary to remedy and relieve the grievances complained of in such complaint. No complaint, however, shall be presented to the State Cheese Makers' Association until and unless there shall be had a meeting of at least ten licensed cheese makers, they being members in good standing of the State Cheese Makers' Association, called for the purpose of discussing such grievances.

MR. MALCZEWSKI: I move that the resolution as far as read now be numbered five and I move its adoption.

Motion seconded and carried.

Resolution Number 6. WHEREAS, The cheese maker and the farmer must cooperate with each other in the manufacture and sale of cheese,

Be it Resolved, That a member of the State Association of Cheese Makers may be permitted to bring two of his patrons to any of the regular meetings of the State Association.

I move its adoption.

Motion seconded and carried.

Resolutions No. 7, 8, 9 and 10 were tabled by vote.

Resolved Further, That a committee of three be appointed for the purpose of cooperating with, and assisting the Department of Agriculture and Markets in applying a system of markets that will secure the results as herein expressed.

THE CHAIRMAN: Gentlemen, you have heard the resolution.

MR. FLYNN: That is another resolution I brought up. I am going to ask you to adopt that resolution. I think it is a step in the right direction to put Wisconsin on the map.

Motion to adopt, seconded and carried.

Secretary Shall Be Bonded

THE CHAIRMAN: It has been suggested that the secretary or rather the treasurer be bonded for five thousand dollars at the expense of the association to protect the association funds. I would like to hear from the members.

MR. MALCZEWSKI: Mr. President, I don't think it is necessary to make it five thousand, but it should be three thousand.

THE CHAIRMAN: There are certain times when there are over three thousand dollars in the treasury. You see, the reason for the secretary's bond is that the secretary, acting as a private individual, handles the money that is raised by putting on the convention, and so forth, and the balance of that money is turned over to the state treasurer, but the secretary for a short time actually handles the funds that are derived from the convention.

MR. MALCZEWSKI: Whoever handles the money should be bonded, I don't care who he is. I make a motion that the secretary be bonded for four thousand dollars at the Association's expense.

Motion seconded and carried.

MR. SAMMIS: Mr. Chairman, there has been a good deal said here today about legislation and I suggest the president appoint a legislative committee for this association.

MR. MALCZEWSKI: I make a motion that the president name two fellows any time he sees fit.

Motion seconded and carried.

GREETINGS TO CANADIAN CHEESE MAKERS

MR. SAMMIS: Mr. Chairman, I would like to introduce a little resolution here to the effect that this Association send greetings to the Eastern Canadian Cheese Makers' Association, and the Western Canadian Cheese Makers' Association, which meets December 10, 11, 12 and 13. If you care to pass this resolution, I will be pleased to present it at those meetings.

Motion seconded and carried.

THE CHAIRMAN: There has been an examining committee appointed by the president of the Association to examine the books at the end of Prof. Sammis' term, and the committee consists of M. M. Schaetzel of Edgar, Jake Gempeler of Monroe, Earl Whiting of Gillette.

MR. SAMMIS: The hour is late, and many have gone away, I move that we adjourn, Mr. President.

Motion seconded and carried.

SWISS, BRICK, AND LIMBURGER DAY

Thursday Morning Session, 10:00 A. M.

JACOB GEMPELER, Jr., *Chairman*

THE CHAIRMAN: We will start with the program now. Some of the associations the other day were not able to report, so we would like to have a report from them this morning.

SOUTHERN CHEESE MAKERS' AND DAIRYMEN'S ASSOCIATION

By MR. FRED MARTY

Mr. Chairman and Fellow Members: I really haven't prepared anything in particular about the organization, and I was in hopes I would get by without making any report, but they are calling on me any way. Nevertheless, I will make it very brief.

I want to show the Dodge County men that are assembled here this morning the activity in the line of work that the Southern Wisconsin Cheese Makers' and Dairymen's Association, the Foreign Cheese Makers' Association, and so forth are doing along the line of advancement in our struggle in holding our own. The Southern Wisconsin Association inaugurated a number of years ago, a special course. That particular course, this winter is going to reach out further than it has heretofore. It is going to be under the auspices of the local organizations of Monroe interested in the furtherment and betterment of the cheese industry, and they are cooperating in conjunction with the United States Department of Agriculture, the University of Wisconsin, in place of conducting a special course, that has been given at the University of Wisconsin, a sort of post-graduate course. There has been a course of that nature given at the University of Wisconsin for some nine years. The first two years were given at Monroe. This winter any of you who are interested from Dodge County are perfectly welcome. It is going to be free of charge. The students are going to be assessed about two dollars advance money, and if he doesn't break up more than the usual amount of glassware, he is going to get his two dollars back at the end of the two weeks. But if he goes breaking up things, we are going to take part of the two dollars from everybody and try to reimburse ourselves. That is practically the only means we have of carrying on of that course. That course, instead of the one at the University of Wisconsin, will be given in Monroe in the Green County Normal School house, at the city of Monroe, the week of February 11 for two weeks. During the period of that course, there is going to be a concerted action on the part of all civic organizations of Monroe to help to make the Southern Wisconsin Convention

one of the greatest conventions in the history. The convention will be given on the dates of the 13th and 14th of February, during the first week of the two weeks' course of that special course. I will assure you that any of you who are interested in seeing what is going on will have the opportunity to see what the boys are learning over in the schoolhouse, besides hearing the splendid program and the men that will report at that particular convention.

THE CHAIRMAN: We also have another organization represented here this morning, an infant among all the other organizations in the state but, based on the enthusiasm shown here this morning, I think they will grow to be healthy young men in a short time. We would like to hear from their representative, Mr. E. F. Horn, of Beaver Dam.

MR. HORN: Mr. Chairman, Ladies and Gentlemen: Mr. Jones was speaking right when he said it is still an infant. Our association is just starting. We have Mr. Bilgrien of our territory to thank for the starting of the organization. We felt there was a need of an organization of that kind to interest the cheese maker and farmer and the manager for better work. We didn't do anything until most of us were mighty sick. As a rule you don't go to a doctor until you need a doctor's care and we surely do need a doctor's care in Dodge and adjoining counties. What we will be able to do will depend largely upon the men interested in cheese making, but I do believe the interest that has been shown up to this time will bring the association success.

THE CHAIRMAN: We have in our organization, in our section of the state, another organization called the Dane County Cheese Makers' Association whose representative was not able to be here this morning but he wrote a letter which our secretary, Mr. Sammis, will read to you.

MR. SAMMIS: It seems to me that this is a very nice neighborhood gathering. They can get 15 or 20 cheese makers coming into Mt. Horeb, they can hold a meeting on short notice, and it is easy to get them together. These new associations please me very much. The state association has taken the attitude long ago that they will push them all they can. Here is a little note from Adolph Schmidt, the president of the Dane County Cheese Makers' Association with headquarters at Mt. Horeb, and I want to say Mr. Schmidt talked with me the other day expressing the very good idea, that there is no sort of rivalry or competition between these different associations. They live together happily right in neighboring counties and while you are welcome to visit back and forth in the meetings, it isn't that any one association is trying to get members away from the other. Mr. Schmidt says he would like to be with you today. Yesterday he told me his wife was sick and he couldn't stay over night. He thought he ought to go home and stay with her. He says, "I am a delegate from the Dane County Cheese Makers' Association. This is the first time we have reported at the state convention. Our association is a sprout from the Southern Wisconsin Association. This association, among other things, passed a resolution two months ago that every cheese maker should help his neighbor makers when needed, and after we organized we fixed it so that any cheese maker that is in need of help in our neighborhood, regardless of whether he is a member or not, may call on the president of the association, and the president with his committee will give that man the help he needs, even when money is needed. At Mt. Horeb we held a festival on September 12th, 13th and 14th. That

heated again. With a channel vat he heats it up to 145 degrees and holds it there for thirty minutes and then he runs the cold water through. He says it takes about two hours longer to make cheese. He likes it pretty well. He sometimes makes brick and sometimes limburger. Mr. Gronert said he liked the thing and he was going to keep on using it.

MR. HORN: Mr. Chairman, we have with us Mr. Schneider from Hartford. He had been operating a vat of that kind. I would like to have Mr. Schneider tell us what results he had with it.

MR. SCHNEIDER: I can't make a speech in public, but I have been pasteurizing for two years now in the same kind of a vat Mr. Gronert has. In fact, I sold out to Mr. Gronert this year and make cheese for him now but I must say he had great success in pasteurizing. If we didn't get anything else we sure got away from pin holes in cheese and we always had some nice cheese. The trouble we find is that when we get high test milk it doesn't make such a nice cheese as you get when we have milk which tests from 3.2 to 3.3. The cheese I had up at Madison was from milk that tested 3.2. Mr. Sammis said it sure was a fine cheese. We have to cook the cheese much higher now than we do in the hot summer days. If there is anything I can answer, I will.

MR. SAMMIS: Do you expect to keep on pasteurizing?

MR. SCHNEIDER: Oh yes.

A MEMBER: What kind of a starter do you use?

MR. SCHNEIDER: I use American cheese starter.

MEMBER: I would like to ask Mr. Schneider in what way this high testing milk differs in pasteurizing from low testing?

MR. SCHNEIDER: It seems we can't get enough body.

MR. HORN: I would like to ask Mr. Schneider what percentage of starter he uses in his milk?

MR. SCHNEIDER: At the present time I use about a half per cent or a little better.

MR. SAMMIS: Do you find it takes a little more starter after you pasteurized the milk than if it were raw milk or didn't you notice anything about that?

MR. SCHNEIDER: I never used milk starter for raw milk.

MR. SAMMIS: Do you find the cheese works about the same every day in making cheese, takes about the same length of time? Is it a uniform process, is it any more uniform?

MR. SCHNEIDER: There is some variation, too, but not as much as with raw milk.

MR. SAMMIS: I think that is an important thing.

MR. SCHNEIDER: I put the starter in when I got my milk cooled down to 96°. If you got the milk cooled down to 96° or 94°, then you can shut off the water. At about 96° I put the starter in and when I got it down to 94° I shut the water off.

THE CHAIRMAN: Any further questions?

A MEMBER: How much longer does it take?

MR. SCHNEIDER: Well, it takes about one hour.

MR. MARTY: When you add your starter, how long before you add your rennet? Isn't it a fact that when you add your starter, you use a rennet test?

MR. SCHNEIDER: No.

MR. MARTY: What kind of a test do you use to determine the correctness of your milk?

MR. SCHNEIDER: We don't use any.

MR. MARTY: You go just by guess.

MR. SCHNEIDER: Yes.

MR. MARTY: Don't you think even in that case it would be better if you had a rennet test and found out in what stage of that milk

you are coagulating in your test and then it would be a guide for you to go by day after day and it would only take a minute?

MR. SCHNEIDER: That wouldn't be a bad idea.

MR. MARTY: Say for instance it would run down four spaces, five spaces, six spaces, and you see your cheese is working nicer, don't you think it would be better if you had a rennet test? It only takes a minute for you to do that.

MR. SCHNEIDER: You think it would work more uniform from day to day?

MR. MARTY: You would be adding your rennet at the same correctness to your milk every day. You would be adding your rennet when it should be added. If you knew that milk was making a good brick cheese, it would be better, and it curdles when it is down four degrees, that is a guide for you from day to day. Don't you think you would make more uniform cheese than if you would go by guessing? Your milk may have more ripeness one morning than another, unbeknown to you.

MR. SAMMIS: Mr. Marty and I have argued about a number of things from time to time and we never got mad yet. I don't know if Mr. Marty ever made cheese from pasteurized milk or not, but Schneider has. I have made a cheese from pasteurized milk and Mr. Bruhn and other people have, and we notice this about pasteurized milk, that whenever you pasteurize milk it just about stops ripening. That enables you to take a little milk that is a little riper than you require and it doesn't make much difference. Of course, it is a nice thing to use a tester but it isn't so necessary with pasteurized milk as it is with raw milk. When you once have it pasteurized you know it is going to stick right there and the starter you put in is put in mainly to help in the curing so as to have some bacteria, the right kind, in the cheese. And so as a rule when milk is pasteurized we do just as Mr. Schneider said, we put in the starter to help the curing and then put in the rennet to make the cheese, and we don't expect to wait half an hour to raise the rennet test. So I think in general in using pasteurized milk there isn't so much necessity for being quite so particular to make rennet tests.

MR. MARTY: Mr. Sammis, I would like to answer your question on the pasteurized milk in this way. You mean to say you are putting the ripeness into that milk by the addition of a starter? Well and good. Isn't it also a fact if you took an immediate test of that particular milk when you added that starter it would tell you whether that milk could use a little more or less starter even if it were pasteurized?

MR. SAMMIS: The majority of makers certainly use raw milk and ought to use these tests by all means. When a man begins to use an acid test he is making an improvement. I don't want to discourage the use of tests but I just want to say I don't think there is the necessity, not so much any way, because there is never any danger of over-ripeness of the pasteurized milk running away with you, and it will always work along slow and steady and uniform. There isn't that danger. In a way you are right, but it isn't quite so important with raw milk.

MR. SCHNEIDER: I wouldn't use any starter in pasteurized milk but the only reason I have is to keep my cheese dry enough. Otherwise I think pasteurized cheese would taste much better with the starter.

MR. SAMMIS: The addition of starter develops a very little acid so that you can hardly detect it on a test, but yet that will help get the whey out. A little starter is very helpful in making a pasteurized milk cheese curd give up whey normally.

MR. SCHNEIDER: It seems to make a much more soft and tender cheese.

MR. SCHUJAHN: I don't wish to say anything against pasteurizing, I think it is a very good thing, but I do believe that an ounce of prevention is worth more than a pound of cure. Your greatest troubles with gas are due to bacteria coming into the milk before it gets to the cheese factory and I think that too many of us cheese makers are not paying enough attention to keeping the bacteria out. I acquired a cheese factory here two years ago and it is a large factory with some ninety patrons. Two months after I had acquired the cheese factory I had a meeting with the patrons. The cheese maker told me in July and August we have a lot of trouble with gas. He said, I wish you would try to talk to the farmers so we would get better milk. I asked him whether they had springs for cooling and he said some had springs and others had not. I therefore asked them to use my spring. I asked everybody to get strainers. I bought them in wholesale lots and in turn I would furnish them the pad to strain the milk. One farmer said, "If three of us milk, we can't get the milk through one strainer fast enough." So I told them to change pads as often as necessary and I can conscientiously say we only made five cheddars in the last years that showed any gas. The rest didn't show any gas whatever. I really believe it would be good for everybody to get every farmer to buy one of those strainers and I believe it is a better policy to furnish the pads than it is to pasteurize. I think you will find a much improved quality of cheese and I also believe you will get a much better yield than you did before.

A MEMBER: Many of the makers are pasteurizing their curd in the vat. Some of them are cooking as high as 142. They call it a hot curd cheese. Using that method they find they get it firm enough to hold down the gas on the shelves.

MR. HORN: Mr. Schujahn, have you found any difference in the pasteurized brick than in the whole brick, which is the better cheese?

MR. SCHUJAHN: Well, a cheese made from raw milk if any kind, Limburger, Brick or Swiss is better than cheese made from pasteurized milk. You can't kill the bacteria in your milk without killing the good bacteria. You need good bacteria and good lactic acid to make a high grade of cheese.

AWARD OF HIGHEST HONOR BADGES

MR. SAMMIS: Gentlemen of the Convention: A year ago we came to realize at the convention that we had among us some men who were leaders in their lines, distinguished above the rank and file of the association. Some resolutions were adopted whereby the association should do special honor to these men who by long years and successful work have proven their merit. The association last year adopted a resolution to create from our members a special class of honor cheese makers and it was decided that every cheese maker who by the records in our office is shown to have received three first sweepstake prizes on American cheese, or three first prizes on Swiss cheese, or three first prizes on Brick cheese, or three first prizes on Limburger cheese at this convention during the last twelve years shall be put into this highest honor class for life, shall be an honor life member of this association. It was felt that the winning of a rocking chair or a travelling bag or maybe a silver cup or gold watch was getting to be an old thing with these few members who

had won so many first prizes and it was no novelty for them any more. We wanted to give them the highest honor we could and so it was decided that hereafter the members of this highest honor class shall not take part in competing for any more of these gold watches, rocking chairs, and tinware and such things as they have been getting; but they shall only compete for such prizes as are offered to this highest honor class. Yesterday we had the great pleasure of telling our old friend and the president of the association, Mr. P. H. Kasper, that he was the first cheese maker to be put into this highest honor class. The whole house was glad to see him, and he gave us a nice talk at that time. Today in this session we have two of these highest honor class cheese makers. One is Mr. Gottlieb Werren who won first prize on block Swiss cheese at this convention for years and Mr. Werren is the second of the highest honor cheese makers at this session. I want to ask Mr. Werren to come forward so we can all take a look at him once more and at the same time I am going to ask another well-known man, a life-long supporter of this association, Mr. Fred Marty, to present this medal to him and tell him what he thinks of him.

MR. MARTY: Mr. Gottlieb Werren, it is surely with deep affection that I have the pleasure, in the name of this organization, to have this little ceremonial here this morning. Your cheese has been exhibited at this cheese convention for over a decade. You have helped to beautify the cheese exhibition of this organization, without which a convention would not be complete. We have appreciated that you were a constant exhibitor of cheese. We appreciate the way you have been an exhibitor. Mr. Werren we know that your persistent efforts in coming here year after year with your exhibit was not caused or prompted through monetary desires but in a spirit that you wanted to know how it compared with your fellow makers of cheese. Mr. Werren, we also know that you are a man that is known in your home vicinity to have your factory in a sanitary condition. Your factory surroundings are in a sanitary condition we know, and the state of Wisconsin knows that you have been awarded the highest honors in your respective district. If I am right, your county for three years has been the highest prize winner of beautifying the surroundings and sanitary surroundings of its cheese factories. Therefore, Mr. Werren, in the name of this organization, it gives me pleasure to present to you this emblem of appreciation which represents the highest honors that can be conferred upon any member of this large organization.

MR. SAMMIS: Mr. Chairman, we have another member in this organization who has for many years done his duty, not only as a duty but as a pleasure. He has been at this convention year after year, he has brought his cheese and has labored to make good cheese and he has become known throughout the state as a distinguished maker of brick cheese, and the young makers have learned to know that his cheese was something to be looked out for in contests, in a convention, at the state fair. His cheese has always been at the

top, his influence has always taught to have clean milk. Mr. Oswald Schneider has won the first prize on brick cheese for six years at this convention, an enviable record of which any man might be proud. I am going to ask Mr. Marty to present this medal to you.

MR. MARTY: Mr. Oswald Schneider, it is indeed a pleasure to meet you here this morning. It has been twenty years or more that I have had the pleasure of judging your cheese. I have awarded gold medals to you in a national way as well as through our organization. Your name, Mr. Schneider, has become famous not only in your home surroundings, but they have heard of you from coast to coast, Mr. Schneider, and I will say this, that I got so that I knew your cheese whether it was in Memphis, in Minnesota, in St. Louis. All I wanted was a trier, I didn't have to see your cheese. I could tell your cheese, it was so outstanding from any other cheese that usually goes out on the market. At a state fair about 1921, Mr. John Cannon introduced you to me. I told Mr. Cannon that I would like to go up there sometime and have the opportunity of seeing you make this cheese. I am not trying to belittle your work, but Mr. Cannon was inclined to give a lot of this credit to your wife. Now then, I am informed that your wife is, to our sorrow, dead and gone for a number of years and still Oswald Schneider kept right on making the same kind of brick cheese. So I believe Mr. Schneider that you are responsible for the kind of goods you have been putting out into the world. I must say, Mr. Schneider, that we were compelled to take this particular step. A year ago the brick cheese makers of Wisconsin said, "What is the use of sending a cheese down to the Wisconsin State Fair? Schneider will get first any way." Last year at Green Bay the Brick cheese entries dwindled down to 15 entries and when they found out Mr. Oswald Schneider wasn't in the entries any more it went up to sixty. So, Mr. Schneider, I confer upon you this medal, this emblem of honor, the highest we can award you, in appreciation of the work you have done for this association.

TROUBLES ENCOUNTERED IN BRICK CHEESE FACTORIES

By W. J. KRAMER, Department of Markets

The principal or primary cause of our poor Brick cheese is due to poor milk. This is brought about by a small percentage of producers delivering poor milk, and when mixed at the factory we have a larger volume or a vat of poor milk to manufacture into poor cheese. The result is a vat of poor cheese from 95% or more of good milk delivered to the factory. On first analysis of this condition, it would seem a simple matter for the makers to reject the poor milk and manufacture all good cheese. Your experience has taught you that this remedy is not as simple as it appears on the surface, in fact this is where the makers' troubles begin. Many of

you makers have tried to get some erring patron to deliver better milk, either by rejecting or some other method, and for your efforts the patron tells you if the milk is not good enough for you he will take it elsewhere. The patron is well aware of the fact that owing to the small size of your factory you can ill afford to lose him as a patron. The common reaction from this situation is for the maker to lay down the bars and accept all the milk as delivered at the intake. The next step on the part of the maker is to attempt to make good cheese from this milk. This is the procedure. The maker starts to experiment with his methods of making to fit the quality of milk delivered to him. The result of this condition is a vast difference of methods of manufacturing Brick cheese amongst the different makers to such an extent that I doubt whether there is any other kind of cheese manufactured in the State under such varied methods as Brick cheese. In many instances there is as much difference as in the methods of manufacturing the different kinds of cheese. Results from this condition are that some day's make is better and others worse. Brick cheese is in general uniform.

Troubles as reported to me by the cheese makers are numerous. Some of these troubles are as follows:

1. Cheese very gassy, fermented, slow in taking salt.
2. Cheese splitting open in center after certain length of time on the shelf—unable to get a good set.
3. Cheese becoming slimy on surfaces.
4. Cheese cracking on shelf.
5. Unable to get yield of cheese wanted.
6. Cheese off flavor due to pea silage or some other strong feed.
7. Cheese short in texture.
8. Cheese weak in body due to excess moisture.

I make sediment tests regularly and disc appears clean, still I have trouble with gas holes in my cheese. This is proof that a clean sediment disc is no criterion that the milk from which it was taken will always make a good cheese. Makers tell me that if it were not for some milking machines, they would have less trouble in making. There are two kinds of milk machines from a cheese maker's standpoint: a clean machine and a neglected dirty machine, the latter causing all the trouble in making from this source.

Some say "I am getting the market price for my cheese. Why make better if I cannot sell it for more money?" That is a bad condition and one that must be remedied if we expect to improve our Brick cheese quality. There are many other troubles as reported to me by the makers. It is obvious that cheese makers that are in a position where you cannot demand a good quality milk from your patrons are in a hopeless and pitiful position, and those that can demand a good milk should depend a great deal upon their God-given powers for detecting poor milk at the intake. Your sight and sense of smell can detect most of your causes of trouble. If you cannot locate your trouble by your sight or smell, then resort to the different tests, such as Methylene blue, or Wisconsin curd test, Ferment-

tation test and so forth, and when the day comes when cheese is properly stamped with its true grade, we can expect a differential in price between grades, which will be the fruits of a true grading system and under such a system we can create an inducement to the producers, makers and cheese dealer to put forth their best efforts to improve the quality of our cheese.

THE USE OF THE BABCOCK TEST IN BRICK CHEESE FACTORIES

By MR. F. C. WESTPHAL

Mr. President, Ladies and Fellow Cheese Makers: The subject, "Use of the Babcock Test in Brick Cheese Factories," is a broad subject. Nevertheless I will try and confine myself to the importance of its use in Dodge and adjoining counties, this being the Brick cheese section of Wisconsin.

First, why is it not just as advantageous to test and pay for milk in Brick cheese factories as in American cheese factories?

The Brick cheese section has suffered immensely for the past many years, and many are the reasons. Many operators and cheese makers contended thirty years ago, that there was very little difference in yield of cheese between a 3% fat milk and a 4% fat milk, whereas the difference is from 2½% to 2¾% of cheese per hundred pounds of milk. Since this is a known fact, why continue to operate on the pooling system?

Let us stop and analyse why the Babcock Test was not introduced at this time. Some cheese makers and operators have contended all along that testing milk and paying for same is all a fake. Of course I believe that there are still makers in this Brick cheese section who are not thoroughly acquainted with taking samples, proper care of samples and milk testing. Some still make pencil tests. Others manipulate the test in keeping all patrons' tests about the same so as to keep the patrons satisfied. Also the strong competition existing in some instances, between the milk plants and cheese factories has caused dissatisfaction. Field men of some of the milk plants are using dishonest means of getting milk samples from cheese factory patrons, and boosting tests so as to break down certain factories so as to hold their jobs as field men. Therefore, many obstacles have stood in the way of placing the Brick cheese factories on some basis to pay for milk by fat test.

I want to urge every cheese maker in this Brick cheese section, first, to take fair samples; second, take proper care of these samples; and third, make accurate fat tests. In the long run "Honesty is the best policy."

How many cheese makers here warm the composite samples in summer and winter to 90° Fahrenheit? How many stir or shake the sample? How many pour composite sample from one container

into another at least three to four times? How many cool the sample in the test bottle before adding the acid? What color should fat in neck of test bottle have? Golden color.

Many are the advantages obtained from the use of the Babcock Test. With proper education of patrons on how to take care of milk, a better quality of cheese is produced, not only better but richer in fat.

In changing from the pooling system to fat test system, the average fat test has been increased from 2/10 to 4/10 of one per cent per hundred pounds of milk. This, of course, increases the yield of cheese in about the same proportion. When paying for milk on a fat test basis, it eliminates the watering of milk; and in the skimming of cream from milk by patrons. Also patrons will take better care of milk by thorough cooling as soon as through milking.

All in all, my advice to operators and cheese makers is to educate their milk patrons delivering milk to the cheese factories so as to pay for all milk on the direct fat base or as near to this base as possible. Establish a price base of 3.5% milk. I venture to say that in five years hence 95% of the milk delivered to cheese factories in Dodge county will be paid for on a direct fat base.

THE CHAIRMAN: The next number on the program is in line with what just took place but it is in the Swiss cheese section. But before we will have any discussion on that in general, I believe it would be well to hear what experiences we have had down in the Swiss cheese section. I would like to hear at this time from Mr. Alplanalp.

MR. BILGRIEN: I would like to ask Mr. Alplanalp a question. Do you buy by test?

MR. ALPLANALP: It is a cooperative factory.

MR. BILGRIEN: Don't you think we ought to have a law passed where we should buy by test and be compelled to buy only by test?

MR. ALPLANALP: I think that was up two years ago.

MR. BILGRIEN: It was up in my term of the legislature but it was defeated and the assembly killed it. Now, in Dodge county and the adjoining county the cheese makers are all in favor of buying by test and have a bill to that effect to buy only by the test. That will do away with all this jumping around to the condenseries. They are cutting into our fellows in Dodge county and that is the reason I went after it. I am very much interested in the cheese industry, agriculture and cheese and that is the reason I tried to get that through. I knew the condenseries were coming out. The small condenseries have sold out and it goes to eastern cooperative fluid milk concerns' hands and I think they are going all over the state.

HOW TO IMPROVE THE MILK SUPPLY

By MR. FRED GLAUSER

Mr. Chairman, Ladies and Gentlemen: I don't think I can tell you anything new in that line because I am sure you all know as well as I do what can or should be done to improve the milk supply, so I guess I will just have to tell the old story over. Why do we want to improve the milk supply? Simply because it takes a high quality milk to make a high quality cheese. We sometimes hear cheese makers say they can make good cheese out of any kind of milk but I don't think they believe that statement themselves. I don't think the man is born who can make a fancy cheese out of poor milk. Now what can we do to improve the milk supply? Naturally, we have to go back to its source on the farm and the first thing is clean milking into clean utensils in a clean ventilated barn. The barn should be whitewashed at least once a year and twice would be better. There should be no foul smell in the air and strong-smelling feeds such as silage should be fed after milking rather than before as the milk may become infected with all kinds of harmful bacteria that they contain. Milk may also become badly infected with bacteria from unclean utensils, pails and cans, and that is why they should be thoroughly washed and scalded every time they are used. Milk should be also cooled immediately when it comes from the cows as this checks the growth of bacteria. Every farm should be equipped with a well ventilated barn and a milk house to cool the milk. The latter is a good place to keep the utensils because when they are kept in the yard on a rack on a windy day manure dust may blow on them. The bad practice of a good many farms is the feeding of new unfermented silage that causes very gassy milk and that is where we Swiss cheese makers get so many pinholey cheeses in the month of November. In my opinion the average farmer doesn't know enough about milk and its care. Of course the cheese maker can help a great deal there. A cheese maker who is on friendly terms with his patrons is respected by them and can do very much to improve the milk supply by inspection of the milk intake. He can give his patrons friendly advice when he finds defective milk. Such intake should be in every factory and it should be so arranged that the cheese maker can easily examine every can of milk before it is poured into the whey can. That is where most of us Swiss cheese makers are handicapped because most of the Swiss cheese factories are not equipped with milk intakes. The cheese maker has another way to improve his milk supply and that is the use of different tests at regular times. Some of these are the sediment test, methylene blue, and fermentation test, Wisconsin curd test. That is where a good many of us are negligent. We don't use them enough. By the use of these tests almost any form of poor milk can be detected

and the cause of it in most cases soon found. Cheese makers should also strive to keep their factory and apparatus perfectly clean and neat so as to always give a good example to patrons. He should also keep the surroundings of the factory in good order to make a good impression. There is another thing that is neglected in a good many factories and that is the whey tanks. Where the patrons have extra cans to take the whey home in, it is not so important but where the farmers use the same cans that they use for milk, that tank should be perfectly clean, it should be washed every day, as well as any other apparatus or tools that may come in contact with the milk. In general, the cheese maker can do very much to improve his milk supply by keeping his patrons interested in improving the quality of milk that is delivered to his factory.

THE CHAIRMAN: We have down in our section what we call a trouble shooter. He is hired by the Southern Wisconsin Cheese Makers' and Dairymen's Association, but the cheese makers' and the dealers' organization also help to pay this man's salary to go around and help anybody who is in trouble. This work has been carried on by the Southern Cheese Makers' Association for thirty years, and we should like to hear at this time from Fred A. Kuenzi who is our field man.

1929 SWISS CHEESE FACTORY TROUBLES

By FRED A. KUENZI, Swiss Factory Inspector

Mr. President, Friends and Members of this Association: As inspector of cheese factories in southern Wisconsin, I have the privilege of speaking to you today in regard to the cheese troubles which I experienced in 1929.

I have inspected close to 700 factories and about 160 barns since May 1st. The most troubles to the cheese factories have proven to be the milking machines. They are a very nice and time-saving machine if they are kept clean, but a very small percentage are in a condition to be used. Most of the factories in Green and Lafayette counties have had very good success with cooling their milk which means a better quality of cheese. Oftentimes when I called on patrons and cheese makers to inspect barns, milk machines, factories and utensils, I was called down and sworn at when told of their uncleanliness, which was only for their benefit as well as others.

I must also say I cannot alone blame the farmers for the cheese troubles. Some cheese makers must be more strict and sanitary and especially have more experience, and I find the most trouble to be among the younger generation, which is a damage to our Swiss cheese industry, although we have a very great percentage of very good cheese-makers who cannot be beat. As an old cheese maker, I find that he must be the leader and be respected by the farmers. With what respect will a farmer take orders from an unclean cheese maker? I believe that our Dairy and Food De-

partment should be more severe. If some of these farmers and cheese makers would be fined and their cheese making license taken away from them, we would find that the quality of the cheese would be improved and would raise the standard of our profession as cheese makers. In my opinion the field instructor should have as much power as the state inspector, since there are places that he must go to before the inspector ever sees them.

It is my judgment that the instruction work of our organization together with the power and inspections of the Dairy and Food Commission should be so lined up that it should eliminate the unclean and inefficient cheese makers from our profession.

INCREASED USE OF THE BABCOCK TEST IN SWISS CHEESE FACTORIES

By ADOLPH ALPLANALP, Monroe, Wisconsin

Referring to the subject of the increased use of the Babcock Test among the Swiss cheese factories, which I am to talk on today, I wish to state that we in the Swiss cheese section are still fifteen to twenty years behind the American cheese makers in the paying of the milk on the butter fat basis, even though the greatest dairy invention, the Babcock Test, was invented you might say, right in our neighborhood.

The two main reasons why I believe that milk should be paid for on the basis of butter fat test, are as follows:

First, each patron will receive his pay for the milk based on what it is worth, to which any farmer who produces good milk is entitled, against the man who has low testing milk.

Second, I have also found, that due to the fact that milk not properly taken care of will create floating cream and that when milk is delivered to the factory in this condition, the butter fat test is not as high as milk which is properly cooled and taken care of. I was very much surprised that some of my patrons found this out on their own accord and began talking among themselves about how important it was to them to be sure that their milk is properly cooled in order that they will get the full test. I found that some of the farmers this Fall used their coolers on the farm longer than it would have been necessary on account of weather, just because they wanted to make sure that the milk was in good condition, that they would realize the full test. You can realize what a difference that makes in the milk for Swiss cheese making, not only in my factory, but, if this idea should spread as it is now among other factories, it would at once make better milk for all of us.

I again refer you to my first reason where the average test was 3.15 and average price \$1.94. Taking this as a basis, I will give you figures in detail that some of the farmers in my factory realized on this basis:

<i>Test</i>	<i>Price</i>	<i>Test</i>	<i>Price</i>
2.9 -----	\$1.81½	3.2 -----	\$1.96½
3.0 -----	1.86½	3.25 -----	1.99
3.05 -----	1.89	3.3 -----	2.01½
3.1 -----	1.91½	3.35 -----	2.04
3.15 -----	1.94	3.45 -----	2.09

You will see by these figures that there is a difference of 27½¢ per 100 pounds of milk from the highest to the lowest test in the factory. It is unjust to expect the neighbor who has high testing milk to share his profits with the neighbor who has low testing milk.

Figures from the experimental station at Madison show that milk testing 3% yields 8.8 lbs. cheese (green weight)
 testing 3.5% yields 9.7 lbs. cheese (green weight)
 testing 4. % yields 10.6 lbs. cheese (green weight)

These figures show that there is a difference of 1.8 pounds cheese between milk testing 3 and 4%.

The above figures show that we should all do our best to figure milk on the Babcock Test. It not only gives the farmers of the factory a square deal but I know from experience it has improved the quality of my milk.

THE CHAIRMAN: Among the high points of the speeches that were made here in the last hour, there are quite a few things that could be opened up for discussion, from which many of you would be able to get a great deal of good. It seems to me the general outline here this morning or the trend seems to be that the two sections in the state who were the last to go from the pooling system of paying over to the Babcock Test are now changing. I understand from what I heard from the Dodge county section they are also going over to the Babcock Test. Now you can carry on this discussion if you want to as the only thing remaining on the program is to hand out the cheese score and the cheese luncheon.

MR. WESTPHAL: Mr. Chairman, when the member spoke about this sanitary strainer with the pads, he brought out a very valuable point but he didn't go far enough in my mind. When the farmer sees he has that much dirt or barnyard manure or whatever it is in his milk which he takes up to the house to use for the family, he will begin to have his milk cleaner before straining or practically as clean before straining as after straining. After seeing all that dirt on that pad, I believe 99% of those farmers would begin to realize that it is not healthy milk for the public and furthermore, after getting all that dirt into the milk and then straining, that milk is contaminated any way. You can't strain some things out of the milk, and the strainer doesn't help it, but it shows the farmer he should be cleaner in his barnyard with his pail, and that he should clean off the cows backs and have his milk cleaner in the first place instead of just straining.

MR. MARTY: I couldn't help but observe two points brought out by Mr. Glauser. I think there are a lot of things back of it. Two points he brought out, the first when he mentioned that a barn should be whitewashed once a year and better twice a year. Yes, that is very true. If we have house cleaning we know we will be healthier in our homes, and where they house forty or fifty cattle

in a barn, by whitewashing you are killing the disease germs that may propagate in that building. You may prevent abortions by even spraying off the udder. Another point he brought out is the milk intake. If we would only do our duty as cheese makers at our milk intake, I dare say that seventy or seventy-five per cent of all our troubles would be avoided right there. I have had twenty years' experience as an inspector, and some cheese makers never even went near that milk can. I knew a cheese maker at a first-class factory for fourteen years and he never had hold of a farmer's can nor was he ever in a position in those years to look in the farmer's can before he received it, for the simple reason it was pulled into a hole and the sediment and everything thrown in. If you add a milk intake the milk comes before you and you have a chance to look in there and to smell of it. Don't you know that Mr. Farmer is watching you and he knows if he comes along with something that isn't right he will be called? If every cheese maker will become a professional milk inspector I will tell you you are going to get milk, and everything won't be pushed in on you the way it is done now-a-days. You can inspect milk and not say one word. You don't have to say a word. If it doesn't smell right you shake your head a little bit. Don't you know, you are talking? You are talking to that farmer and he is watching you. Now, there is a whole lot in milk inspection. Straining it is another point. It is well and good to remove from milk animal refuse, if you please to call it that way, with which most of our milk becomes contaminated, and perhaps it is good to use a strainer to get it out but that isn't enough. Give me milk that doesn't necessitate the straining. Brush off the cow's back before you start and I want to tell you you are removing any amount of germs that would go into your bucket. In my days in the past twenty years, I went down to Beloit and there was a preacher there, who lost his hearing. He was a splendid speaker but he couldn't even hear himself speak. So he decided he could do more good by producing some clean milk than preaching the Gospel. His name was Du Quesne, of Beloit, Wisconsin. He started in in a primitive way, for as a preacher you know he had no money. He had to borrow everything to get started with a little herd of Guernseys, and starting in with such facilities he went on and produced certified milk, if you please, and it is on record in the hygienic laboratory of Madison that he beat every other certified milk producer in the state of Wisconsin, his bacterial content was so much lower. He didn't have big barns and a ventilation system and everything. What did he do? Mr. Du Quesne bought unslacked lime, and a half hour before milking time he would go into his barns and would sprinkle the lime through a course sieve up and down the gutters and over the cows. When milking time would come his barn was clean. He did it in a very primitive and in a very cheap way, yet he produced the highest class of milk that was at that time on the market. I think the certified milk at that time was selling in Beloit for something like 15 cents a quart. Du Quesne put it on the market for but eight cents a quart and you couldn't buy from him in Beloit unless you came with a doctor's certificate that you had a baby in the house.

MR. WESTPHAL: Mr. President, one more point on that. Mr. Marty dwelt largely on the cleanliness of the barn, which is very essential, but why not dwell somewhat on the outside of the barn where the cows have to go through and get into the barn? That is where the great trouble is today, the filthy barnyards, the water pools and the manure in the barnyard. It is pretty hard to get them thoroughly clean. It is the outside of the barn, and the barnyard should be just as clean where the cows can go from the pasture into the barn so that they are clean. They are generally clean

in the barn unless you have a lot of boggy, swampy pastures but nevertheless the barnyard is the worst obstruction.

MR. HORN: Mr. Chairman, that is all well and good, clean barns and clean milk, but if that is as far as it goes it has been demonstrated and shown here year after year that if you can't get more for a fancy cheese than you can get for a number two, what is the use of producing it? You have got to convince that farmer that you are going to give him more for his milk if he brings the perfectly clean milk of which you can make a fancy cheese. Then you will get results and not before.

MR. MARTY: Mr. Horn, I want to answer you, that you are simply out of luck. The thing for your organization to do is to get back of the other organizations and lay those rules down. Why shouldn't he be paid more for making a fancy cheese than a man who cannot make a fancy cheese? So it simply means you are six years behind the Swiss makers of Southern Wisconsin.

MR. BILGRIEN: Mr. Chairman, I would like to ask Friend Marty what the difference is between fancy and number one in price.

THE CHAIRMAN: The difference between the highest and lowest now is ten cents a pound. Between number four and the top grade. There is still another grade for cracked, damaged and stinkers. The grinding element of the cheese, as we call it, is ten cents below the top grade and below this low grade is still the throw-outs, the damaged and the stinkers and that kind of stuff.

MR. BILGRIEN: You agreed to that price, your organization?

THE CHAIRMAN: Fundamentally I think that the dealers are more or less responsible for that term.

MR. BILGRIEN: Then a fellow has got to get after the dealers, that is the only way.

THE CHAIRMAN: We organized about six or seven years down there.

MR. BILGRIEN: That is exactly the point I am driving at, the Dodge county organization. I was awful strong for getting that through to compete with the fellows that are coming in. The fluid milk concerns come in there and want to shut up all the factories. My factory is a widow and it stands idle but I am trying to get it re-opened again, and I think through this organization we are after we will have it.

THE CHAIRMAN: I am quite frank to admit here that there is any number of cheese makers here who makes the foreign cheese in our section. If I as a dealer would try to go and buy it as straight they would kick me out. He is the fellow that makes nothing but grinder cheese. Of course, there are three other grades in there that vary in price but to that there is a differentiation of ten cents a pound.

MR. BILGRIEN: My milk goes to the August Westphal condensery since we opened up. When the war came my sons all went to the war and I had to quit. Since the condensery came in I know for sure that for the last two or three years that our cheese makers in the neighborhood in Dodge county, anywhere in Dodge and Columbia and the adjoining counties, paid more than I got for my milk but I must take it to which ever factory I go. Of course, August Westphal was a square man and honest man and I stuck to him, but now he sold out, and I have my own interests against the competition that confronts us and a certain field man came and told me before we started this organization that this big concern is going to come into Dodge county. They tried to get 5 thousand pounds daily and they would close up a good many factories in Dodge county. I can't stand for that.

THE CHAIRMAN: Down in Monroe we had the oldest condensery and factory in Wisconsin. It had at one time sold 10 thousand

pounds a day; they had a half a million investment; they sold out for forty or fifty thousand and got out of the business, one of the largest ones in the country, Bordens. In place of a condensery factory, we have four cheese factories in the city of Monroe. Three are cooperative and one is buying milk. We have four Swiss cheese factories in Monroe in the place of a condensery and all those factories around in Monroe are bigger than they ever were before because all this milk is going back into cheese. In the last few years we have developed considerable cooperation among ourselves, the dealers, as well as the cheese makers and farmers. We get together on those things and I think we are in a far healthier condition down there.

MR. BILGRIEN: I would like to convert the farmers, that they must bring better milk, because the Board of Health of Chicago are coming out every month and lay rules before us and they are good rules. I have no objection to that. They have to get good nice clean milk and the essential thing in obtaining good milk is healthy cows and clean water. That is what we are aiming at and believe we can convince our farmers, the same as you do in Green county, to have better milk.

MR. WESTPHAL: Who does the grading there, the cheese factory?

THE CHAIRMAN: The cheese buyer and the cheese maker.

MR. WESTPHAL: What per cent of the highest grade have you got down there?

THE CHAIRMAN: I don't know; I haven't any figures on that.

MR. WESTPHAL: Have you any grades on brick cheese down there?

THE CHAIRMAN: No, we have what we call the standard marketable cheese.

MR. MARTY: I would like to give a few high lights on the cheese exposition. I will start in with the Swiss cheese. The Swiss cheese, the one that is cut here today, you will find has a light body and was the only cheese that didn't have dead holes in it. Now, we have a cheese grader, a man that scores and he has scored hundreds of cheese right up to the day he scored out here. I asked him of what he would be compelled to grade the cheese we are getting here. He said, we would have put it in number two. This cheese here plugged wonderfully on one side, with but one or two holes on one side. The holes were a little bit oblong but the general criticism was that there were quite a few cheese that weren't open enough and there were quite a few cheese that were dead.

In the Brick cheese it is the same old thing. The instructions were to pick out the four high scoring cheese. I am sorry to say that outside of two entries in the entire exhibit on Brick cheese there were only two cheese that didn't show pinholes. All the other cheese were full of pinholes. I will say this, that in the 50 entries of Brick cheese there was shown wonderful workmanship, and due credit to the man that made that kind of cheese out of that kind of milk, should be given. He had a might fine body and good texture in it but here is the point—there isn't a maker that sent a brick cheese to this convention but who knows whether his cheese has pinholes or not. So there is no need of expecting the top price on your entries unless you can bring to this convention a pinholeless Brick cheese. There were only two entries, one was Oswald Schneider and one was the prize winner, the top prize winner. The next in rotation, two and three had any amount of pinholes.

The Limburger cheese in general, speaking from every angle, was the most complete exhibit I have ever seen.

THE CHAIRMAN: Mr. President, is there anything further before we close the 1929 convention?

THE PRESIDENT: I haven't any remarks, except to say I enjoyed the Swiss cheese session more than any other session since I have come, and I want to congratulate you.

THE CHAIRMAN: There has been a telegram received from Green Bay inviting the convention to come there.

MR. BILGRIEN: I make the motion that the next convention be held at Milwaukee.

MR. ALPLANALP: I second the motion.

THE CHAIRMAN: You have all heard the motion. All in favor signify by saying "aye."

Motion carried.

Adjourned.

1928 WISCONSIN CHEESE MAKERS' CONVENTION

NEW EXHIBITORS

- Althouse, Emil, Sobleski
- Bauch, Arthur A., Two Rivers
 Baudhuin, Clarence J., Egg Harbor
 Beaudoin, Edward, Coleman
 Beernink, A., Winchester, Tenn.
 Bender, D. J., Olive Branch, Miss.
 Beneche, Ray, Denmark
 Biel, Frank, Bonduel, R 1
 Boehnlein, J. A., Auburndale
 Bornberg, A. L., Beaver Dam
 Brazeau, L. R., White Lake
 Brockmann, Edwin, Wayside
 Broeren, E., Thorp
 Buckman, Rudolph, Rice Lake
 Buechler, J., De Pere
 Burkhardt, Herman, Belleville, R 1
 Buser, Earl, Oshkosh, R 6
- Casper, Frank, Marshfield
 Chase, Francis, Stephenson, Mich.
 Ciba, Jos. J., Appleton
 Clark, L. L., Greenleaf
- Dauke, Henry, Denmark
 Draves, Leonard, Highland
 Drews, Arnold, Neenah, R 11
- Garbarski, Walter, Stanley
 Gasche, Wencil E., Luxemburg
 Geller, Floyd, Lone Rock
 Gerlach, Adam, Hannibal
 Gooshart, Adolph, Dodgeville
 Greve, Fred, Thorp
 Guth, Marvin C., Sawyer
- Haisler, Henry, Juneau
 Hanko, Herbert, Cazenovia
 Hernke, Albert, Hilbert Jct.
 Husar, Chas., Luxemburg
- Josewik, John, Denmark
 Justinger, Andrew, Washington Is.
- Kahler, Arnold H., Black Creek, R 2
 Kiechle, Julian, Monticello
 Kleissig, Harold, Colby
 Kliment, Anton, Stangelville
 Koleske, Ed., Stratford
 Konkle, Jos. W., De Pere
 Konrad, Joseph, Monroe
 Krebs, Rudolph, Mayville, R 2
 Kriewaldt, R. P., Bowler
 Krohn, C. T., Kewaunee
 Krummenacher, Fred, Oshkosh, R 5
- Lang, Ed. A., Ringle, R 3
 Lauper, Walter, Winslow, Ill., R 2
- Linzmeyer, Herb., Oconto Falls
 Luebke, Carl H., Pulaski
- Maggie, Ernest, Green Bay, R 5
 Malueg, Victor, Shawano, R 2
 Meissner, Edwin, Two Rivers, R 3
 McDermott, S. P., Dagget, Michigan
 McKinney, Albert A., Mineral Point
 Mills, J. F., Cannon Falls, Minn.
 Moede, Arthur, Sherry
 Mraz, Frank, Sobleski
 Moser, Paul, Markesan
- Nemilte, Antone, Jacksonport
 Newman, Chas., Clam Falls
- O'Brien, William, Dodgeville
 Olson, Frank, Osceola
- Pirola, Frank, Ixonia
 Planke, Ernest, Abrams
- Raasch, Walter, Underhill
 Radke, Gustav A., Eland, R 1
 Ruesch, Wm., Marathon, R 3
 Rundhammer, Glen C., Star Prairie
- Saunders, Wm. D., Blacksburg, Va.
 Schafhauser, I. W., Wilson
 Schumacher, Walter, Wabeno
 Schmit, Ervin, Appleton
 Seefeld, H. F., Spencer
 Sibilsky, Ernest H., Algoma, R 2
 Siegenthaler, Ernest, Darlington
 Shimek, Leo, Little Suamico
 Stapel, Fred, Edgar
 Stoller, Emil, Argyle
- Tucker, C. W., Henry, Tenn.
- Von Moos, Leo, Argyle, R 4
 Voegeli, Emil, Watertown, R 8
- Wachsmuth, Carl, Gleason, R 2
 Wadzinski, Ray, Marathon, R 3
 Watson, Wm., Petersburg
 Weeks, Miles E., Pine Island, Minn.
 Weiss, Jake, Almena
 Wenzel, Hugo A., Fredonia
 Werrin, Gottlieb, Blue Mounds
 Wiedenhoft, Ben, Lena
 Wilhelm, A., Oconto Falls
 Wintee, Sam, Green Valley
 Wrensch, L. A., Sherwood
- Zimmermann, Louis, Elkhart Lake
 Zorn, Frank A., Fond du Lac, R 8
 Zuelsdorf, Walter, Marshall

Each new exhibitor received by mail a special prize consisting of a 10-inch stainless steel cheese knife.

Exhibitors	Prizes	Score	Check
167 Ray Larsen, Shawano.....	102-134-447-566	97.75	\$29.20
168 Reinhard Jacob, Plymouth.....		91.00	3.28
169 Geo. Hernke, Chilton, R. 1.....		91.75	3.92
170 E. H. Peters, Sugar Bush.....		91.00	2.64
172 Casper Holzschuh, Elkhart Lake.....		91.50	3.70
173 Henry Sylvester, Gillet.....	540-549	95.00	11.88
174 Ervin Schmit, Appleton.....		91.50	2.92
175 Otto Luther, Marshfield.....		91.25	3.42
176 Fred Stapel, Edgar.....		93.00	3.54
177 Arnold Drews, Neenah, R. 11.....	453-506	95.25	14.02
178 Arno J. Schmidt, Sheboygan Falls.....	144-675	93.75	15.85
179 Oscar Stock, Manitowoc.....	536	93.50	7.90
180 Noah N. Olig, Malone.....		88.00	2.30
181 Frank Casper, Marshfield.....		89.50	1.52
182 M. S. Flachac, Brussels, R. 3.....		91.50	3.10
183 Henry J. Loehr, Calvary.....	255-260	93.00	9.43
184 Ben Heningsen, Mishicot.....			
.....103-161-235-268-359-393A-420-425A-426-503		97.25	58.35
185 A. C. Magadan, New London.....		91.75	6.64
186 Fred Krummenacher, Oshkosh, R. 5.....		91.00	3.42
187 J. F. Herold, Maribel.....	361	93.50	8.25
188 Earl Schneider, Denmark.....		91.50	4.56
189 Elmer Schroeder, Wayside.....	236-261-267-399	95.75	20.37
190 Ray Beneche, Denmark.....			
.....266-360-1/2 394-1/2 395-1/2 398A-1/2 504		96.00	28.51
191 Chas. J. Mulloy, De Pere, R. 3.....		92.75	6.77
192 H. G. Wiskow, Clintonville.....			
.....101-105-107-123-132-159-538-163-231-451-515		98.50	40.84
193 A. W. Hahn, Plymouth.....	1/2 287	94.25	5.10
194 John Lansmire, Marathon, R. 3.....	569	94.00	10.96
195 Ernest Kaufman, Malone, R. 1.....	276	94.75	7.52
196 Rudolph Buckman, Rice Lake.....		92.50	5.63
197 Edward Finkelmeier, Mishicot, R. 1.....	269-422	95.25	16.45
198 Adolph Dieck, Leopoldis.....	108	94.00	4.89
199 Jo. Blahnik, Kewaunee.....		90.00	3.29

**CLASS 2. AMERICAN CHEESE, ANY STYLE, MADE DURING
AUGUST, SEPTEMBER, 1928**

Exhibitors	Prizes	Score	Check
201 Otto W. Sixel, Cleveland, R. 3.....		94.00	\$5.13
202 Erwin O. Wunsch, Cleveland.....	286-289-521	94.75	5.11
203 Anton Kliment, Stangelville.....		93.50	5.07
205 Fred J. Chapman, Sheboygan Falls.....	1/2 287	94.25	6.05
206 Julius Wessel, Plymouth, R. 3.....	232	95.00	5.68
207 Henry Nolte, Cleveland.....		92.75	4.44
208 John F. Hinz, Cleveland.....		91.25	4.83
209 Louis Zimmermann, Elkhart Lake.....		92.75	4.65
210 E. Planke, Abrams.....		94.50	5.41
211 C. F. Heckman, Cleveland.....	424-521A	94.25	13.77
213 Henry J. Loehr, Calvary, R. 1.....	160-258-275-364	96.75	36.64
214 S. E. Goetschel, Cleveland.....		91.50	4.33
215 Herman W. Behrens, Plymouth.....		92.75	4.44
216 Harry Morgan, Eden.....	139-249	93.50	13.86
217 Guy Strang, Oconto.....		91.25	2.54
218 Herman Hoelsy, Antigo.....	162 tie with 157-376-418	94.00	11.84
219 Otto Rehme, Oconto Falls.....		91.00	2.83
220 Walter Schumacher, Wabeno.....		93.50	5.00
221 A. J. Fokett, Reedsville.....		91.25	9.78
222 Edwin Brockmann, Wayside.....	262	94.75	9.63
223.....			
224 Ben Wiedenhoft, Lena.....	588	93.25	8.07
225 M. Christopherson, New Franken.....		94.25	5.62
226 Wencil E. Gasche, Luxemburg.....	375	95.75	8.59
227 Herbert G. Kanitz, Edgar.....		91.00	2.40
228 W. E. Makinen, Brantwood.....	442	94.50	7.55
229 John Greiner, Appleton.....	433	94.50	19.33
230 John Josewik, Denmark.....		93.75	8.14
231 Albert A. McKinney, Mineral Point.....		93.00	14.82
232 Joseph Bergs, Edgar, R. 5.....		91.50	2.90
233 William O'Brien, Dodgeville.....		91.00	3.83
234 R. H. Sampe, Osceola.....	493	95.75	11.59
236 Wm. F. Meyer, Fredonia, R. 2.....		92.50	2.38
238 A. J. Reiss, Random Lake.....		86.50	3.38
239 Henry Rux, Wausau.....		91.00	4.98
240 Adam Klonowski, Wisconsin Rapids.....	455	93.00	13.72
241 Clarence J. Baudhuin, Egg Harbor.....	1/2 412	93.00	6.50

Exhibitors	Prizes	Score	Check
2024 Oscar Stock, Manitowoc.....		90.50	\$2.99
2025 Alfred Reinertson, Valdars.....	355	89.50	10.59
2026 A. L. Bornberg, Beaver Dam.....		91.00	3.48
2027 Hans Puellmann, Manitowoc.....	535	93.75	9.91
2028 Oscar H. Schreiber, Cecil.....		94.00	5.27
2029 Sam Wintee, Green Valley.....		91.50	3.90
2030 M. S. Flachac, Brussels, R. 3.....		90.50	2.13
2031 Harvey Danke, Luxembourg.....		94.50	5.33
2032 Chas. Husar, Luxembourg.....		91.50	4.11
2033 Frank J. Slegar, Stangelville.....		92.00	4.38
2036 R. P. Kriewaldt, Bowler.....		87.50	4.52
2037 Chas. J. Mulloy, De Pere, R. 3.....		89.50	7.10
2038 H. G. Wiskow, Clintonville.....	115	95.25	5.74
2040 Otto H. Yordl, Manawa.....	124- $\frac{1}{2}$ 351-452-516	95.25	16.39
2041 Jacob Strub, Plymouth, R. 5.....		91.50	4.33
2042 Jacob, Strub, Plymouth, R. 5 COMP.....		87.50	4.16
2043 Ed. Adermann, Elkhart Lake, R. 3.....		91.00	2.62
2044 Ed. Aderman, Elkhart Lake, R. 3 COMP.....		91.00	4.38
2045 John Lensmire, Marathon.....	571	92.00	6.31
2046 David Gobeil, Hayward.....		91.25	5.12
2047 Chas. Newman, Clam Falls.....		92.25	5.67
2048 James Konkalik, Tisch Mills.....		93.00	3.50
2049 Jos. Siebold, Ringle.....		92.75	3.58
2050 J. A. Boehnlein, Auburndale.....	457	91.00	4.90
2051 Walter R. Schmidt, Sheboygan Falls, R. 1.....		94.00	3.33

**CLASS 3. AMERICAN CHEESE, ANY STYLE, MADE ON OR AFTER
OCTOBER 1, 1928**

Exhibitors	Prizes	Score	Check
301 Henry Rux, Wausau.....		92.75	\$6.08
302 Wm. F. Meyer, Fredonia, R. 2.....	$\frac{1}{2}$ 150	93.00	6.18
303 Oswald Reitz, Calvary.....	356	93.75	20.60
304 A. J. Reiss, Random Lake.....		87.00	3.16
305 Reinhard, Jacob, Plymouth.....		87.50	2.16
306 Paul J. Mech, Stevens Point, R. 3.....	437-441	92.00	12.40
307 Libby McNeill & Libby, Juneau.....		92.50	3.09
308 Ray J. Hrabik, Luxembourg.....	116-120-373-416	96.50	27.55
309 George Ertl, W. De Pere 117-367- $\frac{1}{2}$ 394- $\frac{1}{2}$ 395- $\frac{1}{2}$ 398A.....		96.00	19.20
310 Edward J. Slegar, W. De Pere.....		92.50	3.75
311 John Greiner, Appleton, R. 1.....		92.25	3.80
312 Antone Nemilt, Jacksonport.....		92.00	4.62
313 M. Christopherson, New Franken.....		91.00	2.92
314 H. J. Kuschel, Pound, R. 1.....	381	95.00	5.29
315 E. J. Schmitz, Calvary.....	273-277	91.00	8.92
316 Walter Garbarski, Stanley.....	407	90.50	5.57
317 William O'Brien, Dodgeville.....		91.00	4.13
318 Joseph Bergs, Edgar.....		91.50	3.27
319 Ed. A. Lang, Ringle, R. 3.....		91.00	4.13
320 Chas. Mullen, Highland.....	531	92.50	8.97
321 Anton Kliment, Stangelville.....	270	94.00	8.08
322 Anton Kliment, Stangelville COMP.....		94.75	1.58
323 Ed. Koleske, Stratford.....	430	94.12	8.60
324 Paul C. Kleinschmidt, Merrill.....		91.75	4.23
326 Edgar E. Peters, Plymouth.....		92.00	3.83
327 Arthur Mueller, Sturgeon Bay.....	$\frac{1}{2}$ 412	93.00	6.32
328 Martin Kubitz, Edgar.....		91.00	2.70
329 Herman F. Sibilsky, Algoma.....		90.50	3.35
330 Ernest H. Sibilsky, Algoma, R. 2.....		90.00	3.00
331 Earl B. Whiting, Gillett, R. 1.....	546-555	93.00	12.32
332 Roy J. Hrabik, Luxembourg, R. 1 COMP.....		91.00	4.30
333 Edward T. Peck, Coleman.....		93.00	3.89
334 Albert A. McKinney, Mineral Point.....		87.00	13.05
335 John R. Reynolds, Kewaunee.....		90.50	3.57
336 Adam Klonowski, Wisconsin Rapids.....		90.75	2.75
337 Leonard Draves, Highland.....	530	93.25	18.29
338 C. H. Schneider, Merrill.....		92.25	7.16
339 Otto Rehme, Oconto Falls.....		91.00	4.35
340 John Josewik, Denmark.....		93.00	4.32
341 L. B. Kohlmann, St. Cloud.....	$\frac{1}{2}$ 274	90.00	3.79
342 Chris. Kraak, Richland Center.....		93.50	15.42
344 G. M. Matznick, Kiel.....		86.50	4.96
345 Ralph C. Matznick, Kiel.....		86.50	7.17
346 Henry Bolli, Allenville.....		90.00	2.22
347 Herb Linzmeyer, Oconto Falls.....		93.00	5.10
348 Emil Sonnenburg.....		92.75	4.93
349 J. F. Tesmer, Colby.....		90.00	1.57

	Exhibitors	Prizes	Score	Check
350	John Babler, Campbellsport.....		92.00	\$3.40
351	L. E. Koyitzke, Marion.....		92.75	4.93
352	W. H. Krumsey, Gillett, R. 1.....	119-121-384-545-554	95.38	17.84
353	Adolph Duescher, Suring, R. 3.....		91.00	\$3.70
354	E. H. Fischer, Random Lake.....		91.00	1.98
355	Geo. Hernke, Chilton, R. 1.....		91.50	4.13
356	E. H. Peters, Sugar Bush.....		90.00	3.00
357	August Brandt, Kewaunee.....		94.25	5.77
358	M. M. Schaetzel, Edgar, R. 5.....	140	93.00	6.10
359	Peter J. Heister, Theresa.....		90.00	2.43
360	Louis J. Horn, Conrath.....	446	90.50	6.35
361	Henry J. Loehr, Calvary, R. 1.....		90.50	3.21
362	Glen C. Rundhammer, Star Prairie.....	494	94.25	9.78
363	A. Wilhelm, Oconto Falls.....		91.75	4.23
364	A. M. Thiel, Sherwood.....		90.50	2.57
365	Arthur Johns, Luxemburg, R. 2.....		94.00	6.59
366	C. E. Goodrich, Lone Rock.....	$\frac{1}{2}$ 445	91.50	8.16
367	Charles A. Bennis, St. Cloud.....	272-365	94.50	21.23
368	John F. Kalk, Cleveland.....	118-391-519	95.75	7.25
369	John F. Kalk, Cleveland.....		91.75	3.45
371	A. E. Bloy, Marshfield, R. 4.....		89.00	4.58
372	Hugo A. Wenzel, Fredonia.....	366	87.00	.85
373	John Von Allmen, Owen, R. 1.....		92.50	4.61
374	George W. Newman, Plymouth, R. 5.....		94.75	6.41
375	Herman W. Behrens, Plymouth.....	233	93.00	6.18
376	L. J. Breher, Sheboygan Falls.....		90.50	4.43
377	L. A. Wensch, Sherwood.....		90.50	3.14
378	Frank Mraz, Sobieski.....		94.00	6.45
379	John G. Fischer, Stratford.....		91.00	4.99
380	O. H. Stoltzmann, Hilbert.....	279	92.25	7.44
381	Artie Dederick, Lone Rock.....	444	92.00	5.26
382	Geo. Koenig, Stangelville, R. 1.....		91.50	4.37
383	Floyd Geller, Lone Rock.....	$\frac{1}{2}$ 445	91.00	3.56
384	F. W. Nussbaumer, Waldo.....		89.00	3.59
385	Edw. R. Garling, Glenbeulah.....		92.50	5.40
386	Erwin O. Wunsch, Cleveland.....		92.75	6.01
387	Julius Wessel, Plymouth, R. 3.....		89.50	3.16
388	John F. Hinz, Cleveland.....		92.75	5.01
389	Henry Nolte, Cleveland.....		90.50	2.35
390	Otto W. Riemer, Antigo.....	378	92.00	6.26
391	John H. Peters, Plymouth.....	675	90.00	4.22
392	Noah N. Olig, Malone.....	$\frac{1}{2}$ 274	93.00	5.18
393	Oscar Stock, Manitowoc.....		90.00	5.80
394	C. T. Krohn, Kewaunee.....	526	91.00	10.93
395	Con. Jacoby, Colby.....	675	93.50	9.31
396	Louis T. Ferrone, Plymouth.....		87.50	3.59
397	John Lemkuil, Plymouth, R. 2.....		90.00	1.28
398	J. F. Bachmann, Fremont.....		93.50	4.67
399	J. M. Dillinger, Unity.....		92.25	4.44
3001	Fred Stapel, Edgar.....		94.00	6.02
3002	Edward Beaudoin, Coleman.....		92.50	3.54
3003	H. G. Wiskow, Clintonville.....		90.50	5.52
3004	Chas. J. Mulloy, De Pere, R. 3.....		92.50	\$3.97
3005	Emil Althouse, Sobieski.....		91.00	3.78
3006	J. Buechler, De Pere.....		91.50	10.34
3007	John Lensmire, Marathon.....	572-573	90.00	4.58
3008	Ernest Kaufman, Malone, R. 1.....		94.00	6.02
3009	Edwin Meissner, Two Rivers, R. 3.....	$\frac{1}{2}$ 522- $\frac{1}{2}$ 523	90.00	2.43
3010	Alvin Ebel, Two Rivers, R. 1.....	523	90.50	4.13
3011	Walter R. Schmidt, Sheboygan Falls, R. 1.....	146	93.00	5.53
3012	L. L. Clark, Greenleaf.....		92.75	4.15
3013	Andrew Justinger, Washington Island.....		94.50	6.37
3014	L. R. Brazeau, White Lake.....	122	91.00	5.78
3015	Walter A. Treptow, Randolph.....	151-583	93.00	3.73
3016	E. G. Everson, Soldiers Grove.....		93.00	8.82
3017	Jo. Blahnik, Kewaunee, R. 7.....			

CLASS 4. AMERICAN CHEESE MADE BY THE COLBY PROCESS

	Exhibitors	Prizes	Score	Check
401	Ralph C. Matznick, Kiel COMP*.....		87.00	\$14.48
402	M. H. Parsons, Dorchester.....	126-129	93.50	11.58
403	Glen C. Rundhammer, Star Prairie.....		92.00	6.11
404	Mary Schaetzel, Athens, R. 3.....		92.00	3.53
405	I. W. Schafhauser, Wilson.....		94.00	3.52
406	John Frowley, Soldiers Grove COMP*.....		92.87	15.19
407	J. F. Tesmer, Colby.....	128-524	94.75	4.73
408	Wm. Watson, Petersburg COMP*.....			

Exhibitors	Prizes	Score	Check
409 Fred Feutz, Waterloo, R. 2.....	½481	91.50	\$8.24
410 Roland E. Scheel, Spencer.....	131	92.50	3.19
411 Otto Rehme, Oconto Falls COMP*.....		93.00	3.95
412 G. M. Matznick, Kiel COMP*.....		87.00	13.41
413 M. M. Schaetzel, Edgar, R. 5.....		91.75	3.17
414 A. W. Schulte, Cumberland.....	127	93.00	7.07
415 L. A. Laack, Brillion, R. 3 COMP*.....		91.00	4.38
416 Henry Siewert, Dale COMP*.....		93.00	4.59
417 Harold Klessig, Colby.....	525	92.00	13.25
418 A. H. Mandel, Colby.....		93.00	7.85
419 F. W. Laabs, Curtiss.....		92.00	7.25

* Complimentary score—Not a Colby Type Cheese.

CLASS 5. WISCONSIN DRUM SWISS CHEESE

Exhibitors	Prizes	Score	Check
501 Ernest Herrmann, Neillsville...171-173-177-179-409		95.00	\$62.80
502 Leo Van Moor, Argyle, R. 4.....	164	93.50	59.85
503 Ernest Siegenthaler, Darlington.....	169	92.00	43.20
504 Otto Badertscher, Rice Lake.....	182	93.50	70.05
505 Fred Wuethrich, Juda.....	166	90.50	44.86
506 Eugene Wirz, Darlington.....	168-175	94.00	64.80
507 Fred Geissbuhler, Darlington.....	167-172-174	94.50	59.65
508 Emil Stoller, Argyle.....		89.50	39.74
509 Alex Alplanalp, Juda.....	165	92.50	63.85
510 John Badertscher, Rice Lake.....	176-398	93.67	57.50
511 John Rechsteiner, Argyle.....		89.50	46.76
512 Franz Brand, Monroe.....		90.00	44.20
513 Jacob Aeschlimann, Argyle.....		87.00	51.48
514 Robert Herrmann, Dallas.....		90.50	46.50

CLASS 6. BLOCK SWISS CHEESE

Exhibitors	Prizes	Score	Check
601 Robert Scheidegger, Klevenville.....	186	89.00	\$4.75
602 Gottlieb Werren, Blue Mounds.....	185	89.25	4.75
603 Walter Lauper, Winslow, Ill., R. 2.....	184	89.50	4.00
604 Fred Geissbuhler, Darlington.....	183-187	91.50	19.50
605 Herman Aebersold, Argyle.....	188A	88.00	4.25
606 Arnold Thuli, Hollandale.....	188A	88.00	4.75

CLASS 7. LIMBURGER CHEESE

Exhibitors	Prizes	Score	Check
701 Joseph Konrad, Monroe.....	189-193	96.00	\$3.30
702 Aug. Thuler, Monroe.....		92.00	1.22
703 Lorenz Huttner, Beaver Dam, R. 1.....		90.00	.64
704 Rudy B. Lengacher, Monticello.....		92.00	2.44
705 John Glorner, New Glarus, R. 1.....		89.00	.64
706 Fred Wyssbrod, Martintown.....		92.50	4.60
707 Emanuel Hess, Belleville.....	196	93.00	4.58
708 Herman Burkhardt, Belleville, R. 1.....	191	94.00	4.84
709 Jacob Waefler, Monroe.....		88.00	1.52
710 John Mening, Monticello.....	192	93.50	4.10
711 Paul Wyssbrod, Basco.....	471	92.00	5.48
712 Werner Blum, Monroe.....	190	95.00	5.34
713 Emil Frehner, Monticello, R. 5.....		89.00	.42
714 Anton Motz, Monroe, R. 7.....		90.00	2.78
715 Julian Kiechle, Monticello.....		92.00	2.22

CLASS 8. WISCONSIN BRICK CHEESE

Exhibitors	Prizes	Score	Check
801 Fred Krummenacher, Oshkosh.....	200	92.75	\$4.50
802 Otto Badertscher, Rice Lake.....		92.00	3.42
803 Jake Weiss, Alma.....		92.00	3.79
804 Karl Zuberbuhler, Horicon.....	230	92.50	5.54
805 Henry Haisler, Juneau.....		91.00	4.43
806 Louis Sager, Mt. Horeb.....		91.00	4.59
807 Arnold Thuli, Hollandale.....		92.00	2.74
808 R. Gauschow, Bonduel.....		91.00	3.54
809 Carl Vogel, Randolph COMP.....		89.00	3.20
810 Paul Moser, Markesan.....	478	90.00	5.71

Exhibitors	Prizes	Score	Check
811 Sam Schober, Belleville.....		90.00	\$3.50
812 Fred Bahler, Juda, R. 1.....		90.00	2.29
813 Wm. Feutz, Burnett.....	198-662	93.50	12.60
814 Frank Mock, Beaver Dam.....	1/2 585	91.00	5.73
815 Gottlieb Werrin, Blue Mounds.....		91.00	3.17
816 John Bieri, Neosho.....		91.00	4.22
817 Carl Vogel, Randolph.....		88.00	1.20
818 Louis Kneubuhler, Columbus, R. 1.....		91.00	4.38
819 Fred Bleuer, Beaver Dam.....	584	91.50	6.40
820 Rudolph Krebs, Mayville, R. 2.....	227-1/2 663	92.00	10.89
821 Frank Pirola, Ixonia.....		90.00	5.18
822 Ernest Schlaginhaufen, Belleville.....	199	93.00	6.14
823 Emil Voegeli, Watertown, R. 8.....	665	80.00	5.20
824 Walter Zuelsdorf, Marshall.....	470	92.00	7.60
825 Walter Lichty, Ixonia.....	1/2 481	91.50	6.71
826 Oswald Schneider, Appleton.....	197-201-224-1/2 434	94.00	17.52
827 Max F. Prag, Randolph.....	1/2 585	91.00	3.84
828 Fred Dauwalder, Woodland.....	1/2 663-664	92.00	12.89
829 Walter Huegli, Juneau.....		91.00	5.64
830 John Wenger, Merrimac.....	225	90.00	2.92
831 William Wenger, Burnett.....		90.00	3.55
832 Jake Balsiger, Pardeeville.....		91.00	3.80
833 Wm. Lichtenberg, Beaver Dam.....	1/2 585	91.00	5.68
834 John Feutz, Oconomowoc.....	480	92.50	8.75
835 Marcel Steiner, Cambria.....		91.00	3.80
836 Gottfried Vogel, Brodhead, R. 2.....		91.00	3.38

CLASS 9. CHEESE FROM OTHER STATES

Exhibitors	Prizes	Score	Check
901 A. Beernink, Winchester, Tenn.....		87.00	\$3.09
902 J. F. Mills, Cannon Falls, Minn.....		89.50	1.37
903 D. J. Bender, Olive Branch, Miss.....		91.50	4.52
904 Wm. J. Hemb, Manistique, Mich.....		90.50	3.73
905 Wm. D. Saunders, Blacksburg, Va.....		89.00	4.73
906 C. W. Tucker, Henry, Tenn.....	Pen	93.00	4.52
907 Miles E. Weeks, Pine Island, Minn.....		91.00	6.53
908 J. H. Hecker, Gardnerville, Nev.....		81.50	4.59
909 Francis Chase, Stephenson, Mich.....	Pen	93.00	3.52
910 J. F. Mills, Cannon Falls, Minn.....		87.00	1.15
911 S. P. McDermott, Dagget, Mich.....		91.75	3.73
912 Fred Ogi, Ozark, Mo.....		84.00	3.52
913 Fred Ogi, Ozark, Mo., COMP.....		89.50	3.52
914 C. C. Totman, Brookings, S. Dakota.....	Pen	93.50	.94
915 C. C. Totman, Brookings, S. Dakota COMP.....		88.50	1.37
916 Pasquale Frigo, Pound, Wis.....		94.00	10.11
Total Exhibitors' Checks.....			\$3,678.72

1928 WISCONSIN CHEESE MAKERS' CONVENTION

SHEBOYGAN COUNTY BANKERS' ASSOCIATION PRIZE—
WRENCHES

Entry No.	Exhibitors	Score	Prize No.
374	Geo. W. Neuman, Plymouth.....	92.50	1
2008	F. W. Nussbaumer, Waldo.....	91.00	2
396	Louis F. Perronne, Plymouth.....	93.50	3
326	Edgar E. Peters, Plymouth.....	92.00	4
391	John H. Peters, Plymouth.....	92.00	5
304	A. J. Reiss, Random Lake.....	87.00	6
173	A. J. Schmidt, Sheboygan Falls.....	93.75	7
3011	Walter R. Schmidt, Sheboygan Falls.....	90.50	8
2042	Jacob Straub, Plymouth.....	87.50	9
387	Julius Wessel, Plymouth.....	92.75	10
386	Erwin O. Wunsch, Cleveland.....	92.50	11
209	Louis Zimmerman, Elkhart Lake.....	92.75	12
2044	Ed. Adermann, Elkhart Lake.....	91.00	13
294	Arthur H. Berth, Sheboygan.....	91.00	14
376	L. J. Brehm, Sheboygan Falls.....	93.00	15
132	Herman W. Behrens, Plymouth.....	87.00	16
205	Fred J. Chapman, Sheboygan Falls.....	94.25	17
124	E. H. Fischer, Random Lake.....	87.00	18
385	Edward R. Garling, Glenbeulah.....	89.00	19
214	Sam Goetschel, Cleveland.....	91.50	20
193	A. W. Hahn, Plymouth.....	94.25	21
172	Casper Holzschuh, Elkhart Lake.....	91.50	22
305	Reinhard Jacob, Plymouth.....	87.50	23
369	John F. Kalk, Cleveland.....	95.75	24
397	John Lemkuil, Plymouth.....	87.50	25

42 entries of cheese from Sheboygan County competed for the above prizes. 25 sets of wrenches were awarded and delivered to the winners listed above.

The sum of \$16.25 remaining unused in this fund will be carried forward to next year's convention to purchase Sheboygan County Bankers' Association prizes for 1929.

LANGLADE COUNTY BANKERS' ASSOCIATION PRIZE—
CLOCKS

Entry	Winners	Score	Prize No.
213	Herman Hoesly, Antigo.....	94.00	1
149	Otto W. Riemer, Antigo.....	91.50	2

The \$20.00 contributed to buy six clocks for prizes has been spent for this purpose, and the remaining four clocks, for which there was no competition, will be offered again next year, at our next convention.

1928 MARATHON COUNTY BANKERS' ASSOCIATION PRIZE—
BAGS

Entry	Winners	Score	Prize No.
379	John G. Fischer, Stratford.....	94.00	1
323	Ed. Koleske, Stratford, R. 2.....	94.12	2
266	Martin Kubitz, Edgar.....	95.00	3
194	John Lensmire, Marathon.....	94.00	4
113	M. H. Parsons, Dorchester.....	95.12	5

1928 BROWN COUNTY BANKERS' ASSOCIATION PRIZE—
CLOCKS

Entry	Winners	Score	Prize No.
190	Ray Benecke, Denmark.....	96.00	1
295	Harvey Bristol.....	89.50	2
222	Edwin Brockmann, Wayside.....	94.75	3
3006	J. W. Buechler, De Pere.....	91.00	4
313	M. Christopherson, New Franken.....	91.00	5
2031	Harvey Danke, Denmark.....	94.50	6
309	Geo. Ertl, W. De Pere.....	96.00	7
340	John H. Joswick, Denmark.....	93.00	8
382	Geo. Koenig, Stangelville.....	92.00	9
2002	Ernest Maggle, Green Bay, R. 5.....	92.00	10
191	Chas. J. Mulloy, De Pere, R. 3.....	92.75	11
143	Horace P. Mulloy, W. De Pere, R. 1.....	91.00	12
2001	Earl Schneider, Denmark.....	92.50	13
189	Elmer Schroeder, Wayside, R. 1.....	95.75	14
249	Edward J. Sleger, W. De Pere.....	93.50	15

Erwin Schwenzen, Plymouth.....	\$50.00
Ruggles and Rademaker, Milwaukee.....	50.00
Bingham & Hudson Co., Green Bay.....	50.00
Marshall Dairy Laboratory, Madison, Wis.....	50.00
Diamond Crystal Salt Co., Minneapolis, Minn.....	50.00
Fairmont Creamery Co., Green Bay.....	50.00
D. & F. Kusel Co., Watertown, Wis.....	100.00
Colonial Salt Co., Chicago, Ill.....	50.00
DeLaval Separator Co., Chicago, Ill.....	100.00
Cream City Chemical Works, Milwaukee.....	50.00
King Ventilating Co., Owatonna, Minn.....	50.00
Freeman Mnfng. Co., Racine, Wis.....	50.00
Nelson Machinery Co., Green Bay, Wis.....	50.00
J. B. Ford Co., Milwaukee.....	50.00
F. Hurlbut Co., Green Bay.....	100.00
Jacobi-Ness Sales Co., Fergus Falls, Minn.....	50.00
Morton Salt Co., Milwaukee.....	50.00

Program Pages

Northland Hotel, Green Bay.....	\$20.00
C. E. Zuercher & Co., Chicago.....	10.00
H. B. Stanz Co., Milwaukee.....	10.00
Dairy Supply Co., Minneapolis, Minn.....	10.00
Pauly & Pauly Co., Manitowoc, Wis.....	10.00
First National Bank, Brillion, Wis.....	10.00
C. E. Blodgett Cheese Co., Marshfield, Wis.....	10.00
Creamery Package Mfg. Co., Chicago.....	25.00
Johnstone Tin Foil & Metal Co., St. Louis.....	20.00
Stoelting Bros. Co., Kiel, Wis.....	20.00
General Laboratories, Madison, Wis.....	10.00
Rogers & Johnson, Marion, Wis.....	10.00
Wis. Dairy Supply Co., Whitewater, Wis.....	25.00
Dairy Market Reporter, Sheboygan Falls.....	10.00
Chris. Hansen's Laboratory, Milwaukee.....	20.00
Triangle Cheese Co., Monroe, Wis.....	10.00
Colonial Salt Co., Chicago.....	10.00
Bingham & Risdon Co., Green Bay, Wis.....	10.00
Morton Salt Co., Milwaukee.....	10.00
Union Terminal Cold Storage, N. Y. C.....	10.00
Ruggles & Rademaker, Milwaukee.....	10.00
Kiel Woodenware Co., Kiel, Wis.....	20.00
Quincy Market Cold Storage, Boston.....	10.00
Torsion Balance Co., New York City.....	20.00
Lincoln Box Co., Merrill, Wis.....	20.00
Wis. Dairy Laboratory, Green Bay.....	10.00
Fairmont Creamery Co., Green Bay.....	20.00
Winnebago Cheese Co., Fond du Lac, Wis.....	10.00
Reinhold & Meyer Co., Plymouth, Wis.....	20.00
Midwest Creamery Co., Plymouth, Wis.....	20.00
Lehmaier, Schwartz & Co., New York City.....	20.00
Schmitt Bros., Blue River, Wis.....	20.00
Ast Manufacturing Co., Chicago.....	20.00
Marshall Dairy Laboratory, Madison.....	10.00
Atlantic & Pacific Tea Co., Green Bay.....	20.00
Lakeshire Cheese Co., Plymouth, Wis.....	20.00
The Bestin Coating Co., Milwaukee.....	10.00
Sharples Separator Co., West Chester, Pa.....	25.00
Champion Sheet Metal Co., Cortland, N. Y.....	10.00
Sheboygan Falls Cry. Co.....	10.00
Midwest Cold Storage Co., Green Bay.....	20.00
Olsen Publishing Co., Milwaukee.....	20.00
Novelty Rubber Sales Co., Akron, Ohio.....	5.00
D. & F. Kusel Co., Watertown.....	20.00
J. B. Ford Co., Milwaukee.....	20.00
Erwin Schwenzen, Plymouth.....	20.00
H. L. Mueller, Sheboygan Bandage Fcty.....	10.00
DeLaval Separator Co., Chicago.....	20.00
Mojonner Bros. Co., Chicago.....	10.00
D. Picking Co., Bucyrus, Ohio.....	10.00
Diamond Crystal Salt Co., Minneapolis.....	10.00
Vacuum Sediment Test Co., Madison.....	10.00
Konz Box & Lumber Co., Appleton.....	20.00
Damrow Bros. Co., Fond du Lac.....	60.00
Fountain City Dairy Co., Fond du Lac.....	10.00
Atlas Warehouse & Cold Storage, Green Bay.....	10.00
Fairbanks, Morse & Co., Chicago.....	20.00
C. A. Strauble Co., Green Bay.....	20.00
Marshall Dairy Laboratory, Madison.....	20.00

122 WISCONSIN CHEESE MAKERS' ASSOCIATION

Waldo State Bank.....	\$5.00
State Bank of Sheboygan Falls.....	5.00
Plymouth Exchange Bank.....	15.00
Falls Bank, Sheboygan Falls.....	5.00
State Bank, Elkhart Lake.....	5.00
Adell State Bank.....	5.00
Cedar Grove State Bank.....	10.00
Haven State Bank.....	5.00
Campbellsport State Bank.....	2.00
First National Bank of Brillion.....	8.00
Calumet County Bank, Brillion.....	5.00
Bank of Two Rivers.....	5.00
Two Rivers Savings Bank.....	3.50
Manitowoc Savings Bank.....	10.00
American Exchange Bank, Manitowoc.....	10.00
First National Bank of Manitowoc.....	10.00
State Bank of Manitowoc.....	10.00
Collins State Bank.....	5.00
Aug. H. Raether, Watertown.....	5.00
Farmers State Bank of Calvary.....	10.00
H. Blanke Cheese Co., Plymouth.....	35.00
R. Prahl, Cleveland, Wis.....	2.00
Fidelity Savings Bank, Antigo.....	5.00
Langlade National Bank, Antigo.....	5.00
First National Bank, Antigo.....	5.00
White Lake State Bank.....	5.00
Citizens State Bank, Gillett.....	10.00
Bank of Gillett.....	10.00
Bocher Bros., Gillett.....	5.00
14 Citizens of Gillett.....	31.50
Wisconsin National Bank, Shawano.....	10.00
Citizens State Bank, Shawano.....	10.00
Geo. M. Danke Cry Co., Neenah.....	10.00
Marathon City State Bank.....	2.00
Merchants & Farmers Bank, Marathon.....	5.00
John F. Lensmire and 11 others.....	13.00
Ohio Salt Co., Chicago.....	10.00
Lomira State Bank.....	5.00
John Babler, Campbellsport.....	5.00
Frank Brath, Campbellsport.....	1.00
Dairymens State Bank, Clintonville.....	10.00
New Franken State Bank.....	15.00
New Century Coop Creamery.....	10.00
St. Nazianz State Bank.....	15.00
F. C. Westphal, Randolph.....	17.00
Randolph State Bank.....	10.00
Colby State Bank.....	10.00
Colby Cheese Box Co.....	5.00
Security State Bank, Colby.....	5.00
Cheese Makers Mfg. Co., Riplinger.....	5.00
Farmers and Merchants Bank, Lena.....	10.00
Embarrass State Bank.....	5.00
Wm. Rindt Hardware Co.....	5.00
Peoples State Bank, Thorp.....	5.00
Farmers Exchange Bank, Thorp.....	5.00
Bingham & Risdon Co., Green Bay.....	65.00
Ashippun Box Mfg. Co.....	5.00
Lebanon State Bank.....	10.00
Chas. Laack, Plymouth.....	15.00

Miscellaneous Receipts

C. A. Straubel Co., Green Bay, cheese exhibits.....	\$2,865.87
KraftPhenix Cheese Co. 1 drum Swiss.....	34.75
Cheese sale to University of Wisconsin.....	54.48
J. W. Cross, Supt., cheese sales.....	41.29
Seven sets wrenches sold to members, at cost.....	38.85
Two clocks sold to members at cost.....	6.51
Wrapping paper unused, sold, net cash.....	1.20
From J. L. Sammis, to correct 1927 error.....	.45
From 25 members at official dinner.....	25.00
Membership, Frank Schujahn, Dagand, Ference.....	3.00
From J. von Allman, balance due.....	.85
From Schmitt Bros. Oct. 10, Blue River.....	20.00
From De Laval Separator Co., prizes.....	35.00
A. H. Graf, Zachow, wrenches.....	5.50
Total Receipts	\$9,473.85

	Amount	Check No.
Expense, judge, Fred Marty, Monroe.....	\$34.95	70
Convention prize wrenches, on a/c.....	75.00	71
Expense, director, M. M. Schaetzel.....	46.04	72
Expense, director, A. J. Schmidt.....	21.15	73
Expense, president, E. F. Winter.....	22.16	74
Expense, director, E. B. Whiting.....	22.16	75
Reporter, Alex Kaempfer, on a/c.....	50.00	76
Expense, judge, W. F. Hubert.....	49.08	77
Expense, Supt., J. W. Cross.....	23.77	78
J. W. Cross, superintendent.....	100.00	79
Expense, labor, Wm. Walvoord.....	13.33	80
Expense, labor, Walter Burkhard.....	14.21	81
Expense, labor, Leo Perontka.....	14.33	82
Expense, labor, Wm. Hrobsky.....	13.81	83
Drayage on cheese, hall to hall.....	11.10	84
Office help, Mary Elergert.....	28.50	85
Office help, Edna Deschane.....	25.25	86
Office help, Reno Payne.....	32.00	87
Office help, Evelyn Bricco.....	25.25	88
Northland Hotel bill (8 people).....	202.05	89
Secretary, travel and office expense.....	149.15	
Telegram, Central Ontario Assn.....	1.25	
Convention prize travel bags.....	130.00	90
Expense, treasurer, Otto Weyer.....	23.30	91
G. A. Radke, Eland, refund overcharge.....	1.00	92
Postage.....	10.00	93
Expense, director, J. Gempler, Jr.....	29.40	94
H. G. Wiskow, prize 132.....	5.00	95
Ernest Herrmann, Prize 179.....	25.00	96
Oswald Schneider, Appleton, prize 197.....	5.00	97
Expense, director, J. H. Peters.....	22.96	98
Alex. Kaempfer, reporter, balance due.....	50.00	99
Badger Pharmacy, 4 prize pens.....	21.40	100
Ad Duescher, refund overcharge.....	1.00	101
Convention prize wrenches, balance a/c.....	33.15	102
Express on prize chairs to winners.....	14.05	103
Postage on diplomas.....	4.00	104
Checks to exhibitors (see list).....	3,678.72	
W. F. Hubert, judge.....	20.00	105
J. D. Cannon, judge.....	20.00	106
Fred Marty, judge.....	10.00	107
Otto Weyer, judge.....	10.00	108
Earl F. Albrecht, Forestville, prize 141.....	11.00	109
A. Johns, Luxemburg to correct error.....	2.15	110
M. E. Landgraf, filing, typing, expense.....	6.00	111
H. G. Wiskow, prize 515, 1/2 of 517.....	5.50	112
Otto H. Yordi, Manawa, 1/2 prize 516, 1/2 of 517.....	4.50	113
Abel & Bach Co., postage on bags.....	1.34	114
Prize fire extinguisher.....	11.25	115
Postage.....	10.00	116
M. E. Landgraf, accountant and expense.....	125.00	117
Prize adding machine.....	7.50	118
Peter J. Heissler, Theresa, Prize 140.....	2.00	119
Wisconsin Dairy Council, 1929.....	2.00	120
Balance forward.....	2,362.97	
Total.....	\$9,473.85	

We checked all Receipts and Expenditures and find them correct and true.

M. M. SCHAETZL,
A. H. GRAF,
A. J. SCHMIDT,
Auditing Committee.

1929 WISCONSIN CHEESE MAKERS' CONVENTION
SHEBOYGAN COUNTY BANKERS' ASSOCIATION PRIZE—
FIRE EXTINGUISHERS

Entry No.	Name and Address	Score	Award No.
260	Edwin Meinnert, Plymouth.....	94.75	1
340	John H. Peters, Plymouth.....	94.50	2
112	A. W. Hahn, Plymouth.....	94.00	3
180	John H. Schaefer, Sheboygan.....	94.00	4
116	A. J. Reiss, Random Lake.....	93.75	5
148	Louis F. Perronne, Plymouth.....	93.50	6
265	Erwin O. Wunsch, Cleveland.....	93.00	7
322	Herman W. Behrens, Plymouth.....	93.00	8
179	E. H. Fischer, Random Lake.....	93.00	9
105	C. W. Stange, Elkhart Lake.....	93.00	10
178	Stanley Koten, Adell.....	93.00	11
303	Edgar E. Peters, Plymouth.....	92.75	12
121	Arthur H. Berth, Sheboygan, R. 1.....	92.25	13
2008	Edwin Adermann, Elkhart Lake.....	92.00	14
258	A. J. Schmidt, Sheboygan Falls.....	92.00	15
103	Reinhard Jacob, Plymouth, R. 5.....	91.75	16
406	L. J. Breher, Sheboygan Falls.....	91.50	17

MANITOWOC COUNTY BANKERS' ASSOCIATION PRIZE—
FOUNTAIN PENS

Entry No.	Name and Address	Score	Award No.
263	Ed. Grimm, Two Rivers.....	95.00	1
162	Emil Sonnenburg, Cato.....	95.00	2
238	H. H. Huhn, Branch.....	94.00	3
402	Wm. Preuss, Kiel.....	94.00	4
253	Ernest Zermuehlen, Two Rivers, R. 2.....	94.00	5
317	Anton Kliment, Mishicot, R. 1.....	93.75	6
2006	C. F. Heckman, Cleveland.....	93.50	7
110	Ben Heningsen, Mishicot, R. 2.....	93.50	8
146	Henry Nolte, Cleveland.....	93.00	9
413	Oscar Stock, Manitowoc, R. 3.....	93.00	10

DODGE COUNTY BANKERS' ASSOCIATION PRIZE—
BILL FOLDS

Entry No.	Name and Address	Score	Award No.
332	Peter J. Heisler, Theresa.....	94.50	1
807	Alfred Huggler, Burnett.....	94.25	2
838	Peter Haesler, Waterloo.....	94.00	3
842	Emil Voegeli, Watertown.....	94.00	4
854	Arthur N. Falk, Juneau, R. 3.....	93.50	5
805	Karl Berger, Juneau.....	93.00	6
843	Fred Hasler, Hartford.....	93.00	7
708	John Sieber, Iron Ridge.....	93.00	8
832	John Inabnet, Mayville, R. 1.....	92.50	9
856	Carl Zuberbuehler, Horicon.....	92.50	10
845	Fred Dauwalder, Woodland.....	92.00	11
850	Walter Feutz, Neosho, R. 1.....	92.00	12
817	Adolph Gurtner, Rubicon.....	92.00	13
857	Gottfried Hanni, Mayville, R. 2.....	92.00	14
852	Laurence Huttner, Juneau, R. 2.....	92.00	15
851	Ernest W. Jung, Juneau.....	92.00	16
831	Rudolf Krebs, Mayville.....	92.00	17
841	Aug. Mader, Watertown, R. 2.....	92.00	18
809	Edward Rambow, Woodland.....	92.00	19
853	Edward Seiler, Beaver Dam, R. 1.....	92.00	20
415	Carl Vogel, Beaver Dam.....	92.00	21
820	William Wenger, Burnett.....	92.00	22
827	Gottfried Zurbuchen, Woodland.....	91.75	23
347	Carl F. Schmidt, Watertown, R. 9.....	91.25	24
816	Wm. Lichtenberg, Beaver Dam.....	91.00	25
814	Louis Kneubuhler, Randolph.....	91.00	26
828	E. F. Indermuehle, Brownsville.....	91.00	27
812	Fred Bleuer, Beaver Dam.....	90.50	28
394	Leslie F. Radke, Watertown.....	90.50	29
367	Walter Huegeli, Juneau, R. 4.....	90.00	30
803	Fred Jung, Juneau.....	90.00	31
304	Albert J. Gafner, Brownsville.....	87.00	32
210	Geo. Mintzlauff, Fox Lake.....	87.00	33

Two bill folds remaining in the Secretary's office will be awarded in 1930.

**LANGLADE COUNTY BANKERS' ASSOCIATION PRIZE—
CLOCKS**

Entry No.	Name and Address	Score	Award No.
288	Louis K. Korth, Antigo.....	93.25	1
327	Arthur Wolfgang, Antigo.....	93.25	2
239	Otto W. Riemer, Antigo.....	93.00	3
346	Ray Pavlichek, Deerbrook.....	91.00	4

1929 WISCONSIN CHEESE MAKERS' CONVENTION

LEADING PRIZE WINNERS, AMERICAN CHEESE

SWEEPSTAKES ON CLASSES 1, 2, 3, 4

Entry No.	Name	Score
131	Walter Reisner, Bonduel.....	98.00
280	Martin Kubitz, Edgar.....	97.87
133	Frank N. Zehren, Coleman.....	97.75
2001	H. G. Wiskow, Clintonville.....	97.62

Class 1—Made Before July 30, 1929

131	Walter Reisner, Bonduel.....	98.00
133	Frank N. Zehren, Coleman.....	97.75
127	J. P. Zehren, Coleman.....	97.50
161	John Babler, Campbellsport.....	97.25

Class 2—Made During August or September, 1929

280	Martin Kubitz, Edgar.....	97.87
2001	H. G. Wiskow, Clintonville.....	97.62
218	Harold R. Winters, Gillett.....	97.00
292	Louis A. Ringel, Shawano.....	96.75

Class 3—Made After October 1, 1929

342	Roy J. Hrabik, Luxemburg.....	97.00
345	Harold R. Winters, Gillett.....	96.75
398	Oliver F. Felton, Black Creek.....	96.50
387	E. H. Peters, Sugar Bush.....	96.25

Class 4—American Cheese, Colby Style

402	Wm. Preuss, Kiel, R. 1.....	94.00
413	Oscar Stock, Manitowoc.....	93.00
411	Harold C. Klessig, Colby.....	92.50
403	I. G. Scharfhauser, Colby.....	92.25

Class 5—Drum Swiss

509	Jacob Niffenegger, Darlington.....	96.00
526	Leo von Moos, Argyle, R. 4.....	95.00
528	Fred Burkhalter, Monroe.....	94.00
527	Robert Herrmann, Dallas.....	93.75

Class 6—Block Swiss

607	Franz Brand, Monroe, R. 5.....	95.00
602	Joe Nef, Blue Mounds.....	94.50
609	John Badertscher, Rice Lake.....	94.00
615	Emil Stoller, Argyle.....	93.75

Class 7—Limburger

720	Emanuel Hess, Belleville.....	97.00
715	Fred Wyssbrod, Martintown.....	96.50
705	John Minnig, Monticello.....	96.00
711	Paul Miltz, Monticello.....	95.50

Class 8—Brick Cheese

819	Walter Lichty, Ixonia, R. 1.....	95.50
808	Ernest Schaginhausen, Belleville.....	95.00
834	Emil Forster, Mt. Horeb.....	94.50
807	Alfred Hugler, Burnett, R. 1.....	94.25

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CHEESE EXHIBIT ENTRIES BY COUNTY

Barron -----	6	Marathon -----	27
Bayfield -----	1	Marinette -----	9
Brown -----	7	Portage -----	2
Calumet -----	15	Oconto -----	14
Chippewa -----	1	Outagamie -----	12
Clark -----	14	Ozaukee -----	2
Columbia -----	7	Price -----	1
Dane -----	12	Richland -----	7
Dodge -----	42	Rusk -----	2
Door -----	7	St. Croix -----	7
Fond du Lac -----	18	Sawyer -----	1
Green -----	36	Sauk -----	3
Grant -----	1	Shawano -----	17
Iowa -----	7	Sheboygan -----	50
Jefferson -----	4	Vernon -----	1
Kewaunee -----	4	Washington -----	4
Lafayette -----	24	Waupaca -----	8
Langlade -----	7	Winnebago -----	2
Lincoln -----	7	Wood -----	1
Manitowoc -----	37		

1929 WISCONSIN CHEESE MAKERS' CONVENTION,
NEW EXHIBITORS

Jacob Waffer, Monroe
 Arthur K. Wolfgang, Antigo
 Martin Kosser, Oakes, N. D.
 G. H. Jenkins, Grandview, Wis.
 J. H. Preisig, Stratford
 H. R. Mickle, Plain
 Otto A. Klotzbuecher, Big Falls
 H. H. Huhn, Branch
 Erwin A. Heuchen, Clear Lake
 Ed. Grimm, Two Rivers
 Arthur Folk, Juneau, R. 3
 Jacob Buscher, Darlington, R. 4
 Fred Brog, Juda
 John Amacker, Argyle, R. 1
 Jo Adamski, Seymour
 Joseph Anderhalden, Blanchardville,
 R. 4
 L. G. Marlow, Gratiot
 Frank Valanta, Denmark, R. 2
 Val Kohlman, Malone
 Elmer Tesch, Friesland
 Oliver F. Felton, Black Creek
 R. F. Philumalee, Stockton, Ill.

Aug. Mader, Watertown, R. 2
 Clarence C. Kissling, Muscoda
 John C. Horton, Bonduel, R. 3
 Jacob Heim, Monticello
 Emil Gehrig, Argyle, R. 2
 Peter Troye, Sheboygan Falls
 E. A. Buholzer, Juda
 Martin Brauchle, Monroe, R. 7
 Sylvester Bean, Lynden, Wash.
 Geo. Zimmermann, Elkhart Lake
 Alfred Ryser, Cambria
 W. J. Tuma, Clintonville
 Geo. Wussow, Sheboygan
 Robt. Minnig, Mt. Hope
 F. C. Kovatch, Dorchester
 Oscar Imhof, Browntown
 Christ Hoganes, De Pere
 Peter Haester, Waterloo
 N. C. Fiedler, Brillion
 D. G. De Buhr, Waldo
 Xaver Buchen, Gratiot
 G. J. Blanke, Timothy

Each of the above new exhibitors received a 10-inch stainless steel cheese knife.

ANALYSIS OF SEVEN PRIZE WINNING AMERICAN CHEESE

Wisconsin Cheese Makers' Association Convention

Milwaukee, December 4, 5, 6, 1929

By HARRY KLUETER, Chief Chemist, Dept. of Agric. and Markets

Exhibitor	Class Entry No.	Moisture %	Dry Matter %	Fat %	Fat in Dry Matter %	Score	Remarks
Walter Reiser, Bonduel-----	131	33.55	66.45	34.80	53.88	98.00	First sweepstakes in American cheese, classes 1, 2, 3, & 4. Also first prize in class 1, Am. cheese made before July 30, 1929.
Frank N. Zehren, Coleman-----	133	35.15	64.85	33.10	51.04	97.75	Third prize in sweepstakes in American cheese classes 1, 2, 3, and 4. Also second prize in class 1, Am. cheese made before July 30, 1929.
Martin Kubitz, Edgar-----	280	35.62	64.38	35.00	54.36	97.87	Second prize in sweepstakes in Am. cheese classes 1, 2, 3 and 4. Also won first prize in class 2, American cheese made during August or September.
H. G. Wiskow, Clintonville-----	2,001	35.83	64.17	35.00	54.69	97.62	Fourth prize in sweepstakes in Am. cheese, classes 1, 2, 3 and 4. Also won second prize in class 2, Am. cheese made during August or September.
R. J. Hrabik, Luxemburg-----	342	34.68	65.32	35.10	53.82	97.00	First prize in class 3 Am. cheese made after October 1, 1929.
Harold R. Winters, Gillett-----	345	34.56	65.44	35.00	53.48	96.75	Second prize in class 3, Am. cheese made after Oct. 1, 1929.
William Prouss, R. 1, Kiel-----	402	38.76	61.24	33.00	53.88	94.00	First prize in class 4 American cheese, Colby process.
Factory in Canada-----	None	35.90	64.10	34.60	53.97	None	This sample is from the center of a well-cured Canadian cheddar and wrapped in tinfoil. It was of excellent flavor, texture, and body.

1929 CONVENTION CHEESE FROM OTHER STATES

Analyses by HARRY KLUETER, Chief Chemist, Dept. of Agric. and Markets

Exhibitor	Moisture %	Fat %	Water- free Substance %	Fat in Water-free Substance %	Score
Wm. D. Saunders, Blacksburg, Va.....	36.37	35.93	63.63	56.44	90.50
Eugene E. Lyons, Winona, Miss.....	33.26	38.34	66.74	57.44	91.25
R. F. Philumalee, Stockton, Ill.....	37.97	32.40	62.03	52.23	91.00
Sylvester Bean, Lynden, Wash.....	36.35	35.25	63.65	53.70	90.00
Martin Kossen, Oakes, N. D.....	37.25	33.79	62.75	53.85	92.50
C. C. Totman, Brookings, S. D.....	40.92	32.47	59.08	54.96	87.00
S. H. Kaufman, Round Rock, Texas.....	37.13	33.08	62.87	52.61	91.00
Martin Kossner, Oakes, N. D.....	36.37	33.50	63.63	52.64	91.50
J. H. Hecker, Hardenville, Nev.....	33.43	34.98	66.57	51.04	93.00

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 1. AMERICAN CHEESE, ANY STYLE, MADE BEFORE
JULY 30, 1929

	Exhibitors	Prizes	Score	Check
101	Henry J. Loehr, Calvary, R. 1.....	204-271-792-785	95.25	\$20.25
102	Anton Kliment, Mishicot.....		91.25	3.01
103	Reinhard Jacob, Plymouth, R. 5.....		91.75	6.19
104	Paul B. Kuhn, Marshfield.....	475	94.00	11.20
105	C. W. Stange, Elkhart Lake.....		93.00	7.64
106	Edgar E. Peters, Plymouth.....		91.00	5.12
107	Peter DeTroye, Sheb. Falls, R. 2.....		87.50	2.00
108	George Wussow, Sheboygan, R. 4.....		87.50	2.60
109	Frank Valenta, Denmark.....		91.25	5.21
110	Ben Heningsen, Mishicot, R. 2.....		95.50	6.62
111	J. F. Drab, Kewaunee, R. 3.....		91.00	4.32
112	A. W. Hahn, Plymouth.....	281A-794	94.00	9.80
113	Edward T. Peck, Coleman, R. 1.....		92.75	5.35
114	L. B. Kohlmann, St. Cloud.....		88.50	1.80
115	Val Kohlmann, Malone.....		89.50	2.40
116	A. J. Reiss, Random Lake.....		93.75	7.91
117	L. J. Breher, Sheboygan Falls.....		91.25	5.41
118	Fred J. Chapman, Sheboygan Falls.....		90.50	4.74
119	Henry Bollen, Allenville.....	474	91.00	7.32
120	H. W. Behrens, Plymouth, R. 3.....		92.75	6.35
121	Arthur H. Berth, Sheboygan, R. 2.....		92.25	6.77
122	Harold R. Winters, Gillett.....	406-460-461-679	97.00	27.48
123	H. J. Kuschel, Pound, R. 1.....		93.50	6.82
124	E. A. Bergner, Bonduel.....	639-694	90.75	8.23
125	Earl F. Albrecht, Forestville.....		90.50	2.94
126	Noah N. Olig, Malone.....		90.00	3.56
127	J. P. Zehren, Coleman.....	153-186-458-459	97.50	16.86
128	John H. Peters, Plymouth.....		90.50	3.14
129	Walter Raasch, Underhill.....	412	92.50	5.26
130	Earl B. Whiting, Gillett, R. 1.....	680	95.00	13.16
131	Walter Reisner, Bonduel.....	151-155-157-182-203-207-251-465-466	98.00	32.64
132	W. H. Krumery, Gillett.....	681	94.00	10.75
133	Frank N. Zehren, Coleman.....	152-156-184-450	97.75	22.15
134	H. L. Pieper, Cascade.....		90.50	2.14
135	David Gobel, Hayward.....	374	93.50	11.62
136	Chas. J. Mulloy, De Pere, R. 3.....	423	94.00	21.00
137	Wencil Gasche, Luxemburg.....		91.50	7.10
138	Rudolph Buchmann, Rice Lake.....	363	91.00	8.92
140	Joe Adamski, Seymour.....	624	90.00	3.16
142	M. M. Schaetzl, Athens, R. 3.....	4141	91.00	8.32
143	Mike J. Mayer, Random Lake.....	280	91.00	5.12
145	Oscar Stock, Manitowoc, R. 3.....		92.00	5.68
146	Henry Nclte, Cleveland.....	279A-616	93.00	6.64
147	John Hinz, Cleveland.....		90.00	4.16
148	Louis F. Ferrone, Plymouth.....	209	93.50	13.22
149	C. F. Heckman, Cleveland, R. 2.....		93.00	7.64
151	Bert Ruetter, Hillpoint.....		90.00	4.16
152	G. J. Blanke, Timothy.....		90.50	3.94
153	C. A. Bennin, St. Cloud.....		91.50	.90
154	George Hernke, Chilton.....		87.00	3.20
155	Erwin O. Wunsch, Cleveland.....	615	93.00	7.44
157	M. S. Flachac, Brussels, R. 3.....		89.00	1.40
158	F. E. Gotter, Thorp.....		92.00	4.68
159	E. J. Schmitz, Calvary.....	270	93.00	8.04
160	Victor Malueg, Shawano.....	693	95.00	15.36
161	John Babler, Cambellsport.....			
162	Emil Sonnenburg, Cato.....	154-187-188-268-422-613-791-784-797	97.25	44.57
163	E. J. Beaudoin, Coleman.....	279-282-417-442-789-809-1/2 786D	95.00	19.96
164	Louis K. Korth, Antigo.....		91.00	3.52
165	Ernest Nicklaus, Weyauwega.....		92.50	6.66
166	E. H. Peters, Sugar Bush.....	1/2 175	87.00	2.20
167	M. H. Parsons, Dorchester.....		94.50	11.68
169	M. E. Meisner, New Richmond.....		90.50	5.54
170	Frank L. Schneider, Appleton.....		92.00	6.88
			92.00	4.88

THIRTY-EIGHTH ANNUAL CONVENTION

131

Exhibitors	Prizes	Score	Check
171 Ernest A. Zermuehlen, Two Rivers.....	648	91.75	\$5.99
172 Casper Holzschuh, Elkhart Lake.....		88.00	1.00
173 John R. Reynolds, Kewaunee R. 2.....	439-808	96.00	16.92
174 L. E. Kopitzke, Marion.....	174-695	95.25	11.05
175 H. G. Wiskow, Clintonville.....	158	96.00	10.32
176 H. T. Dederling, Kiel.....		91.00	4.12
177 Fred Stapel, Edgar COMP.....	414A-447-661-664-798	95.00	34.00
178 Stanley Koten, Adell, R. 1.....		93.00	2.40
179 E. H. Fischer, Random Lake.....		93.00	1.90
180 John H. Schaefer, Sheboygan, R. 1.....		94.00	9.40
181 P. H. Kasper, Bear Creek, R. 2.....		97.25	6.60

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 2. AMERICAN CHEESE, ANY STYLE, MADE DURING AUGUST OR SEPT., 1929

Exhibitors	Prizes	Score	Check
201 John G. Fischer, Stratford.....		92.75	\$6.43
202 Anton Kliment, Mishicot, R. 1.....		91.00	1.76
203 Henry J. Loehr, Calvary, R. 1.....		94.00	7.90
205 M. Mullins, Edgar, R. 1.....	414Z-669	89.50	2.80
206 Leon A. Laack, Brillion, R. 3.....		91.00	5.36
207 H. W. Behrens, Plymouth, R. 3.....		91.00	4.36
208 L. J. Breher, Sheboygan Falls.....		90.50	3.97
209 William F. Meyer, Fredonia, R. 2.....	196	92.25	6.84
210 Geo. Mintzclaff, Fox Lake.....		87.00	7.80
211 Erwin A. Henchen, Clear Lake.....	Owe \$1.00	87.00	
212 Arthur Mueller, Sturgeon Bay, R. 2.....	783	92.50	7.53
213 Chris Hageness, De Pere.....		89.50	1.00
214 O. A. Kielsmier, Hersey COMP.....	Owe \$1.00	90.00	
215 A. F. Schwartz, Merrill.....	505	94.00	8.90
216 Earl B. Whiting, Gillett, R. 1.....		91.50	3.95
218 Harold R. Winters, Gillett.....	161-682	97.00	20.64
219 Edward T. Peck, Coleman.....		92.00	4.34
220 Paul C. Kleinschmidt, Merrill, R. 4.....		91.00	4.36
221 Otto A. Klotzbuecher, Big Falls.....		90.75	3.07
223 O. A. Kielsmeier, Hersey.....	You owe \$3.00	89.50	
224 W. H. Krummrey, Gillett.....	683	93.00	10.92
225 H. J. Kuschel, Pound, R. 1.....	1/2 451	94.00	8.90
226 Chas. J. Mulloy, De Pere, R. 3.....		93.50	7.11
227 W. J. Tuma, Clintonville, R. 5.....	471-472-623	92.00	15.54
228 Carl H. Luebke, Pulaski, R. 3.....		91.00	3.36
229 L. H. Stern, Cascade.....		89.00	2.00
230 Earl F. Albrecht, Forestville, R. 2.....		91.00	3.36
231 Walter Reisner, Bonduel.....		92.00	4.54
232 C. H. Schneider, Merrill, R. 8.....	504	94.00	12.70
233 Ray Rego, Cazenovia.....	795	90.75	5.87
234 Peter Balmer, Waterloo.....	501	88.50	4.31
235 Leo Shimek, Little Suamico.....		90.75	5.67
237 Alex Yaun, La Farge.....	518	89.50	13.00
238 H. H. Huhn, Branch.....	444-790	94.00	9.90
239 Otto W. Riemer, Antigo.....		93.00	5.72
240 John Greiner, Appleton, R. 1.....	206	94.00	7.70
241 M. M. Schaetzl, Athens.....	1/2 414H-1/2 449	94.00	12.35
243 Joe Adamski, Seymour.....	627	91.00	3.36
247 E. A. Bergner, Bonduel.....	You Owe \$23	90.50	
248 John F. Lensmire, Marathon, R. 3.....	673	91.50	6.15
249 John F. Lensmire, Marathon COMP.....		91.50	3.40
250 A. J. Schmidt, Sheboygan Falls, R. 2.....		90.50	2.17
251 Louis F. Perronne, Plymouth.....		89.00	1.80
252 George Zimmerman, Elkhart Lake.....		91.50	5.95
253 Ernest A. Zermuehlen, Two Rivers.....	1/2 444-653	94.00	13.90
254 Oscar Stock, Manitowoc.....		91.50	5.35
255 Otto W. Sixel, Cleveland, R. 3.....		91.00	5.56
256 G. J. Blanke, Timothy.....		89.50	2.00
257 Emil Abegglen, Eldorado.....		93.75	7.41
258 A. J. Schmidt, Sheboygan Falls, R. 2 COMP.....		92.00	1.40
259 John Hinz, Cleveland.....		91.00	4.56
260 Edwin Meinnert, Plymouth.....	281-283-415	94.75	8.79
261 Adolph Scheman, Maribel, R. 2.....		91.00	4.56
262 Henry Nolte, Cleveland.....	617	92.75	6.43
263 Ed. Grimm, Two Rivers.....	442-443-442A-651-652	95.00	16.88
264 Bert Ruetten, Hillpoint.....	515	93.00	9.72
265 Erwin O. Wunsch, Cleveland.....	614	93.50	7.11

Exhibitors	Prizes	Score	Check
266 L. A. Wrensch, Sherwood.....		91.00	\$5.36
267 George Hernke, Chilton.....		90.00	3.38
268 John Babler, Campbellsport.....	190	93.50	9.11
269 Walter Huegeli, Juneau.....		88.50	4.80
270 Elmer H. Braun, Stanley.....	365	93.50	9.71
271 Emil Sonnenburg, Cato.....		94.00	6.90
272 Ed. A. Lang, Ringle.....		90.00	2.18
273 Robert F. Ott, Wausau, R. 5.....		92.00	4.54
274 Henry E. Sylvester, Gillett.....	684	92.50	5.33
275 F. E. Gotter, Thorp.....	431-609	94.25	13.40
276 Frank Plekarz, Thorp.....	611	93.00	6.12
277 Richard Daun, Hilbert, R. 1.....		91.00	4.36
278 E. H. Peters, Sugar Bush.....		94.00	8.13
279 E. E. Schreiber, Cecil.....		91.50	5.15
280 Martin Kubitz, Edgar.....			
..... 159-164-183-185-420-445-446-660-663		97.87	58.27
281 G. H. Scannell, Campbellsport.....	269-613A- $\frac{1}{2}$ 186	95.00	13.28
282 Harold R. Mickle, Plain.....	516	91.25	6.06
283 Edw. F. Winters, Cecil.....	409	91.00	4.76
284 Leo Stenz, Hilbert.....	427	92.75	8.63
285 Joseph Bergs, Edgar.....	$\frac{1}{2}$ 414C-672	91.00	7.81
286 August Schuette, Marathon.....	662-672	93.25	14.02
287 W. J. Pfund, Sherwood.....		90.50	3.97
288 Louis K. Korth, Antigo.....	602	93.25	8.22
289 John Babler, Campbellsport COMP.....		95.00	3.00
290 Ernest Nicklaus, Weyauwega.....		90.00	3.58
291 Otto Ebel, Cecil.....	165	95.00	8.28
292 Louis A. Ringel, Shawano.....			
..... 162-202-407-467-468-284-692		96.75	23.75
293 M. E. Meisner, New Richmond.....	513	94.00	12.30
294 M. S. Flachac, Brussels, R. 3.....		90.00	4.38
295 C. E. Goodrich, Lone Rock.....		87.00	4.40
296 M. H. Parsons, Dorchester.....		90.50	4.97
297 Norman C. Fiedler, Brillion.....	430	91.25	12.66
298 Otto Luther, Marshfield.....	432-610	92.50	5.93
299 Ed. Decker, Thorpe.....		94.00	11.10
2001 H. G. Wiskow, Clintonville.....	160-163-201-469-470-621	97.62	21.37
2002 L. E. Kopitzke, Marion.....	$\frac{1}{2}$ 175-698	94.50	7.79
2003 O. H. Stoltzmann, Hilbert.....	277A	87.00	2.40
2004 C. J. Fokett, Reedsville.....		89.00	2.80
2005 Louis J. Horn, Conrath.....		92.00	5.94
2006 C. F. Heckman, Cleveland, R. 2.....		93.50	7.31
2007 George Mohr, Plymouth, R. 4.....		90.50	4.97
2008 Edwin Adermann, Elkhart Lake.....		92.00	5.14

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 3. AMERICAN CHEESE, ANY STYLE, MADE ON OR AFTER OCTOBER 1, 1929

Exhibitors	Prizes	Score	Check
301 Henry J. Loehr, Calvary, R. 1.....		95.00	\$8.46
302 Peter De Troye, Sheb. Falls.....		91.50	4.78
303 Edgar E. Peters, Plymouth.....	208	92.75	11.16
304 Albert Gafner, Brownsville.....		87.00	2.80
305 George Wussow, Sheboygan, R. 4.....		91.25	4.50
306 Wm. F. Meyer, Fredonia, R. 2.....		91.00	4.22
307 D. G. De Buhr, Waldo.....		90.50	4.87
308 A. J. Reiss, Random Lake.....		90.00	4.31
309 Leon A. Laack, Brillion, R. 3.....		90.75	3.94
310 Reinhard Jacob, Plymouth, R. 5.....		90.50	4.87
311 Geo. Ertl, Wrightstown.....		92.75	6.16
312 Ira Conger, Greenbush.....		90.00	4.11
313 John G. Fischer, Stratford.....		93.00	6.44
314 Erwin A. Henchen, Clear Lake.....	You Owe Us \$1.00	88.00	
315 H. L. Pieper, Cascade.....		91.00	1.62
316 Anton Kliment, Mishicot.....	205	93.75	4.47
317 John C. Horton, Bonduel, R. 3.....	640	90.50	3.07
318 John C. Horton, Bonduel, R. 3.....	640	92.00	4.53
319 Otto W. Riemer, Grand View.....	364	91.50	7.98
320 G. H. Jenkins, Grand View.....	364	91.50	3.78
321 Joe Adamski, Seymour.....	413-630	93.00	5.24
322 H. W. Behrens, Plymouth.....		94.00	8.35
323 C. H. Schneider, Merrill, R. 8.....		93.25	8.92
324 Arthur Wolfgang, Antigo, R. 2.....	601	94.00	15.00
329 Wm. Fiedler, Athens, R. 3.....	$\frac{1}{2}$ 414H-369- $\frac{1}{2}$ 449	94.00	15.00
330 Max C. Schroeder, Stitzer.....	496	91.75	7.45

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 4. AMERICAN CHEESE MADE BY THE COLBY PROCESS

	Exhibitors	Prizes	Score	Check
401	C. H. Schneider, Merrill, R. 8.....		92.00	\$7.30
402	William Preuss, Kiel, R. 1.....	176-179-180- $\frac{1}{2}$ 444	94.00	15.30
403	I. W. Schafhauser, Wilson.....	514	92.25	7.68
404	Harry E. Mandel, Colby, R. 1.....	$\frac{1}{2}$ 180B	92.00	7.70
405	Anna Parsons, Dorchester.....		94.50	5.20
406	L. J. Breher, Sheboygan Falls.....		91.50	7.55
407	Louis G. Marlow, Gratiot.....		90.25	6.48
408	C. W. Stange, Elkhart Lake.....		91.25	6.78
409	M. H. Parsons, Dorchester.....		87.50	3.40
410	Albert H. Mandel, Colby.....		89.50	3.60
411	Harold C. Klessig, Colby.....	178-180A	92.50	8.25
412	Henry Nolte, Cleveland.....		87.00	1.80
413	Oscar Stock, Manitowoc.....	177	93.00	7.40
414	F. W. Laabs, Colby.....	$\frac{1}{2}$ 180B	92.00	8.10
415	Carl Vogel, Beaver Dam, R. 5.....	181	92.00	11.50
416	Carl Vogel, Beaver Dam, R. 5 COMP.....		91.25	2.80
417	Fred Feutz, Waterloo, R. 2.....	500	91.50	11.35
418	Armin W. Hernke, Hilbert COMP.....		91.25	3.80
419	Frank C. Kovatch, Dorchester.....	366	91.50	9.95
420	Louis G. Marlow, Gratiot COMP.....		90.00	2.80
421	Unknown.....		90.50	
422	Ray F. Pavlichek, Deerbrook, R. 1 COMP.....		92.50	3.00
423	M. M. Schaetzel, Athens.....	414L	87.50	2.00
424	John F. Tesmer, Colby.....		90.50	3.25

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 5. DRUM SWISS

	Exhibitors	Prizes	Score	Check
501	Oscar Imhof, Browntown.....		93.00	\$52.00
502	Valentine Zibung, Darlington.....		93.00	43.00
503	Eugene Wirz, Monroe.....		90.00	44.00
504	Reinhard Mueller, Clarno.....		92.75	60.00
505	Franz Brand, Monroe, R. 5.....		93.25	63.00
506	Joseph Anderhalden, Blanchardville.....		90.00	48.50
507	Emil Gehrig, Argyle.....		92.50	47.00
508	Arnold Thuli, Hollandale.....		91.00	33.75
509	Jacob Niffenegger, Darlington.....	218-222-359-421	96.00	58.60
510	Walter Jegerlehner, Darlington.....		90.00	43.50
511	Fred Reber, Rice Lake, R. 1.....		93.00	51.00
512	A. Emil Buholzer, Juda.....		92.00	44.50
513	Fred Geissbuhler, Darlington.....		93.50	56.12
514	John Badertscher, Rice Lake.....	224	93.50	54.88
515	Jacob Buschor, Darlington, R. 4.....		88.00	28.90
516	Emil Baumgartner, Monroe, R. 8.....	217	92.00	50.75
517	Carl Niedermann, Monroe, R. 6.....		90.00	42.25
518	John Rechsteiner, Argyle, R. 2.....		91.50	40.00
519	Martin Brauchli, Monroe.....		92.00	38.75
520	Otto Badertscher, Rice Lake.....		92.00	52.50
521	Arnold Gudel, Browntown.....		93.00	40.00
522	Andrew Sulzer, South Wayne.....		92.50	43.00
523	Fred Brog, Juda.....		91.00	47.75
524	Otto Blaser, Darlington.....		93.00	46.75
525	Ernest Gossner, Darlington.....	216	93.00	53.75
526	Leo Von Moos, Argyle, R. 4.....	219	95.00	56.48
527	Robt. Herrmann, Dallas, R. 3.....	221-223-636	93.75	61.82
528	Fred Burkhalter, Monroe.....	220	94.00	60.64
529	John Mueller, Monroe, R. 7.....		92.50	44.75
530	Ernest Herrmann, Neillsville.....		92.50	37.75

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 6. BLOCK SWISS

Exhibitors	Prizes	Score	Check
601 Joseph Anderhalden, Blanchardville.....		91.75	\$7.09
602 Joe Nef, Blue Mounds.....	226-356	94.50	10.19
603 Gottlieb Werren, Blue Mounds.....		90.00	4.80
604 Fred Geissbuhler, Darlington.....		92.00	6.61
605 John Amacker, Argyle.....	231	93.00	7.88
606 Eugene Wirz, Monroe.....		93.00	6.88
607 Franz Brand, Monroe, R. 5.....	215-225-229-230	95.00	8.82
608 Albert Ryser, Blanchardville.....		92.00	6.41
609 John Badertscher, Rice Lake.....	227	94.00	9.35
610 John Rosenberger, Argyle, R. 4.....		92.00	6.61
611 John Rechsteiner, Argyle, R. 2.....		91.00	6.34
612 Rudy Stampfli, Barneveld.....	606	90.00	4.27
613 Arnold Thuli, Hollandale.....		89.00	1.40
614 Fred Aeschliman, South Wayne.....		90.00	2.47
615 Emil Stoller, Argyle.....	228	93.75	10.03
616 Robert Scheidegger, Klevenville.....		88.00	2.60
617 Emil Forster, Mt. Horeb.....		90.00	5.07

1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 7. LIMBURGER

Exhibitors	Prizes	Score	Check
701 Jakob Heim, Monticello.....		91.00	\$3.28
702 Julian Klechle, Monticello, R. 3.....	238	95.00	4.44
704 Paul Wyssbrod, Basco.....	490	93.50	6.93
705 John Minnig, Monticello.....	234	96.00	4.38
706 Jacob Wafer, Monroe.....		94.50	5.27
707 Peter Bernet, Monticello.....		92.50	4.59
708 John Sieber, Iron Ridge.....		93.00	4.16
709 August Thueler, Monroe.....		94.00	1.90
710 Joseph Milz, Monroe, R. 8.....		91.00	.28
711 Paul Miltz, Monticello.....	235	95.50	3.81
712 Fred Kaufmann, Monticello.....		92.50	4.39
713 Werner Blum, Monroe.....		95.00	4.84
714 Xaver Bucher, Gratiot.....		92.00	3.62
715 Fred Wyssbrod, Martintown.....	233	96.50	6.35
716 Joseph Konrad, Monroe.....		94.00	3.10
717 John Glarner, New Glarus.....		92.00	3.82
718 Lawrence Huttner, Juneau, R. 2.....		90.50	3.51
719 Rudy B. Lengacher, Monticello, R. 2.....		95.00	6.44
720 Emanuel Hess, Belleville, R. 3.....	232-236-358-419	97.00	7.92
721 Emil Frehner, Monticello.....		93.00	3.36
722 Adolph Kaufmann, Monticello.....		94.25	5.69

BREAKFAST CHEESE

725 Gottfried Moser, Oostburg.....	95.00
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1929 WISCONSIN CHEESE MAKERS' CONVENTION

CLASS 8. BRICK CHEESE

801 John Blickenstorfer, Darlington.....	93.00	\$7.30
802 Fred Gurtner, Jackson.....	90.75	4.95
803 Fred Jung, Juneau.....	248	90.00
804 Alfred Ryser, Cambria.....		91.00
805 Karl Berger, Juneau, R. 3.....		93.00
806 Fred Krummenacher, Oshkosh, R. 5.....	473	92.50
807 Alfred Huggler, Burnett, R. 1.....	242-357	94.25
808 Ernest Schlaginhaufen, Belleville.....	240-603	95.00
809 Edward Rambow, Woodland.....		92.00

Exhibitors	Prizes	Score	Check
810	Emil Stoller, Argyle.....	91.00	\$2.34
811	Arnold Thuli, Hollandale.....	91.25	2.82
812	Fred Bleuer, Beaver Dam, R. 3.....	90.50	2.53
813	John Sieber, Iron Ridge.....	91.00	2.91
814	Louis Kneubuhler, Randolph.....	91.00	3.91
815	Louis Kneubuhler, Randolph.....	88.00	4.51
816	Wm. Lichtenberg, Beaver Dam, R. 3.....	91.00	5.05
817	Adolph Gurtner, Rubicon, R. 1.....	92.00	6.20
818	Oswald Schneider, Appleton, R. 1.....	COMP	98.00 2.42
819	Walter Lichty, Ixonia, R. 1.....	239-243-245-249-243A	95.50 16.47
820	William Wenger, Burnett, R. 1.....	92.00	5.01
821	Peter Balmer, Waterloo.....	248A	93.00 9.85
822	Jake Balsiger, Pardeeville.....	92.00	6.39
823	Frank Mock, Cambria.....	90.00	3.33
824	Fred Burkhalter, Monroe, R. 1.....	91.50	5.25
825	Valentine Zibung, Darlington, R. 1.....	92.50	4.83
826	Jacob Disler, Allenton.....	1/2 247	91.00 6.12
827	Gottfried Zurbuchen, Woodland, R. 1.....	91.75	7.24
828	E. F. Indermuehle, Brownsville.....	1/2 247	91.00 5.17
829	Paul Moser, Markesan.....	91.00	3.29
830	Jacob Blaser, Riley, R. 1.....	91.00	5.43
831	Rudolf Krebs, Mayville.....	246	92.00 11.01
832	John Inabnet, Mayville, R. 1.....	248E	92.50 5.78
833	Elmer Tesch, Friesland.....	248C	92.50 7.33
834	Emil Forster, Mt. Horeb.....	241	94.50 9.08
835	John Durtschi, Barneveld.....	607-609	93.00 5.97
836	Robert Minnig, Mt. Horeb, R. 2.....	91.00	5.00
837	Ben R. Williams, Cambria.....	248B	93.00 10.61
838	Peter Haesler, Waterloo.....	250A	94.00 8.50
839	Fritz Marti, Argyle, R. 4.....	90.00	3.09
840	John Wenger, Merrimac.....	92.00	6.01
841	Aug. Mader, Watertown, R. 2.....	92.00	5.44
842	Emil Voegeli, Watertown.....	94.00	6.55
843	Fred Hasler, Hartford.....	93.00	5.02
844	Jacob Henseler, Sr., Greenwood.....	93.00	5.78
845	Fred Dauwalder, Woodland, R. 1.....	1/2 250	92.00 7.20
846	Gottlieb Werren, Blue Mounds.....	491	92.00 7.20
847	Rudy Stampfli, Barneveld.....	608	91.00 3.10
848	Henry Egli, De Forest.....	92.00	6.39
849	Anton Koller, Mt. Horeb, R. 4.....	92.00	4.06
850	Walter Feutz, Neosho.....	1/2 250	92.00 7.01
851	Ernest W. Jung, Juneau.....	92.00	5.06
852	Lawrence Hultner, Juneau, R. 2.....	92.00	12.47

MUNSTER

853	Edward Seiler, Beaver Dam.....	92.00	\$4.25
854	Arthur W. Falk, Juneau, R. 3.....	93.50	7.88
855	Alfred Huggler, Burnett, R. 1.....	COMP	93.00 3.37
856	Karl Zuberbuhler, Horicon.....	248D	92.50 7.28
857	Gottfried Hanni, Mayville, R. 2.....	248F	92.00 6.34
858	Fred Bleuer, Beaver Dam, R. 3.....	91.00	4.32

BUNDE-OST

859	Wm. Lichtenberg, Beaver Dam.....	COMP	92.00 \$2.61
860	Wm. Lichtenberg, Beaver Dam.....	COMP	93.00 2.61

1929 OUT-OF-STATE ENTRIES

No.	Name	Score	Check
1	Wm. D. Saunders, Blacksburg, Va.....	90.50	\$8.60
2	Eugene E. Lyons, Winona, Mississippi.....	91.25	2.80
3	R. F. Philumalee, Stockton, Illinois.....	91.00	5.60
4	Sylvester Bean, Lynden, Washington.....	90.00	3.40
5	Martin Kossen, Oakes, N. Dak.....	92.50	3.80
6	C. C. Totman, Brookings, S. Dak.....	87.00	3.40
7	A. H. Kaufman, Round Rock, Texas.....	91.00	4.00
8	Martin Kossen, Oakes, N. Dak.....	91.50	1.20
9	J. H. Hecker, Gardnerville, Nev.....	93.00	4.60

Total Exhibitors' Checks \$4,302.53

ASSOCIATION PRIZES FOR HIGH SCHOOLS

November 13, 1929.

Professor J. L. Sammis, Secretary,
Wisconsin Cheese Makers' Association,
Madison, Wisconsin.

Dear Professor Sammis:

I am inclosing a copy of a statement showing the results of the recent dairy products judging contest. The team from Waterloo placed first in scoring cheese, and I am sure that the members of the winning team were very pleased with the three bill folds which your organization was so generous to furnish for this contest.

Again thanking you for your cooperation, I am

Very truly yours,

H. C. JACKSON,
Professor of Dairy Husbandry.

FINAL RESULTS IN DAIRY PRODUCTS JUDGING
CONTEST

CONDUCTED BY UNIVERSITY OF WISCONSIN, DAIRY HUSBANDRY DEPT.

Cheese		Market Milk	
Place	School	Place	School
1.	Waterloo	1.	Belmont
2.	Belmont	2.	Neillsville
3.	Fennimore	3.	Waterloo
4.	West Salem	4.	West Salem
5.	Waupaca	5.	Fort Atkinson
6.	Algoma	6.	Wilmot
7.	Fort Atkinson	7.	Fennimore
8.	Wilmot	8.	Waupaca
9.	Neillsville	9.	Algoma

Butter		Sweepstakes	
Place	School	Place	School
1.	Fennimore	1.	Waterloo
2.	Fort Atkinson	2.	Belmont
3.	Belmont	3.	West Salem
4.	West Salem	4.	Fort Atkinson
5.	Waupaca	5.	Fennimore
6.	Neillsville	6.	Waupaca
7.	Waterloo	7.	Neillsville
8.	Algoma	8.	Algoma
9.	Wilmot	9.	Wilmot

Albert Will of Fort Atkinson won first place judging all products.

INVENTORY OF SECRETARY'S OFFICE EQUIPMENT, 1929

- 1 Big Ben Alarm Clock, for Association prize.
- 1 Ladies' Hand Bag, for Association prize.
- 66 10-inch Cheese Knives, for Association prizes.
- 2 No. 372 Bill Folds, Dodge Co., Bankers Association prizes for 1930.
- 24 Swiss Cheese Thermometers, for Association prizes.
- 2 Trunks and contents, property of the Association.
- 1 Nail Puller, property of the Association.
- 1 12-in. Cheese Knife, property of the Association.
- 1 Cheese Numbering Stamp, property of the Association.
- 1 lot Office Desk Equipment, property of the Association.
- 125 Diploma Mailing Tubes, property of the Association.
- 1 lot Printed Annual Reports, and Programs.

SECRETARY'S REPORT ON CONVENTION OF DECEMBER, 1929

By J. L. SAMMIS, Madison, Wis.

PART 1. STATE TREASURY ACCOUNT

Receipts

1929		
July 1	Balance forward from last report.....	\$24.98
	State appropriation.....	600.00
Dec. 9	Membership fees deposited.....	563.00
1930		
Jan. 11	Deposited collections.....	500.00
	Deposited collections.....	1,160.48
	Deposited after audit.....	126.17
	Total	\$2,974.63

Disbursements

Milwaukee Auditorium rental.....	\$430.00
State printer, 1000 circulars.....	2.71
Supt. Public Property, mailing reports.....	34.35
State printer, diplomas and printing.....	12.47
State printer, 600 circulars.....	5.79
Auditorium service and equipment.....	482.75
Balance in treasury.....	2,006.56
Total	\$2,974.63
State printer, several bills not yet rendered.	

PART 2. SECRETARY'S DONATION AND PROGRAM FUND

Cash prizes, offered for fine cheese exhibits at the convention, are awarded and paid to exhibitors as directed by the donors, the Secretary acting as the agent of the donors for this purpose. As these funds are at no time the property of the Association, and as they are paid out to winners at the Convention, or returned to the donors, these donations are not deposited in the State Treasury, but the receipts, and disbursements are published here, and in the list of prize winners.

To raise additional funds for the support of the Convention, the Secretary, acting as a private individual, published a Convention program, and rented booths and the proceeds from this enterprise were used for Association purposes, the balance to be finally deposited in the State Treasury, as a donation to the Association, from the advertisers. The program receipts and the disbursements of this fund are shown below.

The Convention cheese exhibits were sold by the Secretary, acting as the agent of the exhibitors, and the proceeds paid at once to exhibitors, as shown in the list of exhibitors in this report.

Balance forward.....	\$2,362.97
Colonial Salt Co. (55.00) Chicago.....	55.00
Cream City Scale Co., Milwaukee.....	50.00
John Zurkirchen, Monroe.....	50.00
D. & F. Kusel Co., Watertown.....	100.00
General Laboratories, Madison.....	50.00
De Laval Separator Co., Chicago.....	55.00
Toledo Scale Co., Milwaukee.....	50.00
Cherry-Burrell Corporation, Chicago.....	55.00
J. B. Ford Co., Wyandotte, Mich.....	50.00
Diamond Crystal Salt Co., Minneapolis.....	50.00
Ohio Salt Co., Chicago.....	50.00
Stoelting Bros. Co., Kiel, Wis.....	50.00
Ruggles and Rademaker, Milwaukee.....	50.00
Federal Motor Truck Corporation, Milwaukee.....	100.00
Super Products Co., Milwaukee.....	50.00
Master Package Corporation, Owen, Wis.....	50.00
Schwab Boiler & Machine Co., Milwaukee.....	50.00
Morton Salt Co., Milwaukee.....	50.00
Chris Hansen's Laboratory, Milwaukee.....	50.00
Damrow Bros. Co., Fond du Lac, Wis.....	105.00

Diversey Mfg. Co., Chicago.....	\$50.00
Marschall Dairy Laboratory, Madison.....	50.00
King Ventilating Co., Owatonna, Minn.....	50.00
Creamery Package Mfg. Co., Chicago.....	50.00
Viking Pump Sales Co., Milwaukee.....	50.00
Erwin Schwenzen, Plymouth (100.00).....	100.00
United Coal & Dock Co., Milwaukee.....	50.00

Program Pages

Triangle Cheese Co., Monroe.....	\$10.00
Kiel Woodenware Co., Kiel, Wis.....	20.00
Pauly & Pauly Co., Manitowoc.....	10.00
H. Iwen Box & Veneer Co., Shawano.....	20.00
Rogers and Johnson, Marion.....	10.00
L. F. Nafis, Inc., Chicago.....	10.00
Cheese Reporter, Sheboygan Falls.....	10.00
Mojonnier Bros. Co., Chicago.....	20.00
Erwin Schwenzen, Plymouth (20.00).....	10.00
Champion Sheet Metal Co., Cortland, N. Y.....	10.00
Winnebago Cheese Co., Fond du Lac.....	10.00
Pabst Corporation, Milwaukee.....	10.00
Morton Salt Co., Milwaukee.....	20.00
Lakeshire Cheese Co., Plymouth.....	10.00
Diamond Crystal Salt Co., St. Clair, Mich.....	20.00
J. B. Ford Co., Wyandotte, Mich.....	10.00
Ohio Salt Co., Chicago.....	10.00
Union Terminal Cold Storage, New York City.....	10.00
Wis. Dairy Supply Co., Whitewater.....	25.00
Midwest Cold Storage Co., Green Bay.....	20.00
Bingham & Risdon Co., Green Bay.....	10.00
Stoelting Bros. Co., Kiel.....	20.00
D. & F. Kusel Co., Watertown.....	20.00
C. E. Zuercher & Co., Chicago.....	10.00
Vacuum Sediment Test Co., Madison.....	20.00
Creamery Package Mfg. Co., Chicago.....	25.00
Torsion Balance Co., New York City.....	20.00
Worcester Salt Co., Detroit, Mich.....	10.00
Ruggles and Rademaker, Milwaukee.....	10.00
Marschall Dairy Laboratory, Madison.....	20.00
De Laval Separator Co., Chicago.....	25.00
Cherry-Burrell Corporation, Chicago.....	20.00
A. & P. Tea Co., Green Bay.....	20.00
National Cheese Institute, Milwaukee.....	20.00
Colonial Salt Co., Chicago.....	10.00
Olsen Publishing Co., Milwaukee.....	20.00
Dairy Supply Co., Minneapolis.....	10.00
Walter Voechting, Sheboygan.....	20.00
Wis. Dairy Laboratory, Green Bay.....	10.00
Schmitt Bros. Inc., Blue River.....	10.00
Sheboygan Falls Creamery Co.....	10.00
Quincy Market & Cold Storage Warehouse Co.....	10.00
Midland Metal Co., Chicago.....	20.00
Schwaab Stamp and Seal Co., Milwaukee.....	10.00
First National Bank, Brillion.....	10.00
D. Picking & Co., Bucyrus, Ohio.....	10.00
Lehmaier, Schwartz, & Co., New York City.....	20.00
John Kirkpatrick, Richland Centre.....	10.00
Fairmont Creamery Co., Green Bay.....	10.00
Sheboygan Bandage Factory, Sheboygan.....	10.00
R. L. Frome Mfg. Co., Sheboygan.....	20.00
Lincoln Box Co., Merrill.....	20.00
C. E. Blodgett Cheese Co., Marshfield.....	10.00
Bestin Coating Co., Milwaukee.....	10.00
C. A. Straubel Co., Green Bay.....	20.00
Buckeye Chemical Co., Akron, Ohio.....	20.00
Juneau Boiler Co., Juneau, Wis.....	10.00
A. H. Barber & Co., Inc., Chicago.....	10.00
Rexine Co., Sheboygan.....	10.00
Johnstone Tin Foil & Metal Co., St. Louis, Mo.....	20.00
Cream City Chemical Works, Milwaukee.....	10.00
King Ventilating Co., Owatonna, Minn.....	20.00
A. Angliker, Monroe, Wis.....	20.00
Master Package Corporation, Owen, Wis.....	10.00
Badger Box Co., Madison.....	20.00
Chris Hansen's Laboratory, Little Falls, N. Y.....	10.00
N. W. Retinning Co., St. Paul, Minn.....	10.00
General Laboratories, Madison.....	10.00
Midwest Creamery Co., Plymouth.....	20.00

Dairy Belt Cheese & Butter Co., Seymour.....	\$10.00
Fountain City Dairy Co., Fond du Lac.....	10.00
Nelson Machinery Co., Green Bay.....	10.00
Damrow Bros. Co., Fond du Lac.....	20.00
The Bandage Corporation, Sheboygan.....	20.00
J. S. Hoffman Co., Chicago.....	10.00
Cheese Makers Mfg. Co., Riplinger.....	10.00
Cheese Maker Book Co., Madison.....	10.00
Fairbanks, Morse & Co., Chicago.....	20.00

Cash Prizes and Miscellaneous Receipts

Pauly & Pauly Co., Manitowoc.....	\$45.00
Rogers & Johnson, Marion.....	6.00
Cheese Reporter, Sheboygan Falls.....	10.00
Winnebago Cheese Co., Fond du Lac.....	10.00
Lakeshire Cheese Co., Plymouth.....	50.00
Stoelting Bros. Co., Kiel.....	30.00
Dairymens State Bank, Clintonville.....	10.00
Schmitt Bros. & Walther, Platteville.....	10.00
The Great A. & P. Tea Co., Green Bay.....	40.00
Dow Cheese Co., Fond du Lac.....	10.00
Campbellsport State Bank.....	5.00
Lomira State Bank.....	5.00
Barton State Bank.....	5.00
Citizens Bank of Juneau.....	10.00
Old National Bank, Beaver Dam.....	10.00
State Bank of Fox Lake.....	10.00
Watertown Butter & Cream Co.....	10.00
Aug. H. Raether, Watertown, R. 8.....	5.00
Farmers State Bank, Beaver Dam.....	10.00
Hustisford State Bank.....	10.00
D. Picking & Co., Bucyrus, Ohio.....	5.00
State Bank of Forestville.....	2.00
L. D. Smith Docks Co., Sturgeon Bay.....	10.00
Pauly & Pauly Co., Edgar.....	15.00
Edgar Basket Co.....	10.00
State Bank of Mosine.....	10.00
Wausau Law and Land Assn.....	5.00
Bank of Athens.....	15.00
A. H. Graf Creamery Co., Zachow.....	5.00
Bonduel State Bank.....	5.00
Citizens State Bank, Shawano.....	10.00
C. E. Blodgett Cheese Co., Marshfield.....	45.00
Morton Salt Co., Milwaukee.....	10.00
Farmers State Bank, Calvary.....	10.00
Chas. Laack, Plymouth.....	15.00
Armour Creameries, Neenah.....	15.00
Bank of Edgar.....	10.00
Fred Stapel collection, Edgar.....	41.50
John F. Lensmire collection, Marathon.....	8.00
State Bank of Mayville.....	5.00
First Nat. Bank, Mayville.....	5.00
E. B. Whiting and H. Winters collections, Gillett.....	48.75
Fountain City Dairy Co., Fond du Lac.....	10.00
Citizens State Bank, Sheboygan.....	35.00
Security National Bank, Sheboygan.....	20.00
Plymouth Exchange Bank.....	15.00
State Bank of Plymouth.....	15.00
State Bank of Howards Grove.....	10.00
Bank of Sheboygan.....	10.00
Cedar Grove State Bank.....	10.00
State Bank of Sheboygan Falls.....	5.00
Merchants State Bank.....	5.00
Glenbeulah State Bank.....	5.00
Waldo State Bank.....	5.00
Falls Bank, Sheboygan Falls.....	5.00
Bank of Elkhart Lake.....	5.00
Southwest State Bank.....	5.00
Adell State Bank.....	5.00
Calumet Co. Bank, Brillion.....	5.00
Collins State Bank.....	5.00
American Exchange Bank, Manitowoc.....	10.00
Manitowoc Savings Bank.....	10.00
First Nat. Bank, Manitowoc.....	10.00
State Bank of Manitowoc.....	10.00
Farmers State Bank, Cato.....	5.00
Valders State Bank.....	5.00
Whitelaw State Bank.....	1.00

THIRTY-EIGHTH ANNUAL CONVENTION

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Reedsville State Bank.....	\$5.00
Bank of Two Rivers.....	5.00
Two Rivers Savings Bank.....	8.00
First National Bank, Brillion.....	30.00
Kiel Woodenware Co.....	15.00
R. C. Jorgensen, Denmark.....	15.00
Denmark State Bank.....	5.00
Badger State Bank.....	15.00
Wayside State Bank.....	10.00
Ashippun Box Mfg. Co.....	10.00
Farmers and Merchants Bank, Richland Centre.....	25.00
25 dinner tickets sold.....	24.00
J. D. Cannon, for two traveling bags.....	.80
Telephone call.....	195.38
Cheese sales, J. W. Cross.....	5.60
Cheese sales, J. L. Sammis.....	.75
Telephone call.....	2,987.52
Cheese sales to J. S. Hoffman Co., Chicago.....	2.75
Cheese sales to Harry Klueter.....
Total	\$9,265.02

Disbursements

	Amount	Check No.
Secretary's expenses, listed.....	\$42.74	23
M. E. Landgraf, addressing.....	5.50	1
Schwab Stamp and Seal Co.....	2.70	2
Addressing and filling.....	5.18	3
W. A. Devine, postage.....	20.00	4
Business Catoon Service.....	10.00	5
W. A. Devine, postage.....	20.00	6
Extension Div., blueprints.....	17.40	7
Postage on programs.....	110.00	8
Business Cartoon Service.....	8.00	9
Cheese Reporter, statements, billheads.....	11.00	10
W. A. Devine, postage.....	2.05	11
W. A. Devine, postage.....	20.00	12
Schwaab Stamp and Seal Co., badges.....	24.40	13
P. H. Kasper, Expense to Milwaukee.....	20.00	14
Olsen Publishing Co., printing.....	20.24	15
W. A. Devine, postage.....	20.00	16
Olsen Publishing Co., programs, tags, blanks.....	489.75	17
W. A. Devine, postage.....	10.00	18
Carbon paper.....	3.17	19
Photo Art Co., framing diplomas.....	4.50	20
Herman Mohr, convention signs.....	9.00	21
Supt. of Documents, Reports.....	1.10	22
Van Housen Co., Decorations.....	12.00	24
Schmitt Bros. & Walther, refund.....	10.00	26
Void	25
Farmers State Bank of Calvary.....	10.00	27
X. Buholzer, Monroe, Judge and expense.....	30.41	28
Mosinee State Bank, refund.....	10.00	29
Calumet Co. Bank, Brillion, refund.....	5.00	30
Lakeshire Cheese Co., Plymouth, refund.....	9.00	31
C. E. Blodgett Co., Marshfield, refund.....	27.00	32
Two Rivers Savings Bank, refund.....	3.00	33
Wayside State Bank, refund.....	15.00	34
R. C. Jorgensen, Denmark, refund.....	15.00	35
Edw. F. Winters, 1928 chairman.....	10.00	36
Fyr-Fyter Co., prize extinguishers.....	180.00	37
Reed Cook Co., Sample prize bag on hand.....	7.50
J. E. Rilling & Co., Prize chairs.....	100.00	38
W. S. Dryberg, Convention music.....	15.00	39
A. J. Kaempfer, Stenographic report.....	100.00	40
Schwaab Stamp and Seal Co., badges.....	66.80	41
Terminal Warehouse Co., cartage and prepaid.....	9.02	42
Office Specialties Sales Co., rentals.....	13.50	43
Cheese Reporter, Convention adv.....	20.00	44
A. H. Graf, Vice-president, expense.....	49.30	45
P. H. Kasper, president, expense.....	37.00	46
Fred Marty, Judge, expense.....	41.32	47
Otto Weyer, Treasurer, expense.....	43.20	48
M. M. Schaetzl, Director, expense.....	53.10	49
J. Gempler, Jr., Monroe, Director, expense.....	16.17	50
A. R. Hoffman, helper, expense.....	16.62	51
L. Dobratz, helper, expense.....	18.19	52

	Amount	Check No.
H. Stampfli, helper, expense.....	\$14.11	53
E. Schmallenberg, helper, expense.....	16.62	54
J. W. Cross, Supt. and expense.....	110.83	55
J. Gempeler, Chairman.....	5.00	56
W. F. Hubert, Judge.....	20.00	57
A. H. Graf, Chairman.....	5.00	58
John Cannon, Judge.....	20.00	59
Mrs. J. Deutsch, clerk.....	32.50	60
Mrs. M. Lindner, clerk.....	26.56	61
M. E. Landgraf, Chief clerk and expense.....	170.00	62
Republican Hotel bill.....	135.30	63
W. F. Hubert, Judge, expense.....	63.20	64
A. J. Schmidt, Director, expense.....	26.74	65
Abel & Bach Co., prize bags.....	103.68	66
Milwaukee Cheese Co., boxes.....	6.00	67
W. H. E. Reid, expense.....	57.39	68
H. C. Larson, expense.....	13.76	69
Amity Leather Co., prize purse.....	48.13	70
Grimm Bindery, stamping purses.....	4.95	71
C. E. Shaffer, Secretary's bond.....	14.00	72
Badger Pharmacy, prize pens.....	68.25	73
W. A. Devine, postage.....	5.00	74
Franz Brand, prize 215.....	5.00	75
W. A. Devine, postage on diplomas.....	5.00	76
Earl B. Whiting, Director, expense.....	20.20	77
J. E. Rilling, Express on prize chairs.....	10.13	78
W. A. Devine, postage.....	5.00	79
Photo Art Co., convention cheese photo.....	4.50	80
Checks to exhibitors, books 1 and 2.....	4,302.53	
Secretary.....	400.00	81
Deposited in State Treasury.....	500.00	82
J. Gempeler, expense.....	3.55	83
M. M. Schaetzl, expense.....	24.00	84
E. B. Whiting, expense.....	34.55	85
J. L. Sammis, expense.....	3.20	
Balance deposited in State Treasury.....	1,160.48	
Total	\$9,265.02	

JACOB GEMPLER, JR.
M. M. SCHAEZTL,
EARL B. WHITING,
Auditing Committee.

1929 Receipts after audit

Lavo Co. of America, Booth.....	\$50.00
Republican Hotel, Page.....	20.00
Hauk Mfg. Co., Booth.....	50.00
Cheese Sales, U. W. Dairy.....	46.00
Total	\$166.00

1929 Disbursements after audit

O. A. Kielsmeier, to correct error.....	\$4.60
A. H. Graf, expense.....	8.20
J. Gempeler, Jr., expense.....	27.03
Balance deposited in State Treasury.....	126.17
Total	\$166.00

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