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## **Second annual report of the Wisconsin Dairymen's Association, with a record of the annual meeting held at Fond du Lac, Wisconsin, Feb. 17th and 18th, 1874. 1874**

Wisconsin Dairymen's Association

Ft. Atkinson, Wis.: W. D. Hoard, Book and Job Printer, 1874

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Secretary D. W. Curtis informs me that  
the first Annual Report was never is-  
sued as a separate pamphlet but an ac-  
count of the meeting was given in the 1st  
Second Annual Report from Country

Union

W. A. Henry,

—OF THE—

WISCONSIN

# DAIRYMEN'S ASSOCIATION.

—WITH A—

*Record of the Annual Meeting Held at Fond du Lac, Wisconsin,  
Feb. 17th and 18th, 1874.*



**PUBLISHED BY THE ASSOCIATION.**

FT. ATKINSON, WIS.

W. D. HOARD, BOOK AND JOB PRINTER.

1874.

**OFFICERS, 1874.**

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PRESIDENT :

CHESTER HAZEN,

Fond du Lac Co.

VICE PRESIDENTS :

H. SMITH, Sheboygan Co.

H. L. DOUSMAN, Waukesha Co.

HONORARY VICE PRESIDENTS :

H. L. EATON, Richland Co.

N. H. WOOD, Columbia Co.

W. C. WHITE, Kenosha Co.

C. H. WILDER, Rock Co.

L. PERROT, Outagamie Co.

SECRETARY :

W. D. HOARD.

Fort Atkinson, Wisconsin.

TREASURER :

H. C. DRAKE,

Jefferson Co., Wisconsin.

**CONSTITUTION.**

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ART. I. The name of this organization shall be, the Wisconsin Dairymen's Association.

ART. II. The officers of the Association shall consist of a President, two Vice Presidents and a Secretary and Treasurer.

ART. III. The President, Vice Presidents, Secretary and Treasurer, shall constitute the Executive Board of the Association.

ART. IV. The officers of the Association shall be elected at the annual meeting, and shall retain their office until their successors are chosen.

ART. V. The regular annual meeting of the Association shall occur on the second Tuesday of Feb., in each year, at such place as the the Executive Board shall designate.

ART. VI. Any person may become a member of this Association, and be entitled to all its benefits, by the annual payment of one dollar.

ART. VII. The Executive Board shall have power to call special meetings whenever, and at such places as in their judgement its interests so demand.

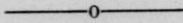
ART. VIII. The officers of the Association shall perform such other duties as usually devolve upon the officers of like Associations.

ART. IX. The Treasurer, shall have the custody of all monies belonging to the Association, and authority to pay out the same whenever an order is presented, signed by the President and Secretary.



No J. E. Smith  
found anywhere.

**LIST OF MEMBERS 1874.**



NAME.	POST OFFICE.	NAME.	POST OFFICE.
Wm. Berry,	Fond du Lac.	C. Hazen,	Ladoga.
M. S. Barrett,	Burnett.	W. D. Hoard,	Fort Atkinson.
Wm. Benson,	Mineral Point.	W. J. Jennings,	Rosendale
P. M. Cole,	Darien.	E. H. Jones,	Fond du Lac
Cornish & Curtis,	Fort Atkinson.	Wm. Mayhew,	Markeson.
C. A. Chipman,	Sun Prairie.	A. L. R. Murphy,	Greenville.
S. H. Conover,	Plymouth.	G. E. Morrow,	Madison.
H. Conover,	Plymouth.	W. J. Maxwell,	Welaunee,
J. Cochrane,	Beaver Dam.	Miller & Allen,	New London.
R. McCutchan,	Whitewater.	Orvis & Bristol,	Oakfield.
G. D. Curtis,	Rosendale.	L. Perrot,	Greenville,
A. Chapan,	Columbus.	W. J. Pierce,	Sheboygan.
J. DeLyser,	Hingham.	J. G. Pickett,	Weelaunee.
Charles Delb,	Plymouth.	J. Richardson,	Sheboygan Falls.
H. T. Dousman,	Waterville.	D. G. Richardson,	Fond du Lac.
A. D. DeLand,	Sheboygan Falls.	John Schrooten,	New Castle.
A. S. Davidsen,	Fox Lake.	<u>H. Smith,</u>	<u>Sheboygan Falls.</u>
H. C. Drake,	Fox Lake.	I. N. Strong,	Sheboygan Falls.
F. B. Ellsworth,	Weelaunee.	S. Strong,	Winnebago.
S. Faville,	Lake Mills.	C. P. Skidmore,	Stockbridge.
S. C. French,	Waupun.	M. Stapleton,	Fox Lake.
D. W. Gilbert,	Sheboygan Falls.	J. E. Spaulding,	Oak Grove.
W. E. Gantermont,	North "aychudah.	W. C. White,	Kenosha.
B. W. Holman,	Pickering, Mo.	C. H. Wilder,	Evansville.
C. M. Hodge,	Oakfield.	G. P. Winters,	Markeson.
S. T. Hoisington,	Farmington, Jefferson Co.	A. Wheeler,	Pewaukee.

# THE DAIRY.

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## **Second Annual Meeting of the Wisconsin Dairymen's Association.**

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*ACCOUNT OF PROCEEDINGS--ADDRESSES--REPORTS AND DISCUSSIONS.*

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**T**HE Wisconsin Dairymen's Association met in the Council Chambers, in the city of Fond du Lac, on Tuesday, Feb. 17th, at 11 o'clock. In the absence of the President, Chester Hazen, the Association was called to order by Vice President H. T. Douseman, of Waukesha. There being but a light attendance at the forenoon session, an adjournment was ordered until 1:30 o'clock.

TUESDAY AFTERNOON.

President Hazen delivered the following eminently practical address :

THE PRESIDENT'S ADDRESS.

“This is the second annual meeting of the Wisconsin State Dairymen's Association. Two years ago this month a few members now present met at Watertown and began the organization, a necessity for which had long been felt by the dairymen in our State. The advantage already secured through the co-operation effected by the Association has fully justified the step.

In order to illustrate, let me go back to the earlier days of dairying in this State. In the summer of 1850 a dairy was put on my farm with twenty cows. Notwithstanding the general belief in the East that we could not make a fair article of either butter or cheese, our products soon proved to be, at least of good quality, but the inconveniences of marketing were a serious objection. Then we had to peddle out our products to such purchasers as could be found or induced to buy—five or six cents a pound being thought a good price for it.

Another question came up, the same question which has troubled farmers from that day to this, viz : If we all go into dairying we shall overdo the business and there will be no market for our products. Let me give some reasons why I think there is no danger to be feared from this source.

The demand for dairy products in the United States is largely influenced by the foreign demand, which at the present time is of such magnitude as to effect our cheese market much more than the dairymen suspect.

This demand is constantly increasing. The amount shipped from New York to England from Jan. 1, 1869 to Jan. 1, 1870, was 55,000,000 pounds ; for the following year it was 61,000,000 ; for the next 66,000,000, and for the year just passed 80,000,000 pounds ; I can see no reason why, as the price of meat advances in our towns and cities, as it certainly must, cheese should not come more into use to supply its place as an article of food. In our own state not half as much cheese is consumed as might be, and would be, if consumers could buy it at fair prices. To explain what I mean here, let me say that it is a fact that cheese made even in Wisconsin is shipped to England and sold at retail for less than some of our retail grocers ask for it.

The demand for cheese is increasing as fast as the supply. The people are becoming convinced that it is a wholesome article of food, and are therefore bringing it into more common use. In many places cheese is cheaper than meats, and it is fast taking the place of other and more expensive animal foods. In America the amount consumed per capita is about eight pounds. In England it is nearly a hundred pounds.

Further, there is no danger of all our farmers going into the business, or, at least of making it a specialty. A large proportion of them are not adapted to the business, and many would not meet with favorable results if they did undertake it. Besides, a portion only of our State is adapted to dairy husbandry. Where then is our over-supply to come from ? Not from Eastern and other dairying States. They have crowded the business to its utmost capacity, and they have failed to increase the amount of dairy products to any great extent for several years. Not from the South, certainly. The South can raise cotton, sugar, tobacco, rice, etc., but experience shows that rarely, if at all, can dairying be made successful there. The increase in American dairy products must be expected to come mainly from Ohio, the northern part of Indiana, Illinois, Iowa, Michigan, Wisconsin, Minnesota and the territories. The cool climate of these regions is well adapted to the purpose, and although our winters are long we have a sufficient period of warm weather to produce, on our rich soils, a heavy crop of grass, hay, coarse grains and fodder. The facts are that a larger number of cows can be kept on a given amount of land, by feeding them

a good portion of the year, than can be kept by pasturing the entire year. I mean to say that in the course of the year a much larger quantity of good milk can be produced, and if so this does away with the often repeated objection against dairying in a climate where the winters are so long. Those who patronize cheese factories—that is those who market their milk, receive pay for the amount of milk they deliver, and not for the number of cows they keep.

While there are some dairies in Wisconsin supported by fifty to seventy-five cows, and averageing 6000 pounds of milk to the cow for the season, there are others that do not average over 2000. But it is hardly probable that a better report would be shown by the same animals in a much warmer climate. But not to detain with these matters upon which any one may be posted sufficiently by careful examination of statistics, I pass to notice some of the benefits to be derived from the Dairymen's Organization.

By holding meetings of our Boards of Trade and in our conventions, we have had opportunities to discuss topics relating to starting dairies, which breeds of cows are most profitable, how to feed both in summer and winter, and how to take care of the dairy so as to derive the greatest benefits. By our united efforts we have been able to get a liberal reduction on freights to Eastern markets. This much is to be counted a great gain since Wisconsin is already producing considerably more cheese than is consumed within her own border, or demanded by her immediate markets. By shipping direct to New York we save on account of commission, a sum that may be reckoned equal to about \$200 on each car load. In all these things the Association has enabled us to avail ourselves of the experience of all our associates.

Such advantages as our Association already furnishes to all its members would have been worth several hundred dollars to me when I first started a factory. Then there was not another factory in the State, so far as I knew, and the numerous experiments which I tried are laid up among the things not soon to be forgotten.

By the co-operative work of this Association and the Boards of Trade connected with it we have attracted cheese dealers from Eastern cities from whom we have gained much valuable information in regard to size, quality, etc., of cheese suitable for the general markets, and in all these matters we have grown until it is no longer necessary to avoid branding our boxes with the name of Wisconsin to make the contents pass muster with purchasers abroad. In all these respects the progress is quite gratifying, but we must not flatter ourselves that the work is more than well begun.

We have much to do yet before the reputation of Wisconsin butter and cheese has attained the point to which it is desirable they should attain. Our people must know more of the necessities for good pure milk, produced from good healthy cows in good condition; of good water easy of access; and of the proper modes of taking care of milk. We need to make a uniform quality of cheese throughout the State, in size, shape, texture and color. This is a necessity in establishing the reputation of Wisconsin cheese. For the benefit of Dairymen and those who supply milk to factories we need to publish a larger number of copies of our proceedings for distribution among our patrons. It will uniformly be found that those who understand the minutia of the business best, furnish the best supplies and reap the best results.

Though we have had two dry seasons that have affected dairying, the product has been unusually good in this State, and prices have ruled up to a fair figure, so that throughout the history of our operations we can be said to have been more successful than those who have raised grain, beef and pork, and, besides, we have had the benefit of our stock to improve the condition of our land, instead of submitting it to the necessary impoverishment of grain growing. Added to this, in condition of products as they come from the soil, or the factory, the dairymen have an advantage on freights. We are a long way from the seaboard, and the charges on coarse freights consume nearly all the profits. On butter, cheese, pork and wool, charges are much less in proportion to market value. When a car load of wheat in New York would be worth from \$500 to \$600, a car load of cheese would be worth nearly \$3,000, and a car load of butter worth \$7,000 to \$8,000. This condensation of products is one item that must be taken in consideration in solving the troublesome question of transportation."



## Secretary's Report.

THEN followed the report of W. D. Hoard, Secretary of the Association, : *In 1874 for the year 1873.*

Mr. President, and Gentlemen of the Association :

In making my annual report, I shall have but little if anything new to state or suggest, and therefore shall not detain you long. The affairs of this Association appear to be in a healthy and flourishing state. It is now two years since it was organized, and each year brings additional evidence of the beneficial character of its existence. When this Association was first organized, Feb. 15, 1872, the dairy interest of the whole State was in a critical condition. Owing to the stimulus derived from high prices during and after the war, cheese factories were erected throughout the State, until in 1872 their production was in excess of the retail demand upon which they almost wholly depended. During the previous summer a large number of factories sold their cheese as low as 8 cts., and the market was seriously glutted. It became evident that unless some practical plan was adopted whereby Wisconsin cheese could be advantageously disposed of in the great markets of the world, and the prejudice dispelled, which was so unjustly entertained against it, there must ensue a serious check to the further developement of this highly important interest. For this purpose this Association came into existence, and to the full accomplishment of the task has its best energies been devoted. What it has done in quickening the sluggish current of export and thus preventing a ruinous depreciation of values may be seen in the fact stated before, that in 1871 good cheese sold as low as 8 cts, while the production of the State was about 6,000,000 pounds, and in 1873 with a production amounting nearly if not quite to 10,000,000 pounds, none of the marketable cheese of this State that we are aware of, sold for less than 10 cts. The sum of the increase of production and price together may be taken as a partial endorsement of the wisdom of this Association in establishing co-operative effort for an unobstructed export of the surplus needed over the retail demand.



There is much yet to be learned, and carried into execution. The system of Boards of Trade, or regular sale days is not yet working in a proper manner. It should be always remembered that these sale days, will not become vital, in a true commercial effect, unless SALES are made. I have noticed the tendency to use the system as a make shift for compelling the buyer to our terms by holding the club of shipment by commission over his head. There is serious danger here. At the outset it was justifiable, but in my opinion it should no longer be practiced, for the effect is to drive the buyers away. We should not be too exacting. The buyer must have a fair margin inasmuch as he assumes all the risk of delay and decline. If we are too exacting, and turn our Boards of Trade into mere caucuses for the making up of shipments on commission, we soon produce a lop-sided state of affairs, forcing the buyer to do his purchasing at the door of the factory, where the factory man with his limited knowledge of the real condition of the markets is no match for him. It seems that the only true method is to come to the Board of Trade with the full determination to sell there only.

As an illustration I will state one circumstance. Just previous to the sudden rise in cheese last August, I was advised by telegraph that the New York Market gave signs of an immediate rise. I also received a telegram from another party asking what good cheese could be bought for. On the strength of my first information I answered that good cheese could be bought for  $11\frac{1}{2}$  and 12 cts. This was only three days before the meeting of the Watertown Board of Trade where a full report of the New York and English markets is always displayed. Yet many of our factory men sold their cheese at the door of the factory for 10 cts., and had the satisfaction of knowing when they met at the Board of Trade that it would have been wise to have deferred selling until the meeting of the Board.

It is hoped that discussion on this subject will thoroughly sift the question and result in some more united plan of action. Last summer the enterprising firm of Smith & Underhill, of New York sent one of their buyers, Mr. Jones to this State, who made extensive purchases of cheese, thus for the first time bringing Eastern capital actively into this field. These gentlemen found our cheese in many instances to possess superior qualities, but they complain of the want of uniformity in quality, size and texture.

We know that good cheese can be made as easily in Wisconsin as in New York, and we know, also, that when any of the Wisconsin factorymen study closely what is wanted and then shape their product accurately to comply with that want or demand, the result has invariably proved that their cheese is equal to the best. We should study exhaustively every point of excellence which can be made to tell in our favor, and we must re-

member that common business sagacity bids us do everything that lays in our power to clear the ground of every objection that can be urged against our product. To make our cheese equal to the best and to grade an easy channel for its export, is our part of the work, and it will be a reflection against that spirit of enterprise we have hitherto shown if we do not address ourselves sharply to the task. There are strong indications that several New York firms that have hitherto paid no attention to Wisconsin cheese, will next season make a special effort to secure our goods. I also learn that two or three firms in England will send agents to operate in this State. These are favorable indications and are an important part of the result for which we have so zealously labored. In view of these facts I would respectfully suggest that next season this Association hold one or two public exhibitions of butter and cheese, in order that a more general and accurate idea of the true standard of uniformity be obtained. It is not enough that a few make a desirable article. If the buyers, especially those from a considerable distance, cannot secure large round lots of uniform grade, it does not pay them to be at the expense of coming here. I would also suggest that a series of resolutions be prepared and forwarded to the State Agricultural Society, setting forth the rapidly increasing importance of the dairy interest in this State and requesting of the Society, that in future State fairs, larger premiums be paid and closer discrimination made upon dairy products. I would also earnestly request that the blanks already forwarded to the dairymen of the State for statistical reports, be promptly sent in. Your Secretary is constantly called upon for information which without your prompt aid he cannot give.

I have to thank this Association for the generous confidence which has been extended to me from every member, and I desire on my own part that there should be no relaxation of effort, until the reputation of Wisconsin butter and cheese is second to none in the Union.

The following is a statement of the financial condition of this Association: Receipts as per report of Treasurer and Secretary, \$87.36. Expenditures for telegrams, printing and postage, \$48.18.

The Convention then engaged in a discussion of the first topic on the programme prepared by the Secretary, which was:

“DOES IT PAY TO MAKE CHEESE FOR FOREIGN MARKETS.”

Mr. H. F. Douseman, who was one of the pioneer shippers in this State, of cheese to Liverpool, stated his experience on this question. He thought that the main direction of our effort should be in the line of foreign markets; the foreign markets must be depended upon to take our surplus stock, and of course that demand must ever control the whole price. Mr.

Hiram Smith, of Sheboygan Falls, gave his experience in the matter, and in an interesting manner illustrated his process for making cheese suitable to the foreign market. Such a cheese should be mild in flavor, firm in texture and not porous. He used the hot iron test to indicate the proper development of acid. President Hazen stated that he thought the best points lay in direction of the foreign demand. He tried St. Louis the past season and found that he suffered in price somewhat, on account of the cheese being too thick.

E. S. Jenkins of Rosendale, thought that the reason why the New York buyers called for a cheese of a certain texture and size, was that the foreign market had been accustomed to the New York style, and that it was best to conform to this method. Relative to size the general testimony was that it should not exceed 15 inches, as this is the demand of the foreign market. Topic second :

“HOW TO MAKE A FIRM YET RICH AND CLEAN FLAVORED CHEESE.”

Mr. Hazen being called upon gave his method.

Messrs. Douseman, Smith, and DeLand spoke upon the proper way acid should be developed.

Mr. Smith stated that in Sheboygan county the universal practice was to develop the acid in the whey.

Mr. Douseman had found the best effects from drawing off the whey and developing the acid in the curd sink.

Mr. C. C. M. Hodge had found the last summer, that he had made the best cheese by drawing off the whey and developing the acid in the curd sink.

Mr. M. S. Barrett thought the real point lay in the quality of the milk. If the milk is poor, the best way is undoubtedly to draw off the whey before souring, but if the milk is sweet and good, the better way was to sour in the whey.

Mr. Jenkins spoke of the experience in the Rosendale factory as confirming the method of souring in the curd sink and not in the whey.

Mr. Hazen thought the existence of bad flavor in cheese might be helped a great deal by creating the curd thoroughly, and a greater development of acid.

Mr. S. Faville, President of the Northwestern Dairymen's Association was called upon. He stated that the question of souring depended much upon what was intended to be done with the cheese. If the cheese was intended for immediate use he should develop but little acid, but if the cheese is intended to keep any length of time, it is better to have more acid. The discussion upon this subject was very interesting and brought out the pro and con of the question quite thoroughly. There seemed to

be a strong sentiment in favor of drawing off the whey as soon as possible. While on the other hand, some of the best factorymen stated that they had never used the sink. Quite a strong point was made by some, with regard to the fact that in developing the acid in the whey, there was great danger of destroying the oily portion of the curd, thus making a hard, dry cheese, it being well known that nothing is better than sour whey to cleanse greasy cans. The statement made by Mr. Burrell at the annual meeting last year that the best fancy cheese in New York was soured in the curd sink, was brought forward in proof of this method.

The question was asked, "whether the cream which rises during the night in the milk vat, can be worked back into the milk." Mr. Smith said he thought it could, provided an ice box be placed in the vat, which by cooling the upper stratum of milk causes it to sink, and thus there is kept up a motion which prevents the cream rising. Mr. Hodge had tried the same device but with contrary results. Topic third :

"THE VALUE TO EACH DAIRYMAN OF A SYSTEMATIC EFFORT TOWARD BREEDING HIS OWN COWS."

W. D. Hoard made some remarks upon this topic, advocating that the dairyman should make a systematic effort towards breeding for the dairy. That the male should be chosen on account of strong characteristics in this particular.

Mr. Smith had practiced buying his cows and did not think that it would pay to raise calves for the dairy.

Mr. Faville took issue with Mr. Smith, and asked where the good cows were finally coming from, if the dairyman did not use his best cows as breeders.

Mr. Hazen made some statements concerning his experience in breeding Ayrshires and other stock, but gave preference to the Ayrshires.

Mr. Faville stated that he had a seven year old cow which last summer gave milk enough to make 900 pounds of cheese. This cow was fed grain until there was a good feed of grass, and grain feed resumed again in September.

He thought that if character was worth anything, a calf from that cow was worth enough more to pay the expense of rearing.

TUESDAY EVENING.

Topic four: Advice to patrons of Cheese Factories, relative to the management of their Dairies and care of milk.

President Hazen stated that the result of his own dairy in 1872, was about \$60 per cow.

He had attained this result only by strict attention to the physical wants

of the cow that the better he fed, and the more he promoted the comfort of his cows the better it paid.

Mr. Smith reported that he was satisfied that high feeding paid well. His 50 cows netted him \$58 per cow, the last season. He was satisfied that if he had paid out \$150 more for feed, it would have brought him in at least \$500. His cows averaged 446 lbs. of cheese. He recommended wheat bran and ground oats and peas as a feed. He was strongly in favor of feeding all summer. A little meal or bran given each day will bring rich returns. It is worth all this kind of feed costs in making the cow contented. He never had to drive his cows up at night. The anticipation of their feed brought them to the yard every night.

Mr. Hazen endorsed this plan. He usually allowed his cows two pounds of meal and whey steamed together each day. Thought the cows would do much better on a mixed feed of grass and meal, or bran. Another advantage was that the cows were brought into the winter in a strong, hearty, condition and would do much better the next season. The example of Mr. White of Kenosha was cited. Mr. White feeds 10 lbs. of extra feed each day to each cow and has reported for a number of years over 600 lbs. of cheese to the cow in a dairy of 75. Mr. Hazen had some Ayrshire heifers which had yielded 20 per cent of cream.

Mr. Morrow gave an account of the manner in which Bois & Son of Marengo, Ill. managed their dairy of 136 cows. They feed to the extent of \$42 extra feed to each cow, besides pasturage. They feed to every cow each day 10 lbs. of ground oats and corn, 1 lb. of oil cake and as much hay as the cow will eat. The cows yielded one pound of butter from 23½ lbs. of milk. Mr. Seward, a neighbor of Bois & Son is also a noted dairyman. His receipts from his cows had exceeded \$80 apiece. Bois & Son receive over \$100 per cow by crediting to the milk one-third of the pork raised. Topic five:

“THE BEST METHOD OF CONSTRUCTING CURING ROOMS FOR CHEESE FACTORIES.”

The discussion of the above topic was an important one, and was evidently so considered by the convention.

H. F. Dousman gave a description of his factory. The building was three stories and 30x40 and cost \$3,500. Blinds were on all the windows. The walls were built with two hollow spaces. He strove to keep the temperature at about 70°. He closed the blinds in the day time and left them open at night. He considered the use of blinds of the greatest importance, as it is well known a darkened room will keep much cooler than a lighted one.

Mr. J. R. Pickett said he had often wondered why cheese made from



good milk in June and July was not as good and would not keep as long as that made in October. After considerable observation, he had concluded that it was because in the hot months the cheese was hastened too rapidly in curing and the inference was, therefore, that it is for the interest of the factory men that the curing practice should go on slowly, and this must of course, depend in a very large degree upon the curing room.

Mr. Smith would build a curing room of only one story. He had noticed that the upper room was much the warmest in hot weather.

Mr. Cochrane had found the lowest room in his factory to be the coolest.

Mr. Barrett would not recommend the use of cellars, for either curing or storing, cellars are apt to cause mold and a loss of flavor. The cheese is always cured enough when the buyer will take it. The character of cheese is formed the first fifteen days. The cheese may be well made and yet completely spoiled in imperfect curing.

Mr. Faville said that he should not fear to store cheese in a cellar, if they were well boxed and covered with scale boards, the rim of the box cut down so that the cover of the box will rest flatly on the cheese. In this case he thought mold could not form to any extent. He kept cheese in this way.

Mr. Barrett urged the importance of not allowing new cheese to be placed in a room too cool as that will check the curing and cause souring and what is known as a leaky cheese.

W. D. Hoard spoke concerning the great value to the factorymen of having curing rooms constructed in the most thorough and scientific manner so that the owner could guard against extremes of heat and cold and secure an even temperature, without which it was impossible to have a cheese which would present a smooth, even texture, free from porousness, and mild in flavor.

## WEDNESDAY MORNING.

The following gentlemen were elected as officers of the Association for the ensuing year :

C. Hazen, Fond du Lac County,	President.
H. Smith, Sheboygan County,	} Vice Presidents.
H. L. Dousman, Waukesha County,	
H. L. Eaton, Richland County,	} Honory Vice Present,
N. H. Wood, Columbia County,	
W. C. White, Kenosha County,	
C. H. Wilder, Rock County,	
L. Perrot, Outagamie County,	
W. D. Hoard, Fort Atkinson,	Secretary.
H. C. Drake, Jefferson County,	Treasurer.



Topic 6.—Suggestions upon the management of Dairy Boards of Trade was quite generally discussed.

Messrs. Hoard, Douseman, Hazen, Faville Barrett, Deland and others took decided ground against allowing the practice of selling cheese on commission to obtain as largely as it has hitherto done, and it was strongly urged that in the future, boards of trades make a decided effort to induce cash sales at regular sale days, and discourage as much as possible the shipment of cheese on commission.

Topic 7.—Is it profitable as a rule to sell cheese as soon as cured.

W. D. Hoard urged the sale of cheese at 30 days at least after making, for the reason that the shrinkage is 10 per cent in the first three months and for the very important fact that the patrons are thereby encouraged and the factorymen benefited.

Mr. Maxwell thought that cheese should be considered in the same light and sold as beef, wheat, or any other product.

Mr. Smith said that the cheese made in hot months must be considered as summer fruit, an article of perishable character, and should be disposed of rapidly.

Mr. Orvis thought that the question of time of sale was largely dependant upon the character of the market for which it is made.

The statement was made that one difficulty in selling cheese, was the cumbersome method employed by many factories. The salesman is not in fact a salesman, but when about to sell is obliged to go around among all of the patrons who are not usually as sharply posted on the market as one man would be who was employed to make it a study. It was thought the best plan to appoint a salesman who should be paid for the responsibility.

Reports from Watertown and Sheboygan Dairy Boards of Trade were made.

The Watertown Board reported that there were 41,000 boxes offered during the season of 1873. Shipments, made up at the board, to New York, amounted to 5200 boxes; to London, 5285; to Liverpool, 363; total, 10,848.

The following is the report of the Sheboygan Falls Board of Trade:

The Sheboygan Co., Dairymen's Association organized a Dairy Board of Trade in March, 1873, and meetings were held semi-monthly during the season.

Of the 535 tons of cheese made in Sheboygan Co., during the season of 1873, 226 tons were offered for sale on the several sale days of the Board of Trade.

Our success was as good as we anticipated. Sales of 1200 boxes were made of the cheese offered, and when buyers and sellers could not agree on

prices, arrangements were made to consign it to eastern markets. The Board of Trade has been the means of keeping the Dairymen of Sheboygan Co., better posted in regard to the supply and demand of cheese and also prices both in this country and Europe than ever before.

At nearly all of our meetings questions of practical importance were discussed and much information gained from buyers and dealers who were present.

Boards of Trade should be organized for the purchase and sale of ALL farm products and where the farmer may transact business intelligently, and like a business man.

A. D. DeLAND, Secretary.

Sheboygan Falls Dairy Board of Trade.

The Committee on resolutions reported the following which were unanimously adopted :

*Resolved.* That in view of the increasing importance of the Dairy interest in this State, we would respectfully ask of the officers of the State Agricultural Society and the North Wisconsin Agricultural Society that the Premium list be so amended as to give additional premiums on Dairy products—Say of first and second premiums on June cheese, premiums on July cheese, premiums on August cheese, also on Tub butter, on the best Jar butter, thus giving opportunity for greater variety of competition.

*Resolved.* That the Association recommend to the proprietors of Cheese Factories in this State that they have supplied to patrons printed rules of the manner they propose to conduct their respective factories, the price of manufacture, and embracing directions of the care and treatment of milk, the time of delivery of the same; also in regard to the sale of cheese, and the length of time it will be kept by the Factory; also embracing a copy of the law of this State on the subject of Cheese Factories.

*Resolved.* That all proprietors of cheese factories, belonging to this Association be requested to make a report of the total amount of milk received for the year, the amount of cured cheese manufactured from the same, and the total amount of money received when sold, and have the same printed, and give each patron a copy and also mail a copy to the Secretary of this Society.

*Resolved.* That we recommend to the dairymen of the State that they make their cheese with a view to its sale in the eastern and foreign markets, and to this end would recommend that they use hoops not over fifteen inches in diameter, and make a cheese not less than 8 inches high and make a firm, solid cheese that will fill the tryer.

*Resolved.* That we recommend to the several Dairy Boards of Trade in the State, that the business of said Boards be so conducted as to secure as large amount of cash sales as possible, and also to harmonize the interest of buyer and seller, so as it will be for their mutual interest to meet together.

*Resolved.* That the thanks of the Association be tendered the Mayor and Common Council of Fond du Lac for their courtesy in placing this room warmed and lighted at our disposal.

*Resolved.* That as it is the earnest desire of the Association to attract to this State the employment of more foreign capital, the attention of the Butter and Cheese dealers of the cities of the United States and England is respectfully invited to the great increase in quantity and rapid improvement in quality of Wisconsin Dairy products, and they are cordially invited to co-operate with this Association in the interchange of information valuable to both producer and buyer

The committee on Dairy implements reported the following :

Your committee to whom was referred the Dairy interests beg leave to report:

That they found a gang cheese press from Fraser & Fowler, of Rome, N. Y., which they have no hesitation in recommending as a good press to those who are in want of cheese presses.

Also a Rectangular churn from Cornish & Curtis, of Fort Atkinson, Wis., which they take pleasure in recommending as a complete churn.

Also an Anderson steamer presented by Hiram Bass of Albany, Wis., which they consider a practicable steamer, and they would recommend them to those desiring a good thing.

Also a milk aerator exhibited by Chester Hazen, which in the opinion of your committee is a simple, cheap and useful invention.

Also a fine model of a windmill was exhibited, which those in want of such machines will do well to examine.

Signed

STEPHEN FAVILLE. G. D. CURTIS. A. L. MURPHY.

*MR. HIRAM SMITH'S ADDRESS.*

Hiram Smith of Sheboygan County delivered the following address on the

“ADAPTATION OF DAIRYING TO THE NORTHWEST.”

Those familiar with the dairy literature a few years ago will recollect that speakers and writers contended that the dairy business was in no danger of being overdone, for the reason that there was but a narrow belt of country lying between the latitudes of 40 and 44 degrees that was naturally adapted to the profitable pursuit of that business; if it was attempted much south of that line the extreme heat of summer lessened the yield, and injured the product so greatly as to absorb the profits; and if attempted much north of that line the short summers and long cold winters, made the expense of wintering cows so great as to absorb the profits in that direction. While this described belt of country may be less objectionable than others, it by no means embraces all the profitable dairy region. We hear of cheese factories being profitably conducted in the far South—in Tennessee and North Carolina—and in the North. Canada is fast becoming a formidable competitor in the dairy markets of the world. A mild, sweet cheese can now be made in quite warm climates and sent to market, when it is two or three weeks old, in ice cars, thus avoiding the danger of being injured during the heated term; for cheese does not become sharp and rank until after it is cured. By sending early to market, and raising green fodder for soiling in the hottest part of the season, cheese can be advantageously produced in much warmer climates than was formerly thought possible. So on the other hand, in the far North, warm stables, cut and steamed food, in effect lengthens the seasons and makes the manufacture of cheese and butter a profitable employment. It was once thought by dairymen living within this narrow belt of country, that they held a sort of protective tariff or monopoly over the manufacture of butter and cheese, and that it could not be much increased; but recent developments have dispelled that notion, and the only reliable protection dairymen have, or ought to have, is in the excellence of the article produced. One factory of poor make of cheese checks consumption and gluts the market more than three factories of good make. The increasing demand the past year gives no indication of the danger of over-production, and the present outlook for dairymen is all that could be desired. The advocacy of the question of adaptation of dairying to the Northwest seems to be a work of supererogation in the face of the annual production of 20,000,000 pounds of cheese and more than that of butter, and the thousands of prosperous dairy farmers scattered all through the Northwest. This settles the question of adaptability, and the pertinent question arises whether the Northwest is

not the very best dairy region yet occupied. A soil unsurpassed for richness, a favorable climate, all the eastern portion being tempered by the cooling breezes of Lake Michigan, where white clover and June grass gradually creeps in unaided, and frequently in spite of efforts to prevent it; when properly treated, these two grasses are the very best yet discovered for both pasture and meadow for dairy purposes; the cheapness of the land; its close proximity to the largest cornfields in the world; the general healthfulness of the herds; their freedom from most of the maladies that afflict many of the older dairy districts in the East; the net-work of railroads that accommodate nearly all portions of the country gives us almost equal advantages in freight with any other locality. With all these favorable conditions, perhaps it is no exaggeration to state that \$20,000 invested in dairy farming in the Northwest is fully equal to \$30,000 invested in the same business in the dairy districts in New York. At the annual meeting of the New York State Dairymen's Association, recently held at Sinclairville, the President, X. A. Willard, pronounced the season just closing not a very profitable one to most New York Dairymen. The average price for dairy products has not been high; the severe drought in May and June affected pasturage and reduced the fall feed and the hay crop. In many cases the cheese product of dairies is one quarter less than in 1872. The hay crop of New York is estimated to be 33 per cent below an average. Good milch cows have been sold in Herkimer county for \$15 each, while cows it was not desirable to winter over, have sold from five to eight dollars per head; many of these cost from \$50 to \$60 last spring. No such disadvantages have yet visited the Northwest, and the past season has been a prosperous one. The improved quality of the products that have brought full prices and a ready market in New York gives dairymen a confidence in the future success of the enterprise in the Northwest. By careful study, continued improvement and the intelligent use of recent discoveries and the many natural advantages that surround us, we need have no fears that good butter and good cheese will have to beg buyers at losing prices. Topic ten:

"BEST METHOD OF SECURING A GOOD SUPPLY OF SUMMER AND WINTER FEED."

Mr. L. Perrot stated that in growing corn fodder for winter feed, he prepared his ground richly, and sowed three bushels of dent corn to the acre; then sowed it in drills, cut with a reaper and bound when wilted. It was then allowed to stand in the field in shocks, and hauled in as fast as wanted. It would yield six tons per acre.

Mr. Jennings, of Rosendale, had pursued the same method, and had found it profitable, with a yield of five and six tons per acre. It was

thought to be very profitable to turn as much land to pasturage as possible, and grow the winter fodder by sowing corn and other plants. In curing clover hay, Mr. Perrot advises cutting early and putting into cocks quite green. Clover if cured first and then put into cocks, will soak rain like a sponge, but the contrary is true, if put into cocks green, as it settles together.

Mr. Hodge recommended putting up clover well mixed with straw. It helped to keep the clover and the cattle eat the straw.

Mr. Hazen had found the best results in growing corn fodder for summer use, by drilling in rows north and south, three feet apart, seed one bushel to the acre. It should be cut and allowed to lay twenty-four hours before feeding to the cows, as the sun develops saccharine matter, and also prevents sore teeth in cows.

Mr. Barrett testified to the profitable results of corn fodder for summer and winter feed.

Mr. Faville had the best results by planting double, in hills two feet apart; and when the plants came up, he took a small single toothed cultivator and had good results in corn and fodder.

This subject was discussed at length.

An invitation was extended to the Association to hold the next annual meeting at Fort Atkinson.

The Convention then adjourned to meet subject to call of the Executive Committee.

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### ENGLISH CHEESE TRADE.

EVANSVILLE, March 25, '74.

W. D. HOARD, Esq.,  
 Secretary of  
 WISCONSIN DAIRYMEN'S ASSOCIATION. }

DEAR SIR:—Your favor of the 19th asking me to give you in a brief manner for publication some of the facts I have been able to learn in my visit to England during the past winter in regard to the English cheese trade, and from my observations what are my conclusions as to the relation the Wisconsin dairy interest sustains, or may sustain to that trade, was duly received and I will now endeavor to comply with your request. There are many quite important matters in regard to making cheese suitable for that market, in relation to size, shape, color, texture &c., and also in regard to shipping, in relation to branding, weighing, boxing, marking, billing &c., the details of which I will not have time or space to give here, but will do so to any one who may wish to ship to that market. I will



first give you my reasons for visiting the English cheese markets. During the past summer, I shipped several car-loads of cheese to D. H. Burrell, at New York, for shipment to London. The returns were quite as much as I could have realized in our home markets. But on looking over the bills of sales and expenses I found the expenses very heavy, amounting to over 25 per cent. of the gross sales a large part of which I concluded could be saved by shipping direct. I noticed too, that our cheese did not bring the highest price quoted for American cheese. (A chance for improvement in two ways.) Expecting to manufacture a larger quantity to ship the coming season, and having quite a large shipment on hand, November 13th, I concluded to ship it direct to Liverpool, and go there, superintend its sale, get acquainted with the dealers, learn what I could in regard to the requirements of the markets, the expenses and ways of shipping, handling, &c. I did so and was gone about three months, and the results were far better than I had anticipated. The difference in the expenses of the shipment of four car-loads, from the expenses I paid on the previous shipments via New York, paid my expenses for the trip, about \$400; and I am now able to make arrangements for handling shipments so as to save nearly or quite as much more. It is quite evident to me that from the fact that there will be a large increase in the product of cheese here the coming season, that Eastern and English dealers are not yet sufficiently aware of the large amount of cheese made in Wisconsin to send buyers to us. The dairymen of Wisconsin during the part of the season, will be obliged to sell at a comparatively low price; keep their cheese until they have lost much by shrinkage and loss of flavor, or consign them to Eastern or English dealers; and in such an emergency I would decidedly prefer and recommend the latter course from what I saw during my absence. My main object was to gather all the information I could in regard to the English cheese trade, as connected with the dairy interests here, and my observations have led me to the following conclusions:

That there are a large number of dealers in the English markets that have been a long time established and are perfectly reliable that we may trust to consign to. That the English cheese market is so large that it cannot be materially effected by any amount that may be shipped from Wisconsin the coming season. That by getting a through rate of freight from any railroad station in Wisconsin, direct to any port or railroad station in England, which I am now able to do, the cost of shipment need not be over 50 cents per 100 pounds more, than from the central or western part of the state of New York.

That I shall be able to get advances on shipments here the same as at New York.



That if properly made, and properly shipped, there is but little danger of cheese becoming damaged during their passage to England.

That our cheese can be shipped to that market, at from 10 to 20 days old, and arrive in a condition to bring a higher price than if kept until they are older, thereby saving a large amount in shrinkage and cure.

That cheese made suitable for the English market, will bring a higher price in our own markets notwithstanding the protestation of our dealers; their only objection being the shape, and that objection will be a point in their favor as soon as our western retailers learn to cut cheese as the English do; which they will very soon if we give them cheese of that shape. The English retailer, instead of cutting down through the cheese for every cut he makes, thereby giving his customer who wants but one or two pounds a thin, awkward slice with a rind on three sides of it, he cuts only part way, thus giving a well-proportioned piece with but little rind, pleasing him far better than if cut from a flat cheese in our western style. A large amount may be saved in boxes, bandage, curing room, and ease, by adopting the English shape. And finally, that thousands of dollars may be saved to the dairymen of Wisconsin the coming season, by a knowledge of all these facts. I am quite confident I shall soon have arrangements for shipping my own cheese direct to England, and will arrange for other factories, giving full directions for making and shipping, should any desire it.

Yours Very Truly,  
C. H. WILDER.

### THE BANNER COUNTY FOR CHEESE.

THE CO-OPERATIVE SYSTEM—GREEN COUNTY CHEESE MAKERS,

*Contributed by Charles A. Booth, Editor Monroe Sentinel.*

A few years ago such a thing as a cheese factory in Green County was unknown, and the co-operative system of cheese making was hardly dreamed of. Now the product amounts to hundreds of tons, consuming the milk of several thousands of cows.

In 1870 the manufacture of cheese alone, in Green County, amounted to 348,830 pounds, and in 1872 this product had nearly doubled. The average price received for the article, including Swiss and Limberger cheese, was 13 cents, bringing to the producers the sum of \$95,000. In 1873 there was still a larger increase in the number of factories, and the facilities which each possessed had been much enlarged and improved.

#### SWISS AND LIMBERGER CHEESE

forms a considerable proportion of the product. We are indebted to Mr. Nicholas Gerber, of Washington, for the following statistics and prospects

of these particular qualities. To Mr. G. more than to any other man, the county is indebted for the successful establishment of an industry that gives employment to hundreds of people, and is a source of great revenue and profit to Green County:

*The following is the Showing for 1873:*

## LIMBERGER CHEESE:

Nicholas Gerber, three factories,	-	-	700 cows.
Jac. Karlen, one factory,	-	-	150 "
Samuel Karlen, one factory,	-	-	90 "
G. Karlen, one factory,	-	-	80 "
Zumbrunnen, Miller & Co.	-	-	80 "
Total,	-	-	1100 cows.

## SWISS CHEESE:

J. J. Tschudy,	-	-	60 "
Jac. Kundert,	-	-	80 "
John Marty,	-	-	70 "
Staufacher & Babler,	-	-	100 "
F. Lenherr,	-	-	60 "
Rud. Karlen,	-	-	65 "
Babler & Wiss	-	-	60 "
J. U. Elmer,	-	-	50 "
George Legler,	-	-	45 "
Jac. Freitag,	-	-	30 "
Nic. Elmer,	-	-	30 "
Th. Kundert	-	-	30 "
Total,	-	-	680 cows.

## SWISS AND LIMBURGH CHEESE:

M. Zumbrunnen & Mauer	-	-	100 "
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Grand total for 1873, - - - 1880 "

The average per cow for the season is 250 pounds of Swiss Cheese, or 300 pounds of Limberger. Mr. Gerber's four factories produced 250,000 pounds in 1873, and he intends to make 300,000 pounds this year. Besides exporting his own cheese he has handled two-thirds of all the cheese made at the other factories, obtaining a sure and good market for the producers who have great confidence in his judgment and honesty.

The following will show the prospects for this year, as per contracts made:

*Prospectus for 1874.*

## LIMBERGER CHEESE.

John Boss,	-	-	110 cows.
Nic. Gerber, four factories,	-	-	900 "
Jac, Karlen. two factories,	-	-	300 "

Sam Karlen, one factory,	-	-	100	"
G. Karlen, one factory,	-	-	100	"
Roth & Regerts, one factory,	-	-	80	"
Zumbr, Miller & Co., one factory,	-	-	80	"
Total,	-	-	1670	cows.

## SWISS CHEESE.

Jac. Kundert,	-	-	100	cows.
J. J. Tschudy,	-	-	60	"
John Marty,	-	-	40	"
Staufacher & Wiss,	-	-	80	"
Staufacher & Babler,	-	-	70	"
F. Lenher,	-	-	60	"
Rud. Karlen,	-	-	60	"
J. U. Elmer,	-	-	50	"
Geo. Legler,	-	-	50	"
M. Zumbrunnen,	-	-	70	"

Total, 570 cows.

## SWISS AND LIMBURGH CHEESE.

Wittewer & Wittewer,	-	-	80	cows.
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Grand Total for 1874 - - - 2310 cows.

There are ten large factories in Green county engaged in the making of American, or "English Speaking" cheese, but so far, we have not been able to get figures from them. The following, however, will be found correct, as the data was obtained from first hands :

## PRODUCT FOR 1873.

New Glarus	-	400 cows	-	80,000 lbs
Dayton	-	180 cows	-	39,000 lbs
Brooklyn	-	300 cows	-	75,000 lbs
Peter Wells,	-	70 cows	-	10,000 lbs
Milo Barney's dairy	-	30 cows	-	4,000 lbs
Geo. Goodrich's dairy	-	45 cows	-	14,000 lbs

We are informed by an old cheese man who is well posted, that five of the cheese factories not herein reported, have made the past season to average 20,000 pounds of cheese, the others are perhaps some less so that the total of Yankee factory cheese will not be far from 350,000 pounds, for 1873, and in increase of about 25 per cent is expected for 1874, or, a half a million pounds. Besides the factory cheese, there has been made to exceed 150,000 pounds of dairy cheese of different qualities, in small dairies of from ten to twenty cows, which is an item of importance.

So the cheese product for Green county for 1873 may be summed up in the following

## RECAPITULATION :

Total Limburg Cheese	-	-	534,000lb
“ Swiss Cheese	-	-	152,000lb
“ Yankee Cheese	-	-	500,000lb
			<hr/>
Grand Total	-	-	11,860,000

The number of cows employed for this amount is about as follows :

Yankee Cheese	-	-	1,800 cows
Limburger Cheese	-	-	1,800 “
Swiss Cheese	-	-	780 “
			<hr/>
Grand Total	-	-	4,380

Several new factories are now being built, and those that have been already in operation, have increased their capacity and number of cows fully 25 per cent. for this year's business.

There is talk of establishing a Cheese Board of Trade, or Central Organization, by which the men engaged in this important business can get the benefit of each others experience, in process of making, style of packing, and best means of marketing. Several cheese men have signified their desire to use our columns freely in discussing such matters and they are welcome to do so. Besides the factories named, engaged in making Yankee, or American cheese, there is the Clamo Cheese Factory, which we believe takes the milk of one hundred cows ; B. L. Wood's factory of Mt. Pleasant, which takes the milk of about one hundred cows. New factories are now being built in Washington, York, Albany, New Glarus townships. Then there is strong probability of factories being built in Jefferson and Decatur townships, this season, nearly all of them for American Cheese making. It might naturally be supposed that in such a rapid increase of cheese making there would be a corresponding falling off in butter making, but this is not the case. The amount of butter produced in 1870 in Green county, reached the enormous amount of 909,485 pounds. The ratio of increase has kept pace with cheese making, and in 1873 it is estimated from facts and figures that nearly 2,000,000 pounds of butter was made in Green county, one half of which amount has been exported. The average quotations taken from the markets as published from week to week, being 15 cents per pound. If the butter-makers would co-operate, as the cheese men have ; they could do a much better business, raise the grade of butter, and save piles of work.\* Now let us compare. In the manufacture of cheese there is but one other county in the State that comes anywhere near little Green county, for producing ripe cheese ; that is Kenosha, which in 1870 was just 50,000 pounds behind us. Sheboygan comes next, and shows but one-third as much as this county, and in butter making these same counties show at a still greater disadvantage. There are but four other counties in the State which produced more butter than Green county in 1870, and in these the cheese product was infinitely smaller : Namely, Dane, Dodge, Fond du Lac and Rock counties. “And yet we are not happy.”

## Dairy Statistics 1873.

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In the following table of reports quite a wide variation of product will be observed. This is largely due to the fact that to many of the factories the patrons brought milk during but a small portion of the season. With others the season comprised but a few of the whole number of months in which cheese making might be profitably carried on, while in the neighborhood of new factories, especially, the patrons have not yet learned how to produce the largest and best results. The Secretary would here take occasion to acknowledge his indebtedness to G. E. Morrow, Secretary Northwestern Dairymen's Association, for a large number of the reports. Also to A. D. DeLand of Sheboygan county, and W. C. White of Kenosha county for their gentlemanly courtesy in furnishing so full reports from their respective counties :

### WISCONSIN :

NAME.	POST OFFICE.	COWS.	CHEESE.	BUTTER
<b>SHEBOYGAN COUNTY.</b>				
H. Conover.....	Plymouth - -		156,230	
Pierce & Strong.....	Sheboygan Falls - -		109,000	
F. Mather.....	" " - -		98,000	
H. Smith.....	" " - -		94,058	
A. G. Dye.....	" " - -		78,197	
Seth Conover.....	Plymouth - -		77,494	
C. Harmon.....	Winooski - -		75,040	
Holden Bros.....	Sheboygan Falls - -		69,754	
D. Kintz.....	Sheboygan - -		67,000	
Andrew Dye.....	Union River - -		37,700	
A. E. Stoddard.....	Greenbush - -		30,148	
Mr. Greener.....	Schroopsville - -		30,000	
S. Meade.....	Union River - -		26,200	
Gibbsville Factory.....	Gibbsville - -		25,000	
A. D. DeLand.....	Sheboygan Falls - -		22,526	
J. A. Smith.....	Greenbush - -		20,000	
James Slyfield.....	Hingham - -		16,000	
H. Haverkort.....	Sheboygan - -		14,600	
Wm. Springer.....	" - -		12,000	
H. Gilman.....	" - -		12,000	
G. W. Weeder.....	Sheboygan Falls - -		10,000	
C. B. Briggs.....	Cascade - -		8,000	
<b>KENOSHA COUNTY.</b>				
W. J. Bush.....	Woodworth - -	100	26,474	
L. A. Havens.....	Salem - -	150	50,781	
C. F. Holt.....	Pleasant Prairie - -		93,157	
C. D. Holt.....	" " - -		55,898	
Wm. Munson.....	Salem - -		74,765	
J. B. Vosburgh.....	Randall - -		79,087	
I. Johnson.....	Somers - -		45,000	
T. G. Simmonds.....	" - -		44,000	
H. G. Blackman.....	Oak Grove - -	150	50,100	
W. C. White.....	Kenosha - -	100	54,290	1,300
J. N. Kellogg.....	Bristol - -	100	26,474	
Total amount of cheese made in the county, other factories included.....			926,292.	



WISCONSIN :

NAME.	POST OFFICE.	COWS.	CHEESE.	BUTTER.
<b>FOND DU LAC.</b>				
Chester Hazen .....	Ladoga - - - - -	800	246,692	
Chester Hazen .....	Brandon - - - - -	200	50,938	
Bristol & Orvis.....	Oakfield - - - - -	155	38,744	
John Schrooten .....	New Castle - - - - -	80	31,550	
Charles C. M. Hodge ..	Oak Center - - - - -	40	8,136	1,550
Geo. D. Curtis.....	Rosendale - - - - -	25	7,590	1,609
Wm. Berry .....	Maple Grove - - - - -	167	47,920	
C. C. Bacon.....	Waupun - - - - -	64	15,000	
E. S. Jenkins .....	Rosendale - - - - -	225	88,872	
<b>WALWORTH COUNTY.</b>				
J. N. Farnsworth .....	Darien - - - - -	10	1,500	800
N. Collins.....	Elkhorn - - - - -	19	7,500	
I. S. Beach.....	Whitewater - - - - -	13		1,312
Geo. Gleason.....	" - - - - -	14		1,218
F. H. Coburn & Son.....	" - - - - -	150	57,090	
<b>WINNEBAGO COUNTY.</b>				
F. B. Ellsworth.....	Welaunee - - - - -	275	74,407	
Geo. Rogers .....	Oshkosh - - - - -	50	16,000	690
Chas. Vedder .....	Enoka - - - - -	200	33,945	
D. Grossman.....	Omro - - - - -	150	28,887	
Shove & Garlick.....	Waukan - - - - -	175	40,000	
<b>JEFFERSON COUNTY.</b>				
S. Faville.....	Lake Mills - - - - -		170,000	1,000
Olin Gates & Co.....	Oakland - - - - -	275	83,000	
Geo. R. Haisington ..	Farmington - - - - -	150	28,039	
McCutchan & Marshall.....	Palmyra - - - - -	350	104,000	
" .....	Cold Spring - - - - -	650	294,000	
" .....	Whitewater - - - - -	300	80,000	
J. Greenwood .....	Lake Mills - - - - -	65	21,293	
H. C. Drake.....	Whitewater - - - - -	150	43,727	
J. P. Galloway.....	Jefferson - - - - -	50	20,168	
C Hayden.....	rt. Atkinson - - - - -	200	50,000	
Ft. Atkinson.....	Farmington - - - - -	15	4,376	1,194
S. T. Hoisington.....	Lake Mills - - - - -	16		34,000
C. J. Millard.....				
<b>MISCELLANEOUS.</b>				
New Glara Factory.....	Monroe - - - - -	325	80,000	
C. H. Wilder.....	Evansville - - - - -		35,000	
E. Devereux.....	" - - - - -	200	72,256	
Melvin & Graves.....	Brooklyn - - - - -	300	74,500	
A. Chapman.....	Columbus - - - - -	200	32,000	
M. S. Barrett.....	Burnett Station - - - - -	300	70,000	
J. B. Cochrane.....	Beaver Dam - - - - -	450	116,000	
A. S. Davison.....	Fox Lake - - - - -	100	22,000	
Darien Factory.....	Darien - - - - -	275	70,000	
T. P. Davis.....	Allen's Grove - - - - -	225	50,000	
H. F. Dousman.....	Waterville - - - - -	300	94,000	
J. G. Carswell.....	Lone Rock - - - - -	55	21,000	
Thomas Dale .....	Union Grove - - - - -	10		2,275
John Porter .....	Mazomanie - - - - -	25		4,985
Chipman & Curtis.....	Sun Prairie - - - - -	148	19,367	
Louis Perrott.....	Greenville - - - - -	33	9,397	529
Geo. P. Winter.....	Markesan - - - - -	57	17,346	769
C. P. Skidmore.....	Stockbridge - - - - -	15	12,000	600
N. W. Morley.....	Baraboo - - - - -	85	27,289	400
Winslow & McNab.....	Beloit - - - - -		105,000	
H. Winston.....	Belleville - - - - -		49,636	
Wm. Wilson.....	Token Creek - - - - -		6,000	
J. A. Wieting.....	Lodi - - - - -	100	25,395	
D. Abrams.....	Bloomington - - - - -	85	15,136	
R. D. Calkins.....	Randolph - - - - -	175	34,000	
R. Arians.....	York Center - - - - -	150	27,000	
Ellis & Watkins .....	Blue Mounds - - - - -	170	34,000	
Juneau .....	Juneau - - - - -	300	86,000	
Danforth Bros.....	Mecmee - - - - -	60	11,603	
S. Stowe.....	Sun Prairie - - - - -	30	4,500	2,000
J. Van Ingan.....	Baraboo - - - - -	55	7,930	
R. H. Richmond.....	Dayton - - - - -	150	38,000	
N. D. Gilbert.....	Galesville - - - - -	100	24,600	



## WISCONSIN :

NAME.	POST OFFICE.	COWS.	CHEESE.	BUTTER
MISCELLANEOUS				
John Gange.....	Monroe - -	58	16,000	
Peter Clayton.....	Amaton - -	70	10,000	
Gray & Van Walen.....	West Salem - -	80	14,000	
Crosby & Pease.....	Spafford - -	100	16,150	
Miller & Allen.....	New London - -	42	15,050	
Milo L. Rounney.....	Monroe - -	32	4,000	
F. N. Parker.....	Shopiere - -	300	37,214	
O. B. Prime.....	Fall River - -	130	40,000	
W. W. Mayhew.....	Markesan - -	200	30,000	
Geo. Goodrich.....	Monroe - -	40	14,000	
J. Hood.....	Beaver Dam - -	140	24,556	

*Receipts and Shipments of Butter and Cheese in Milwaukee for the Year Ending  
Dec. 31st, 1873.*

— 0 —

Receipts	Butter,	-	-	3,650,197lbs.
"	Cheese,	-	-	1,067,505 "
Shipments,	Butter,	-	-	2,842,501 "
"	Cheese,	-	-	1,698,380 "

The above report is furnished by Mr. Langston, Secretary Milwaukee Chamber of Commerce, who states that the railroads evidently did not report the receipts correctly in the article of butter, as more butter was shipped than was reported received.

THE  
Jefferson County Union,

—A—  
WEEKLY NEWSPAPER

PUBLISHED AT

FORT ATKINSON,

- WISCONSIN.

—○—  
W. D. HOARD, Editor and Proprietor.

—○—  
Especially Devoted to Dairy Matters,

BEING THE

Official Organ of the Wisconsin Dairymen's Association.

Also an advocate of the cause of the Farmer, and an uncompromising friend of his interests.

—○—  
HAS THE LARGEST CIRCULATION OF ANY PAPER IN THIS PART OF THE STATE

*Four Pages, Eight Columns to the Page.*

—○—  
TERMS, - \$2.00 PER ANNUM.

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# CHEESE BOXES!

*The Northwestern Furniture Company*

would announce to the Dairymen of Wisconsin and the Northwest, that during the season of 1874 they will engage in the manufacture of cheese boxes at a largely increased rate. With

## UNRIVALED FACILITIES

in the line of machinery and the use of the

## Very Best Material

they hope to merit a continuance of the large patronage hitherto enjoyed.

## CORRESPONDENCE SOLICITED.

Orders promptly filled at very reasonable prices.

Address,

**NORTHWESTERN FURNITURE CO..**

Fort Atkinson, Wis.

---

## WHITE & DOUGLAS,

## BUTTER, CHEESE AND HOPS,

NO. 76 BROAD, and NOS. 10 and 12 MARKETFIELD STS.

## NEW YORK.

—o—  
Established in 1841.  
—o—

Correspondence with Cheese Factories is Invited.—P. O. Box 1234.

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## Johnson & Jones.

78 & 80 West Water St. Milwaukee, Wis.,

## DEALERS IN CHEESE,

Have on hand at all times, Whitewood Scaleboards and a supply of well cured Rennets. Also, a very superior article of FLY-PROOF CHEESE GREASE which has been thoroughly tested and has given universal satisfaction.

NORTHWESTERN AGENTS FOR

# The Iron-clad Can Company

OF NEW YORK.

**CITY AND FACTORY CANS**

and Stock and Trimmings for same, also complete assortment of

## **Cheese Factory Supplies**

SEND FOR CATALOGUE AND PRICE LIST.

*Cragin Bros. & Chandler,*

Metals, Tinnerns' and Plumbers' Supplies and House Furnishing Goods.

**441, 143 & 145 Lake St. Chicago.**

---

## **JONES' CREAMERY.**

This Creamery is now in successful operation and will consume the milk of 100 cows for the season of 1874.

### **"Gilt Edge" Butter**

in the best sense of the term will be made, and the most scrupulous care and best machinery known will be used in its manufacture. Butter will be packed in any style or size of package desired. Correspondence solicited from the trade.

M. C. JONES, Ft. Atkinson, Wis.

---

## **TO FACTORYMEN**

**THE LAKE MILLS AGRICULTURAL MANUFACTURING CO.**

have long made a specialty of

### **CHEESE PRESS SCREWS !**

and are prepared to fill all satisfactory orders with promptness. Prices reasonable and satisfaction guaranteed. Correspondence Solicited.

Address,

**AGRICULTURAL MANUFACTURING COMPANY,**  
Lake Mills, Wis.

M. MALLERY & CO., ELGIN ILLINOIS,

Manufacturers of

# THE ELGIN HEATER CHEESE VAT,

The Best HEATER VAT in use. Economical in Fuel, strong and durable, heat completely under control of the operator. They are strongly recommended by every one using them.

Encased Return Flue Portable Steam Boiler on Wheels, Four, Five and

Six Horse Power.

The Most Economical Boiler Made!

Will Burn Either Wood or Coal.

**MALLERY'S**  
**COAGULATOR**  
**AND**  
**DETERGENT.**

**THIS LIQUID**

Increases the coagulating properties of the Rennet  
**FOUR FOLD.**  
And will

**Prevent Decomposition**

In the hottest weather,  
Producing better flavored and  
better keeping Cheese.

Every Bottle Represents the  
strength of  
**SEVENTY-FIVE RENNETS.**  
PRICE, - - \$1 75.

Manufactured by  
**M. Mallery & Co., Elgin, Ill.**  
Patented January 27, 1874.

Our Vats are all so controlled, that should the lumber Shrink or Swell, they can readily be adjusted so that all leakage is avoided, by loosening or tightening the bolts by which they are put together.

## ADJUSTABLE.

IMPROVED STEAM CHEESE VATS.

### M. Mallery & Co.'s Patent Coagulator and Detergent.

This preparation, the discovery of a practical cheese maker, has been thoroughly tested by us during the past year in some of the largest factories in Illinois, and proves to be the most valuable article to the cheese maker ever invented. By its use the coagulative property of the Rennet is increased four-fold, thus not only greatly cheapening this important item of expense, but thoroughly prevents decomposition after the Rennet is put in soak, keeping it perfectly sweet in the hottest weather. Every cheese maker who has been obliged to use bad smelling, because decomposed, Rennet, will appreciate this Detergent quality of our preparation, and be enabled to make cheese of a better flavor and better keeping qualities by its use. With one bottle of this preparation, 24 Rennets will go as far as 100 without it, making a saving of \$10.25 for every bottle used, estimating Rennets at 15 cents each. There are no acids or other injurious articles in its composition. Price per dozen bottles, \$18.00; single bottle \$1.75. Securely packed in boxes of one dozen, and can be shipped to any part of the country without any danger of breakage. Special directions accompany every bottle.

We shall constantly keep on hand a full supply of every article needed by the Dairyman and Cheese Maker. Our goods are all made of the best material and in the best manner. With an experience of over twenty years in the business we flatter ourselves that we can furnish our customers with goods exactly suited to their wants and that will compare favorably with any House in America. Catalogues sent on application to

**M. MALLERY & CO., Elgin, Ill.**



# Cheese Factory Supplies !

Geo. McMillan, successor to Woodard & Hull and S. S. Woodard & Co.  
Watertown, Wis.

The rapid growth of the dairy interest in the Northwest is an indication of its strength and permanency. Where to buy the best supplies for factory use at the least cost is

## AN IMPORTANT QUESTION !

For two years this house has furnished a large portion of such supplies used in Wisconsin, with general satisfaction.

**EVERY ARTICLE NEEDED IN THE BUSINESS WILL BE FURNISHED PROMPTLY AND ON FAVORABLE TERMS.**

Estimates for Factories furnished on application. Send for Catalogue List.

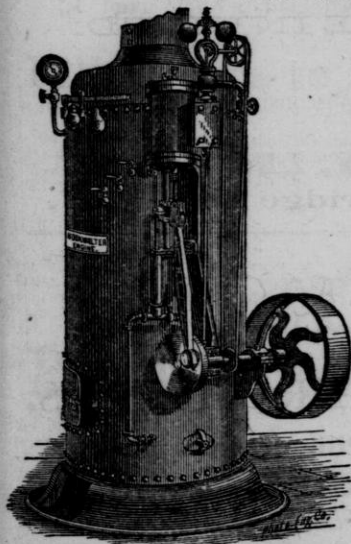
**CORRESPONDENCE SOLICITED.**

Address,

GEO. McMILLAN,  
Watertown, Wis.

# BOOKWALTER ENGINE

BEST AND CHEAPEST ENGINE MADE.



**Just the Engine for Dairymen !**

The boiler is so constructed that it cannot be excelled for making steam and heating

It is economical in the use of fuel, safe simple and complete in construction.

**IT IS ESPECIALLY ADAPTED TO THE USE OF DAIRYMEN !**

It is not excelled for driving Corn Mills, Wood Yard Saws, Printing Presses, &c.

We have received the highest commendation from those using our engines.

For further information address the manufacturers,

JAMES LEFFEL & CO.,  
Springfield, Ohio.

3 Horse Power, - \$250.00  
4 1-2 " " - 300.00

# Cheese Press Screws,

The Foundry Company of Ft. Atkinson, Wis. manufacture

## A VERY SUPERIOR ARTICLE

of Cheese Press Screws, with all necessary appurtenances. •Parties desiring to purchase will do well to correspond. Also

*Manufacture and Repair all Kinds of Machinery*

Address,

**FOUNDRY CO., Ft. Atkinson, Wis.**

# CHEESE A SPECIALTY!

*Consignments from Factories Receive Our Best Attention.*

Account sales with proceeds guaranteed within ten (10) days after receipt of goods.

## ADVANCES MADE WHEN REQUIRED.

CORRESPONDENCE INVITED.

We refer to Chester Hazen, President Wisconsin State Dairymen's Association.

**A. W. & F. W. LEGGETT,**  
**39 Pearl and 28 Bridge Sts., N. Y.**

E. A. W. HUNTER,

J. H. REALL.

**J. H. REALL & CO.,**

—WHOLESALE CHEESE AND BUTTER—

## COMMISSION MERCHANTS.

**No. 87 South Water St., Philadelphia.**

Correspondence Solicited and quotations furnished regularly, FREE OF CHARGE to all who desire them

**ALL CONSIGNMENTS RECEIVE PROMPT PERSONAL ATTENTION.**

REFERENCES.—Commission Exchange National Bank, Philadelphia, and Banks and Merchants generally throughout the Country.

# TO DAIRYMEN !

The Salt Company of Onondaga are manufacturing their **FACTORY FILLED DAIRY SALT**

## Expressly for Dairymen's Use!

This dairy salt is highly recommended by the Dairymen's Associations of New York and Vermont and the Manufacturers claim that it is purer than the "Ashton" salt, as shown by the following annexed analysis, besides being much cheaper:

ANALYSIS BY C. A. GOESMAN, DR. PH:

	Ashton Salt.	Onondaga, Factory Filled.
Chloride of Sodium.....	97.65	98.28
Sulphate of Lime.....	1.43	0.91
Sulphate of Magnesia .....	0.05	.06
Chloride of Magnesia.....	0.06	.00
Sulphate of Soda.....	.00	.03
Insoluble matter.....	.05	.12
Water.....	76.	.60
	100.00	100.00

This Salt, and also Coarse and Fine Salt, Cement, Stucco and Grand Rapid Sand always on hand and for sale by

**WM. BUTLER, Agent,**  
33 WEST WATER ST., MILWAUKEE, WIS.

# CHEESE BOXES.

I have made a specialty of manufacturing cheese boxes and can

**Fill Orders to any Amount Promptly.**

On account of railroad facilities I am able to reach a large portion of the State with low freights. Can ship five different ways, avoiding reshipment from one road to another. **PRICE OF BOXES.**—Double rims, from 75 cents to 80 cents, according to size, *delivered free on board the cars.* **NO CHROMOS GIVEN AWAY WITH THESE BOXES.**

**G. B. LEWIS, Watertown, Wis.**

J. M. ATWATER.

H. E. ATWATER.

**J. M. ATWATER & BRO.,**

**61 Pearl St., New Yo. k,**

## Produce Commission Merchants

FOR THE SALE OF

**BUTTER, CHEESE, AND ALL KINDS OF FARM PRODUCE.**

CONSIGNMENTS SOLICITED—ADVANCES MADE UPON THE SAME.

**References.**—National Bank of the Republic, New York, and Banks generally throughout the States.

**H. H. ROE & CO.,**

MANUFACTURERS OF EVERY DESCRIPTION OF

*Dairying Apparatus!*

—FOR—

*Factory, Farm, Dairy or Creamery,*

Sole Proprietors of the CHAMPION MILK CAN STOCK AND TRIMMINGS, and wholesale and retail dealers in Dairymen's Supplies.

**OFFICE 82 BANK ST., - CLEVELAND, O.**

FACTORY, MADISON, O.

(Special inducements to the Western Trade.)

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**WALTER CARR & CO.,**

**Produce Commission Merchants**

**NO. 37 PEARL & 26 BRIDGE STS., N. Y.**

**Butter and Cheese**

are leading articles with us. Consignments or correspondence relating to same will meet with prompt personal attention. For consignments we offer every facility and inducement found with any reliable house.

**C. S. CORNWELL,**

Manufacturer of and Dealer in

**Cheese Vats, Boilers, Steam Fixtures**

**Milk Cans, Curd Knives, Pumps, Etc.**

Complete Fixtures furnished and put up when desired. We make a specialty of Cheese Fixtures and solicit correspondence.

*518 Main St., Fond du Lac, Wisconsin.*

**Dillingham & Co.,**

Manufacturers of

**CHEESE BOXES**

**AND CHEESE BOX RIMS.**

Send for price list before giving orders elsewhere.

**Clenbeulah, Sheboygan Co., Wis.**