



# LIBRARIES

UNIVERSITY OF WISCONSIN-MADISON

## **Proceedings of the seventh annual meeting of the Wisconsin Buttermakers' Association : held at Milwaukee, Wisconsin, February 11, 12, 13 and 14, 1908.**

Wisconsin Buttermakers' Association

Fond du Lac, Wisconsin: P. B. Haber Printing Company, [s.d.]

<https://digital.library.wisc.edu/1711.dl/SLCWGJ3MWSV4J8L>

Based on date of publication, this material is presumed to be in the public domain.

For information on re-use, see

<http://digital.library.wisc.edu/1711.dl/Copyright>

The libraries provide public access to a wide range of material, including online exhibits, digitized collections, archival finding aids, our catalog, online articles, and a growing range of materials in many media.

When possible, we provide rights information in catalog records, finding aids, and other metadata that accompanies collections or items. However, it is always the user's obligation to evaluate copyright and rights issues in light of their own use.

SEVENTH ANNUAL MEETING  
WISCONSIN BUTTERMAKERS'  
..ASSOCIATION..



HELD AT  
MILWAUKEE, WISCONSIN  
FEBRUARY 11-14, 1908



PROCEEDINGS  
OF THE  
SEVENTH ANNUAL MEETING  
OF THE  
WISCONSIN BUTTERMAKERS'  
ASSOCIATION

HELD AT  
MILWAUKEE, WISCONSIN  
FEBRUARY 11, 12, 13 and 14  
1908

---

---

Compiled by  
J. G. MOORE

---

---

P. B. HABER PRINTING COMPANY  
FOND DU LAC, WISCONSIN



L. H. SCHROEDER, Chelsea  
Vice President 1907-8-9



E. C. DODGE, Lake Mills  
President 1907-8-9

## List of Officers

E. C. DODGE, <i>President</i> .....	LAKE MILLS
L. H. SCHROEDER, <i>Vice President</i> .....	CHELSEA
J. G. MOORE, <i>Secretary</i> .....	MADISON
G. SPEIRS, <i>Treasurer</i> .....	EAU CLAIRE

## Executive Committee

O. B. CORNISH.....	FT. ATKINSON
A. L. PARMAN.....	MAZOMANIE
F. W. GRELL.....	JOHNSON CREEK



J. G. MOORE, Madison  
Secretary 1906-7-8-9



G. SPEIRS, Eau Claire  
Treasurer 1907-8-9

## LETTER OF TRANSMITTAL.

---

Office of the Secretary Wisconsin Buttermakers' Association,  
Madison, Wis., 1908.

To the Officers and members of the Wisconsin Buttermakers' Association: I have the honor to herewith submit the report of the proceedings of the Seventh Annual Convention held in Milwaukee, Feb. 11 to 14, 1908.

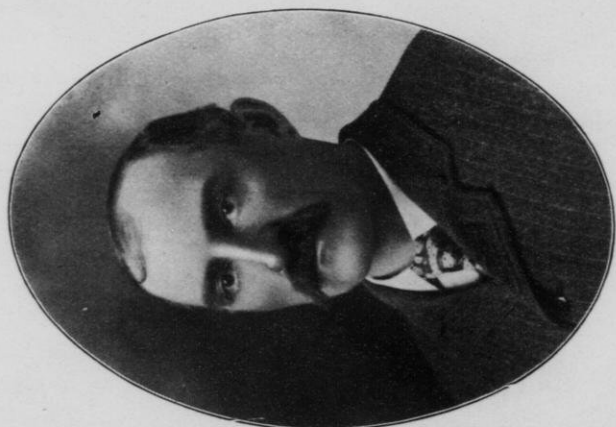
Fraternally yours,

J. G. MOORE,  
Secretary.





**F. W. GRELL, Johnson Creek**  
Member Executive Committee



**A. L. PARMAN, Mazomanie**  
Member Executive Committee



**O. B. CORNISH, Ft. Atkinson**  
Member Executive Committee

## Names of the Members of the Wisconsin Buttermakers' Association, 1908

---

Alexander, C. B.	4 Sherman St., Chicago, Ill.
Adams, M. J.	Waukeshu
Allen, H. M.	326 Broadway, Milwaukee
Ahrens, A.	Markesan
Amacher, H.	Stetsonville
Ashdown, H. L.	Blue Mounds
Ashman, F. W.	Lime Ridge
Anderson, F. E.	Somers
Adams, R. L.	Douseman
Andrea, Bert	Paoli
Allen, Ford J.	Chicago, Ill.
Albert, F.	Mayville
Berne, Wm.	Neillsville
Button, C. E.	Mt. Hope
Bowman, H. S.	Sauk City
Baumbach, W. L.	Milwaukee
Bates, R. R.	Madison
Bush, F. H.	Black River Falls
Brickhouse, S. N.	Chicago, Ill.
Baum, S. N.	Pittsville
Becker, Philip	Hubertus
Bolchen, T. E.	Mt. Ida
Becker, W. L.	Edgar
Brennan, T. W.	107 S. Water St., Chicago, Ill.
Brockelman, F.	Chicago, Ill.
Burleson, F.	Cambridge
Bjeeragarrd, C.	Franksville
Bjeeragarrd, P.	Franksville
Beach, Z. P.	Whitewater
Blood, Fred	Chicago, Ill.
Becker, Chas.	Milwaukee
Baker, E. M.	Montello, Ia.
Brown, F. M.	Cedar Rapids, Iowa
Borchert, G. E.	Forks
Barker, J.	No. Freedom
Benkendorf, G. H.	Madison
Berry, L. S.	Portage
Beers, E. L.	Platteville
Bisht, J. J.	Siren



WISCONSIN BUTTERMAKERS' BANQUET, PLANKINTON HOUSE

Boerschinger, H.	DePere
Birge, T. J.	Northfield
Bowar, F.	Cazenovia
Bartling, Fred	Orfordville
Blain, J. B.	Walworth
Blumenstein, G.	Helenville
Bruch, Chas.	Jefferson
Boettcher, J. E.	Janesville
Born, F. W.	Milford, Iowa
Bauer, J. A.	Valton
Bibby, J. M.	Galesville
Bragg, C. F.	Poynette
Boldt, Wm. C.	Waterford
Barber, A. H.	Chicago, Ill.
Bingham, Earl	Hustler
Blumenstein, W. E.	Sullivan
Briggs, C. S.	Wautoma
Bartelt, F. W.	Rome
Brandt, Aug.	Forestville
Blumenstein, F.	Sullivan
Beedle, Jos.	Millville
Baer, U. S.	Madison
Benson, J. W.	Cottage Grove
Christian, H. C.	Johnson Creek
Cherney, J. W.	Milladore
Cornish, O. B.	Ft. Atkinson
Credicott, H. J.	Chicago, Ill.
Corneliuson, Thos.	Eau Claire
Cross, M. R.	Mauston
Clafish, W. H.	Baraboo
Carswell, F. E.	Richland Center
Colville, A. L.	Berlin
Carver, C. A.	Milwaukee
Cooper, W. H.	Whitewater
Cook, S. A.	Neenah
Cole, C. L.	Minneapolis, Minn.
Clark, A. E.	Wild Rose
Caughey, F. E.	Johnson Creek
Collyer, W. D.	210 S. Water St., Chicago, Ill.
Cannon, J. D.	New London
Carver, J. W.	Chicago, Ill.
Cole, A.	Evansville
Cook, S. B.	Bloomer
Christenson, H. C.	Tomah
Claffin, L. E.	LaValle



THE ARCADE, PLANKINTON HOUSE

Carlson, C. D. ....	Trade Lake
Cox, Wm. T. ....	Black Earth
Christiansen, W. ....	Darien
Christians, A. O. ....	Jefferson
Clark, F. E. ....	Bancroft
Chandoir, J. ....	Green Bay
Cobb, Ernest ....	Sun Prairie
Cobb, B. B. ....	Sun Prairie
Clark, W. J. ....	Troy Center
Carswell, A. ....	Clear Lake
Cromer, C. E. ....	Aurora, Ill.
Cowan, W. ....	273 S. Water St., Chicago, Ill.
Chapin, C. J. ....	Waukesha
Casperson, H. C. ....	Deer Park
Chapin, B. J. ....	Cushing
Dowe, A. H. ....	Fairwater
Dodge, E. C. ....	Lake Mills
Deney, G. H. ....	Poysippi
Dahl, O. A. ....	Ogema
Dally, B. H. ....	87 Michigan St., Milwaukee
Dabareiner, L. ....	Hortonville
Davery, E. R. ....	East Troy
Davis, S. E. ....	Elgin, Ill.
Dabareiner, J. F. ....	Jefferson
Deish, J. ....	Whitewater
Davis, W. E. ....	Chicago, Ill.
Dusek, J. ....	Chicago, Ill.
Dibble, C. A. ....	Chamber of Commerce, Milwaukee
Derleth, H. M. ....	Waupaca
Dufek, F. M. ....	Algoma R. D.
Evans, B. J. ....	New London
Een, R. C. ....	Janesville
Eldred, H. S. ....	Milwaukee
Eggert, Otto ....	Medford
Eberhardt, H. ....	Cedarburg
Elgin Butter Tub Co. ....	Elgin, Ill.
Ekleberg, H. ....	Viroqua
Esker, Ole ....	Bloomer
Engbretson, M. ....	Scandinavia
Enright, J. E. ....	Eagle
Else, R. J. ....	Johnson Creek
Else, H. ....	Waterloo
Englebrecht, Gust. ....	Waterloo
Eckert, E. H. ....	Jefferson
Ericsson, Elov ....	St. Paul, Minn.

Emery, J. Q. ....	Madison
Farr, W. S. ....	Chicago, Ill.
Fish, S. T. & Co. ....	Chicago, Ill.
Friday, S. B. ....	Brandon
Ferfarek, F. B. ....	Menominee, Mich.
Frank, J. L. ....	Freeport, Ill.
Fromader, J. G. ....	Whitewater
Fillbach, A. O. ....	Cobb
Farrington, E. H. ....	Madison
Ford, Frank ....	Lake Geneva
Fallendorf, Chas. ....	Cadott
Feind, W. J. ....	Jefferson
Frohmade, I. C. ....	Whitewater
Friday, H. P. ....	Markesan
Farr, G. W. ....	Deerfield
Fulmer, F. B. ....	Oshkosh
Flynn, F. A. ....	West De Pere
Grell, H. J. ....	Johnson Creek
Green, R. C. ....	Edgerton
Grimm, F. ....	Tustin
Guth, C. R. ....	Kelberg
Gehl, M. C. ....	Milwaukee
Gregory, M. C. ....	Unadilla, N. Y.
Grell, F. W. ....	Johnson Creek
Goeb, J. N. ....	Fond du Lac
Garbut, F. J. ....	La Grange
Goldenberg, H. M. ....	175 W. Randolph St., Chicago, Ill.
Glaus, C. ....	715 Muskego Ave., Milwaukee
Gerne, C. ....	Oakdale
Gallagher, Thos. ....	Chicago
Garlid, Geo. ....	Ellsworth
Groth, O. J. ....	Cedarburg
Gilson, Horner ....	Oakdale
Guelzow, A. ....	Fond du Lac
Grimm, F. ....	Chetek
Gregory, R. A. ....	New Franklin
Garlick, R. A. ....	Spring Lake
Geirach, O. R. ....	Cedarburg
Gilson, H. B. ....	Oakdale
Grandy, J. ....	Rosendale
Grell, J. C. ....	Johnson Creek
Haberstich, A. C. ....	Madison
Hayes, H. J. ....	Chicago, Ill.
Hansen, G. ....	Oakfield
Hoyt, A. B. ....	Pewaukee

Hayes, J. J. ....	Watertown
Hanna, J. R. ....	Chicago, Ill.
Hanson, G. R. ....	Madison
Hungerford, E. S. ....	Hustler
Helmke, Edward .....	Hamburg
Hayward, C. A. ....	Wilton
Handy, H. W. ....	Bangor
Hanson, O. H. ....	Chaseburg
Horr, Bert .....	Leesburg, Ohio
Hoefka, A. ....	Marshall
Harbaugh, C. B. ....	Hartland
Hein, Aug. ....	Waukesha
Holgerson, L. P. ....	Troy Center
Hildeman, E. J. ....	Chippewa Falls
Holm, C. C. ....	Oakwood
Harms, F. H. ....	Loganville
Hellendale Farms .....	Athens
Hyne, W. J. ....	Evansville
Helpap, E. E. ....	Lowell
Holch, E. C. ....	Marshfield
Hastings, R. C. ....	Marshfield
Helgerson, Theodore .....	Holmen
Iilff, B. C. ....	St. Ansgar, Ia.
Ipsen, Aug. ....	Greenwood
Jennings, A. A. ....	4 Sherman St., Chicago, Ill.
Jones, F. E. ....	St. Claire, Mich.
Joslin, J. C. ....	Mankato, Minn.
Jerrard, E. E. ....	Chicago, Ill.
Jenks, G. E. ....	Chicago, Ill.
Jacobs, E. C. ....	Elk Mound
Joyce, J. S. ....	Eau Claire
Jensen, C. J. ....	Withee
Jacobs, O. C. ....	Wilson
Jacobson, Thos. ....	Chippewa Falls
Jordon, J. E. ....	Amherst
Johnson, M. ....	Cedarburg
Jackson, J. J. ....	Union Grove
Johnson, E. F. ....	Necedah
Judkins, C. W. ....	Neenah
Judevine, W. ....	Evansville
Jones, Ed. T. ....	Tipton, Ind.
Kohlmeyer .....	Loganville
Kessler, A. G. ....	Madison



Karl, P. ....	Malone R. D. 39
Kachel, J. ....	Whitewater
Kuhrt, H. ....	Mazomanie
Koch, E. L. ....	Kendall
Kielsmeir, E. H. ....	Columbus
Koenig, M. O. ....	Wausau
Koenig, H. C. ....	Plain
Krueger, A. F. ....	Clinton
Kipp, H. F. ....	Albion
Kuepfer, J. G. ....	Mayville
Krohn, W. F. ....	Whitewater
Knoll, P. ....	Johnson Creek
Kelley, Chas. D. ....	Lake Beulah
Koehn, A. J. ....	Ellensboro
Krueger, O. A. ....	Cottage Grove
Kiser, Frank ....	Waupaca
Keppel, V. S. ....	Holmen
Larson, P. A. ....	Holmen
Lounsbury, J. M. ....	Watertown
Laubenkiner, Ed. ....	Tustin
Litzky, Chas. ....	Milwaukee
Lander, W. I. ....	Milwaukee
Lesserman, M. ....	Chicago, Ill.
Linn, G. R. ....	Chicago, Ill.
Larson, H. C. ....	Madison
Laufer, J. ....	Menominee
Lund, C. ....	Oakfield
Lunstadt, O. D. ....	Burlington
Lundeberg, J. T. ....	Stoughton
Longley, O. ....	Oakwood
Leeman, A. M. ....	Waupun
Lunkenheimer, Jacob ....	Mankato, Minn.
Larson, Jas. ....	Reedsburg
Miller, A. E. ....	Wautoma
Melindy, E. B. ....	Sheboygan Falls
McGill, J. F. ....	Little Suamico
McManners, H. S. ....	Madison
Miller, Chas. O. ....	Wautoma
Mitchell, John ....	Dodgeville
Meinhardt, W. F. ....	Chicago, Ill.
McKelly, R. C. ....	Milwaukee
McAdam, W. ....	Waukesha
Maxon Dow ....	Schleisingerville
Moore, W. S. ....	Chicago, Ill.

Moore, J. G. ....	Madison
Meyer, M. H. ....	Madison
Michels, M. ....	Madison
Mundt, H. ....	Manawa R. D. 2
Mattson, J. E. ....	St. Croix Falls
Melindy, G. E. ....	Sheboygan Falls
McCormick, E. C. ....	Plover
Mortenson, J. ....	Camp Douglas
Mason, J. C. ....	Montfort
McCormick, O. R. ....	Bancroft
McCormick, F. G. ....	Almond
McLane, A. ....	Whitewater
Mundt, Albert ....	Fall River
Mueller, A. A. ....	Ixonia
McCrary, A. D. ....	Argyle, Ill.
Marty, Fred ....	Monroe
Moersch, Q. ....	Calumet
Meyer, J. B. ....	Modena
Mason, A. G. ....	Kewaskum
McCready, J. B. ....	Sheboygan
Newman, J. ....	Elgin, Ill.
Newman, B. W. ....	Madison
Nicolaus, C. A. ....	Waukesha
Nehls, L. ....	Waterford
Netland, Thos. ....	Reed City, Mich.
Nickles, W. R. ....	Amery
Naber, Oscar ....	Mayville
O'Neill, Thos. ....	Waukesha
Otto, C. ....	Seymour
Onstad, Otto ....	Cambridge
Olsen, H. P. ....	St. Paul, Minn.
Olson, L. A. ....	Almond
Olson, H. N. ....	Arnott
Olson, Lauritz ....	W. DePere
Olson, Otto ....	Mt. Horeb
Peacock, W. M. ....	Fennimore
Puerner, J. ....	Jefferson
Priddy, W. N. ....	Bloomer
Pearsall, B. S. ....	Elgin, Ill.
Parman, A. L. ....	Mazomanie
Pearsall, C. J. ....	Evansville
Paynter, C. ....	Waunakee
Pierce, Forest ....	Eau Claire

Passmore, C. L.	.....	Iola
Pelton, C. W.	.....	Rock Falls
Peterson, J. S.	.....	Meridian
Perschbacher, A.	.....	West Bend
Prust, Chas. H.	.....	Jefferson
Peterson, G. E.	.....	Withee
Pollard, L. A.	.....	Blanchardville
Pelletier, F. R.	.....	Poysippi
Pautz, G. R.	.....	Watertown
Pischke, E. J.	.....	New Auburn
Porter, C. J.	.....	Berlin
Paulson, W. G.	.....	Richardson
Pyburn, E. S.	.....	Pearl City, Ill.
Quackenbush, H. B.	.....	McFarland
Risdon, R. R.	.....	DePere
Roycraft, A. F.	.....	Chippewa Falls
Raven, H. C.	.....	Bloomer
Rode, Robt.	.....	Beaver Dam
Rommel, Wm.	.....	Mayville
Reif, Henry	.....	Weyauwega
Roch, F. J.	.....	Richwood
Simmons, J. A.	.....	St. Paul, Minn.
Schneider, Wm.	.....	Johnson Creek
Sullivan, M. R.	.....	Monroe
Shilling, S. B.	.....	Chicago, Ill.
Sherwood, A.	.....	Milwaukee
Sivitz, Geo. H.	.....	Rockford, Ill.
Shumway, C. P.	.....	414 Railway Ex., Milwaukee
Speirs, Guy	.....	Eau Claire
Skinner, D. P.	.....	Milwaukee
Sudendorf, E.	.....	Clinton, Ill.
Schulze, R.	.....	St. Paul, Minn.
Slaughter, A.	.....	Menomonie
Sheldon, D. L.	.....	Lake Mills
Sorge, A.	.....	Reedsburg
Sprecker, J. W.	.....	Madison
Speich, Edward	.....	Greenwood
Singula, F. J.	.....	Coloma
Sell, R. O.	.....	Chippewa Falls
Spooner, Wm.	.....	Fairchild
Starks, E. C.	.....	Cedarburg
Stensvad, A. E.	.....	Cochrane

Schroeder, Alf. ....	Adams, Minn.
Schultz, Wm. ....	No. Bloomfield
Schild, John ....	Fall Creek
Schafer, E. ....	New Holstein
Stewart, W. A. ....	Eagle
Sauer, J. P. ....	East Troy
Simonson, S. J. ....	Milton
Straw, T. H. ....	Beloit
Seaman, Ed. ....	Lake Beulah
Schumacher, Ed. ....	Jefferson
Stephenson, F. W. ....	Lamont, Ia.
Sorenson, C. ....	Fond du Lac
Snyder, F. E. ....	Whitewater
Seyfert, S. ....	Watertown
Schoesson, Wm. ....	Thiensville
Sleyster, R. V. ....	Spencer
Stickney, G. L. ....	Tunnel City
Soltwedel, E. ....	Loganville
Schroeder, L. H. ....	Chelsea
Smith, J. R. ....	Chicago, Ill.
Summerfeld, Max F. ....	Watertown
Schiller, J. ....	New Holstein
Sieker, W. C. ....	Milwaukee
Sullivan, J. W. ....	Sharon
Schultz, A. F. ....	Brodhead
Siggelkow, F. ....	McFarland
Schwingel, E. G. ....	Avoca
Truesdell, S. F. ....	Milwaukee
Tyler, G. ....	Elroy
Thompson, G. R. ....	Colfax
Taylor, V. E. ....	Lake Mills
Trager, G. F. ....	Mazomanie
Tingleff, C. P. ....	So. Wayne
Thompson, F. C. ....	Oregon
Tank, C. ....	West Salem
Thompson, Lynn ....	Minnesota Junction
Ungerman, J. B. ....	Waseca, Minn.
Voigt, W. A. ....	Merrill
Van Kuren, S. J. ....	Chicago, Ill.
Venske, A. ....	Waukesha
Vergin, P. W. ....	Poyssippi
Van Dusen, J. ....	Hebron
Von Haden, C. L. ....	Chelsea

Whittam, Wm. ....	Butternut
Wright, Z. L. ....	Oshkosh
Walter, C. J. ....	West Bloomfield
Wellinghoff, E. F. ....	Chicago, Ill.
Walker, J. A. ....	313 S. Clinton St., Chicago, Ill.
Wollensak, S. C. ....	Kewaskum
Wilson, W. C. ....	Elgin, Ill.
West, W. ....	Elkhorn
Wolff, J. F. ....	Chicago, Ill.
Williams, C. H. ....	21 Quincy St., Chicago, Ill.
West, W. G. ....	Elkhorn
Waldt, Chas. ....	Bonduel
Warner, T. J. ....	Rosholt
Worman, R. L. ....	Bloomer
Waddell, F. O. ....	Baraboo
Winter, L. H. ....	Eau Claire
Wilcox, A. H. ....	Bloomer
Winkleman, J. R. ....	Darien
Wileman, F. ....	Milton Junction
Winter, Ed ....	Muskego
Wileman, A. ....	Milton Junction
Wilson, T. G. ....	Hazel Green
Weber, J. F. ....	Hartford
Werner, F. M. ....	Waterloo
Whitney, G. C. ....	Poysippi
Wuethrick, J. ....	Greenwood
Weber, Gust. H. ....	Columbus
Winkler, John ....	Merton
Walsh, F. M. ....	Ft. Atkinson
Winkleman, W. C. ....	Delavan
Yates, R. A. ....	Byron
Yates, A. N. ....	Fond du Lac
Zaudtke, G. H. ....	Cambridge
Zacher, Fred C. ....	641 Second Ave., Milwaukee
Zastrow, F. W. ....	Amherst
Zimmerman, A. W. ....	Cross Plains

## ARTICLES OF INCORPORATION AND BY-LAWS

—OF THE—

# Wisconsin Buttermakers' Association

---

### Articles of Incorporation.

**Article First.** The undersigned have associated, and do hereby associate themselves together for the purpose of forming a corporation under chapter 86 of the Revised Statutes of the State of Wisconsin, for the year 1898, and the acts amendatory thereof and supplementary thereto, the business, purposes and objects of which corporation shall be the education of its members for a better practical knowledge of creamery operation, promoting progress in the art of buttermaking, in the care and management of creameries, the sale, transportation and storage of butter, and in the weeding out of incompetency in the business of buttermaking; the further object of the incorporation is to demand a thorough revision and rigid enforcement of such laws as will protect the manufacture and sale of pure dairy products against fraudulent imitations, and to suggest and encourage the enactment of such laws in the future as experience may from time to time demonstrate to be necessary for the public good of the dairy industry.

**Article Second.** The name of said corporation shall be the "Wisconsin Buttermakers' Association," and its principal office and location at Madison, Wis.

**Article Third.** The association shall be a corporation without capital stock. Any person who is a practical creamery operator, and such other persons as are connected or interested in the manufacture and sale of pure butter may become members of this corporation by paying one dollar

(\$1.00) annually in advance and signing the roll of membership.

**Article Fourth.** The general officers of said association shall be a president, vice president, secretary and treasurer, and the board of directors shall consist of three members of the association. 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.

**Article Fifth.** 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 all necessary committees and sign all orders drawn on the treasurer, and perform such other duties as may pertain to his office.

The vice president shall discharge the duties of the president in the event of the absence or disability, for any cause whatever, of the latter.

The principal duties of the secretary of said association shall be to keep a complete and accurate record of all meetings of the association or of the board of directors, keep a correct account of all finances received, pay all moneys into the hands of the treasurer and receive his receipt therefor, and to countersign all orders for money drawn upon the treasurer. He shall safely and systematically keep all books, papers, records and documents belonging to the association, or in any wise pertaining to the business thereof. He shall keep a complete list of the membership, help formulate and publish the program for the annual convention, publish a full report of said convention after adjournment, assist in such other matters of business as may pertain to the convention, and such other duties as properly belong to his office.

The principal duties of the treasurer shall be to faithfully care for all moneys entrusted to his keeping, paying out 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 for inspection at any time by any member of the association. He shall also perform such other duties as may properly belong to his office.

The board of directors shall be the executive committee and shall audit all accounts of the association or its officers, and present a report of the same at the annual meeting. The executive committee shall assist in the necessary preparations for the annual convention and shall have sole charge of all irregularities or questions of dispute that may come up during any annual meeting. They shall determine the compensation that may be connected with any of the various offices.

The board of directors with the other officers of the association shall constitute the executive board, which board shall decide upon the date and place of holding the annual convention, premiums to be offered at said convention, and such other regulations as may be necessary for the success of the annual meeting.

**Article Sixth.** The treasurer of the corporation shall give a bond in the sum of two thousand dollars (\$2,000.00) for the faithful performance of his duties. The said bond to be approved by the board of directors before being accepted by the secretary. Whenever the corporation may so desire, the office of secretary and of treasurer may be held by one and the same person. This action can only be taken at a regular election of officers.

**Article Seventh.** These articles may be altered or amended at any regular session of an annual meeting of the members, provided proposed alterations or amendments shall have been read before the association at least twenty-four hours previously, and provided the proposed alterations



or amendments shall receive a two-thirds vote of the members present.

**Article Eighth.** The first meeting of this corporation for the election of officers and directors shall be held on the 26th day of February, 1903, and such corporation shall hold a meeting of its members annually during each calendar year at such time and place as may be determined by the executive board.

---

### By-Laws.

**Article First.** All elections shall be by ballot, except in the case of a single nominee, when election by acclamation may be substituted.

**Article Second.** This association will accept no special or side premiums of any nature whatsoever.

**Article Third.** Only one tub of butter may be entered from any one creamery for competition for any of the prizes or premiums; if more than one tub is so entered such entries shall be debarred from participation in all premiums.

The size of butter packages entered in competition at the association contest shall be no smaller than a twenty pound tub.

The butter so entered shall belong to the association. After the scoring contest has been completed the said butter is to be sold; the association will pay the express charges, the exhibitor's membership dues for the current year and such other expenses as may be connected with the butter exhibit, the balance remaining from the sale of the butter shall be deposited in the treasury and be devoted to the premium fund for the next annual convention.

**Article Fourth.** The privileges of the association butter contests are open to exhibitors outside of Wisconsin, but such exhibitors must be present in person, or have a representative of the creamery present at the convention to entitle him to share in the pro rata premium fund or compete for any other prizes offered by the association, and must conform to all regulations required of state exhibitors.

**Article Fifth.** The association shall give a Gold Medal for the highest scoring tub of butter and a Silver Medal for the second highest.

**Article Sixth, Sec. 1.** The score that shall entitle an exhibitor to a share in the pro rata shall be determined by the executive committee in advance of each yearly meeting.

**Sec. 2.** The scores of those exhibitors not participating in the pro rata shall not be published.

**Article Seventh.** All points of parliamentary practice not covered by the Articles of Incorporation or these By-Laws, shall be governed by "Robert's Rules of Order."

**Article Eighth.** These By-Laws may be altered or amended in the same manner as prescribed in the Articles of Incorporation.



## SEVENTH ANNUAL MEETING

—OF THE—

# Wisconsin Buttermakers' Association

---

The seventh annual convention of the Wisconsin Buttermakers' Association was held at the Plankinton House, Milwaukee, Wisconsin, February 11-14, 1908.

The meeting was called to order Tuesday evening, February 11, at 8 o'clock, President E. C. Dodge in the chair, and was opened with prayer by the Rev. Thomas Barney Thompson.

---



REV. THOMAS BARNEY THOMPSON  
MILWAUKEE

### Invocation.

Let us pray. Almighty God, Thou eternal and infinite One, we Thy creatures invoke Thy benediction upon this convention, in this coming together to plan for those things which are of mutual interest to us as a body of men and women. We are grasping that principle of co-operation which our Divine Master inaugurated when He said He came to gather all things into one. We are coming to learn that in co-operation there is strength and that competition kills, and so we are coming to work together in all these things that are of interest.

Our Father, as we make our plans for better methods, for higher standards, for purer things we are simply following God who is the great divine creator, who makes everything in his world serve some wise and some definite end and purpose.

Our God, we pray that Thou wilt help us to remember that this world of Thine is one great unit and that all people who dwell on the face of the earth are linked together by common interests, common bonds, common necessities, common desires into one great, quickening, thinking human brotherhood and that the business and interest which we represent is not the only interest in life, but that underneath all the spirit of contending interests, beneath all the discord of rivalries there is one great common humanity. A thousand languages, many voices and affairs, many rival interests and contending commercial pursuits and yet underneath them all is the one great brotherhood of common necessities, common life, common aspirations; and so, in planning interests that are particularly near and dear to us, may we also remember that they are not isolated interests but primarily every interest touches every other interest, and so may we have at heart the greater good of the greater number.

Our Heavenly Father, we pray Thy blessing to rest upon this association, upon all its officers, upon every member of the association, upon all the speakers who shall appear on the program of this convention. Bless our city, our mayor and all the counselors of it, and all those associations which

are working together for a greater city, for a better city, for a nobler city, and in all these things may we realize that we are children of a Heavenly Father, and that back of that we are striving to do Thy holy will. Grant Thy benediction and Thy blessing, in the name of Jesus Christ, our Saviour and our Lord. Amen.

---

**The Chairman:** We have with us tonight one who needs no introduction to this association. He has been with us for years and he has promised tonight to do as well as he can, and we know what that will be. We will now listen to music by Mr. Jules Lombard.

Solo, "Child of the King" by Mr. Lombard accompanied by Miss Lewis, of Milwaukee.

**The Chairman:** We are disappointed tonight in not having our "Boy Mayor" with us, but we have a substitute in Mr. Watrous, of this city, who will extend to us an address of welcome.



RICHARD B. WATROUS  
SECRETARY CITIZENS' BUSINESS LEAGUE  
MILWAUKEE

### Address of Welcome.

Mr. R. B. Watrous, Secretary Citizens' Business League,  
Milwaukee, Wis.

Mr. President, Ladies and Gentlemen:

I find myself in a dual position tonight. I have known for some weeks that I was to be on the program to give you an illustrated talk about Milwaukee. Giving an illustrated talk is a comparatively easy matter because the pictures do the principal part of the work, but this afternoon I was called upon rather suddenly to appear here tonight to take the place of the mayor of Milwaukee and, after hearing that patriarch of music sing his song, with the explanation that his throat is not in good condition, I find myself in the somewhat peculiar position of making an apology for a young man, not one-third of the age of Jules Lombard, who is confined to his home by a sore throat. I really believe that if Mayor Becker had known that Jules Lombard would come here tonight and sing under such circumstances, that he would have come down here, if he had to be brought on a cot, to say a word of greeting to you. The facts are, Mr. President, that the mayor is confined to his home by the orders of his doctor, and this afternoon over the 'phone he said how much he regretted his inability to be with you and asked me to say a few words in his behalf. I know the mayor had prepared an address, which I know would be much better than anything I could hope to say to you. In the first place, you want to hear and see the mayor of Milwaukee, the young man about whom so many people in the state of Wisconsin and the United States have been hearing and talking for the past two years, but in his absence it is a pleasure to me, a great pleasure, to extend a greeting to the Wisconsin Buttermakers' Association, a welcome to you on this the first time you have met in this city for your annual convention.

I might say personally this is an object I have long sought. We have wanted you to come to Milwaukee, we have believed that it would be for the good of your association in every way to come to this city, and now that you are here we want to extend to you a most cordial greeting, and I

am authorized by our mayor to extend that greeting to you on behalf of the municipality. We trust that your sessions will be most profitable to you as an association and to you as individual buttermakers, and we trust when you are not engaged in the important discussions relating to the great dairy industry of the state of Wisconsin that you will take time to see some of the beautiful sights of our city, beautiful sights notwithstanding the mantle of snow which covers the ground from north to south and from east to west; that you will visit our Art Galleries and Museums, that you will find time to enjoy the theaters and visit our stores, and that the men will take advantage of the opportunities here to become acquainted with the business men of Milwaukee, for if there is one thing which we hope to achieve by the presence of these state associations in Milwaukee it is to impress upon you the fact that Milwaukee, while the metropolis of the state, is still the friend of every small town, village and city in the state, and is anxious to respond to any call which you may make upon us for our co-operation and sympathy with you in whatever pertains to the development and best interests of the community which you represent.

We realize that you gentlemen of the Wisconsin Buttermakers' Association represent one of the very greatest industries in this state, that you have carried that industry to such a prominent position that Wisconsin is now recognized as one of the leading, if not the leading dairy state in this great nation of ours and we know that you are coming together in these conventions that you may acquire knowledge which will enable you to continue to make a still greater dairy state, that you aim to secure purity in your products, purity above everything else. We know that you aim to deal fairly with all those with whom you come in contact and we recognize in you representative business men of the state of Wisconsin, whether you come from the small farm, the small town or the larger cities.

If the mayor were here tonight he would tell you, I presume, that you have free access to the city day and night; he would tell you that Milwaukee has no key, the key was



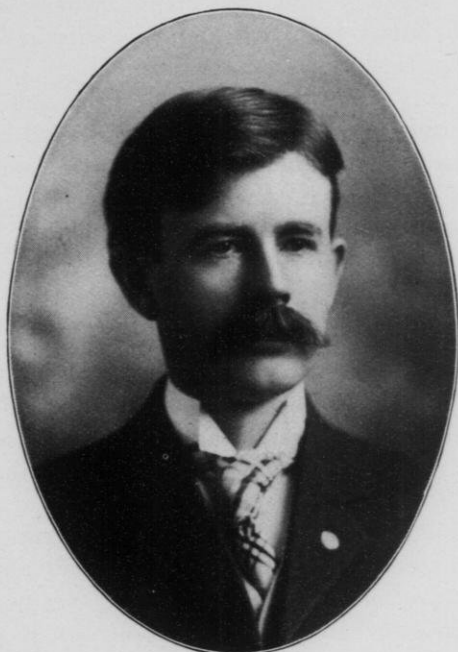
thrown into the river years ago. He would probably tell you that our police force is maintained only as an adjunct to the emergency hospital system and you cannot get a ride in the patrol wagon unless you meet with an accident and have to go to the hospital, that it would be impossible for you to break into the county jail.

The people of Milwaukee are all glad to see you, you will find that to be true wherever you may go. My talk which will be longer will come on later in the evening, so I am not going to say more now. I realize that you have a treat in store for you in the talk which will be given to you by the gentleman who is to respond to the address of welcome because I have heard Mr. Larson respond to an address of welcome and certainly the talk he gave at that time was enough to put any man on his mettle to extend an address of welcome to you at this time.

I thank you for the attention you have given to me and through me for the attention which you have given the mayor, and I want to say in his behalf that he will be glad to have you come to his office any time you are in the city, and whether he is there or not you will find a courteous guide to show you through our Municipal Building.

---

**The Chairman:** The response to this cordial welcome will be given to us by Mr. H. C. Larson, of Dodgeville.



H. C. LARSON  
DODGEVILLE

**Response to Address of Welcome.**

Mr. H. C. Larson, Assistant Dairy and Food Commissioner,  
Dodgeville, Wis.

Mr. Chairman, Mr. Watrous, Ladies and Gentlemen, and  
Members of the Wisconsin Buttermakers' Association:

We meet tonight, for the first time in the history of  
this association, in Milwaukee for our annual convention  
and I must say that it is an honor for us to be so cordially  
welcomed to this the greatest city of the state by Mr.  
Watrous, and, Mr. Watrous, in behalf of this association, I  
want to thank you for that welcome.

There are in Wisconsin something like thirteen hundred  
creameries and skimming stations, provided at about three  
million dollars; the number of patrons of those creameries

are about 70,000 who milk about six hundred thousand cows contributing annually milk and cream, which when manufactured into butter is worth about twenty million dollars. Those creameries and skimming stations are scattered over the state in sixty-seven counties, with from one to eighty in a county. From those figures can be gathered something of an idea of the extent of the creamery business in this state. Just think of the thousands who are daily benefited by it and of the good influence that it has upon the business of the state, both wholesale and retail!

In the main our creameries are well built and well equipped with the best and most modern creamery machinery. The buttermakers who are employed in those creameries are men who know their business and do their work better, keep their factories cleaner and in a more sanitary condition than ever before in the history of the creamery business. The patrons are more intelligent and are doing more profitable dairying in that they have cows of a better dairy type, better housed and fed. The milk and cream receives more care and is delivered to the creamery in better condition than ever before and, Mr. Watrous, in consequence of this Wisconsin is today producing a larger percentage of extra creamery butter than any state in the Union.

I do not hesitate to say that we feel proud of our record and position as a dairy state, but we have had to fight for it and we shall have to fight to maintain it. However, we must not be satisfied with present conditions. This seventh annual convention is sufficient evidence that we are not, because we meet as an organization to discuss the various phases and gain new and better knowledge along all lines of up to date dairying that we may return home and put into practice that new knowledge gained, thereby building up and advancing the dairy business to a higher degree and making it more profitable to the individual dairyman and to the state. And in this connection I am pleased to see that so many have arranged their duties so as to be present at this convention meeting.

I assure you, Mr. Watrous, in behalf of this association,

that we as buttermakers enjoy being with you and will enjoy your hospitality. We do not want to be like a sponge soak up and retain, but we want to, directly or indirectly, through our chosen vocation, aid in making Milwaukee even greater than it is at the present time.

I thank you.

---

**The Chairman:** We will now listen to the report of the treasurer, Mr. Guy Speirs, of Eau Claire.

---

### Treasurer's Report

#### Receipts

##### PREMIUM FUND

April 4, 1907 .....	\$ 580.26	
April 11, 1907 .....	4.00	
February 3, 1908 .....	25.00	
February 4, 1908 .....	55.00	
February 7, 1908 .....	5.00	
February 8, 1908 .....	25.00	\$ 694.26

##### GENERAL FUND

April 11, 1907 .....		235.62
----------------------	--	--------

##### STATE FUND

August 30, 1907 .....		600.00
-----------------------	--	--------

##### ADVERTISING

December 2, 1907 .....	\$ 5.00	
December 7, 1907 .....	10.00	
December 14, 1907 .....	15.00	
December 19, 1907 .....	5.00	
December 24, 1907 .....	20.00	
December 28, 1907 .....	5.00	
January 8, 1908 .....	55.00	
February 3, 1908 .....	90.00	
February 4, 1908 .....	40.00	
February 7, 1908 .....	30.00	
February 8, 1908 .....	35.00	
February 11, 1908 .....	10.00	\$ 320.00

---

\$1849.88

## DISBURSEMENTS

June 8, Order No. 103, W. Christianson (Butter Fund).....	\$ 6.50
Nov. 29, Order No. 105, J. G. Moore.....	10.03
Nov. 29, Order No. 106, W. Meyer .....	1.75
Dec. 2, Order No. 104, A. B. Rump .....	3.50
Dec. 28, Order No. 107, W. Meyer .....	8.50
Dec. 28, Order No. 108, J. G. Moore .....	35.00
Jan. 4, 1908, No. 109, P. B. Haber .....	275.35
Jan. 24, 1908, Order No. 110, J. G. Moore .....	40.00
	<hr/>
	\$ 380.63

## RECAPITULATIONS

Total Receipts .....	\$1849.88
Total Disbursements .....	380.63
	<hr/>
Balance on hand .....	\$1469.25

G. SPEIRS, Treasurer.

**The Chairman:** The next on our program is the report of our secretary, Mr. J. G. Moore, of Madison.

### Secretary's Report.

Mr. President, Ladies and Gentlemen:

At our last meeting the subject of having our annual report printed earlier was discussed, and it was the idea of some there present that the report should be printed in at least two months after the convention.

As the chairman of the legislative committee appointed by the President I had two bills drawn, one to increase the appropriation that we receive from the state, from \$500.00 to \$600.00, which is the same amount as that received by the Cheesemakers. This bill passed the legislature and was signed by the Governor.

The other bill was killed, by being made a part of an omnibus printing bill, and while it passed both branches of the legislature, was vetoed by the Governor. In talking over the matter with him he assured me that he would have been willing to have signed our bill had it come before him alone and so I have hopes that another trial may be successful.

This Association is indebted to the Hon. James McKenzie, of Vernon, Waukesha County, who presented the above mentioned bills and who worked long and earnestly to have them passed.

The legislature as you all know did not adjourn until July and the printing bill was one of the last bills passed by the Senate, so that it was very late before I knew definitely the fate of our bill.

I, however, at once took up the matter with several printing establishments and let the contract to the P. B. Haber Company of Fond du Lac, Wis. They agreed to rush the work, but no sooner had the work been started than they were hindered by a strike and other matters as outlined by Mr. Haber's letter to me, herewith presented:

Fond du Lac, Wis., Dec. 31, 1907.

Mr. J. G. Moore, Madison, Wis.

Dear Mr. Moore:

Am enclosing you herewith bill to cover the cost of the Annual Report Minutes, which were shipped you last week and I hope promptly reached destination.

Am sorry that there was so much delay from one cause and another in completing the report, but when we did finally get copy in hand it proved to be the most inopportune time this office ever experienced. Our foreman of linotype department was taken suddenly sick and finally was obliged to entirely abandon the hope of coming back during the present season at least, which compelled us to look up another man. We succeeded in getting a man from Chicago, but he was not sufficiently experienced to handle our work and we finally brought a man here from Jersey City who has moved his family to Fond du Lac, so we feel that for a time at least we are protected from further embarrassment at this point.

Our office has for years enjoyed the reputation of being always on time, and I assure you it's exceedingly embarrassing to be obliged to explain the cause of tardiness, and we shall endeavor to not permit it to occur again. Hope you will not lay it up against us.

We think that the job is a very nice one and trust it will please all around and that we may be favored with your further patronage, which we assure you will be much appreciated.

Yours truly,

P. B. HABER.

I did not receive the reports until 11 a. m. the 31st of December, 1907, but at nine o'clock that evening I had them in the postoffice.

I do not think the value of the reports have been diminished by the delay. In my opinion their chief value is as a reference book, as the dairy press gives such complete reports of the convention at the time so that those who are unable to attend in person have the salient points of all the papers and discussions at once.

I am still of the opinion that we would lose nothing by having the state print our reports and another effort should be made to that end.

The subject of cream rates brought up by the Hon. J. Q. Emery in his address last year at Wausau, has been investigated in this state by our State Railroad Commission, and at the hearing before that body last November, the creamery side of this question was looked after by a new organization of creamerymen, called the Wisconsin Dairy Manufacturers and Milk Producers' Protective Association.

Owing to other matters of great importance, the commission has not yet rendered its decision, but I am reliably informed that we can look for the report of the Commission in a short time.

Later the organization expects to go to Washington to present the interests of Wisconsin creamerymen to the Interstate Commerce Commission.

In the matter of finances our Association is quite prosperous and at the last convention the membership was 390 which considering how far north the meeting was held speaks well for the continued interest manifested in our association. The financial panic of last fall tended somewhat to diminish the amount of money subscribed to our premium

fund, which amounts this year to \$1,081.10, made up as follows:

Butter Fund .....	\$ 576.10
City of Milwaukee .....	300.00
Creamery Package Mfg. Co., Chicago, Ill.....	25.00
Fox River Butter Co., Aurora, Ill.....	25.00
Wells, Richardson & Co., Burlington, Vt.....	25.00
DeLaval Separator Co., Chicago, Ill.....	15.00
Vermont Farm Machine Co., Bellows Falls, Vt.....	15.00
Wisconsin Dairy Supply Co., Whitewater, Wis.....	15.00
National Creamery Supply Co., Chicago, Ill.....	10.00
J. G. Cherry Co., Cedar Rapids, Ia.....	10.00
D. E. Wood Butter Co., Elgin, Ill.....	10.00
J. B. Ford Co., Wyandotte, Mich.....	10.00
Diamond Crystal Salt Co., St. Claire, Mich.....	10.00
Worcester Salt Co., New York, N. Y.....	10.00
Colonial Salt Co., Akron, Ohio .....	10.00
Lesserman Bros., Chicago, Ill.....	10.00
S. B. Friday, Brandon, Wis.....	5.00
	<u>\$1081.10</u>

The General Fund for 1907 stands as follows:

Balance as reported at last convention .....	\$ 241.45
Received from advertising in last year's program.....	435.50
Richards Iron Works, Manitowoc .....	2.50
Paid memberships .....	246.00
Membership of butter exhibitors .....	142.00
Badges sold by A. L. Parman.....	.75
Received from state treasurer .....	600.00
Total .....	<u>\$1426.75</u>
Expenses .....	966.86
Balance .....	<u>\$ 459.89</u>
Advertising in this year's program .....	270.00
Due from advertisers .....	145.00
Total .....	<u>\$ 874.89</u>

With the prospects for a membership this year greater than ever, the Association is in a sound financial condition.

At the Minnesota State Butter and Cheese Makers' Convention held last fall, the Association offered \$1200 in money and prizes to the butter and cheese exhibitors. Not a dollar of this money was solicited from the firms usually donating to such funds, and it seems to me that such action



on the part of the Minnesota Butter and Cheese Makers places them in a better light and a more independent position than could otherwise be the case.

I believe that with the multiplicity of state and national organizations asking for contributions for this purpose or that, that our association could be materially strengthened by placing itself on record against the practice of asking contributions for the premium fund in the future and being satisfied with the amount which can be received from the sale of the convention butter and the money donated by the city in which the meeting is held.

The matter of advertising in the Annual Program I do not believe is looked upon in the same manner as the other fund just mentioned, and I believe the Association will secure more advertising if the contributions to the premium fund were discontinued.

I am still of the same opinion that I expressed at our Fifth Annual Meeting in Fond du Lac, viz.: that the by-laws should be changed so as to permit the Association to offer as prizes something beside the gold and silver medals now permitted.

Respectfully submitted,

J. G. MOORE, Secretary.

**Mr. Parman:** Mr. Chairman, I beg to report that the executive committee went over the books of the secretary and treasurer this afternoon, and found them correct.

**Mr. Larson:** I move that the reports of the secretary and treasurer be adopted as read.

Motion seconded and carried.

---

Mr. L. H. Schroeder, Vice President, takes the Chair.

**The Chairman:** We will now listen to the address of our President, Mr. E. C. Dodge, of Lake Mills.

### President's Address.

Ladies and Gentlemen and Brother Buttermakers:

It has been an established custom for the President to deliver an annual address, and it affords me great pleasure to have my first efforts in this—our metropolis. The very cordial greeting we have received, and the courtesies shown us, go far toward convincing this association that it made no error in selecting Milwaukee as our convention city. Personally, and in behalf of the association, I wish to extend thanks for the efforts put forth by your business men in locating us in these pleasant surroundings.

I feel like a back number, however, when it comes to addressing a lot of buttermakers, with their modern ways and conveniences. In my mind the creamery business has seen more changes in the last twenty-five years, and made more strides scientifically, than any other branch of business of which the farm products are a factor.

It was in our grand state that the first Dairy School was born. I have watched it grow from year to year with feeling which I have not words to express. My only regret is that we are handicapped for room. I think there is no department of the University of Wisconsin that costs so little to maintain as the Dairy Department, and yet there is none that is doing so much good for the state.

When we think of the work of the Babcock tester and the millions of dollars that it has annually saved the dairy industry of Wisconsin, as well as that of the whole world, and when we realize that this invention was a donation by Dr. Babcock we should consider him one of the world's greatest benefactors.

Another thing about the dairy school I wish to mention is this: Heretofore any pupil has been obliged to take as much work in cheese as in butter, but under the new plan a pupil can give his entire attention either to butter or to cheese as he may wish.

As you know most of our boys are students who have only one or two years' experience, and it seems better that they concentrate their energies, and not spend their efforts

in so many directions that they do not get any part thoroughly. I think this is a very important change and believe it will work out well.

It seems but a few years since our legislature established the office of Dairy and Food Commissioner and Governor Hoard appointed the first Commissioner; but when we see the work they are accomplishing we feel justly proud, and know that the way of the transgressor is bound to be a hard one in our state when they come under the supervision of such men as J. Q. Emery and his assistants. I only wish there were double the number of assistants, for I feel sure that the saving to the state would justify the expenditure, not only in its sanitary products, but in its moral effects upon the inhabitants. More power should be given this department in the way of inspection of dairies. To my mind too much cannot be said as to sanitary conditions. If "cleanliness is next Godliness," it should be put into practice in the dairy, and our inspectors should have power to prosecute offenders.

During the last year a monthly scoring contest has been held in our dairy building, and the butter has been scored by three competent judges. This is certainly a progressive movement, and I hope this year will see double the competitors. The criticisms on the weak points of each make will surely have a tendency to stir the maker up over such obstacles as otherwise would not come to his observation.

Since our last meeting there has been an organization established in the state known as the Wisconsin Dairy Manufacturers and Milk Producers Protective Association. Preliminary steps were taken at Watertown on July 30th, the meeting being called by Mr. F. A. Seeber of Waterloo, who is now President of the Association. The principal object of this is to protect creameries and factories in our state and encourage home industries, instead of sending cream to the large centralizing plants outside of the state and its immediate territory. You will hear more of this later on in our program and as it is a matter of no small moment, I trust you will give it your liberal support.

I notice our former President made mention of a uniform dividend statement. I wish such might be brought about, but see no way only through the legislature and if such a movement is undertaken, each member must consider himself a delegate to labor with his representative, legislators, and senators in its behalf.

I trust that a vote of thanks will be extended to the Hon. S. A. Cook, of Neenah, for the three beautiful chairs he has given us each year. He certainly has done as much for the dairy industry as any man in our state, and I feel that it is the duty of this convention to recognize the fact.

In closing I wish to express my thanks for the honor you conferred upon me in electing me your President. I only hope I may come up to your expectations and be able to serve you as well as my predecessor. I trust that you will each and every one assist me in every way possible in making this our banner meeting.

---

**The Chairman:** The next on our program is an address on Milwaukee, the Beautiful, illustrated, by Mr. R. B. Watrous, of this city.

---

**Milwaukee, the Beautiful.**

Mr. R. B. Watrous, Secretary Citizens' Business League,  
Milwaukee, Wis.

Mr. President, Ladies and Gentlemen:

I want to say, in regard to this talk, that it was designed to give in a short time the most information possible to a large number of our convention visitors. As you perhaps know, a large number of conventions meet in Milwaukee each year and a number of people come here without knowing that there are places of particular interest they might want to visit, and this talk, which is sometimes given to conventions as it is given to you tonight, is to show places strangers might desire to visit with profit and pleasure to themselves, and I am glad to have the privilege of showing the pictures and giving the talk which goes with them, which by the way is quite a rambling talk, to the butter-makers tonight.

Down in the lobby tonight a couple of Irish gentlemen were watching the convention delegates pass by, and two or three wore their badges. One of the Irishmen said "Pat, what is a convention," "Well, Mike, that's where people convane."—"But, Pat, what do they convane for?"—"Sure, because it is convanyent." I think the buttermakers are convening for something more than mere convenience. You are here really to conduct a school, you are the pupils and the teachers, you are here to teach and to learn, so that you differ from a great many of the conventions which assemble here, some of which are held almost exclusively for the pleasure which those attending them can get out of them.

Wr. Watrous showed pictures of the officers of the association and many views of Milwaukee, with a descriptive talk.

---

**President Dodge:** I want to thank Mr. Watrous for this beautifully illustrated lecture. It has been a revelation to me and I feel sure that very many of us will avail ourselves of the opportunity to see some of those beautiful things. I was very glad to hear the water here is so good for I feel that most of you have left your buttermilk cans at home and will be glad to know that you are safe in drinking the water.

Tomorrow morning will be devoted to viewing the machinery and the regular business session will convene at 2 o'clock tomorrow afternoon. We will now stand adjourned until that time.

---

### WEDNESDAY AFTERNOON.

Meeting called to order at 2 o'clock by President Dodge and opened with music by Mr. Jules Lombard, who sang "Rosebush" and by request "Maggie" in his usual excellent manner.

**The Chairman:** Mr. S. B. Shilling would like to talk to the convention for a few minutes.

**Remarks.**

Mr. S. B. Shilling Chicago.  
Secretary National Buttermakers' Association.

Mr. Chairman, Ladies and Gentlemen:

I wish to make an announcement and crave the indulgence of your officers and the audience to say this, that there is going to be a National Buttermakers' Association meeting, of which no doubt most of you are aware, in St. Paul in March, and we are desirous for a large membership from the state of Wisconsin for that association. You who were here last night will know why we are particularly anxious to have a large membership in Wisconsin, because Wisconsin, I believe I am right in saying, has the opportunity within her grasp of becoming the center of the Universe in dairying in the United States. How nearly true this will be or how far the plans of your state can be carried out depends a great deal on you boys, but what I wish to say to you here is that Mr. Credicott, Mr. Olson and myself are prepared to let you have badges of the National Creamery Buttermakers' Association and we will be glad to take your fee and make you a member of that organization. I thank you.

---

**The Chairman:** The next subject on our program this afternoon is Creamery Score Cards by Mr. J. C. Joslin, of Mankato, Minn. I have pleasure in presenting to you Mr. Joslin.



J. C. JOSLIN  
MANKATO, MINN.

### Creamery Score Card.

Mr. J. C. Joslin, Mankato, Minn.

Mr. President, Ladies and Gentlemen, and Members of the Wisconsin Buttermakers' Association:

I feel somewhat honored in having been invited by your secretary to come here and be present at your convention and address you here. I feel that I am not altogether a foreigner in Wisconsin, in view of the fact that I was born in this state and lived here the first six years of my life, so although I have been adopted into the Gopher state I have still a tender spot in my heart for the old Badger state, and I was glad of an opportunity to come here and see how you do business. Up in Minnesota we think we have pretty good conventions, but we are always ready to learn and if we can

get pointers from the way you conduct your meetings, we shall make use of that knowledge to improve our conventions in Minnesota.

I have been asked to give my experience in using the score cards for both creamery and buttermaker, under the system formulated by the Dairy Division of the Department of Agriculture at Washington. We have been using the score cards in Minnesota since they were brought out last spring; our inspectors have been scoring buttermakers and creameries by this system and we like it well enough so we are going to continue its use. I think Mr. White's idea (I believe he is the one that conceived the idea of scoring buttermakers and creameries by points) was to get down to a system so the different inspectors in the state and the inspectors in the different states could score somewhere nearly alike and when their reports are sent in, as they are, to Washington those scores would compare, that is a score of 93 from Minnesota would represent the same as 93 from Iowa, Dakota or any other state, and I think his idea also was that it would give prestige to the good buttermakers. If the inspection is done properly by a practical inspector who understands the buttermaking business thoroughly, it will be somewhere near correct and will show pretty close to exactness what each buttermaker really is doing. This report goes to Washington and is tabulated in such form that they can at any time look it over and see the standing of a buttermaker. After this grading is established in all the states, I believe a list could be issued showing the buttermakers in the highest grade, and this list sent to the managers and secretaries for the benefit of the buttermakers. I have no authority to make that statement but in my opinion the use of this score card will lead up to that.

I believe a list like that could be issued and have it broad enough so that it would give a short history of each buttermaker, giving his nationality, his experience, salary he is getting, all the details that a creamery secretary would wish to know before hiring a man. If this list were sent out to those who wished to have it, it would be easy for the sec-



retary or manager to pick out a man that would nearly suit the conditions required. We know in some localities a German buttermaker would give better satisfaction than anyone else; in other places a Dane would be desired or a Norwegian, in some places a Yankee. If this list were put out in the right way and the scoring done by a competent man, it would give the creameries an opportunity to get a skilled man and they would know at once how much they would have to pay that man for his services. Of course this is only my idea.

There has been a great deal said and a great deal written in the newspapers in the past two years about this system of scoring, and most of it has been favorable to the score card. It seems to me, in view of the fact that this scoring system has been used in so many creameries this year, that there is nothing wrong with it or the buttermakers would have taken the matter up and we would have had more adverse criticism than we have had. I think it is a good thing and I want to give you a few reasons for thinking so. I have covered this subject in the Dairy Record and you may think it is threshing old straw, but nevertheless I will tell you my reasons for thinking this system is proper to use.

I think the use of the scoring card or system will result in better work by the inspectors and will result in getting better inspectors. You notice I begin with the inspectors. I firmly believe we inspectors need improvement and advancement as much as you buttermakers need improvement and advancement, and I believe the inspector who does not keep up to date, keep in touch with all the advanced ideas and work to improve himself will become a back number as an inspector just as much as we have back number buttermakers who do not do those things and keep up to date. Therefore anything that will improve the inspector ought to be a good thing. In the first place I want to say that the reports we usually got out, or the blanks we had in Minnesota at least, required only that the inspector go into the creamery, take down a few facts, and the rest of the report could

be made out at leisure if the inspector wished to do so; but with this system it is necessary for the inspector to make a careful investigation of everything in the creamery and ask such questions of the buttermaker as will result in the buttermaker knowing what is necessary for him to do in order to get a good standing. You will notice by the cards I have distributed in the seats a list of things that it is necessary for the inspector to look over and find out in regard to the buttermaker's cleanliness and how he keeps his creamery, and we have seen so much of this last year that we know it is a valuable point. Experience, education, tact, cleanliness, handling cream, making butter, moisture, preparation of package, sanitary conditions and general neatness, some of the things that with some buttermakers are delicate questions and under the old system would be entirely neglected, but with this scoring system it gives the opening we need to learn all these things without offending the buttermakers. That is one reason why I say it is a good thing. Another thing, it benefits the inspectors and I believe it keeps us from being careless. In view of the fact that we leave a copy of the score card with the buttermakers and a copy of the creamery score card goes to the secretary, we have to be very careful how we mark those cards and it is our interest to mark them nearly right as we can according to our judgment. If we do not do so, it would show up against us as the cards stay at the creamery.

In the second place, I believe it will result in better work by a better class of buttermakers. Of course we always have to fight for or against anything new like this turning up because there are many who will find fault with a new system, but I know in my territory the buttermakers are doing better work and taking more interest in their work because they know this system is to be used when the inspector visits their factory and they want to make a good showing. A copy of this score card with criticism is left with the buttermaker and he can see what is required of him to make a good showing and in this way he can get in line if he wishes to do so.

Third, I believe the use of this government score card in the inspection of the buttermakers and creameries is a benefit to the creamery secretaries and through them to the creamery patrons in general. A creamery secretary gets a copy of a creamery score card and he can see wherein his creamery is at fault, where it is lacking in anything, and he knows this scoring has been done by an inspector who has no reason for scoring the creamery in any way except according to instructions, and he can bring this card up at the Board meeting or annual meeting, showing the farmers where their creamery is lacking and if they wish to improve it they will know what to do to improve it. I believe it will be a revelation to many creamery boards and secretaries to see how their creamery looks to an outsider.

There is another thing that would naturally come up in regard to this, and that is the time required to use this scoring system. If the inspector were a new man and not acquainted with the buttermakers in his territory, it would be necessary to have him stay at the factory at least one day and perhaps two, in order to make a report that will do justice to the buttermaker, the creamery and the inspector making it; but where an inspector is acquainted with his territory and knows most of the buttermakers, it does not take much longer than any other system. I believe that our system of inspection work needs changing, I believe our methods ought to be changed. We have perhaps all had good results along this line but there is no reason why we cannot get better results, and I want to say that our law in Minnesota really counts the inspector as a police officer. All the law requires of him is to see that the sanitary conditions are properly attended to and make a report of the creameries in his territory once a year. That is all the law actually requires but it seems to me we have got far enough along so this is not enough.

I want to say that I do not want to find fault with the inspection in the past. I believe the inspection of creameries carried on in years gone by has done a great deal towards building up the dairy industry, but I do not think

it has been all it might have been and I think we have chance for improvement in it today. I was visiting a creamery a short time ago, not in my territory, and the buttermaker told me about the scare he had when the inspector came there last spring. He said "Inspection work now is different from that done a while ago. I was scared nearly to death, thought I was going to be fined. The inspector came into the creamery, looked into everything, into the vats and pipes, and finally came to the pipes that lead to the separator." (This creamery was not provided with an up to date milk heater, it had live steam system of heating milk and you know how that steam going in there will burn the casein in the milk on the pipes.) "When the inspector came to this he said 'Do you take those pipes down regularly and clean them out?'" The buttermaker said no they were stuck together so tight he could not take them apart, and the buttermaker told me it was all he could do to keep the inspector supplied with tools and he took the pipes apart so quick it surprised him. The inspector found the casein and burned milk in the pipes and said to the buttermaker "I think I will have to fine you." The buttermaker said that was the worst scare he ever had and while he did not fine him that time, he was sure that the pipes were taken apart ever after that. I simply tell you this to show you that our inspectors today are looking after things closer than they formerly did. This buttermaker told me other inspectors would simply visit his creamery and ask how things were going, how many patrons they had, how many tubs of butter they shipped, a few questions like that, and then leave. I know of one inspector that came into a town on a freight train, went to the creamery, made out a report and left town on that same train. While that inspection may comply with the law, I do not believe it will do much good for the dairy industry.

My idea is that instead of having an inspector visit eighteen or twenty counties, it would be better for him to have only a few counties and so attend to his duties in those counties that every creamery in that territory was able to do

the best possible under their conditions. They should be getting all the over-run they can have, should be getting the best quality of butter possible to get and should have no unnecessary leaks, and an inspector by having a small territory could see to this and could do enough good in those few counties perhaps in the year to put them so they would not need an inspector there perhaps for some time. Further, he could so instruct the buttermakers and the patrons so they would get along very nicely and it seems to me he would do more towards helping the creamery industry in that way than by covering twenty counties and only remaining long enough to make a report saying the creamery was clean. What I want to lead up to is that any system of scoring that will necessitate an inspector staying longer at a place is a good thing, and to use this system as it should be an inspector must stay longer at a creamery than they have in some cases in the past.

There has been a good deal said this last summer in regard to tact. I am not going to say anything more than that I believe it is necessary for the inspector who uses this scoring system to have a good deal of tact. I do not believe the inspector without tact will make a success of this scoring system, but any man who uses good judgment can get along all right with it. I have had very little trouble in that respect. My plan has been, where a scoring is done, to show the buttermaker the instructions we have to go by, then he understands our position and knows that we are willing to be fair, and in every case they generally admit that what I have scored them is perfectly fair.

I believe the use of this score system will result in better work by the inspectors, better work by the buttermakers and of great value to the creamery secretaries, will be a revelation to them with the result that we will have more wide awake, better creamery managers, better records for the department at Washington and also for our state department.

I think Minnesota is the only state where there are a large number of inspectors using this score card at present

and I would like to see the Wisconsin commission take this matter up, because if they do we inspectors in Minnesota can meet with the inspectors in Wisconsin and discuss these subjects to our mutual advantage. We would be benefited from such discussion and you would, with the result that there would be better and more uniform work in both states.

That is all I have to say on the subject unless you have something you wish to ask. I thank you very much for this invitation to attend your convention and trust you may come over to the Gopher state and attend our meetings. I thank you.

---

### Discussion.

**The Chairman:** Do you desire to ask Mr. Joslin any questions?

**Mr. Corneliuson:** I would like to ask Mr. Joslin if he makes a practice of putting down in the columns for remarks reasons for the score given?

**Mr. Joslin:** Yes Sir. I try to make that as complete as possible so the buttermaker will thoroughly understand why he is scored off on a certain point. Of course we have instructions that go with these cards for the use of the inspector and each point is clearly given so it is easy to score. Of course it would not be fair to the buttermaker if it was not marked on the inspection blank so he could see why he was marked off.

**Member:** The general appearance of the driveways and grounds, how can a buttermaker remedy that if he works for a company that will not stand by him on that proposition?

**Mr. Joslin:** I find near many factories large ash piles and stuff of that sort piled around the creamery, which the buttermaker could remove. Also often in the fall weeds are allowed to grow up so that one can scarcely see the creamery. It is no trouble for the buttermaker to get a scythe and cut the weeds. You understand this creamery score card does not reflect on the buttermaker. This card is to

show the secretary, manager and creamery board just what their creamery needs. This does not go against the buttermaker at all, he has his own individual score card.

**Member:** I know a buttermaker who planted flowers and shrubs around his creamery and often times the patrons would tie their horses to the trees and let them eat them all up.

**Mr. Joslin:** The buttermaker should get his patrons in touch with him so they will feel they have a pride in their creamery. Of course in a proprietary creamery it is a different proposition, the buttermaker and manager there would get both of these score cards and it seems to me in an individual creamery he would like to have his creamery look well.

**Member:** One of these cards, as I take it, shows the buttermaker what kind of creamery he had to work in, while the other shows the creamery company what kind of man it hires.

**Prof. Webster:** I perhaps had as much as anybody else to do with getting up this score card and the point this gentleman has mentioned is one of the vital points. We have found, in our correspondence with creameries all over the United States and the knowledge our force has had in the manufacture of butter in creameries, that those things have been at such cross purposes we could not tell whether the buttermaker or the man that owned the creamery was responsible. We have tried to show by these score cards where the buttermaker is responsible and where the owner is responsible and where each of their responsibilities terminate, and I believe we can find some good buttermakers working under poor conditions and some bad buttermakers working in creameries that ought to be getting good returns but for the carelessness of those buttermakers. I believe it has worked out in Iowa, North Dakota, South Dakota and Minnesota and over in Michigan. The inspectors and those interested in the creamery find out where the fault lies and that is where one of the vital points is, to show the exact responsibility for every part of the creamery work all the way

through. When we find butter on the market of inferior quality, we can go back to the creamery putting out that butter, look up the scores of the creamery and generally place the responsibility on the right party, and not let the butter-maker suffer if it is not his fault and not let the creameries suffer if they have a poor man.

**Mr. Johnson:** I want to mention one thing, not strictly in relation to the score card but it appears to me, as Mr. Joslin said, that the inspectors have to cover too large a territory to keep proper control and know exactly what is going on. They do not get to a factory often enough. While in Europe this summer I noticed that they had a great deal closer inspection there. I went through a couple of hundred creameries in Denmark and found the conditions in nearly all the creameries the same, the manufacture came under the same conditions and everything is thoroughly clean, they have only one way of making butter, one way of making a starter. The creameries are kept in a first class clean condition all the way through Denmark, no matter where you go, and the process of manufacture is the same there, while in this country there are a thousand different ways of making butter and a thousand different ways of doing things in a creamery.

It seems to me on this matter of inspection the dairy and food department is trying to do something it possibly cannot do. It looks to me the same as when an inspector visits a creamery where the buttermaker is overworked, and yet the inspector will say to him "Why is not so and so done?" The buttermaker will say "Because I have not had time." When I got back from Europe this summer I took charge of a factory. The first day I was there an inspector came to the factory and as I had found things as I did not like to have them I asked the inspector why he had not been there before, the man who was in the factory before I took possession of it having told me that there had not been an inspector there for three years. The inspector said they had not got around to it. Now we cannot carry along any basis of inspection if the inspector only visits a plant once



in three years, therefore I think it is more advisable to have a smaller territory for the inspector, then the inspector would become acquainted with the creameries and go from creamery to creamery, perhaps visiting each creamery every five or six weeks, or as often as he thinks necessary, he could give instructions and suggest to the buttermaker how to improve the quality of his product, arrange the machinery more conveniently in the creamery both for economy and general appearance, etc. It is my opinion that the dairy and food department is trying to do something it cannot do with the amount of help it has. There should be many more inspectors according to the number of creameries, so the inspector could go to each creamery frequently and have thorough control of the work.

**Mr. Moore:** I agree with all Mr. Johnson has said in regard to more frequent inspection of our creameries, but when you consider that one inspector may have fifteen counties to supervise it is impossible for him to visit each creamery very frequently. According to Mr. Johnson's figures to have an inspector for thirty creameries we would need forty inspectors for creameries and fifty cheese factory inspectors. If you want that number of inspectors the proper way to get them is to go after your legislators, impress them with these facts; but the trouble is when you leave here it is all over, you do not do anything. When we write to you to get busy and urge upon your senator and legislator to do certain things, what do you do? You are in a position to do mighty things if you only will but you cannot do them by saying nothing and doing nothing. Get after your patrons and enlist their sympathies in this matter. Do something, you have to do something to get anything.

**Mr. Johnson:** Mr. Moore says that it would require forty creamery inspectors and fifty cheese factory inspectors to visit the creameries and cheese factories as I have suggested, but what does that amount to in comparison with the good it would do. There are seventeen inspectors in Wisconsin and 2900 factories, which would mean that each inspector has nearly 200 visits to make and of course it is

impossible to do that. It would be like a man going to a creamery and trying to handle 100,000 pounds of milk a day himself and has very good reasons for not doing the things the inspectors think should be done, because he has not time to do them.

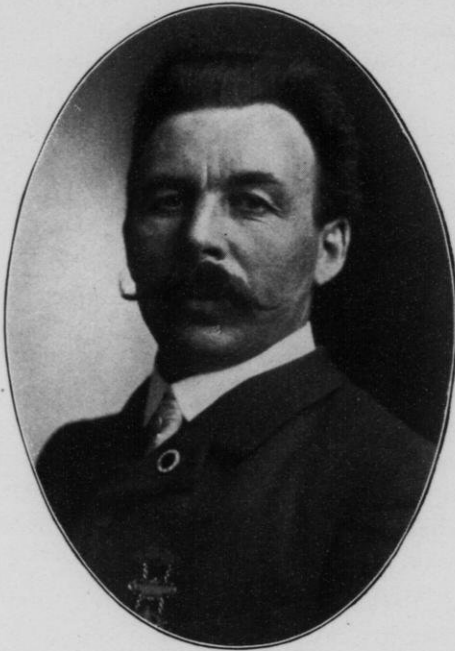
Things are said at these meetings and forgotten until the next time we meet. I think everyone who has the welfare of the dairy business in this state at heart should take this matter in hand and work to make things what they ought to be. We are all educated men, for the man who has not skill and education to operate a creamery should not be there and there should be no hesitancy on the part of the authorities to put him out of business the minute it is found he is not thoroughly competent to do the work required of him, and have men who are competent to do the work. In that way there will be less need for inspection although we ought to have inspection to keep on doing a little better all the time. When we get to the top, we still want to go higher if we can.

**Member:** Perhaps the speaker did not intend to convey the idea that we are not progressing along that line. It is only a short time since we had no inspectors in Wisconsin, there was nothing done to advance the methods of making butter and cheese. Now we have seventeen inspectors. Rome was not built in a day. I am proud of the progress we have made. Of course it is necessary we should push but large bodies move slowly and Wisconsin is an awful big body. We will go slowly along and, as I said, I am glad we are making the progress which we are and as we get going a large body moves faster, and after a while as we get bigger we will move faster.

**The Chairman:** I think we will have to leave this subject now.

Cornet Solo by Mr. Sadler, of Waterloo, Iowa.

**The Chairman:** The next on my program is a paper "How to interest my patrons in bringing better milk," by Mr. L. P. Holgerson, Troy Center.



L. P. HOLGERSON  
TROY CENTER

### How I Interest My Patrons in Bringing Better Milk.

L. P. Holgerson, Troy Center, Wis.

I have nothing new to tell you, just an old, partly worn out story, which I shall repeat in the hope that it may have some influence in helping to improve the quality of the milk and cream, as I think this state is considered one of the most prominent dairy states in the Union, and as such we must constantly try to improve in every possible manner along the dairy line.

If we can get our rural patrons interested in the creamery we can also persuade them to take good care of their milk and cream, as this is the foundation of good buttermaking. Show the patrons that we buttermakers are doing our part by keeping the creamery neat and clean in every re-

spect; one of the most prominent features being the whitewash, which should be used quite frequently, as lime can be purchased very cheap and the work is not of the hardest kind, though you may become disgusted when you are standing on a ladder, applying your whitewash with a zest, that surprises even yourself, to suddenly discover that the ladder is not of the strongest sort, and find yourself precipitated on the floor—a whitewashed person—the climax being reached when your helper looks at you with a half-humorous, half-supercilious air and exclaims, "My, but you have wasted a lot of whitewash, How did you fall?" etc. But these are only trifles. Lime should be used often in and about the creamery, because it is one of the best purifiers we can obtain.

Skim milk tanks and especially buttermilk tanks are generally so constructed in a large percentage of our creameries that they cannot be properly cleaned, or in a broader sense, cleaned at all. One of the inspectors told me that they were much displeased with these tanks, but as yet there had been no law passed which forbid their use. He also said that they were trying to impress upon the farmers the importance of taking extra cans, when milk is taken home from such tanks mentioned above.

Now there are two beings that I pity when such milk is taken home, and that is the farmer's wife, who generally has the cleaning of the cans under her supervision, and the stock to which the milk is fed. As a small percentage of the farmers are taking such extra cans, the result is that such cans, to a certain extent will spoil the flavor of the milk and cream, besides ruining the can in which it is placed, so I do sincerely hope that in the near future, a law may be passed forbidding the use of such tanks, in order that the farmers may receive milk in a good condition, to feed to their stock, which will, in my opinion, be a great improvement in the dairy industry.

Last spring when we started this year's "Educational Contest," I went to all of our patrons with a sample of "Washing Powder" and also with scrub-brushes. I started

on my trip in the late afternoon, so that I could be at their respective places during milking time. I explained to them the use of the "Washing Powder;" I also gave them suggestions as to being clean about the milking, and the care of the milk from the cow to the creamery. I asked them to white-wash their cow barn and also to install the King system of ventilation, that being one of the best systems by which a sufficient supply of fresh air can be secured without having the animals in a draft. Plenty of windows for allowing light should be placed in positions where the sun can readily enter them, and these should be kept clean. Sunlight is one of the best agencies for killing bacteria that we have. Another important feature which I urged upon them was the selection of the proper breed of animals for the economical production of butter fat.

Every patron should have his cows tuberculin tested not only as a protection to the consumer of dairy products but also to save himself from large financial losses. The testing of the animals by the Babcock test and the use of the scales was also urged upon them, as these cows that are commonly known as "boarders" are not much of an incentive to increase any interest in the dairy business.

My instructions were received as a usual thing with great interest and improvements were shown along many of the lines advocated. I also told them that it was necessary for me, in order to make good butter, to have their co-operation, and if I was assured of that they could depend upon me to do the best I could to make a good quality of butter. I find that my visits to the farmers' residences have resulted in greatly improving the milk delivered to my creamery.

### **Is the Educational Test a Benefit to Buttermakers?**

This is a question that is not solved in quite a number of buttermakers' minds, if it was solved, I think that many more would take part. Now Wisconsin has twelve hundred creameries in which, I believe two-thirds are making butter, while the total number of exhibits of butter for the first nine months are only about 1050. There must be some cause for

this. Can it be possible that the Wisconsin Buttermakers think that they do not need this education? Or is it because they think it costs them too much? Or are they considering it a humbug? If they wish to consider it as a humbug, why all I can say to it is, "It is your own fault" by trying to mislead the judges when you fill out the question blanks, telling how you made your butter, instead of telling how you made your own butter you tell of somebody else you know who has received a high score, so I would like to inquire "whose fault is it?" Now we certainly have got good and competent judges who will give us helpful suggestions in regard to the fault found with our butter, so if we truthfully give all the details required, when we are filling out our blanks it cannot help but educate us.

The cost of sending butter to the test is for the average buttermaker, I think not over fifty or sixty cents a month. Is it not worth that to you and much more?

I think we all need this practically free education, no matter how good buttermakers we are. This has been proved by the fact that seventy-five per cent of the prize money offered at the State Fair last fall was won by exhibitors taking part in the monthly scorings, also that the average score of the exhibitors taking part in the Exhibitions at the National Dairy Show was 93, while those who did not take part in the Scoring Exhibitions received an average score of 90.25. The entries in each class were about equal in number. This you will readily see made a vast difference in the price of the butter, as one lot would sell, as extras and the others as firsts.

Now perhaps the classification is the reason why many buttermakers have not been taking part. I think that it should be as follows: Class A, 93 and above; Class B, 90 and above or no classification at all. Have 93 as a standard giving "Rewards of Merit" for those scoring that and above.

The wages of the Wisconsin buttermakers are not over \$50.00 to \$75.00 per month. Now, I think the wages ought to be from \$75.00 to \$100.00 per month, so when we are unable to attend to our duty any more, we will have a little laid

by to live on during our old age, and not be a burden to the community. This is what the farmers and in fact, most all men are striving for, and therefore we buttermakers should educate ourselves so that we are competent to live up to our name as a good buttermaker, then we can demand higher wages.

So today, brother buttermakers let us try to enlighten each other on these subjects, and I beg of you who are here today, and have not been taking part in the Contest, to please be so kind as to give your name to Mr. Michels and have him send you a call next month. Also go to your neighbor buttermaker, get him interested so that we may all join in this good work.

We sincerely thank those men who worked so hard in order to get the "Educational Contest" started, and we also feel gratified toward the state for appropriating money for the promotion of the "Dairy Industry," which has cost it from \$2,500 to \$3,000 this year.

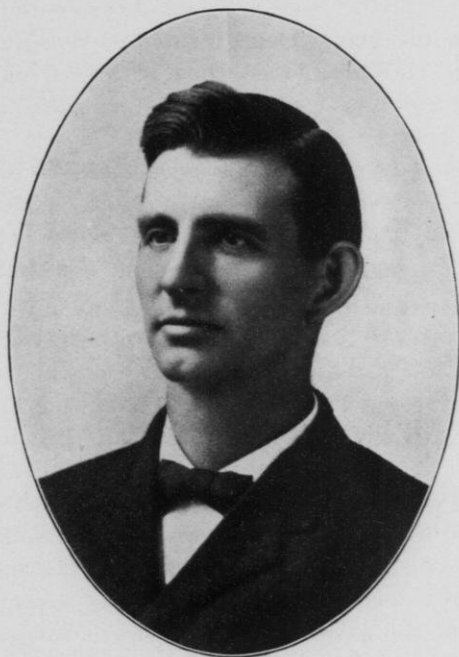
We should show that we appreciate this by taking part as this is not intended just for a few, but for every buttermaker in the state.

We also give thanks to Mr. J. G. Moore for giving us such good prices for our butter which is sent to the test as it is in reality more than it is worth.

Do not forget to send butter to the "National Buttermakers' Convention" at St. Paul; let us show the Minnesota buttermakers that they have got no string on that gold medal. We certainly can make as fine flavored butter as they can, so let us all try our best, in order that one of us may carry home the Gold Medal for the Badger state.

---

**The Chairman:** Any questions you would like to ask Mr. Holgerson? If not, we will pass on to the next topic "The County Agricultural School and Its Relation to the Dairy Industry," by Mr. A. Slaughter.



A. SLAUGHTER  
MENOMINEE

### County Agricultural Schools and Their Relation to the Dairy Industry.

Mr. A. Slaughter, Dunn County Agricultural School, Menominee.

Mr. President, Ladies and Gentlemen:

As I sat here and listened to Mr. Joslin I re-echoed all he said about the pleasure accorded him in being present here and so I will not repeat that, but as I also sat and listened to the dismal wail that went up from some of the friends present I began to wonder whether or not I had gotten to a land where the dairy industry was becoming eclipsed when I came to Wisconsin, but I do not think so.

Now I started out a good many years ago, when I was hatched as a blue winged chicken back in Delaware, then I



got down in the state of Ohio and became a Buckeye, then I worked a little farther west and got down in the state that our friend in the Dairy Department at Washington is so proud of, the Hawkeye state, then I moved up into the Gopher state and now I am in the Badger state. Since I have been sitting here I have been trying to figure out in my mind what sort of an animal I am, starting with the blue winged chicken, evolving into a Buckeye, subsequently into a Hawkeye, a Gopher and Badger. The chairman I think has diagnosed it properly and named me a mongrel.

I have written my address since I ate my dinner and I will just keep these little cards so as to keep track of myself. I am a little like a fellow I heard of in a story who had the habit of staying out late at night. His wife got to complain about his breath when he came home, and became somewhat suspicious, so he consulted his neighbor, who said to him "I will tell you what to do. Sour milk is the best thing in the world for bad breath. If you drink a quart of sour milk every night before you go to bed your wife will not be able to tell what you have been drinking." The man arranged for the sour milk and things went along all right for quite a while, but one day the wife had been darning stockings and pussy got playing with the ball of yarn and by some mischance it got into the quart of sour milk. Well the man came home that night, got his sour milk and began to drink it. It seemed tough and stringy but he had heard about ropey milk and he drank it down and began to wipe away the particles, and the more he wiped the more he had to wipe. He finally got hold of some of the yarn he swallowed and began to pull and the more he pulled the more he had to pull until he finally became frightened and called to his wife "Mary, Mary, for God's sake come down here I am unraveling." That is the trouble with some of us and when I get to talking I am apt to get unraveled, so I have jotted down a few things on a card this afternoon and I will probably interject only a few more that have come to me since I have been sitting here listening to the discussions that have taken place.

The subject assigned to me by your secretary, when he

wrote me in such an arbitrary way that I dared not refuse, was so big that I could not think of covering it here this afternoon but will just touch it. The County Agricultural School and Its Relation to the Dairy Industry. From the title of this subject and from the name of the school it would seem that it was altogether local in its character. This is only partially true. The county agricultural school is really a state institution. It is true that the laws which provide for it provide that the county must furnish the buildings and the apparatus used, but the state furnished the running expenses to the sum of \$4,000, two dollars for one that the county contributes. Of course if the county goes above \$2,000 the state does not go further than \$4,000, so these county schools are not simply local institutions but I wish this afternoon to emphasize the local effect and their connection with the dairy industry locally.

It has been a well established fact, learned by those who have been striving for a long time to educate the farmer, that the nearer you can take the education to the farmer the more active will be the method pursued. Following out this line, we have the Farmers' Institutes and in some sections where the dairymen have increased in number we have the dairy picnics, and in connection with our county agricultural schools we have the county school institute. The school with which I have the honor of being connected held this last year some twenty-seven or twenty-eight county institutes, not all in Dunn county; we went over into three or four of the other counties adjoining, so that the idea that culminated or fruited in the agricultural school was this, viz., that if you can take agricultural education closer to the farmer you will be able more effectually to reach him.

Talking just a few days ago with the author of the bill that brought into life the agricultural schools of our counties, former superintendent of education of this state, Professor Harvey, he said to me "In the drafting of this bill, in the inception of the idea, it was not that we should simply develop some particular local community but more than developing a local community, we can reach out and spread the agricul-

tural education that our farmers are so much in need of, for this reason that the education of our state, the standard of it will depend absolutely upon the education of the individual, and as we have found vast numbers of farmers' boys and girls who never go to the university, who cannot be possibly persuaded to go there, but who will go to the county school, we conceived this idea and had it enacted into a law."

Now I believe what Professor Harvey said relative to our boys and girls who attend our country schools and will not go to the state institutions is true; we have a number in our school at the present time who have told me that they cannot afford to go to the state university because of the expense. Many of our boys and girls there live in rooms furnished by furniture brought in from home, some of them drive in from the country, others walk in, some of them walking four and five miles to attend the sessions of the school five days in the week. Some of these boys and girls after they have gotten initiated into the elements of agricultural education, then broaden their ideas enough to desire to go to the university. Some of them after they have left the school in Dunn county, which has been in operation now for over five years, have gone out and worked for a while, not as experts but above the average in intelligence, and then have gone to the university.

Now you may ask "What has that to do with the dairy industry?" It has everything in my judgment to do with it because I believe that the better dairymen depend as a rule upon the better education of the farmer. In other words, if you can educate the farmer in other branches, in other elemental education, for instance agricultural education, you will find that in his improvement along these particular lines he will also improve along that particular line that has to do with the business with which we are especially engaged. So much for general principles.

The character of our course of study over there is determined not by the county school board wholly and by the faculty of the school, but by the faculty of the school, approved by the county board, approved by the state superintendent of education and the dean of the college

of agriculture in Madison, and in this course of study or curriculum we have as a necessity the particular special branch of dairying, and the extent to which we must carry dairying depends absolutely upon how much or how little the superintendent and the dean of the college of agriculture will approve. Heretofore this school has been handicapped and is at present handicapped because of this one fact, that it has no farm or dairy herd and I wish to say now that if there are any representatives here from counties that are contemplating the establishment of schools similar to the one in Dunn county, Marathon county and one or two other counties in this state, I would suggest that you consider first of all the necessity in addition to your buildings of owning and operating a practical farm where you can carry on all the practical problems of farm life, and especially emphasize dairy farming because I believe, with all respect to those who may be a little pessimistic, that Wisconsin is destined not only to be a great dairy state and, as our friend suggested a while ago, capture the gold medal from Minnesota, but I believe the day is coming when it will be possible for her to show Minnesota some things in other lines as well as in the dairy industry. There is one thing that Wisconsin ought to be proud of that I want to mention here and that is that the principal part of what Minnesota knows about dairying she learned from a man that came from Wisconsin.

How can we show the connection, the direct intimate connection between the dairy industry and the agricultural county school? I am going to mention some practical lines of work that we have been doing and suggest some others that we are preparing to do. One of the principal kinds of work the school has been doing along the lines of dairy work is the testing of individual herds of cows for the farmers surrounding us. We have since I have been there, of which I can speak better, been selling hand testers to the farmers and we have been able to interest a number of them in the testing of their own herds, they have bought testing apparatus outfits they can handle easily and a number of them are testing their herds. In our institute work the

dairy feature of the farmers' life is especially emphasized, such questions as the kind of cows to keep, and in this connection I might say that at the present time we are running in addition to the rest of our school work a column or dairy department in our weekly paper, and at the present time we have a series of articles running showing the difference between the special dairy type of cow and the dual purpose or beef cow. In our last issue we gave an illustration like this, taking the old cow Houston, a Guernsey, with a record of nearly 500 lbs. of butter fat which it cost in 1895 to feed \$21.38 (she could not be fed for that amount now) and then taking another cow Ethel, a Short Horn grade, which also cost exactly \$21.38 to feed, we found that one cow produced butter fat at a cost of a little over four cents and the other produced butter fat at a cost of a little less than 13 cents, showing a difference in the cost that the cows charged for producing butter fat of 1.26; in other words, Houston produced a pound of butter fat for one cent while the other charged 2.6 cents or 2.6 times as much for a pound she produced. I refer to this for this reason, there has been a great deal of agitation during the last year and considerable has been said here this afternoon bearing on this point. We have been talking about inspectors for the inspection of your creameries, splendid work. We have been talking about the necessity of more of them, a splendid idea; but you have not so far, although no doubt you intend to, but so far you have not said anything about the necessity of producing butter fat at a much less cost than it is being produced at the present time. Now I have a few figures here that I worked out since I had my lunch and I want to give them to you to show you what we are emphasizing and what we believe the dairy department, especially of a county school which comes in direct close contact with the farmer or dairyman, can do. Taking the average production of a cow, which as I remember is about 160 pounds or less, and adding 15 per cent over-run which we will say is an average of what we are getting now, then increase that five per cent, which all the agitation for increased product has been

advocating, and we are told we ought to increase our over-run, which I think we ought to but I wish to show you that it is not the important question. Increased product over the amount of fat is not the important question. I am talking to buttermakers as a buttermaker and you want to realize that the buttermaker's problem is a secondary one to the dairyman's problem. Add your 15 per cent over-run to the butter fat produced and you will have 184 pounds of butter; add an additional five per cent and you will have 192 pounds. By increasing your over-run from 15 per cent to 20 per cent you gain eight pounds of butter. Now take those same figures, 160 pounds of butter fat for the average cow, and add, as is easily done and has been done by testing and grading and eliminating the poor cows from the herd, an increase of only 90 pounds per year, and you will make the average amount of butter fat for the cow 250 pounds; then increase it by your 15 per cent and without any increase in your over-run you will have increased your amount 103 pounds of butter. Now with the same methods in the creamery, if you have increased your product of butter fat per cow as it should be increased, you will have given to the farmer 103 pounds profit while with the buttermaker's problem you get eight pounds.

If on the other hand, you wish to talk of quality, and that is one of the things I have been talking about practically all my life since I have been connected with the dairy business and able to know anything about milk, which has been pretty nearly all my life, you say increase the price three cents a pound and then what do you get? You get a little over \$4.00 for each individual cow. Increase the produce of your cows 90 pounds and figuring your butter fat at only twenty cents and you will get over 100 pounds of butter and over \$20, so that from the standpoint of quality adding three cents a pound, which I believe is a fairly large price, and on the other hand increasing the product of the individual cow each year you would have the relation of between four and five to twenty or about twenty per cent; on the other hand, if you figure it on the basis of over-run

that we have been figuring on, you will have the difference between eight and one hundred pounds of butter.

These are the points that we are emphasizing and we believe the county school can emphasize them better because they are closer to the people.

There is another thing we do and that is we fit boys and girls, as I intimated a while ago, for the university. We have been running a creamery in connection with our school and it has created quite a stir, so much so that we have not been doing very much lately, simply waiting until the storm blew over, whether we shall continue to make butter there or not, or whether they will give us a farm where we can have a dairy herd to be decided later. Another thing that we do is to inspect the creameries. You have your state inspectors but we inspect the creameries as we go about the country. I can appreciate what the gentleman back here said about some cream blowing the can lid off, for I know it is true. I remember the first time I ever walked up the street in St. Paul on Centralizer avenue. I saw cream there that was so rotten that the can lids had gone up and the cream was coming out. This reminds me of an incident that happened this fall. We inspected one of our county creameries and found the creamery quite clean and neat, and turning out a pretty good quality of butter. The buttermaker was getting a good price for his product and we were complimenting him on the quality of his cream, and he said "Yes, this is pretty good cream but you wait a few minutes and see what we get." A team drove up and he took the can off the scales and I took the lid off the can and stuck my nose in the can, and it did not smell bad. I said "That is pretty good cream." He said "Wait a few minutes longer until you get hold of this other can." I took the lid off the next can but I did not stick my nose in, I did not need to, the smell was very obvious.

Now I think I will close. If there are any questions you desire to ask me I shall be pleased to try and answer them.

**The Chairman:** Any questions you desire to ask Mr. Slaughter?

**Member:** To increase the product of the cows they should start a testing association; have a man qualified to do so, to go among the farmers, have the milk weighed night and morning, take a sample of it and test that sample for the butter fat it contains. At the end of the year the farmer can tell which is his best cow. I do not think there is one in ten in our county that can tell for certain which is his best cow.

**Mr. Slaughter:** I understand you refer to the testing of cows. We have been doing that work down there and have quite a number of farmers who have practically sold all the cows they had and bought others. A man told me the other day that the cow he had been banking on for two or three years proved to be the poorest cow he had in his herd; she gave a lot of milk when she was fresh but she went dry in a short time and consequently did not average much for the year. Another cow in the same herd milked a long time but her milk was low in test and she was unprofitable.

I had intended to say, but I thought I had talked long enough, I think you would get a good deal more (if you will pardon me for suggesting it) out of these conventions if you get into discussion of these things. Anybody can come here and give you a few bright opinions but they may not touch on the things in which you are most interested. We have this fall organized in our county a dairyman's and breeder's association, and at the last meeting they appointed a committee to work in conjunction with the school to arrange for organization of the county into test associations for the testing of all the herds of the county, and I believe that when we do that we shall have taken a long step in advance.

Our county is one of the new ones. Ten years ago it had an income of fifty thousand dollars. From the latest reports I have, we have an income in our county to the dairymen of six hundred thousand dollars, an increase in ten years from fifty thousand to six hundred thousand dollars, and being new we are of course confronted with a great many of the problems that all new dairy countries



have. I would like to suggest that in my judgment there is no other matter that is as important as the testing of the herds of cows in this country, and I believe every man who has studied this proposition will agree with me on that. Next to that comes the question of the feeding and care of the cow, and following that the care of the product of the cow on down to the creamery, and then into the manufacture of that product into the very highest quality possible.

What I said this afternoon was not with any idea that we should not work for 20 per cent over-run, if you please, but that we should not allow this to eclipse the greater question of educating the farmer. I am certain, as a butter-maker, that the reason more buttermakers are not interested in the cow question, is because we are apt to be carried away with our own side of the question and lose sight of the other fellow's. That is not only true of buttermakers but is true of every line of human life, we are working for ourselves but we ought at the same time rememehr the other fellow is important and in our case he is more important than we think.

I want to say right here that while Minnesota has succeeded in carrying off the gold medals, she has done it simply because she had better butter, not because buttermakers over there have any more brains than they have here but simply because they took an earlier start in looking after the manufacture of their butter. That is the difference, but Wisconsin had the first dairy school, Wisconsin has the greatest old man of all dairymen, Ex-Governor Hoard, Wisconsin has the foremost leading paper, Hoard's Dairyman; has as good soil and the finest grass that grows in the universe, nothing better, and all you need to do is to educate your dairymen. The hand separator has come in and lowered the grade of butter, but I want to say to you that it is no use fighting the hand separator because it is here to stay, and we must begin to educate the farmers in its proper use.

I believe we have a great future and I simply ask you to keep your eyes on Northwestern Wisconsin. Keep your eyes on that part of the state; we have the hand separator

there and we are going to work out those problems, going to educate our farmers in the handling of their cream so we can make first class butter from it. I thank you for your attention.

---

**The Chairman:** I will appoint on the committee on resolutions, Messrs. F. A. Seeber, Math. Michels and Thos. Corneliuson.

At the suggestion of Mr. Moore, who told of the straightened circumstances of Mr. Jules Lombard and his interest and work in entertaining the dairymen for a number of years, a collection was taken up for the venerable singer, just before the close of the meeting, and about \$90 collected and presented to Mr. Lombard by Messrs. Corneliuson and Seeber.

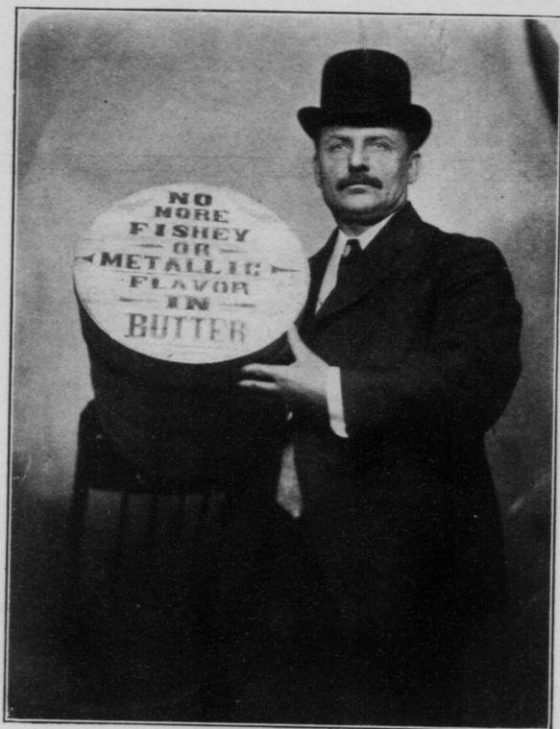
Meeting thereupon adjourned until 9:30 a. m. Thursday.

---

#### THURSDAY MORNING SESSION.

Meeting called to order at 9:30 a. m. by President Dodge.

**The Chairman:** The first on our program this morning is a talk by Mr. A. E. Spencer, of Wyandotte, Mich.



A. E. SPENCER  
WYANDOTTE, MICH.

Found, the Cause of Fishy and Metallic Flavor.

A. E. Spencer, Wyandotte, Mich.

The chief cause of so called metallic flavors in milk and the fishy flavors in butter, which have been and still are such a perplexing problem to solve, and to definitely determine their origin has been a difficult and perplexing one.

My experience in endeavoring to locate the origin of whatever may be responsible for these and many other troublesome changes which take place in milk, and develop in butter or cheese, I think have in part been solved by the

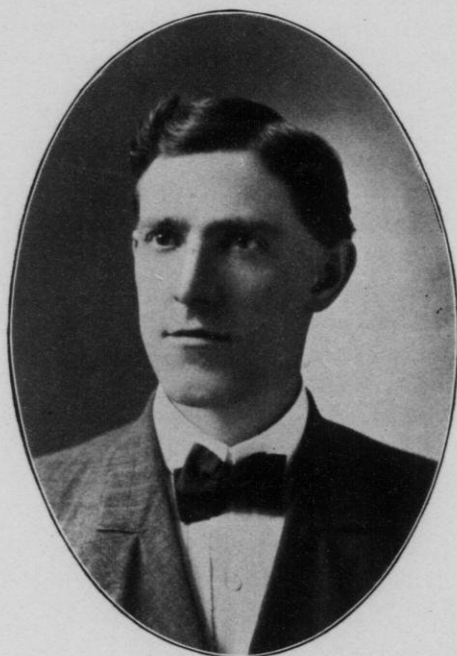
fact that the nature of the soap and washing compounds which are being used for washing milk utensils which contain Caustic Soda, and Organic Fats, have much to do with the destruction of milk; because they leave sufficient undesirable tastes or flavors in the milk utensils for milk to absorb and infect the milk, because they do not rinse out freely with water and milk being a greater solvent than water, will absorb from a milk utensil whatever the water did not rinse out completely.

Caustic Soda, being of a hygroscopic nature is very difficult to rinse, made up into washing compounds will cause deterioration, putrefaction and combined with Organic Matter will contaminate milk which can never be eliminated from the milk after it has once entered into it in any form. It will cause an unorganized hydrolytic ferment when it collects itself in the form of Enzyms in butter, and has much to do with metallic or fishy flavors.

If metallic tastes, fishy flavors, or any of the troublesome changes which take place in milk develop directly from Caustic Soda, or Washing Compounds of this nature, by coming in contact with milk, and these tastes or flavors cannot be developed in milk from a washing powder made from vegetable alkali directly or indirectly because it doesn't contain any of these undesirable elements in its construction, but works in perfect harmony with milk, and rinses freely with either warm or cold water; I think the problem of metallic and fishy flavors has been largely solved, by discontinuing the use of old antediluvian Washing Compounds which do decrease the quality of milk and use a washing powder made from vegetable alkali throughout the creamery, and recommending its use for cleaning milk pails, strainers, separators, cans and all dairy utensils as well as for household use.

---

**The Chairman:** I am pleased to announce that we have with us today the Honorable E. H. Webster, Chief of the Dairy Department at Washington, who will talk to us now for a short time.



HON. E. H. WEBSTER  
CHIEF OF DAIRY DIVISION  
WASHINGTON, D. C.

**Address.**

Hon. E. H. Webster, Washington, D. C.

Mr. Chairman, Ladies and Gentlemen:

I want to talk to you a little while about some of the work the department of Agriculture is doing. We have not said much publicly about our work and I feel a little diffident about talking about the work in which I am personally engaged but I feel that it is due to you that we make some explanation in the way of the work we are doing or trying to do with your help to better the dairy conditions in this country. The dairy industry is certainly one of the greatest industries we have. In dollars and cents it figures up among the largest in returns to the country of wealth produced, the actual wealth produced on the farms and in the

factories of this country. It means that you are engaged in a business which is of interest in every home in the land, because every one is a consumer if not a producer of dairy products, and they want the best they can get for their home consumption from the men who are making those products in the market or trying to make them, and the producers are trying their best to meet this demand for good dairy products, whether it be butter or cheese, condensed milk, or whatever it may be, and the fact that these conventions are so well attended and the men who come here are so earnest in their endeavors to learn, certainly speaks well for the future of the dairy business in this country.

There is much that we have to learn. The best of us find that the longer we live, to an extent, the less we feel that we know really about the peculiar problems entering into the manufacture of dairy products. We find as we go deeper and deeper into the question of the manufacture of butter that there are many things we have not touched upon, that our dairy schools have not touched upon, that the best investigators and experimenters have not gone into at all. It means that there is much more to be done than has been done in the past and this means that every one of you as a buttermaker is in a sense an investigator, trying to find out under your own immediate surroundings what is the best for the production of a good product in your own factory. It means that you are going to study the records from your stations, from your dairy schools and from other states, that you will avail yourselves of every opportunity for advancement in the work in which you are engaged personally.

The department of agriculture is trying to adapt itself to those conditions and meet the needs of the buttermakers that have not been met through state officers and state associations, that are found in every state in the Union perhaps. The field is so broad that if we had one thousand times as many people working for it, we could not do what we wish for the advancement of the dairy business, so I think there is no danger of getting in each other's way because there is a great field for every man who wants to study and investi-

gate, and I hope we will have more of the young men of this country taking up dairying as a serious life proposition, studying it for all there is in it, for certainly it opens a field of itself in which the financial side is enticing, because today we find the demand for better dairymen is unlimited at higher wages. We find creameries all over this country looking for better buttermakers, for better help in the creamery, better superintendents, and that means they must pay more money for this higher class of work and they are willing to pay more for it if they can get value received for the money paid, and I believe there is no field of agricultural activity today that offers such a premium for the use of brains as does the dairy business and any of you who are engaged in the business of making butter and have not felt that it is a great business, a big business, a profitable business, has not fully conceived the idea of the work in which you are engaged because you want to look up not down, out not in, before not behind, remembering that in your position and situation there is a wonderful opportunity for your own material development and own material advancement along the lines of the work in which you are engaged as buttermakers and creamery managers and creamery operators. The call is coming more and more for men who can do things in this world, who are specialists along certain lines, that means those men who will study one problem until they have mastered that problem never have to fear for remunerative employment.

There are in this country something like seven thousand creameries and while the great dairy industry, as represented through the creamery industry alone, has advanced wonderfully the last few years, has made great strides in manufacture and various other ways, yet those seven or eight thousand creameries are not managed today as they should be managed by skilled buttermakers and managers in the factories, and it is part of our work to try to bring to the butter-making fraternity of this country that their business is bigger than they have conceived it to be, and try to instill into their minds that there is an opportunity for them which per-

haps they have not grasped at all. Only here and there do we find men realizing their opportunities and where we do we find very successful creameries, both from the standpoint of the mechanical side of the work and the quality of the product that is turned out from those plants, and the money side of the question.

In this country we hear a great deal about deterioration of quality of butter. That does not look like advancement, does it? We hear men on the streets of Chicago, New York, Philadelphia, Boston and other large cities where the product of all the creameries are gathered for distribution, saying butter is poorer than it used to be. Perhaps there may be a good many reasons for this but I think chief among them is that the buttermakers and those engaged in teaching buttermakers have not wholly kept abreast with the changes that have come about from time to time in the dairy business. I do not know of any line of manufacture that has changed so rapidly as has the manufacture of butter in the last few years. I have been engaged in this work for a comparatively few years and yet in that short time I have been able to survey the field and know what is going on in the creameries, and there have been at least two or three complete revolutions in the method of manufacturing butter. It means, to keep up with those changes and meet the new problems that are presented with every change, that we have to do more than simply follow out the old lines in which we started, we have to be constant students of the problems of making butter. The problems of today are different from those of tomorrow or next week and we never get to a point where we can stop and say "I know how to make butter" because as soon as we get to that point something new comes up and upsets one's ideas of the manufacture of butter and we have to start over again, and if the hand separator has been a factor in the deterioration of the quality of butter (as I believe it has) it is because we have not studied the problem as we should as buttermakers. We have stood against it too long, trying to ward off something we saw coming and has come and is constantly changing. Some



states are completely revolutionized in that respect, others are changing wonderfully in their system, and the butter-maker who made butter from the whole milk cream finds himself receiving gathered cream, he is confronted with other problems and sometimes is not able to cope with the situation.

We published a circular not long ago stating that those who had got over their scare in regard to the hand separator and had studied what was necessary to do with the problem they received, had shown a decided change for the better; that a change is apparent and it means if you are in that position today where you see yourself confronted with the change from whole milk to hand separator cream, you have a problem there that you must work out in your own factory. You have to get the best knowledge you can from the outside, combined with your own ability as a buttermaker, and meet that problem in such a way that the butter does not deteriorate in quality. Our dairy schools have not kept up as they should along this line. I know personally of two or three of them, because I have been connected with them, and they were as slow to accept changed conditions as anybody else, did not change until they had to, and then the barn door was locked after the horse was out.

These are the conditions confronting you as buttermakers today. Other changes are coming about, many of which you have already discussed, but those things must be met on the ground by you and it is useless for you to say you cannot do anything, because you must meet these conditions and by meeting them you will have a better manufactured article than ever before and you will have your business on a more profitable basis than ever before. Through our work in the department we are trying to get the buttermakers to see that point.

Many of the things we found in connection with the work shows that there are a number of the creameries in this country operating in such a way that if they were doing anything but a creamery business they would fail absolutely, simply because of the great loss that is occurring every day

in those individual plants. That is one of the problems that is facing every buttermaker today. A few years ago that problem was not thought of. There was no such thing as constant competition between plants which is constantly coming up and making every man look closely to the efficiency of his work. In former years it was not necessary for him to do many of the things that today he is obliged to do or be swamped and thrown out of the business, and that is making thousands of buttermakers in this country today begin to ask questions as to what they can do to be saved. It is a serious problem with them, it is serious with the creamery secretaries to know what they can do to protect their own interests against what is certainly unfair competition in many states. It means that every buttermaker, every secretary has to resolve unto himself that he will take hold of these problems and see that he turns to the very best account every ounce of butter fat that comes into his possession to manufacture into butter, and unless he does that he is not living up to his responsibilities and the trust that is placed in him by the men that employ him.

We commenced about a year ago to ask the creameries of this country to send us monthly reports of their business. Many of you have probably received from month to month an envelope with a blank asking you to make a monthly report to us. It has not been full understood why we did this, what business it was of ours what your monthly business was, why we should interfere in any way with your business. We have had so many letters coming to us asking questions about these things that we felt the need of more information in regard to the problems you as buttermakers are up against and by getting you to report to us from month to month the actual work you are doing, we are able to take the different problems and study them out. We have men who are competent buttermakers go over those reports and determine if possible where the greatest trouble is. Those reports come to us as official material, nobody has access to them but those in our own office, men competent to take care of these things for you, and we have had some very so-

licitous letters in regard to the nature of the use of those records. Some people thought we were collecting them for the various dealers or some people that would get the butter-maker into trouble. That is the farthest possible from the truth because there is nobody that has possible access to those reports so they can tell what any creamery has done from anything you have reported to us. Those reports are absolutely confidential between you and the department of agriculture and will be used only for the building up of the dairy interest and your own particular interest if you are in a position where you need help. These reports are coming in now by the thousands every month. This month we got somewhere between 1000 and 1200 reports from creameries, which show the amount of milk or cream received, the test, the number of pounds of butter fat, the pounds of butter made from that fat, and a number of other things that help us to estimate the competency of the work in your creamery, not because we want to find fault with you and get you out of a position, but to help you if you need help. This results in some men who are doing poor work getting into trouble because there can be no creamery run with loss without the buttermaker being found out, and when he is found out he has to answer for those losses, and this has raised a good many questions in regard to better buttermakers in a number of creameries, and I am glad that it has done so. The men who are at this convention today are here because of the interest they have in the business and I am not afraid to talk to you along this line. It is usually the fellow that is losing the most that never comes out to these meetings. We have in this state a thousand creameries and only a comparatively small number of buttermakers at this meeting. Where are the others? What are they doing? Some are doing as well as can be done and yet many are not doing as well as could be done, and they are not here to find out how to do better.

We hope by the assistance of the dairy schools and the various departments to reach the men that will not come to conventions, and we hope if we can get the reports of the inspectors to build up this whole business of improving butter

and that is all to your interest for every buttermaker in this state who is pulling down the industry is losing for his constituents and patrons, is injuring their business as well as his own. Lower the general average of the state and it means the state is not up to the average it should be. If there is one buttermaker in the state that is unable, because of poor methods, to do what he should by his patrons, it has its influence on every creamery in this state and you are as much interested, if you are a top-notch man, in getting that man up as he should be himself. Your inspectors realize this and know what it means when they find a creamery that is run on such a poor basis that it is a losing proposition to the farmers or patrons, that it pulls down the whole dairy business of the state.

I made an address a few months ago in Des Moines that created a little stir in some sections, particularly those places that were hit by what I had to say. It has been said that we sit down in Washington and figure out a theoretical proposition of what a creamery ought to do, that we figure in the office the operation of a creamery. A good many of you have been sending in reports to us. Every figure given in that address that I gave to the Iowa Buttermakers' convention was taken from actual creamery reports, facts of the work in the field, and not from any theoretical proposition whatever, and that is one of the uses to which we can put these reports. By compiling the averages and taking the creamery items that enter into the makeup of those reports, we are able to find out from the men that are doing this work the weak places in their work, where they can stop a leak here and there until we can raise the average above what it is today, and those reports will be used to show the work in the manufacture of butter; they can do no one any harm but will do the general business of the country great good if we have this information. We propose to put out as often as we can what the creameries of the country are doing, what they pay the farmers, what they are able to do in the way of getting returns from their business because of the high quality of the product they can make.

In figuring up the financial situation of a creamery, one of the first things that strikes anyone who will analyze these reports will be the fluctuation between different creameries in the annual output of butter per unit of butter fat received. That varies wonderfully between different plants. In other words, it means that the actual working effort in these plants has a tremendous variation. I believe that should not be so. There are certain factors surrounding the making of butter which ought to be patent to everyone, certain conditions which ought to be met, and if met intelligently and in a universal way we will get universal results. If one creamery makes an over-run of 18 or 20 per cent and another makes an over-run of between 10 and 11 per cent, there is a lot of difference in what those two creameries can do for their farmers.

The first thought that presents itself in knowing the overrun is the amount of moisture in the butter. That is only one and perhaps the least of the leaks that help to account for this fluctuation in the actual returns of butter in butter fat the buttermakers are handling. There are other things perhaps more important than moisture. We do not advocate that butter should have more than 14½ per cent moisture; we do advocate in every way that the buttermaker so control his conditions that he will get at least within one per cent of the point which he has set as his maximum standard. How many creameries get anywhere from 10 per cent to 20 per cent variation in churnings? There is something wrong where such variation occurs. This question of the control of moisture in butter is one of the new things that has come up, one of the important things in the manufacture of butter because many buttermakers have found to their sorrow that there is a revenue department which is out for revenue to pay the salaries of its employees, to pay Mr. Credicott's salary and my salary, and some of you buttermakers have been contributing to our salaries along that line, but we can get along without those contributions from the buttermakers, do not want any in that particular way anyway. There are plenty of other ways of

raising revenue besides taxing the buttermakers, and yet the laws of the land say if butter contains 16 per cent or more moisture that butter is taxed by the government ten cents on every pound that contains that amount of moisture. I believe the maximum amount of moisture should not be over  $14\frac{1}{2}$  per cent, and by incorporating more moisture than that we are defrauding those who buy the butter and making an article of butter not as good as it should be if we kept it down to 13,  $13\frac{1}{2}$ , 14 or  $14\frac{1}{2}$  per cent, but if we are going to have an average of  $14\frac{1}{2}$  per cent we do not want to make that average by having one churning 10 per cent and the next 20 per cent. There is a problem that you have to solve right in your own plant, ask the assistance of the dairy school and the dairy and food department and get it down so you will not vary more than one-half per cent either way from  $14\frac{1}{2}$  per cent, and it can be done. We have had experience enough to know it can be done because every year we have had charge of the packing of the navy butter, in which the maximum moisture content must be 13 per cent. Most of the creameries said they could not do it, but with a half dozen churnings any intelligent buttermaker finds he can do it, and I can show you reports of churnings, after six, eight or ten weeks during the worst season last summer (because there were men who told us they could not control those things in summer) that would not vary more than one-half per cent away from 13 per cent. Every churning was remarkably uniform in its water content, and that was below what you ordinarily go by for practical factory methods. What has been done can be done, what has been done in Minnesota or Iowa can be done in Wisconsin and in Illinois or Michigan, or any other state and those things are not beyond our control but are within our control if we come up to the point where we can control the work we are doing and follow the method that we should to get these results.

Those things are pointed out in this work we are doing with creameries. We are carrying on a correspondence school, as it were, with buttermakers, to help them solve

these problems. There is a great difference in the price paid to farmers. How does that occur? We find a difference of two or three cents in the amount paid by one co-operative creamery and that paid by another to the farmers. The fellows paying two cents less than the other are getting small returns, whether from lack of moisture or because of defects in weighing or sampling or losses that occur in the creamery, they are getting small returns for the work they are doing and cannot pay the price they should, and such creameries are in a position for competition to come in and say "We can pay the farmers more than you can, get off the face of the earth," and many have gone off for that reason; many creameries have been closed in some states for no other reason than that the operation of those creameries was such that it permitted competition to come in and drive them out of business.

I was just going over some of the annual reports we are getting out now for 1907. Mr. White tabulated the cost of coal used in creameries making up to 90,000 pounds of butter a year. That is a small creamery. We tabulated the cost of coal used in various creameries of that size and you would perhaps be surprised at the variation in that expense alone, all the way from \$250 to over \$600 in creameries of practically the same size, with about the same hours to operate, same kind of boiler and number of hours it was used the same, yet there was a difference of from \$250 to \$600 in the cost of coal for those creameries. Is that not worth saving for the farmers you are working for? I believe it is well worth saving and looking into.

There are problems we have to work out more thoroughly. We have to establish the cost of making a pound of butter from the coal unit, establish a basis from which we can work so we will know what the maximum or minimum cost ought to be, and if we do that we will know whether there is something wrong either in the way we are handling the boiler or the way the machinery is put up in the creamery, something is helping to put up the cost of coal. These are matters for every buttermaker here, for

every buttermaker in the land because most buttermakers have that matter in their direct charge, and it is up to them to know how much coal they will burn and if they are burning too much they want to rectify it and save that money for their patrons.

So on with a score of other things we can get from these reports you furnish us from month to month and annual reports at the end of the year which will enable us to study the question of creamery operation and figure some standard whereby your average will be gotten, and if you are going above or below that standard you can know you are in some way operating your factory wrong and you ought to get down to the unit basis.

Other reports that we are getting are the reports that Mr. Joslin mentioned yesterday, the cards that come from the dairy and food inspectors of the various states, practically all the states but Wisconsin, I am sorry to say, whereby we are able to analyze conditions at the creamery. We have files in Washington that have across them the name of the creamery and every bit of correspondence about that creamery goes into that file. If you write to us and we have had previous correspondence or reports from you, we find everything in that pocket, and we can make quite a complete study of a good many creameries from there that show remarkable things. It enables us to analyze conditions more clearly than we had any idea could be done and we hope to make that so complete that the greater part of the creameries in this country will be registered so that we can find out the condition of the creamery from its financial standpoint, the completeness of the factory, the product turned out, the prices paid to the farmers and the prices received for the butter, all the things that will help us to establish a universal standard of operation for creameries of a similar size and under similar conditions, which has not been done up to date in this country. That has been one of the problems in dairying in Denmark and many of the European countries. They dug out those problems until they got down to almost the smallest fraction, but we



have not done that in this country. We go ahead and if we lose money well enough, if we do not all right. We hope to complete that report so it will be practically a history of what the dairy status of this country is, so far as the manufacture of butter is concerned, and we will start the same thing in a few weeks along the cheese line.

I believe one of the problems that is before every buttermaker, before every cheesemaker and every manager of a factory, is the question of what you are going to do for your patrons. Are you going to neglect entirely the production side of the question as buttermakers? If you do you are only then less than one quarter of the way along the line as practical, good creamery buttermakers or operators. You ought to have an interest in every patron that is coming to your creamery, so much interest that you would be willing to put yourself out and do some extra work for him that will help him produce more milk per cow, more butter fat, and by doing that you will build up the business in which you are engaged.

One of the things which has done more good in some sections of this world than anything else, has been the creameries and those interested in the production side of the question, getting together and forming the farmers into test associations, about which you have heard a good deal the last year. I believe every buttermaker ought to have interest enough to say to his patrons "If you want your cows tested I will do it for you. If I have to put an extra-man on to do it, I will put on that man." Many buttermakers cannot give expert advice to the farmers on this line, but they ought to be in position to do that, and I believe fully in time to come we will add to our creamery force another man and if that is a man that is going above the buttermaker it will be because he has wider knowledge than the buttermaker; but if the buttermaker is awake to the situation he will study this problem and take hold of it himself, and if an extra man is necessary someone will be employed to scrub the floor and do the routine work, and the buttermaker will take the bigger problems himself and make himself master of the

situation. Those men will not be buttermakers in the sense of separating the cream or churning the butter or packing it, but buttermakers having a comprehensive grasp of the whole situation of the manufacture of that butter and the detail of their work, and they will turn the drudgery of the work over to the young fellows starting in the business and have to go through that period, and when that time comes the buttermakers of the country will be receiving nearer to \$100 a month and the creameries will be glad to pay it. In our co-operative creameries a big salary startles many of our farmers, but if they have a man that can double their returns it is going to put them in a position to say "You are doing good work for us and we are glad to pay you for it," and they will do it, and I hope the day will come when the buttermakers will be the superintendents of the factories, superintendents because they have gone through all these other lines of work, have mastered the situation and are able to see the farmers and place them in position to keep better cows, and that is going to improve the quality of cream we are getting into our creameries. We cannot say much to a farmer about taking care of his cream as long as he cannot see additional dollars in it, but if we can show him by a little extra care and selection of his herd that instead of getting a check for \$50 he will get a check for \$100, he will do almost anything we ask him to do because it means dollars and cents to him and he knows you are master enough of the situation to know how to help him to get the extra dollars. This has been brought out in more than one case and shows what can be done where the buttermaker is big enough to take in the whole situation and understands the department of buttermaking from the time of feeding the cow until he puts the finished product on the market, and knows the condition of it when it goes on the market. I thank you.

---

#### Discussion.

**Mr. Glover:** Why is it the buttermakers of Wisconsin are not furnishing data in reference to the manufacture of butter in this state?

**Mr. Webster:** The buttermakers of Wisconsin are furnishing data; we are getting something like three or four hundred reports every month from Wisconsin buttermakers. What I had reference to was the question of the use of the score card, as Mr. Joslin explained yesterday has not been adopted in Wisconsin. The Dairy and Food commission has not seen fit to take that up. I do not know whether they will or not but I believe if they do that it will help to unify this work all over the country and it will be more comprehensive than if some state is out and does not take up this work with us. It does not mean that we are going to do Wisconsin work for them but, like in other states where they began to do this work they finally got more to do as soon as they began.

**Mr. Glover:** The object is to produce a uniform grade of butter throughout the United States?

**Mr. Webster:** That is it exactly, a uniform grade of conditions and so far as localities will permit a uniform grade. Of course conditions in the south are different from conditions in other parts of the country but by getting the records we can study them and know those conditions. A few years ago we thought there was a certain circle drawn around the dairy industry, outside of that circle no dairy products could be produced; but now we find the circle is the outside border of the United States and we can produce dairy products in every part of it, and those records are to show what can be done here can be done there.

**Mr. Glover:** It helps you also to create methods for different localities to produce the same results in the production of a certain grade of butter.

**Mr. Webster:** That is a very good thought because with different localities, owing to climatic and different conditions, what is done here and brings certain results if done in the same way over here does not bring the same results. It is because conditions there would have to be changed to bring the same results.

**Mr. Maxon:** The farm separator getting into different localities has resulted in lowering the grade of butter. Have your efforts been able to correct that evil?

**Mr. Webster:** Our efforts are still young. We are just getting started on that. As I told you (perhaps you got one of our circulars sent out) I was told by a prominent butterman of Chicago who receives the butter from hand separator factories, that in the last year he had noticed a very marked improvement in the quality of butter from certain factories that had been operating on the hand separator system for three or four years, and he thought this improvement in the butter was due principally to the fact that the buttermakers had recovered from the scare of the hand separators and were taking hold of the situation understandingly and giving instructions to their farmers, and it had improved the quality of the product from those plants.

**Mr. Maxon:** I think the problem confronting the buttermakers of Wisconsin today is the hand separator lowering the grade of our butter. As far as I am concerned as a buttermaker, I am strongly discouraged.

**Mr. Webster:** I am not. I am in position to speak from almost personal correspondence with perhaps a thousand buttermakers in the country and I am not discouraged. The men who see only their own little circle, (and every buttermaker is that way because he has not time to see what the other fellow is doing) gets discouraged and perhaps rigidly so, but by getting a broader view of this thing, as we can from our work down there, I am not at all discouraged.

**Mr. Maxon:** There are men at this convention that have been buttermakers for twenty-five years and under present conditions I know they do not produce the quality of butter that they did twenty-five years ago when they were sending out cream gatherers. I think the reason for that is because there was less handling of the milk from the time it left the cow until it got to the buttermaker. At that time the cream gatherer went to the cans and took the cream off and brought it to the factory, and it was better than today with this farm separator, because with it the cream is left longer on the farm, there are more chances for injuring it by methods that are beyond our control which result in

fishy flavor, because I do not know of anything more unsanitary than a separator washed but once a day. When our mothers made butter on the farm with a swill pail on one end of the table, we made better butter than could be made from those conditions, as many buttermakers today will testify that the farmers will not wash their separators more than once a day. It is hard work for the buttermaker and most discouraging.

**Mr. Grashorn:** I made better butter twenty years ago than I do today on account of the hand separator. We gathered cream then but got it every day and the farmers kept it in cold water and although they lost more butter fat by that method, we made better butter. At the World's fair my butter scored 93 but I cannot do that now, because in the winter time especially some farmers commence to bring cream once a week, and if this is spoiled we do not know it because we cannot detect it in very cold weather. There ought to be some law compelling the farmers to bring their cream in every two days.

**Mr. Moore:** Is it not a fact in a great many cases that we are apt to think the things of older days were much better than they are today and not fully take into consideration that the standard has been raised?

**Mr. Webster:** We are very apt to speak about the good old days, and there are some good things about them. For instance the point the gentleman raised about the cold water system, there are sections down east in New England where for years they have not hauled milk at all, they are still using the cooling creamery and make first class butter all the time. This milk is set away in cold water, kept cool and in ideal condition all the time. Today with the hand separator it is not necessary to put the milk in cold water to get the cream off, and the cream is not cooled down and we lose there. It is not because one is separated by the hand separator and the other by the cooling creamery that there is such a difference, but because of the cream in one instance being kept cold.

**Member:** I do not think we have any cause to be dis-

couraged. The farm separator has come and is going to stay. We are never again going to draw 100 pounds of milk and bring back 96 pounds in the shape of skim milk. Two years ago last summer for four months we lost quite an amount of money on account of hand separator cream. When you buttermakers went out and talked to us men perhaps we did not pay as much attention to what you said as we ought to, but from last October until this time our butter has brought on track at home, every pound of it except a few lots which was through no fault of the hand separator, within one-half cent of the Elgin market. That is what we have done in our creamery and I think every community having the hand separators can do the same thing.

**Mr. Moore:** Out at the Minnesota Buttermakers' and Cheesemakers' convention this subject of the deterioration of the quality of butter was taken up and everybody was throwing out this discouraging note. A buttermaker was sitting down in the front, a man in competition with the centralizers but who makes a first class quality of butter and is not being crowded out, and I never saw an example of disgust more marked than when that fellow got up, with his hands in his pocket, and expressed himself like this—"Jiminey Crickets."

**Mr. Slaughter:** I would like to suggest to you buttermakers, and I have been following out this matter for a long time, that if you expect less poor butter and you expect your patrons to do better, and not get the idea that they are filled with the spirit of his Satanic majesty, if you send out that kind of thought wave in your community, instead of being discouraged about the thing, I believe you will find it a whole lot better. We are making extras out of cream four days old. Nobody has fought the hand separator harder than I did in years past. This gentleman said they collected cream oftener twenty years ago; if you would make better butter collect it oftener now and get the same results. That is no fault of the hand separator.

**Mr. Michels:** I think what Mr. Slaughter said is just as you will find conditions as you go out among the butter-

makers that have the interest in their business they ought to have. Some seven or eight years ago I was against the hand separator but I found it was useless to battle against the world all the time so I put in as many as I could and we not only get Elgin price for our butter but for the last four years not a pound of butter has gone out of that factory for less than a cent above Elgin. I think, as Mr. Webster pointed out, there is a way of handling those things.

---

**The Chairman:** We have with us today one of our best friends in the state, the Hon. S. A. Cook, of Neenah. We have seen Mr. Cook's chairs and now want to see his face. We will now call on Mr. Cook to say a few words to the boys.

---

#### Remarks.

Hon. S. A. Cook, Neenah, Wis.

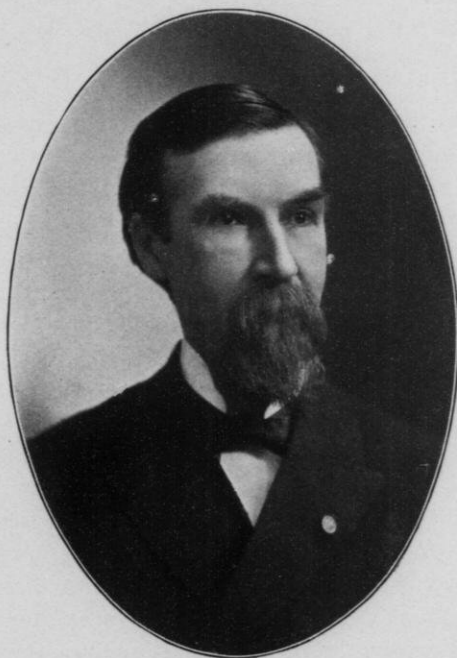
Mr. President, Buttermakers and Friends:

I thank you for this very cordial greeting and also for permitting me to come before you, it was with a feeling of my inability to do justice to the occasion that I came here to speak and much more so after listening to the address by Mr. Webster, a man so well posted and so well fitted to tell you what he knows about the business. I am very much interested in the addresses and discussions which I have heard and I will get more benefit from them than you will by anything I can say.

Some thirteen or fourteen years ago I started out to try and do some good in the National Congress for the dairy products of Wisconsin, butter and cheese. We did the best we could with what we had to do with; we were new in the business at the time, and compared with New York state, the industry in this state was a mere speck in the horizon, and I feel that we are to be congratulated when we know that Wisconsin today is ahead of New York in both butter and cheese. I have good reason to say, I am glad I have lived to see that condition exist, and I believe I get as much satisfaction out of that fact as any man.

I believe in practical education, not in theory. I believe in doing what I can for my fellow men. We sometimes feel that our neighbors are to blame for our not getting ahead in the world and yet if we stop to consider we may find there is something the matter with ourselves that is operating against our success.

---



HON. S. A. COOK  
NEENAH

Mr. President, Members of Wisconsin Buttermakers' Association, Ladies and Gentlemen:

Wisconsin dairy production, according to the statistical report of the Dairy and Food Commission for the term 1905-1906, reached the enormous total value in a single year of fifty-seven million of dollars.



Deducting the value of the by-products, butter, cheese and milk are represented to have had a value in that same year of forty-six million of dollars.

Butter, instead of resting content with one-third of that forty-six million, jumped to a value of twenty-six million of dollars, or fifty-six and one-half per cent of it.

That is a tremendous business proposition, and in the face of it I am not surprised to find assembled here such a splendid body of intelligent citizens to consider the further development of a producing industry that is of such importance to Wisconsin.

And you buttermakers have only reached a beginning, Mr. President. When the vast undeveloped area of the northern part of the state shall have been devoted to the industry it is best adapted for, the reports of the Dairy and Food Commission will show three times the present value and still room for growth.

Interesting as such figures are—figures that could be extended in far larger sums if the value of stock and lands, buildings and machinery required for producing such wealth was taken into account—a more interesting story is presented in the advancement of enterprises that found their beginning in this and kindred associations—enterprises that have resulted in placing Wisconsin on the dairy map as one of the greatest dairy states in the world. Wisconsin is unsurpassed in the excellence and variety of her dairy produce, the good breeding and proper feeding of stock out of which the produce comes, and the careful sanitary provisions for stock and produce that go so far toward assuring double demand for her butter in the great dairy markets of the world.

Why, I can remember (and it wasn't so very long ago) when a visit to old brindle's headquarters in the winter time had to be made with a lighted lantern, even in pretty good daylight, and that staying there long enough to feed and do the milking meant accumulation in our clothing of enough odor to spoil the cream put on the table for coffee and bread pudding, and make the family feel that something

was wrong when they got a whiff of real fresh air. Some of you can remember it, too. In those days old brindle had a sufficient collection of dark brown shingles on her haunches all winter to fertilize a good sized garden patch.

There are a few such places left in Wisconsin, but the light is breaking in upon them in a similar way as with the preacher's family in a good story. A big city church had called a country preacher to become the pastor of the city church. He did not accept the call at once, but asked for time to pray for light as to what he would better do. A month had nearly passed, and the people in both country and city were getting anxious to know what the preacher intended to do. Deacon David, of the country parish met the preacher's boy on the road one day, stopped him, and put him this question:

"Say, Paul, do you know what your father is going to do about that call from the city fellers? The congregation of the Punkin Center church is gittin' mighty anxious to know."

"Sure, Deacon David, I don't know," answered Paul. "All I can tell you is that dad's still prayin' like split and the goods is all packed except the kitchen things."

The light was breaking through for the preacher, and it is likely that Deacon David got a glimmer of it too. As a result of your organization and active prayers, the state has got back of your interests, and is helping you through the law and the hard work of the Dairy and Food Commission to cause the unsanitary and careless conditions of the old days to cease, and most of them have packed all the goods including the kitchen things.

You have made Wisconsin pastures beautiful in the open season with herds that challenge the world. Your farms have stables for winter housing and breeding that are furnished, lighted, ventilated and cleaned with as great care as we bestow on our houses. Your utensils for transporting and keeping milk and cream and butter are clean as a good housewife's china. Your creameries are as free of filth and as carefully conducted as the kitchens of our wives and

mothers. Wisconsin University, through her dairy school, is sending out scientifically trained men and women every year to make better butter here than is made anywhere else, and you can well assume the blame for it. Wisconsin men are inventors of appliances for testing the value of milk and determining its worth, so that every man who is a patron of a creamery gets his just return in money for the brains and honest effort he has put into the production of good milk. Wisconsin men have made scientific study of foods and food values until the health of the cow and the quantity and quality of her produce have become a greater marvel in fact than the wildest dream of youthful fancy. You know how to get every ounce of nutriment out of the food stuffs for your cattle, and just what to feed to produce bone and muscle and milk and butter, without waste. Mr. Gillett, of Fond du Lac county, owns the cow that carries the udder that beat the world's previous record last year in quantity and quality, having produced more milk and butter fat than any cow ever heard of before. And now we all are envying Gillett because he is the parent of that cow. What I mean is that his intelligent care and knowledge of selection and feeding and treatment had very much to do with what the cow did for him. Competitive zeal, growing out of this and kindred organizations, made Mr. Gillett and helped give him and his father, Kirt, the enterprise to persevere in stock breeding when the business was young in Wisconsin.

Thirty-two millions of people are engaged in agricultural pursuits in the United States. That is the largest number engaged in a single occupation in the nation. It is the most important of occupations. You are representatives of that vast body—both you who have the dairy farms and you who control the creameries. You are interdependent in the fundamental and ultimate phases of your industry.

You are organized. You are better educated than your fathers were. There is less drudgery in your homes because you are better educated, and because you have the conveniences of modern life. You have learned that success is not spelled so much by the big farm or creamery or herd as it

is by the producing value of each acre, each creamery and each cow. Through organization you have learned to respect yourselves and each other—you have won the respect of the world by doing it good service.

In closing, you will allow me to repeat here what I said to the cheese makers a few weeks ago, because it applies:

The man who can successfully manage a dairy and stock farm, a cheese factory, a creamery, must embody peculiar ability. He must be capable of working hard and keeping a watchful eye over details. He must be an organizer who knows how to direct and treat his workmen. He must be a good trader, knowing when and how to buy to the best advantage, knowing when and where to sell at the largest profit. He must understand finance and know how to keep accounts. He must know the course of public matters, so he can direct the balance of power he holds in his ballot to compel legislation that will be fair to his own interests and at the same time just to the interests of his fellow men.

Men who are all this are multiplying in your ranks every year, and the country is richer in consequence. They are the men who are found to be capable of managing anything that emergency of neighborhood, state or nation imposes on them.

The Dairy Farmer is a veritable monarch within his boundaries. His sons are developing splendid manhood under the finer suggestions of a life lived near to nature, and his daughters are examples of virtue and womanly grace. His children are contributing to the nation's life its best manhood and womanhood.

Members of the Wisconsin Buttermakers' Association, I can not express a larger hope for you than that you may continue to be in your full measure incentive for increased development of the branch of dairy industry you represent, and that you may treasure above all else the reward of self development that comes from service of your fellow men in honor.

**The Chairman:** Mr. Baer unfortunately fell down and broke his hand so will not be able to read his paper, but the paper will be taken up after dinner and read by our secretary. The next on our program this morning is election of officers.

**The Chairman:** I will ask Mr. Shilling to take the chair during election of officers.

Mr. S. B. Shilling takes the chair.

**Mr. Shilling:** We will proceed at once to the election of officers. The first office to be filled is that of president. Who will you have for your president?

**Mr. Green:** We members of the Association are proud of the Wisconsin Buttermakers' Association. We deem it the peer of any association of its kind; we are also proud of the work this association has been doing in the past and will do in the future in the interests of the buttermakers of Wisconsin. We believe that a great deal of the success of its work has not only been accomplished by the earnest and efficient effort of every member of the association but in the special manner of the discharge of each officer's duty and our selection of the men to do this work.

It has been customary when we had a good thing to keep it as long as we could. The president for the past year has done able work in our behalf and I believe that we should keep him in his place, therefore I nominate for our president Mr. E. C. Dodge, of Lake Mills.

Nomination seconded, and on motion, duly seconded and carried, the rules were suspended and the secretary was instructed to cast the ballot of the convention for Mr. Dodge which was done and that gentleman was declared elected president of the association for the ensuing year.

**The Chairman:** The next office to be filled is that of vice president. Who will you have for your vice president?

**Mr. Maxon:** Mr. Chairman, I will spend no time in talking of the merits of the man I propose because there is one man here today that does not need praise of that kind, and I will nominate Mr. H. L. Schroeder for vice president.

Nomination seconded, and on motion duly seconded and carried, the rules were suspended and the secretary cast the ballot of the convention for Mr. Schroeder, who was declared elected vice president of the association.

**The Chairman:** Who will you have for your secretary, that is the next office to be filled?

**Mr. Grell:** I place in nomination the name of Mr. J. G. Moore.

Nomination seconded, and the usual motion being passed, the president was instructed to cast the ballot of the convention for Mr. Moore, which was done and Mr. Moore was declared elected secretary of the association.

**The Chairman:** Who will you have for your treasurer?

The names of Mr. Lauritz Olsen, of West Depere, and Mr. Guy Speirs, of Eau Claire, were placed in nomination, and election proceeded by ballot, which resulted in 96 votes cast, 47 being for Mr. Olsen and 49 for Mr. Speirs, who was declared elected treasurer of the association.

On motion, duly seconded, Mr. Speirs' election was made unanimous.

**The Chairman:** The next is the election of a member of the executive committee.

The name of Mr. Fred Grell was placed in nomination for this office, and on motion, duly seconded, the secretary cast the ballot of the convention for Mr. Grell, who was declared elected.

There being no other business, the meeting thereupon adjourned until 2 p. m.

---

#### THURSDAY AFTERNOON SESSION.

Meeting called to order at 2:30 p. m. by President E. C. Dodge in the chair.

**The Chairman:** The first on our program this afternoon is an address by our Secretary, Mr. J. G. Moore.

### Address.

Mr. J. G. Moore, Madison, Wis.

Mr. President, Ladies and Gentlemen:

At the Cheesemakers' convention last month I spoke to the cheesemakers on this question as to whether it was best to have a paper published in Wisconsin for the Wisconsin Buttermakers and Cheesemakers. There was not much discussion on the subject, but a committee was appointed at that time to confer with any committee that this association might see fit to appoint, if they thought that the matter was worthy of consideration.

Mr. Baer, of the Dairy and Food Commission, is on our program to present this subject but, owing to an accident and misfortune which happened to him night before last I believe, he broke several bones in his hand and is in a painful condition and unable to present his subject. He did not have any paper prepared but was going to talk to you extemporaneously, and so he asked me at the last moment to say something to you in his stead. I will therefore simply rehash what I said at the Cheesemakers' convention.

A subject that I think you will be interested in is whether Wisconsin's Cheese and Butter interests should own, control and publish a paper devoted to their interests?

Most of you are no doubt familiar with the fact that a paper under the name of the "Cheese and Dairy Journal" was published at Whitewater for a time, and was two years ago made the official organ of this Association.

At the time of the suspension of the Cheese and Dairy Journal the paper was offered to some of us who thought at the time that it could be made successful, with a little financial backing, but were discouraged by a prominent newspaper man who being asked for advice told us that the road of journalism was strewn with the wrecks of suspended publications, which is no doubt true.

At the beginning of the short life of the Cheese and Dairy Journal it made no effort to appeal to the Creamery interests for support, but later, finding that there was not

enough advertising to be obtained for an exclusive cheese paper, decided to enter the creamery field, but it was too late, and not having sufficient financial backing was sold to the only paper that makes any pretension to cater to the cheese interests.

Now with such an example before us, it may seem the height of folly to again venture upon the sea of journalism, but we have another example to show you, viz.: The Dairy Record, of St. Paul, Minnesota. This paper has been in existence for nearly eight years and is owned entirely by the Minnesota State Butter and Cheese Makers' Association; not always but its success as a paper has been made sure and solid since the stock has been entirely in the Association's hands and the makers of the state have a greater interest in it. Naturally owing to the fact, that they are the owners.

I have been investigating the subject of publishing a paper somewhat, and I want to lay before you the results.

When the Cheese and Dairy Journal suspended publication it had advertising contracts sufficient to pay for printing and mailing the paper; the greatest trouble was that it cost so much to get subscriptions, many times even more than the price of the subscription.

It will cost, to get out a paper the size of the Dairy Record the sum of \$70 for the first 1000 copies and \$3 for each additional 100 copies: this for the first issue.

For succeeding issues it would cost somewhat less for the first 1000 copies and also for each additional 100 copies. These figures are not absolute, depending somewhat on the amount of matter left standing each time and also as to whether a weekly- bi-monthly or monthly issue.

It seems to me that if the Wisconsin Cheese Makers' Association and the Wisconsin Buttermakers' Association were to join forces in the matter that it could be managed in such a way as to insure its success.

With more than 3000 cheese factories and creameries in the state as a field of operations, it seems to me that the field is large enough, and when our makers know that the



paper is their own that they are patriotic enough to stand by it.

Wisconsin cheese and butter interests have problems peculiarly their own and could best be treated in a paper owned by themselves.

As to the method of control I should suggest that the officers of the two associations be a board of directors to formulate the policy of the paper and to select the editors.

By the way, I want to say that your secretary, Mr. U. S. Baer was the man who did Herculean work in the way of making the Cheese and Dairy Journal readable and instructive to the Cheese Makers, and I know that if we ever have a paper that no mistake would be made in selecting him as editor of the cheese end of it. His heart would be in the work and with his acknowledged ability as a writer, and his knowledge of the cheese business from A to Z and his wide acquaintance, I can almost assure you of the success of the undertaking.

I have talked with some of the advertisers and some of them said they thought it would be a good thing, and others thought there were enough papers as it was.

In talking with the editors of the Dairy Record in regard to this, they were to my mind rather disposed to throw cold water on the project and said that most firms these days set aside a certain sum for advertising, and should another paper start up it would only mean a smaller amount for each one.

They advised that our Association make their paper the official organ, but, personally, I do not think that Wisconsin with its great dairy interests should be the tail to any other state's kite.

Should this Association deem this idea of an association owned paper worth further consideration, I should suggest that a committee be selected to look further into the matter and co-operate with a like committee from the Buttermakers' Association.

I want to say this in conclusion that it is not with any idea of providing a soft job for some one that I advocate

the establishing of an association paper, but on the contrary, I know that Mr. Baer, myself and others will be more than willing to do all we can for the interest of the paper and give it such service as can not be purchased with money.

**Mr. A. Slaughter:** I move, Mr. Chairman, that a committee of three be appointed to confer with a similar committee of the Cheesemakers' Association to consider the advisability of establishing a dairy paper, to be owned and published by the Wisconsin Cheesemakers' and Wisconsin Buttermakers' Association, and that such committee be fully empowered to carry into effect whatever decision may be reached as the result of such conference.

Motion seconded.

**Mr. Lauritz Olsen:** May I have a word to say? I think that the buttermakers and cheesemakers of this state ought to have a dairy paper, but we must take into consideration that we have to have a number of subscribers and the more we have the better the paper will be; we must also have advertisements and I believe the commission men and supply men will hesitate to advertise in a small sheet. The Dairy Record of Minnesota has a big paper now and I think the Wisconsin boys could have a department there for the buttermakers and cheesemakers. I would like to see the buttermakers and cheesemakers of Wisconsin adopt the Dairy Record as their official organ.

**Mr. Slaughter:** It seems to me that the easiest way out of this would be the appointment of this committee and that is the reason I made the motion. I doubt very much if we this afternoon are in a position to decide whether we want to do this or not, and it seems to me that we could very well refer it to a committee that had sufficient intelligence in the matter to meet with the committee that has already been appointed by the cheesemakers, and decide the matter. Another thing it seems to me, since the cheesemakers have appointed a committee, that we can do no less than appoint a committee to confer with them, then if they decide that they should not go into this venture and if they decide in their wisdom that it would be a good thing to

adopt the Dairy Record as the official paper of these organizations, we could do it at another session.

As far as I am concerned, I have no personal desire one way or the other. If it can be demonstrated that the interest of the buttermakers and cheesemakers can be advanced by the publication of a paper, I shall be glad to do everything I can to make it a success, much as I am willing to do in every line to make the dairy business a success. If it can be demonstrated to me, and that I confess it would be a little difficult to do, that we ought to adopt the Dairy Record as the official organ of your association, I will agree to that. I am always governed by the majority and sometimes the majority do not agree with me, or if you prefer that I put it the other way, I will say that I do not agree with the majority, but I always do what the majority decides ought to be done.

The reason I am not in favor of this, and I would not bring this in because it really has no part in the motion, but it has been suggested here that we adopt the Dairy Record, and the reason I am opposed to recognizing the Dairy Record as our official paper is because it is the recognized organ owned and controlled by a sister organization of another state and while I am glad to see that we are getting closer together I do not believe that we should adopt it as an official paper any more than that we should adopt a journal published in Illinois, a sister state, or in Iowa, a sister state. It seems to me that we will get in trouble just as soon as we go outside the state and begin to adopt any paper as an official organ. If you want to adopt any paper as an organ of this association, go down to Fort Atkinson, in your own state, and adopt Hoard's Dairyman, which has done so much for you.

**The Chairman:** How do you expect this committee to be appointed, Mr. Slaughter?

**Mr. Slaughter:** I expect the chair will appoint a committee of three.

**The Chairman:** You have heard the motion, is there anything further to be said on the subject? If not all in

favor of the motion manifest it by saying aye—contrary no. The ayes have it and the motion is carried unanimously.

I think I will take a little time before appointing this committee as it seems to me a very important committee.

The next subject on our program is Market Conditions by Mr. H. J. Credicott, of Chicago.

---

### Market Conditions.

H. J. Credicott, Chicago.

Mr. President, Ladies and Gentlemen:

In taking up this subject of market conditions I realize that I am treading on dangerous ground. There have been so many controversies over settlement of butter and such things and so much difference of opinion along this line that it is hard to talk on the subject without treading on somebody's toes to a certain extent, but I thought that I would touch on some of the things which come up all the time between the creameries and the people to whom they are selling their butter.

The first thing I want to touch on is the comparison of the scoring in the educational contest with that of the market. Most of the buttermakers, in sending butter to the contests, make a special churning which they give a great deal of care and attention. They usually have a better quality of milk to work with because they call on the farmers to bring them the best kind of milk for that special churning, and the result is that the tub which they send to the contest does not represent the average quality of their butter in any sense of the word, but they seem to forget this matter and when the butter is scored in the market several points lower than it has been scored in the convention, they think there is something wrong and yet they may be perfectly fair and honest and putting out butter perfectly honest.

I have scored butter in contests and in the market for some little time, and I find there is as a rule quite a difference between the butter sent to the contest by good butter-

makers that make butter scoring above 93, and that which they make every day. There are some buttermakers making fancy butter that look after things every day and make that kind of butter day in and day out, but as a general rule under present conditions in the creamery it requires so much care and attention to make this extremely fancy butter that no buttermaker has the time to look after his work, so as to make this grade of butter all the time. The result is that the butter from even our best creameries which score high does not run as high in the market as in the contest. That will hold true in nearly every instance and it is a thing which the buttermaker does not realize.

Another point which I think causes considerable dissatisfaction among the boys who are sending butter to the contest is the scoring of different butter judges, the difference between judges who are working, I will say, out in the country and those in touch with market conditions. There is a reason for this difference. It usually is an honest difference of opinion and it is due to the way the judges are looking at it. The man who is scoring butter for the market scores that butter as closely as he can according to the way the butter will sell. It is very hard to set a score which will represent the selling value of butter because that varies according to the conditions of the market, the supply of butter and the taste of the man who is buying the butter, but the judge must consider all those things and average his score to cover the average selling value of that kind of butter. The man who is scoring butter from the country and is grading that butter according to the price that the creamery is paid for it, objects to the score which the creamery gets on the butter and will have his score on certain grades of butter considerably higher than the score of the market judge. Why is this? It is simply because a great many of the creameries receive more money for their butter than they should, more than they are entitled to. That is a proposition which is all wrong but it has gradually grown, and we cannot blame the commission man for it because it started, probably, with the abandonment of the commission

business. We refer to the butter dealers in the market as commission men. That is a misnomer, they are practically not commission men now, they are jobbers, buy butter outright and sell it outright, and in buying it that way they aim to buy it as closely as they can and sell for as much as they can, the same as any business man; but in order to get this butter they have been forced to pay high premiums and handle it on a close margin and the poorer grades of butter are being bought at higher prices than they should, a great many times being bought at more money than the conditions of the butter will warrant. This is probably due in a large measure to the fact that the good butter helps to sell the poor butter. Now, for instance, a commission man, as we will call him, or a butter dealer, has several lines of butter in his cellar, a few fancy, a few simply medium grades of butter, but by mixing those all together and selling it as a line, relying on the fancy butter in there being attractive enough to a buyer so he will buy the entire line at a price which he would not want to pay for the poorer grade of butter; but the commission man is honest and he will tell you he received no more for the good butter than he did for the other. There are a few dealers who make a specialty of selling only fancy butter, and I think the system generally practiced is one of the weak points in our present market conditions.

To go back to the farmer for just a moment. We cannot expect him to go to extra expense and trouble, put in extra time in taking care of his milk and cream, unless he gets financial returns for it and as long as he gets the same for poor cream as he does for good cream, it is reasonable to believe that he will handle that product as easily as he can and until we are able to pay him more money for a good quality of cream, which will make good butter, we cannot expect him to do much to improve that cream. You may appeal to his moral nature, telling him he should market good stuff, that it is the proper thing to do, and we will make some converts and accomplish something, but we cannot get any radical change until there is a difference in price between good and poor butter.

There have to come some changed conditions in the market. We cannot expect the commission men, who are butter dealers, to make those changes. They are in business for a profit and they cannot afford to take the risk of trying to force a proposition on the creameries whereby they will take what their butter is actually worth. The commission man does business on the averages. He handles a large lot of butter and has to do it in such a way as to get a profit out of the average, and if we are going to see a change in the market it must come through a demand from the producers of the butter, the man who is making the really fancy butter must demand a higher price, and the man making the poor butter must realize that his product is not worth as much money as that fancy butter which has taken more care and expense to produce, and he must expect to take less money for his goods. Now there is gradually getting a sentiment, at least in the country, to that effect. Up in Minnesota they have an idea of establishing a co-operative selling association for the purpose of putting their butter on the market. I will not touch on that, I do not know how it will work out, but it shows a sentiment to that effect. The butter dealers in the market I feel sure would welcome a change of this kind. It is one of the hardest problems they have to deal with. The creameries making poor butter insist their butter is fine and they must receive full price for it. If the people in the country would once come to a point where they would try to make quality there would be enough butter dealers who would be willing to make a specialty of this kind of butter and establish an outlet for it. I asked a butter dealer a short time ago why he did not push this high grade of butter and establish a market for it. He said "If we establish a trade for that butter, to hold that trade we must be in position to supply fancy butter all the time, and there is not a large enough quantity of this fancy butter made to do that."

I do not pretend to offer any suggestions as to how this is going to be worked out. I simply want to present the conditions to you as they are. They were talking here

this morning about the hand separator problem. I think to that is probably due in a large measure some of the bad conditions in the market. The hand separator is answerable for an enormous quantity of poor butter that is coming into the market and has loaded the market up with this poor grade stuff. There has been more difference in price in the last few months between the fancy butter and the poorer grades than ever before and I think that is an encouraging thing. It is what we must look for, but there seems to be a scarcity of butter and I am afraid we will drop back into the old condition because it will be found there is not enough good butter to supply the demand and the dealers will have to pay a higher price for this poor butter in order to get enough for their trade, but it is possible to make good butter from hand separator cream.

Now I am inspecting butter in the markets right along, see all kinds of butter from all kinds of factories. I have seen butter from whole milk plants, which should have been making butter that would grade fancy extras all the time, and that butter would not run over 90, would just sell as a fair first. Under the conditions I have just mentioned, the creamery would probably receive within one quarter of a cent or as much for that butter as their neighbor, who perhaps received better raw material or made it up in a better way and made a better product, and it is discouraging. The farmers do not see any need for improvement and the buttermaker becomes pessimistic and thinks there is no use in trying to improve; but in some of the older localities, where they have had hand separators for a number of years, they are showing improvement. It does not matter whether you are located in communities in competition with the centralizers, it is simply a matter of the man who is in touch with his patrons. If he has the personality to show those patrons that it is only a good product which will win out in the long run, and establish and hold a market for good butter, show his patrons the advantage of having good butter all the time, that man can get a good quality of cream. I have in mind a buttermaker up in Minnesota—Mr.



Moore referred to him this morning as the man who got up at the Minnesota meeting and in utter disgust said "Jiminey Crickets." That buttermaker is running a co-operative creamery right under the doors of the centralizing plant using the usual methods of the centralizer, and he has been able to build that creamery up to a point where they are making a fancy grade of butter and he does not in the least fear the competition of the centralizer because he is making a good grade of butter. If that is possible in one place it is in another. During the past season I have seen butter from a creamery in the state of Iowa, which has as strong competition from the centralizers as any point in the country, a hand separator creamery gathering cream from a large radius, and yet they are making a grade of butter from that cream that will score extras nearly all the time. It is seldom they have a poor quality of butter. I have in mind one plant that makes over 200 tubs of butter a week, that will average 94 to 94½ most of the time. I inspected their butter week after week the first summer I was in the market, and I confess I was surprised at the quality of that butter. In Minnesota they have claimed it was impossible to make good butter from hand separator cream and many creameries have run down under those conditions; I did not believe it was possible to make as good butter as that from cream from such a radius, but it is and I am satisfied it is only a question of the man who comes in contact with the farmers. We must impress upon their minds that this poor butter is going to result in deterioration of the market and be the ruination of the dairy business and he must show them where there is a chance for improvement in getting a good quality of cream. At the present time he has not a good argument to bring because his butter will bring nearly as much if fairly good as if fancy, but I think there is a question which public sentiment will right before a great while.

The large quantity of poor butter in the market is alarming, alarming in its effect on the consumer of this butter. The average consumer perhaps knows very little about the quality of butter, but when you get butter which will

grade 86 or 88 points it is getting so poor that almost any man can tell it is not a fancy quality of butter. The consumer does not like to pay a fancy price for that quality of butter, and will not. The oleomargarine manufacturers have seen their opportunity in present conditions and have been putting their oleomargarine out and advertising it more freely than ever before, and unless we can supply more good butter the consumption of oleomargarine is going to increase right along because there is one thing about oleomargarine—they have a certain formula for making it and it is just the same all the time. A family that becomes accustomed to the taste of oleomargarine can buy it day in and day out and find it just the same. Where is the creamery making butter that will grade the same every day? I believe that is one of the most dangerous things in present conditions, that the consumer will be turned from butter to oleomargarine.

Again, even if the people do not turn away from butter, they will eat a great deal more good butter than they will poor butter. Give a man two pounds of butter and he may not be able to tell the difference between good butter and poor to test it, but let that man eat that butter on his bread and he will eat three times as much good butter as poor butter, and that will hold true every time. I have watched that in the restaurants in Chicago. I have found restaurants serving all kinds of butter, from the very poorest to the very finest, and I have always made it a point when in a restaurant to notice how people go after the butter, whether they eat it up or do not eat it, and I notice almost invariably in the restaurants putting out fancy butter, the butter is all eaten up while the restaurants not putting out a fancy butter will have their butter left untouched or with very little consumed. I happened to be in a restaurant in Chicago where they usually have good butter, but on this occasion the butter was very poor and I spoke to the head waitress about it. She said "Yes, I know the butter is poor. We do not get many kicks about it but our customers do not eat it. One can tell just as soon as we get butter in

here which is not of good quality by the way it is left on the table." That is a good illustration of what an enormous quantity of poor butter thrown on the market is going to do, the consumer will leave it on the table. From the consumer's standpoint it may be economy, a pound of poor butter goes a long way.

I do not think there is anything more that I want to bring up but I would be glad to answer any questions any of you wish to ask, but I want to impress this fact on your mind, that the market conditions, the place and manner in which we sell our butter, is the keynote of the whole situation. The dairy farmer is in the business for the money there is in it and the money he gets out of that butter depends on the market, and unless the market is so handled that he can get the best price for a fancy article he is not going to produce a fancy article. So I believe every man in the country, every producer and manufacturer, should make it a point to familiarize himself with the market conditions and the factors which govern the market, know why those things are and help to right those conditions, because until we do that we are not going to have the great advancement in the dairy industry which we wish for. I thank you.

---

### Discussion.

**The Chairman:** Do you wish to ask Mr. Credicott any questions?

**Mr. Olson:** How do the scores given the butter on exhibition compare with the scores of the butter on the market?

**Mr. Credicott:** In a way they would not compare. I did not mean that to be a personal matter but I believe the judges here realize conditions as well as I and we scored the butter in this manner—we each placed an individual score on the butter without any discussion of it. Each man looked at the butter and placed his score on it and as I understand these cards are to be sent to the buttermaker you can see what each one thought of your butter. There are certain kinds of butter, that is butter which comes just under ex-

tras, which most of the butter dealers are paying full price for because they can possibly squeeze out of it in some way and possibly return a score of extras because they sold it for extras, but the butter is not entitled to an extra score, and you will probably find a number of tubs which have scored 90 or 91 which the other judges have scored a little higher. They are perfectly right in their opinion because they find that butter selling as an extra. We find it selling too as an extra on the market, except on a firm market or under conditions which are artificial in a way.

There is another thing, and that is the question of the grading of our butter at the present time. I am convinced that our present system of scoring is wrong. In the first place we have not been differentiating enough between the good butter and the poor butter. Our scale of points, the way we work it on a basis of 100, we seldom mark butter below 88, and it is only a fancy butter that will score 95 or better, which only leaves a range of ten points which we are making between good and poor butter. To grade extra butter must be clean and sweet and yet we score under the present system, and it is universal, butter up to 88 or 89 which has a decidedly unclean flavor, which even the novice by examining a few tubs can readily tell the difference, and we only make a difference of five points between that butter and butter of a clean flavor. That is wrong. That butter ought to be scored down; in comparison with good fancy butter it ought not be scored over 65. It is an actual fact. The average of a scoring I saw from Denmark a short time ago was 12 or 12½ points, which figured back on the basis of our scoring of 100 points, would give an average of a little better than 80 points on all their butter. I talked with a man who was in Denmark last summer and he told me he went through a lot of their contest butter there and that it was of a very fine, uniform quality, that under our system of scoring we probably would not make over 1½ or 2 points difference between any butter in the exhibit there, one tub was so nearly like the other. I asked him what he thought that butter would average according to our present

system of scoring and he said 93 to 94 points, and they averaged that butter somewhere in the 80s.

There is no sense in having the scores so close together. I believe if we would adopt a grading system in place of a scoring system we would be nearer right, this grading system to have no reference whatever to a scale of points, simply class the butter as first, second, third and fourth grades and call them by that name. We could have certain rules as to the kind of butter for each class. The butter for first grade absolutely clean and sweet in flavor, and perfect in workmanship; the butter in second grade a trifle off in flavor, we score butter now 93 which is a trifle off in flavor but still a good commercial butter; third grade, butter defective in workmanship or flavor; and very poor butter for the fourth grade. I believe such a scoring as that would be more satisfactory. Our present system of scoring on a scale of points is not satisfactory because we cannot find any two judges that will score exactly alike, it is almost impossible to get within a half to one point. All the judges are liable to score one and a half to two points apart on a tub, but with a system of grading we could have certain specified rules as to the kind of butter for each grade, and that would be more nearly according to Danish scoring which simply recognizes these grades, then they grade on a scale of points which I do not think is necessary.

**Mr. Slaughter:** Could we not overcome that by making a wider margin between the different grades of butter?

**Mr. Credicott:** We could to some extent but with a scale of points we are always up against this problem of one man cutting one point more for one defect than another. The seller of butter, for instance, will cut one-half point for a slightly gritty piece to a point for a piece of butter which is very gritty with undissolved salt, and that does not mean much to the buttermaker. I have tried to adjust my scoring on this other grade to see how it would work out, but as long as I consider a scale of points I find it impossible to change to another grade. In a commercial way, there is really no difference between 93 butter and 94 butter; they

are both good extras and sell as such; it is only the extra fancy stuff that goes above our 95 score at the present time, that is if the butter deserves its proper recognition, so what is the use of making a point on a lot of butter when there is really no difference in a commercial value between 93 and 94, or 90 and 91? What is the use of making that difference in the grade?

**Mr. Joslin:** How can butter be scored with any degree of accuracy when they are changing the grade to suit market conditions every two or three months?

**Mr. Credicott:** There is no reason why the grade should be changed to suit market conditions, but that has been done for some time. Butter must grade 93 in summer to be extra and in winter 92 butter will grade extra. Why should we do that? If it is not as good in the winter time, why grade it extra instead of first? If the butter which grades first in the summer is the best we can get in the winter and is worth the price of extras, make the quotation on first high enough to cover that grade of butter. The quotations should be flexible and not the grading system.

**Prof. Webster:** May I say a word on this subject? These fine distinctions in scoring is one of the worst features of our scoring system. We give one man  $93\frac{1}{2}$  and his neighbor  $93\frac{3}{4}$ , and yet when he gets that one point more than the other man it does not amount to anything. If we can put it into grades, all the butter markets will adopt this grading system and it is going to make a greater incentive for men to work for better products when they know they have to get to a certain point if they want to be graded as firsts or seconds. With our present system of scoring, only one man can get the premium, while there may be forty or fifty tubs just as good commercially and they ought to be recognized as particularly as the first one, and it gives everyone a false idea. I hope everyone will get together on this matter of grading and adopt a standard. The difficulty in trying to adapt our present scoring system to a grade is the difficulty of adjusting a man's mind from the present system of a narrow difference to a wide differ-

ence, and I believe if we would cut the whole thing off and start new we would be better off.

**The Chairman:** Next on our program is Wisconsin's Opportunity, by Mr. A. J. Glover, of Fort Atkinson.



A. J. GLOVER  
FT. ATKINSON, WIS.

### Wisconsin's Opportunity.

Mr. A. J. Glover, Fort Atkinson.

Mr. President, Fellow Buttermakers, Ladies and Gentlemen:

I want a chance this afternoon to brag a little about Wisconsin but I notice there are some Chicago men and some Minnesota men here so I cannot brag as much as I would if we were here, just us Wisconsin fellows. I think Wisconsin can feel proud of her attainments in dairying. I do not think there is a state in the union from which more dairy knowledge has radiated, in which more progress

has been made, than in our own state. We do not stand before the world and say we are perfect in our methods; we have much to learn, but in our buttermakers' meetings, in our cheesemakers' conventions, in our state dairymen's associations, we are studying earnestly and elaborately the subjects which pertain to each branch of the business that our respective associations represent.

Wisconsin now, I think, in reference to production stands largest in the Union. We produce more cheese, perhaps not quite as much butter, but with the two taken collectively I think we can safely say that we are the largest dairy state in the Union. We are not only a state that is producing great amounts of butter and cheese but we are becoming noted far and wide as a state that is breeding high class dairy animals and, fellow buttermakers, the dairy cow is the foundation of the dairy industry. Buttermakers, cheesemakers, editors if you please, are only incidental to the business and therefore it behooves every member of this association, every cheesemaker, every editor to be looking out for the farmers' interests, for the man who develops, the man who cares for, breeds and milks the dairy cow. His interests are our interests and we cannot get along without him. I have often said that I do not believe the average buttermaker realizes what an important factor he can become in his community if he will only take hold of the farmers' end of the business. Mr. Webster touched upon that this morning, but it is a thing that will bear repeating and I will repeat it in another way. We talk about quality of our butter and the injury that the hand separator has brought to the quality. Granted that is true, it is a problem that we must face, no one denies it, but, my friends, it is a problem insignificant as compared with the problem of better cows.

For instance, our cows in Wisconsin do not average more than 200 pounds of butter per cow, perhaps 225 pounds and I do not think they average that. It is not asking too much of a farmer to feed a cow that will average 300 pounds of butter in a year, and it will cost him no more



to stable them, no more to care for them, no more to feed them, no more to haul the cream to the factory than the man that has a herd that averages but 200 pounds of butter per cow, and what is 100 pounds of butter worth today? It is worth over \$30. Has the quality of the hand separator butter taken even \$3 per cow? No, I do not think it has. If it has taken five cents a pound from your profits, if the quality has decreased the price of butter five cents a pound, it will not amount to \$10 per cow, and it has not decreased the value of your butter five cents per pound. And then, there is another thing that is far more urgent than the price of butter and that is the amount of time the farmer wastes at the creamery waiting to unload his cans.

I can well remember when I was a buttermaker and a cheesemaker seeing ten or twenty teams lined up and before the last team was unloaded and gone it was two hours wasted. What is a man's time worth to him during the busy season of the year?

Then again you will find the quality lost will not make up for the time wasted at the creamery. That is not saying we must not look to the quality. Do not understand that I am saying it has no money value. Quality has a cash value, we must look to it, must talk about it, but I want to impress upon you that there are bigger problems that should be considered before quality comes in, and among those are the time wasted at the creamery, the improvement of the skim milk from the hand separator and the improvement of our dairy cows, and you buttermakers can stand at your creamery doors and put literature into the hands of your patrons that will make them see the opportunities they have of improving their conditions.

Now what has that to do with my subject? We have been a leader in dairy thought; we have developed the greatest cow in this state the world has ever seen, we have not only one cow but have two cows that hold the world's record, a Guernsey and a Holstein, yes and a Jersey. Did you ever think that the Jersey cow that was the champion of all the cows at St. Louis was from Wisconsin? Did you

think of the champion cow of the Guernsey breed bred in our state, and the champion cow of the world, Colantha 4th Johanna, owned at Rosendale, Wisconsin? We are a great breeding dairy state as well as a producer of dairy products and as a great dairy state we are entitled to an organization that represents all branches of the dairy industry, an institution that combines in one organization all the different phases of this great industry of dairying.

A few years ago there was conceived an association which has since been named the National Dairy Show. We have held two meetings, both in Chicago and they have been successful. We have been successful. We brought together in this last session the greatest exhibits of dairy cattle that the world has ever seen, the greatest display of machinery, and men that came from all parts of the United States and from our neighboring country of Canada all pronounced it the greatest exhibition of dairy utensils and cattle they had ever witnessed.

The object of this association is to bring together all the different phases of dairying, that we may study them together, act together and learn together for the improvement of dairying in the United States.

We thought Chicago was an ideal place for holding this convention on account of railroad transportation, but we found that great city already overflowing with conventions and shows, and there does not seem to be any room for us there, and Milwaukee, the metropolis of our great state, is making preparations to take care of us. They are building an auditorium here that will house us and they say they are going to make us such a proposition that we cannot afford to go to any other state with it, and it seems to me if Wisconsin is wise enough we cannot afford to let this Association slip through our fingers. I as a Wisconsin man, will be in favor of this city, but I am only one of sixty who have a voice in saying where this association will be placed.

Now if we bring it to Milwaukee and are successful in getting crowds, if we bring high class dairy cattle here, we will bring our farmers here from different parts of the state

to study them. We can hold our conventions here and discuss buttermaking and cheesemaking, discuss matters pertaining to feeding and care of animals, and it seems to me we cannot help but do something that will be a stimulus to the dairy interests of this country as nothing else can.

We ought to feel proud that we have such a state and that we have built so well. We ought to feel proud of any kind of labor that we perform and we ought to do it as well as possible, and we ought to take pride in our work. If we do not take pride in our work there is no other organization that is going to take pride in it for us, and we as dairymen can be to our industry what the National Live Stock exhibition has been to the beef industry. Why is it that beef is so popular? Why do we hear of beef men being prominent beyond dairymen? Did you ever stop to ask yourself why the beef men become deans and instructors in our experiment stations? Did you ever see a man with dairy sympathies put in as dean of an experiment station, as secretary of agriculture? We have not been back of our men to boom them. We have had as great men in the dairy industry and we have a greater industry than the beef, but we do not advertise it. We are of greater service to our country than the beef interests can ever be. Take in countries where the dairy cow is kept on land worth from \$300 to \$1500 per acre, she is the most economical producer of wealth we have in the country unless it be the hen, and the cow takes little from your soil when you sell her butter; she gives back practically all the fertility you take from your land and instead of making your land poorer, the dairy cow is making it better. There is no other system of farming that is so easy on the soil.

Now let us unite and let us boom this dairy animal as her beef sister has been boomed, and let us do it under the organization of the National Dairy Show, let us bring it to our city of Milwaukee and let us support it by going home and talking about it, telling your patrons what it means to come here, and let us tell them the object of that association, which is in short to uplift and develop the dairy in-

dustry. We can all learn, the buttermakers can learn by studying the cow. You are not an all around buttermaker until you do know something about the cow. The fact that you go to your creamery and make butter and ship it to your market does not end your duties, and if we have a dairy show to which the buttermakers of Wisconsin can come and study this animal, learn what the farmer needs, bring his patrons with him, interest them in buying pure bred sires and increasing the production of butter fat per cow, there will be an increased production of milk and cream and of course that means dollars and cents to the buttermakers. It is perhaps selfish on your part but did you ever stop to think that most of our motives in life are selfish, that we spend most of our time in preserving life, nearly all our energies are spent in the advancement of self and we cannot get rid of it, but it is the man who tries to take everything for himself and give nothing to his neighbor that is called extremely selfish.

The National Dairy Show has been criticised, it has been claimed that it has been in the hands of a certain party of men, but I want to tell you today that the National Dairy Show is not controlled by any one class of men. It is controlled by breeders, by buttermakers, by cheese manufacturers, by centralizers, by proprietary creamery owners, by commission men, it has in other words in its membership men that represent every phase of the dairy industry and no combination of any one phase of this business can control the National Dairy Show. The commission men cannot control it, they have not large enough representation; the buttermakers cannot control it because they have not enough members; the centralizers cannot control it because they are not large enough in membership, and neither can the co-operative creamery because they have not enough members, neither can the dairy editors control it because we have not enough editors. If you will write to Mr. E. Sudendorf, Record-Herald Bldg., Chicago, he will send you the by-laws, names and addresses of every stockholder in the concern and if you can figure out how one

class of men can control that association, I will send you free of charge one share of my stock.

Milwaukee business men, as I said briefly, are building an auditorium. The auditorium is going to be built for the housing of from five to six hundred head of cattle. It will also have a splendid place for the exhibition of dairy machinery and appliances for the manufacture of milk into the different kinds of dairy products.

Now, fellow buttermakers, if you work with us, with your patrons, advertise this dairy show and work to bring your patrons here, we can assure you that the National Dairy Show Association, if Milwaukee will do her part, will become a permanent institution in Milwaukee as the International Live Stock Show is in Chicago. There is no use in talking about us going back to the stockyards again. We have had our experience there and paid for it, paid \$3500 in cash for the experience, and the stockholders have had to pay that. It has been a valuable experience. We spent nearly \$30,000 over in Chicago last year and took out less than \$27,000, and have run behind over \$3500. It is too expensive to take it down in a community in sympathy with beef interests. I am not blaming those men. Selfishness is back of most of our business interests and it must of necessity be, but I believe the men down there would rather see the beef animal take possession of this country than the dairy cow, and we as buttermakers, cheesemakers and dairymen want to see the dairy cow the supreme being of Wisconsin.

It is up to the buttermakers, the cheesemakers and the dairy men of Wisconsin whether we shall have a National Dairy Show Association as a permanent organization in our state. I thank you.

---

**The Chairman:** We have a man whose name is not on the program, but we have granted him permission to speak for a few minutes on good roads.



OTTO DORNER  
WISCONSIN

### Remarks.

Mr. Otto Dorner, Wisconsin.

Mr. Chairman, Ladies and Gentlemen:

In a special number of the Wisconsin Agriculturist, in a number devoted to good roads which it was my privilege to edit, Governor Hoard said this, which I think will appeal to all of you:

"No class of farmers are more interested in good roads than the dairy farmers. In all kinds of weather, every morning in the year must they take their milk to the factory and haul the skim milk back over the same route. Does not the fortune of the dairy farmers as well as their good name require that they unite for an intelligent building of the roads?"

If that was true then, ladies and gentlemen, it must be true today and that is one reason why I was glad to accept an invitation to be here with you today. The subject of better highways is of great interest to us this year because

we are to vote on it at the coming election this fall. The subject of course is one that has been discussed in one way and another for some time for quite a number of years. First it was the wheelmen that agitated the question and quite naturally so because they understood what it meant to have good roads.

The proposition we are to vote on in the fall is the one I am here to discuss, the proposition of state aid to roads and it is one that deserves interest because the position to be voted on is an amendment to the Wisconsin constitution which will make it possible for the legislature to grant state aid and road building if the people want it.

What is state aid? In the first place, let me explain that state aid does not mean state control; it does not mean that the building of highways shall be taken out of the hands of the local authorities and the state shall handle this work instead. Not at all and I for one would not advocate a measure that takes the control of road building out of the local town meeting. I believe the local tax payers, the farmers themselves should have nearly everything to say as to what should be done in the way of highway control in their neighborhood. I know that any man in the last year that would propose taking the control of this out of the local communities and give it to the state, would deserve and receive universal censure from the tax payers of the state. But that does not mean that we shall leave the farmers, as heretofore, to shoulder the burden and expense of building country highways. If we can find some means of revenue which can be made to go into the treasury of the towns to help the expense of building a macadam highway or a gravel road, cutting down a hill or filling in a hollow, I think any such scheme deserves careful consideration from intelligent voters to see if it is one that deserves support.

Where are we going to get funds? It naturally occurs to us that the cities ought to help pay the expense and very properly so. It is the agricultural communities distributed throughout the state that have made the larger

cities what they are. It is the agriculture of the United States that made New York, Chicago and St. Louis, Milwaukee, LaCrosse, Oshkosh and the rest of our cities. Let them help to improve the means of communication with the country that sustains them and builds them up.

The objection unfortunately is that our scheme of government does not admit of levying a tax in Milwaukee and spending it in Dodge County, taxes are supposed to be spent where levied, but the state treasury is available and state funds may be used for that purpose.

Now that offers the suggestions whether or not it is fair that the farmers shall be asked to pay a state road tax in addition to the burden they already have of caring for their local highways. There are three different answers to that question. The first answer is that your state tax never has amounted to a hill of beans. Look at your tax bill, you will find that the burden of your tax is town tax and next the county tax, and when you look for state taxes in the tax bill you will find that it is rarely as high as three per cent of the entire tax you pay.

The next answer is that a state tax levied for building country highways is expended only outside of the cities and while the cities pay something over half the amount of our state tax, the farmers can well afford to contribute their mite to a state road tax if the amount they pay in the aggregate is more than doubled by what is paid in the cities.

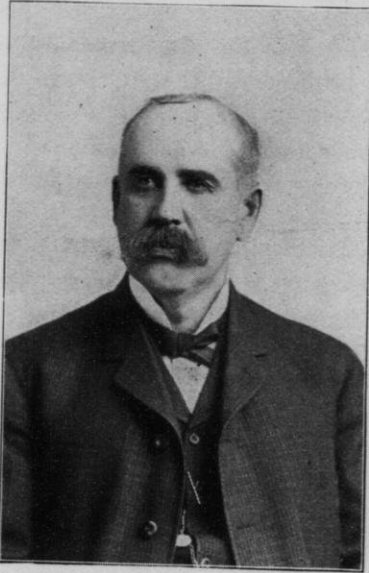
My third answer is that in the last four or five years we have not had state tax for highways. The state's revenue from other sources has been such that it has not been necessary to levy such a tax.

I am here to submit that with such a fine situation in Wisconsin you farmers are well justified in asking the state to contribute something out of the state treasury for the improvement of your country roads and help you make them what they ought to be. I submit that a proposition which makes it possible for a community to get better highways if it wants them without being compelled to build them



is one that deserves your support and that the constitutional amendment that opens the way for such a system deserves your hearty support at the election next November. I thank you.

**The Chairman:** Next on our program is a talk by Mr. S. B. Shilling, of Chicago.



S. B. SHILLING  
CHICAGO

**Address.**

Mr. S. B. Shilling, Pres. Nat'l Dairy Union, Chicago.

Mr. Chairman, Ladies and Gentlemen:

I am just going to say a few words to you on a subject that is uppermost in my mind at the present time and that is only to emphasize a statement that has been made in regard to the quality of butter that is being produced and how it encourages the consumption of oleomargarine, and that leads me to say a few words in regard to the oleomargarine situation at the present time.

I do not intend to take your time to tell you what has passed, because I take it you already know that but I want to give you as briefly as possible the situation at the present time and then I am going to, if I attend the banquet, say something more to you tonight.

There have been two bills presented in congress for an amendment or repeal to our oleomargarine law. Now I do not need to stand before you and tell you what that oleomargarine law has done for us because you know that last year the price of butter has averaged 29 cents and a fraction for the year, a better price than has existed for ten years before. That means a great deal to you; it means there has been some influence at work which has made it possible for the price of butter to reach that point and be maintained there for a year; it means the American people want butter if they know what they are getting, they do not want a substitute for it; and so far as we have a law, that has protected to a certain extent, probably as much as it could protect the dairy industry. However, there has been a bill introduced and I will give you a little inside history right here. St. Louis today is probably the worst market in which the illegal sale of oleomargarine has been carried on, it is harder to control the sale there than in any other city in the United States and through pressure brought to bear on them the internal revenue officers undertook to enforce the law in Missouri, with the result that one man was killed, three are in the penitentiary and a half dozen men fugitives from the state for the illegal sale of the product, and down in St. Louis is the strongest feeling to secure a repeal of our law. The movement down there to secure a repeal or amendment of the law is backed by the retail grocers of the city who are bringing pressure to bear on their congressman, and if that amendment should pass it would do away with all the protection we have at the present time.

Another amendment was recommended by the secretary of the treasury last week. We received a notice that he is recommending a change in the present law which

would be for the betterment of it provided it could be carried.

Fortunately for us at this time there is a presidential election on for the coming year and no party will embrace a measure that is going to make it unpopular with the people, and it is well known to you that a measure of that kind, fought as bitterly as it was, that has the backing of the dairymen of the country, the legislators of the country will be mighty slow to take hold of. Whether we are mistaken in this idea remains to be seen.

Another thing that is going to act as a counter irritant to the amendment is the fact that a bill has been introduced by Senator Penrose, of Pennsylvania, asking for an amendment of the law, which amendment would also better it, and the fact that the two bills are so diametrically opposed to one another is going to prevent either one of them being called up; it is our opinion that they will be lost in the pigeon holes in which they are now and never come out.

Two months ago we were advised in regard to this bill that was introduced from St. Louis, we know the contents of it, and the matter was taken up with the friends of the dairymen in Washington. We outlined the bill to them and told them what we would expect of them to prevent the passage of it, and we have assurances from them that they can block legislation at least long enough so we can get to the people and stir up enough of the weak kneed ones to prevent its passage. We are up to that at the present time. That bill has been presented, undoubtedly sometime or other it will be called up. There is no question but the oleomargarine fight has to be gone through with again because the oleomargarine interests are organized for that purpose.

I want to say to you that we are opposed today just as much as we ever have been in the past by these organized interests and that we must stand together in order to protect the dairymen of the country as much as we ever had with a mighty organization back of us. The dairymen are opposed by more powerful interests than ever before and

we have to stand together to protect our interests. I would like to hear Governor Hoard say something about the opinion that has been handed down by the court.

---

**The Chairman:** We would all be glad to hear from Governor Hoard.

---

**Remarks.**

Hon. W. D. Hoard, Fort Atkinson, Wis.

Mr. President, Ladies and Gentlemen:

It is my opinion that the oleomargarine law has received a body blow. I have an opinion that the influence of agricultural interests in the United States at the present time is strong enough in view, as Mr. Shilling has said, of an impending presidential election, it is strong enough, if organized effort were made to amend the law, to avoid the onus that has been placed upon it by the United States District Court.

It was a tremendous job to get the dairymen of the United States concentrated, get them organized. It will be a tremendous job to do it again. We are a good deal like a long reach wagon, it takes an awful lot of ground to turn around on, and it is a mighty hard thing to get the dairymen of the country into an agreement or into a force strong enough to tell on the men in the legislature, either national or state, but it can be done. It was done before. It was done in 1898 and 1902 to convince the men in Washington that it was a dangerous element to fool with, the men who stand behind the cow. I want to call your attention to a strange fatality that has attended three prominent men that fought that bill—Charles Grosvenor thought himself absolutely anchored from time to eternity in congress, but he went by the board. He made a bitter speech against the bill. I had the pleasure of receiving at Dayton, Ohio, where I was in attendance at a Dairyman's convention, a committee of men from the Eleventh District who came to ask me to tell them what Grosvenor's position was and to

tell them where they could get information at once. I told them where they could find his speech, told them in his actions he was hostile to us, told what he said to me, and I added "Go home and beat him if it is a possible thing, for a man that will stand up as a traitor to the agricultural interests of this country does not deserve promotion or prominence in it. Beat him." and they defeated him. Then Wadsworth came on. Do you know the fight that was made on Wadsworth? I said to Mr. Wadsworth "You are dealing with edged tools, Mr. Wadsworth, just as certain as you live you are laying the foundation for your final retirement from Congress." He said "Maybe you think you know my district better than I do." I said "I do not need any information from anybody to tell me that a knife will cut or that strychnine will poison and I do not care what your district is," and Mr. Wadsworth went down. Foraker was one of the worst men we had to deal with, introduced that amendment, cutting out the proposition as we had it, and introducing the amendment that "in case it should be artificially colored," cut out the words ingredient we had in there "any ingredient which caused it to look like butter in any shade of yellow," these words I incorporated myself. He cut that out and declared he would not vote for it. We had a hard time with that man, had a tremendous time with Mark Hanna; Mark Hanna said he would not vote for the bill but he did vote for it. Foraker is an arch traitor, no man is so poor in Ohio as to do him honor and it is a strange fatality and bye and bye it will be borne in upon the consciousness of those men that they cannot find political success if they have again anything to do against the agricultural sentiment of the country and particularly a course hostile to the righteousness of such a law.

Now I say this to the buttermakers who are here and I wish I could say it to all the buttermakers of the state, that it is a bounden duty on the part of every creamery buttermaker in the state to do all he can with his patrons to educate them to a sense of their danger. The voting power does not lie in the buttermakers' hands but it does

lie with the men who are behind them and every butter-maker in the state ought to, by some means or other, bring to his patrons information on this question. He ought to be active and alive to every point. What can he do? He can write, for instance, to various journals which are devoted to the dairy interests and say "Can you not please say something that is instructive on that question? Won't you write an article and send me so many copies of it so I can lay it before my patrons," or he can do another thing with his local press—and I know of some men in the United States that have been doing more for the advancement of the dairy industry in their midst by work with their local papers than other men have been doing who stand, you might say, in large places. Those men have undertaken the education of their people through the local press and have done splendid work. One case comes to me now up here in Barron County. One of the papers at Rice Lake has been doing more for the creamery work and interest in that wide section of the country, the editor Mr. Swift has, than anything I have seen. Every buttermaker is apt to think that he cannot do anything when it comes to the pen, he thinks all he can do is to attend to the work in the creamery morning and night, night and morning, and move in that little rut over and over. Oh ye men of little faith, there is a lot you can do. It is wonderful what you can do. You can do a wonderful sight in educating your farmers about you into notions and ideas of intelligent, modern dairying. A delegation of farmers from the Duck Creek creamery, managed by my son, came over to Fort Atkinson not long ago and sat in my office, wanted to know something about the way I managed my herd of cows. In two hours I did more with those men than I could have done by a year's preaching. The average farmer usually does not learn anything from what he hears, he learns from what he sees and we know we can do a great deal to show him what these other men are doing.

On this oleomargarine question I want to say to you that the dairymen of the country must be keenly alive. As

Mr. Shilling has said, we are not entrenched beyond defeat. I do not anticipate that our enemies will do very much if they find that the dairymen are alive and not asleep. My experience and observation have been that what the voice of good government and honest policy have accomplished has been done when farmers were not asleep, but the farmers of the country go to sleep. They do go to sleep but when they are aroused I think the foe is fleet. I wish you knew of the tremendous difficulty we had in the passage of that bill of ours. Senator Spooner said to me one day "Do you know, Hoard, that was the very first break that was made against the great trusts of this country?" And that is right, the first assertion of the people's power against great trusts. What happened since? We have a right to congratulate ourselves on setting the ball in motion. What happened since? Today we see these great combinations that are conspiring against the commercial liberty of a country, we see them on the run, and the first battle was that oleomargarine law. Gentlemen, I bid you be of good cheer. The old man is not so badly balled out yet that he does not look hopefully to the future.

---

**The Chairman:** There is nothing further on the program this afternoon and we will now stand adjourned until tomorrow morning, at 9:30 o'clock.

---

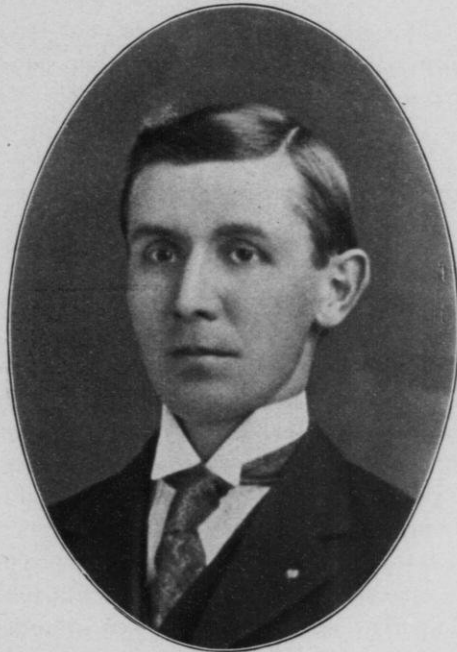
Thursday evening the buttermakers and friends held a very enjoyable banquet in the large dining hall of the Plankinton House. Rev. John Faville, of Appleton, Wis., acted as toastmaster in an exceedingly pleasant manner, and toasts were responded to by Messrs. Hoard, Shilling, Slaughter, Gallagher, Dodge, Moore and many others, the last response being made close to midnight.

---

### FRIDAY MORNING SESSION.

**The President:** We will come to order. We are a few minutes late this morning but under the circumstances think we are excusable.

The first number on our program this morning is an address on County Buttermakers' Associations, by Mr. J. McGill, of Little Suamico.



J. MCGILL  
LITTLE SUAMICO

### County Buttermaker's Associations.

Mr. Chairman, Gentlemen of the Convention:

A number of my friends in the north country would no doubt laugh heartily if they heard I had said that I was not a talker, for I am satisfied that in our little county meetings they have made up their minds that I could not only talk but also that I talked too much. I suppose there are a number of you already looking for your hats, thinking of making an early escape before I have finished riding my hobby, thinking I would saw the air with my arms and yell lustily in an endeavor to induce a number of you to follow my example and form County or District Associations.



If I am going to be accused of having the matter of organizations of dairymen as a hobby, I am going to plead guilty and throw myself on the mercy of the meeting in the matter of passing sentence on me. If no other reason was advanced in favor of a convention of dairy interests, it seems to me that the old time-honored and truthful saying, "In unity there is strength" and that other one "United we stand, divided we fall" would be sufficient. Many of our brothers seem to believe that our organization exists merely for the individual benefit of the members; wherever I have had opportunity I have raised my voice in protest against this selfish view of the matter.

Of course there can be no doubt that each member of the organization will, no doubt receive great good, benefit and useful information from associating in meetings with men engaged in the same occupation as he is; but the great benefit must arise from our being a united body in compelling legislation that is demanded by the dairy interests. The dairy interest, affecting so many millions of capital, does not get the attention and respect it should either in our halls of congress or in our state legislature. It seems to me that the reason for this ought to be apparent to anyone who gave the matter one moment's careful attention. Let a matter come up that affects the capital interests of the country or in any way affects the labor interests, and we find these great forces sending down to our seats of government strong lobbies to work either for the passage of the bill or to defeat it, as their interests may demand, all of them pulling together under one head to accomplish one grand and general object. Today if an important measure were before our legislature, that might mean even the life or the death of the dairy interests, there would be no fountain head to direct the efforts of those men who interested themselves enough in the matter to try to assist in the passage of the law, or to encompass its defeat. One lone man, or even many men not banded together, pushing any measure is not likely to be heard or heeded; but even one man backed by the moral or financial support of the members of

an association is bound to be heard and his argument will receive the attention, respect and consideration it deserves.

Is there any one present who needs an argument on the subject of united action? If there is, I would ask him to think of the very foundation that underlies our own government. In 1860 certain states of the United States believed it to be to their best interests to withdraw from the union of states. Some seemed to think that the difference of opinion as to the right of a man to own slaves was the reason that threw the great north and south into a war that lasted four years and brought more sorrow and hardship on the people of this country than the world had ever seen before. The matter of slavery was not the question that threw these men into that strife, but the matter to be decided was whether we should continue as a united people or whether we should go down to disaster by reason of our loss of strength in unity. The wise men of our country, looking back to its early history, realized that the thirteen original states would never have received recognition or support from abroad unless they were united under one general form of government; and if each state were to have the right to withdraw from the union and stand by itself it would not be long until our enemies, finding us divided, would soon destroy us piece by piece. They also recognized that standing together, each united for support and assistance of the other, we could defy the world and in time to come we would develop into one of the strongest nations on earth. Why can we not do the same? We preach co-operation to the farmer, why don't we practice it and set a good example to them.

What are the benefits from a county association? The secretary made a small error, he should have made my speech not what we have done but what we are going to do or what we can do. There are a number of benefits to be derived from a county organization which are purely personal to its members. No body of men can get together, engaged in the same profession, and talk over their work, without each and every man deriving some benefit from the

experience of his companion in the way of new ideas and a greater interest in his work, getting acquainted and finding out the sterling qualities in the other man, and by lending a helping hand to a brother in trouble, one can assist in raising him to a better plane of manhood. These are the personal benefits. Far greater, however, is the influence of a County Buttermakers' Association with the dairy farmers and the help that the association can render him in itself and through its influence with the state and national association. As a rule we buttermakers are not orators, but by getting up in our little county meetings we get accustomed to being able to give expression to our thoughts in public meetings and to put in words our ideas. Then by showing the farmers in our respective neighborhoods how much benefit we get and what a state of harmony exists between us, as a result of these meetings, I expect by the good example we thus set that they will fall in line and have dairy meetings and associations of their own.

I will give you a short history of our BROWN County Association, which is very small indeed, but what we lack in numbers we try to make up in energy. In May Mr. Bjrrgaard, the New Franklin buttermaker, conceived the idea of forming a county association of buttermakers, and called several meetings. Finally on May 7, 1904, we organized with eight charter members, each paying an initiation fee of \$1.00, and we elected officers. We were not large in number but we were not discouraged and although some of us had to come long distances to meetings, traveling fifteen to twenty miles and driving home at night by moonlight, we have stuck to it until at present we have a membership of twenty-nine, who meet each month to discuss dairy subjects, unless some large dairy meeting like this convention interferes.

---

#### Discussion.

**The Chairman:** Any discussion of this subject?

**Member:** I would like to ask Mr. McGill if they take up a course of study or do they discuss every day problems in the creamery?

**Mr. McGill:** We have a general discussion of the latest questions—the moisture question, testing, the different apparatus that come up for creamery work, and testing between different creameries. We find one creamery buttermaker testing another man's milk, sometimes there is a variation. We try to help one another, avoiding all trouble and have a better state of harmony in the whole neighborhood. We found when we started that one creamery would try to injure the next one. In our first meetings we could scarcely do anything but at present the buttermakers are all good fellows and try to help one another along. If a patron comes to one creamery from another one, the buttermaker at the first creamery will know he is a "kicker" and he will try to send him back to the creamery he came from. We also find the farmers are more sociable from one creamery to another.

**Member:** Are you able to harmonize the quality question between creameries?

**Mr. McGill:** At first there was quite a good deal of competition as the creameries are not more than five miles apart, but now we find that even though one creamery may be paying one cent more than the other, the creameries operating in that neighborhood do not have any trouble. We have heretofore had different routes running backward and forward, but this last year there has been little of that done. In fact I know of only one case where a patron left his own creamery and hauled his milk to another creamery.

**Mr. Moore:** My idea of the county association is this, I know when I was a buttermaker attending a convention I thought I had some good ideas but I was unable to present them. I wanted to have my thoughts whipped into such shape that I could see where I was going to land before I got on my feet, and the consequences were when I got my thoughts in shape the opportunity was gone, and I know from experience that there are many buttermakers attending conventions full of good ideas, gained from practical experience, who are unable to present them because they are afraid of the sound of their own voices and of what

some other fellow might think, but at these county gatherings they become acquainted with the other fellows and learn to speak in public. We know when the old fox first saw the lion he turned tail and ran, the next time he stopped a minute, but ran, the next time he stopped a few minutes, and the next time he went up and said "How do you do?" We find in these associations the buttermakers lose their reserve, are able to talk and express their ideas for the benefit of us all, and I believe that is one of the principal things in these county associations so that when they come to a national or state organization we have the benefit of their ideas gained from years of practical experience.

**Member:** If a man is in a neighborhood where there are three or four wagons running over the same route, I was wondering how the buttermakers could get together and divide up the routes. That seems to be the hardest problem in most places.

**Mr. McGill:** I realize that it is certainly a difficult problem. I have had experience with it myself. I think that some years ago we tried to tell a bunch of buttermakers that we could have an association of buttermakers where each creamery would not be so strong in competition with the other and try to get every bit of milk in that neighborhood within ten or twenty miles, but if these associations are formed I do not see why we cannot convince the farmers in your neighborhood that they can get along with a cream route over a certain locality, and cut out the expense of more than one wagon for that route as we do now.

**Mr. Boerschinger:** Where a territory is divided into proprietary and co-operative creameries, the co-operative creamery can do business cheaper than the individual creamery or at least endeavor to make a bigger showing, and where there is such competition I do not know where they can get together to arrange routes, but I know of instances where there are four cream wagons over the same route and all are getting fair loads of cream if they travel thirty miles, while if they traveled six they would not get

so much. It seems to me that most of the farmers want to see how far away from home they can send their cream. That is the way it looks to me. They think the creameries near home are trying to cheat them all the time.

**Mr. Shilling:** I am interested in the County Buttermakers' Association and I believe there is a bigger field in the organization of county buttermakers for good than in any other kind of organization that I know of today, and I like to hear such talk as Mr. McGill gave here. It seems to me it is going to make better times. There was a man in Chicago last week said he was going to vote for Bryan. He was asked what he would do if Bryan was not nominated. He said "I am going to vote for him anyhow. I have voted for him twice and we have had better times ever since." I believe there is today a bigger field for good in the county association than any other one thing the buttermakers can do and I am positive today that if the buttermakers of every county in the state of Wisconsin were organized the way they are in Brown County, with the splendid organization they have there, they would see the improvement Mr. McGill says is taking place in Brown County at the present time. I would like to see the progressive buttermakers of Wisconsin and every other state go to work along the lines suggested, and especially make some sort of arrangement of not taking one another's patrons and then you can compel them to give you a good product. It looks to me as though we were working at cross purposes in the co-operative system along those lines now. If a patron becomes dissatisfied at one plant, all he has to do is to go to another place and be treated well. If you had an organization and an understanding among yourselves, you could compel your patrons to bring you a good product, something you will have to do sooner or later.

**Mr. McGill:** We realize that this association of buttermakers cannot tell what we have done. We cannot tell either whether we are liable to do much more, and I believe if we get together that we will overcome a whole lot of difficulties on the cream route the same as we have on the

oleomargarine route. The greatest opportunity for benefit would be had for the dairy interests of the state; if each association has from fifteen to forty members, with from one to two hundred farmers, and any legislation comes up that we want to push through, we could for instance have each buttermaker in the association get ten of his best patrons to send ten letters to their representative in Madison. Imagine what that would mean in the state of Wisconsin, with from ten, fifteen, twenty or forty county organizations! That representative down there would take notice of that and if the dairy interests desired any law, they would get it. Of course the individual creameries in each locality have to work out a great deal of their own difficulties, but I believe they can be overcome through county associations easier than in any other way.

**Mr. Boerschinger:** I see another advantage that we would have, we would have this room so full today that there would not be room for anyone to stand. There are many buttermakers who have not the time and do not care to attend conventions or meetings, but if they were brought into the county associations where they have them nearer home, within ten or twenty miles, they would become interested and would attend their state associations more than they do now, and they would find it to their own interest and the interest of their patrons to do so.

**The Chairman:** I think the gentleman is right. They would be simply the preparatory school and after they get interested in what is before them they will see something farther on and reach out for it. If we could have these county associations in every county in this state, the buttermakers would soon learn that their next door neighbor is not trying to cheat them; if they were in an organization they would get together oftener and we would hear none of these complaints. The buttermakers would hear more about their state organization and attend it.

**Mr. Jacobs:** I certainly approve of the idea of county organizations and I think there is a great field for good in working together. I want to say something against one

statement made by Mr. McGill, that is he said fortunately he was not bothered with gathered cream. I think the buttermakers want to take a little wider ground on the subject of the hand separator. One of the things I early was convinced had come to stay was the hand separator system. The trouble is we have thought we were too much of the whole thing when the fact is we are simply an incident in this question. It is the farmers' question, it really is not ours. We are just the means to an end. The system that returns the best results to the farmer is the one we want. It is not because it will be handier for us that we ought to want it, but because the cream can be separated on the farm and gathered by the farmers cheaper than any other way, cheaper to the farmer and that is what we have to look for, and so the separator system has come to stay, and I believe instead of the creamery men fighting against it they must instruct their patrons how to care for their cream properly, and the sooner they realize that the better it will be.

**Member:** I think that through county associations and the buttermakers getting together and standing hand to hand, and not being enemies of one another, and this system, they can bring their creamery managers and owners to stand in the same way and not fight each other, and bring this system to a right point.

**Mr. Maxon:** There are problems there that have come to stay too. How are we going to prevent this system ruining the grade of butter? It has resulted that way in all the other states and we are in danger of the same thing in our state. We are not fighting the hand separators, we are fighting the lowering of the grade of our butter. If you lower the grade of butter put out in this state you will injure the reputation of the state of Wisconsin for butter and everyone of us will lose. That is the problem before us, it is not that we are fighting the hand separator, it is that we are fighting the lowering of the grade of our butter.

**Mr. Sprecher:** You can make good butter from hand separator cream if it is in good condition. The best way to



solve this problem is to have a law compelling all cream when delivered at the station or creamery to be in good condition. The separator has come to stay, we must all agree to that, and in one way we might say it is God's blessing to dairying because the most successful dairyman is the man running the hand separator at home and skimming his milk there. Some of the most successful creameries in Wisconsin are on the hand separator plan. I leave this to the convention to decide if it is not a fact.

**Mr. Moore:** I heard a story the other day of an old Baptist preacher who it was said no matter what text of the Bible he was preaching on always wound up with the subject of baptism by immersion, so it seems no matter what subject we bring up here for discussion we always wind up with the hand separator problem. Let us go back to first principles again and talk about our county organizations. There are men here from practically all of the leading dairy counties and I think it is time that some of them from each county should resolve that when they go home they will make an effort to get the boys in their particular county together and form an association. These associations will not start of themselves. I have the pleasure of being one of the charter members of both of these county associations in this state. There was a time years ago when there was one in Walworth county that fell of its own weight. There was a little misunderstanding that broke it down, but we are more enlightened now and do not want those things to break in. We want to organize and be a factor for good of the industry and we can better thresh out these questions of ways and means in our local organizations than we can here. We have too big a territory I might say to get down to one particular thing. What might fit Mr. Maxon's territory might not fit Mr. McGill's territory in the least, but when the boys in Mr. Maxon's territory all get together they are under the same conditions and can adopt the same principles.

I am interested in these county organizations and I hope some more of them will be formed. Now is your

chance and when you go home resolve that two or three of you will issue a call in your county and the Brown County boys or Dane County boys will be glad to help you. It takes some little time but it is worth it. We had nineteen buttermakers at our last meeting in Dane County, so you can see there is an interest and the boys are getting the worth of their money and the time expended.

---

**The Chairman:** Last summer the telephones through Jefferson County commenced to ring and Mr. F. A. Seeber, of Waterloo, called us up and told us there was to be a meeting in Watertown in a few days to see if we could not do something in regard to the centralizers working among our patrons, and with that end in view there were a dozen or fifteen members of the Southern Wisconsin Buttermakers met in Watertown and took some measures, and since that time there has been considerable discussion and they have been before the railroad commission. Mr. F. A. Seeber was elected president of the Wisconsin Dairy Manufacturers and Milk Producers' Protective Association, and he will now speak to you upon that subject.



F. A. SEEBER  
WATERLOO, WIS.

**Wisconsin Dairy Manufacturers and Milk Producers'  
Protective Association.**

F. A. Seeber, Waterloo, Wis.

Mr. Chairman, Ladies and Gentlemen:

I feel on this occasion a great deal as Mr. Moore did before he attended those county associations, I do not know where I am going to get off at. I have no set speech prepared for you.

This subject of the organization of an association of Wisconsin Manufacturers' and Protective Association was brought forward on account of the necessity that was shown and reported at your last annual meeting at Wausau, and it reminds me of what I heard Mr. Joslin say the other day, that you could pass resolutions at the buttermakers' convention but as soon as you leave you seem to forget them, you do not seem to carry them out. Now if you will pardon

me for reading from your last annual report, on page 170, Mr. Emery, our dairy and food commissioner, gave you a warning of what was to be expected as follows:

"In my judgment never in the history of this state has the local creamery industry been so menaced as at the present time. If our local creamery interests in Wisconsin, this magnificent dairy state with a total annual income from her dairy products of more than fifty-seven million dollars, is to continue and advance that industry, there are certain conditions that are absolutely indispensable. First and foremost, cleanliness in dairy products from cow to consumer; second in our creamery work the testing of butter fat in cream or milk of the patron must be done with intelligence, with painstaking care, and with absolute honesty; third, there must be no discrimination in railroad transportation by the roads between the various classes of producers of these dairy products.

"Now, gentlemen, this is a serious proposition and there is no body of men so called upon to deal with this proposition as the Wisconsin Dairymen's Association and the Wisconsin Buttermakers' Association. I state to you things that I know, and I say a local creamery is charged one dollar a hundred to ship its butter to Chicago by express. Now keep that in mind; at the same time, from the same place, they take one hundred pounds of cream to Chicago for 26c. The cream is 40 per cent butterfat. Now, under the arrangements, a large proportion of this cream that is shipped to Chicago centralizers averages 40 per cent butterfat. It amounts to this, that the Chicago centralizers get their butter for 52c a hundred for transportation charges, while the Wisconsin local creamery pays \$1.00 a hundred to get its butter to Chicago. Gentlemen, that is not a square deal. In addition to this, the railroads return the cream cans free of charge, they do this by shipping as baggage.

"Thus it will be seen that by this action of the railroads the Wisconsin local creamery is placed in a position of particular hardship if this thing continues. No Chicago cen-

tralizer, nor any other centralizer can get out of a farmer's cream any more, honestly, than the local co-operative creamery can get out. Therefore it is to the interest of every Wisconsin farmer to stand by the Wisconsin local creamery. He gets all there is in the overrun, and everything! The dairy sentiment of our state, the railroad commission and all the forces of our state should stand like a solid wall in defense of our dairy interest as a part of Wisconsin. Not only should they stand as a stone wall, but should be just as aggressive as a mighty army seeking to gain what is right and just in these matters. The Creamery Buttermakers' Association can do much to bring this matter to a right turn."

That is all that is necessary on that. The matter ran along after that until some time last July. I was informed and had kept watch of the matter with others, that the railroads, some forty-two roads and express companies, had agreed to raise their rate on cream and put in what was called the "distance tariff" on the first day of last September. I think it was about the 15th of last July that the railroads decided to put in a rate of 25 cents for thirty miles, 27 cents for thirty-five to forty miles, and from fifty to six hundred miles on a ten gallon can 85 cents. A few of us who were watching this thought that rate in effect would avoid and stop in a great measure the centralization of this dairy product, but a little later in the month I happened to have it called to my attention that the centralizers in the U. S. Federal Court before Judge Kohlsaet had secured an injunction, preventing the enforcement of this proposed distance tariff. Realizing, as we did, that we could not do anything without an organization, as Mr. Dodge our worthy president has told you, there was called together at Watertown a meeting of some of those interested, and we met there on the 20th of July and twenty-seven men joined the organization and signed the resolution.

We really thought at that time, at least I did, that the dairy interests of Wisconsin would be recognized and we

therefore appointed a delegation of five to go to Washington and appear before the interstate railroad commission, tell them we were from Wisconsin representing the dairy interests, and we supposed we would be heard. Mr. Moore was one of the committee and our president another, but we soon realized and fully realized too before we could appear in court we had to get interested. We could not get in a law suit unless we were plaintiff or defendant. We had not considered that. Mr. Moore and myself being left in charge of this matter gave it a great deal of time and study. We fully realized that we must have a good adviser, a clear legal mind, to steer us aright and keep us from getting on the rocks. We hired Honorable John Barnes, ex-railroad commissioner, and we attended this first hearing before Judge Kohlsaas but we could not be heard, when we were not in the suit. After spending several days in Chicago, our railroad commission took up the same issue and we had a hearing in Madison of some three or four days, and I will say, although the decision has not yet been rendered, I think it was one of the best things and one of the best hearings and will prove one of the most important in the long run to affect the dairy interests of Wisconsin that has been heard for a number of years. I do not know what that decision will be, but after attending that hearing for three days and listening to the evidence given to that commission, I cannot see how the commission can under any circumstances give us anything but a valuable ruling for the hauling of cream within the state.

But even at that, it would not stop centralization. We still have to appear before the interstate railroad commission and our membership and enthusiasm has not extended as we hoped it would. Mr. Moore has sent out letter after letter with our resolutions to the manufacturers and butter-makers. We have had fairly good success but we have not the united support which all the gentlemen who have spoken here say we ought to have, and I do not think there is one in the room will say there is a more vital question for the interest of dairying, for the buttermaker and consumer,

than the centralization question today. They not only get their goods for much less than we can transport them to the city but we have to transport our coal in. We give them a by-product and they dispose of that. They pay an enormous price to get into a territory and when they have the local factories wiped out they pay an awfully poor price so as to be able to maintain their plant. We have that down in Nebraska. I have an official document in my hand that was sent me with the statement that the state was to take up the transportation question and giving us a list of the factories in Nebraska. They started in 1885 with 42 creameries and it ran all the way up until in 1900 they had 100 creameries and 222 skimming stations. In 1905 the centralizers had put them out of business so much that they had 16 creameries, 6 skimming stations and 11 centralizers. The Schuyler Creamery Co. have been importuning us for assistance. They have passed the local distance tariff law in Nebraska. I think it will be recommended in this state, but we have just received a telegram that I think will help the members of this association to realize what we have to face.

Our association is a small one, we have not the memberships or money necessary to fight them yet as Mr. McGill has stated. Someone has got to do this. The telegram is addressed to Mr. J. G. Moore, Madison, Wis., "Hearing on cream rates set for February 21 at Chicago." Now, gentlemen, that telegram means that our association and the dairy interests of this country have got to face the interstate commerce commission in Chicago on the 21st of this month. We are not afraid to go down there with the counsel we have, but we have also been informed that the centralizers are making hay while the sun is shining. They are getting all their patrons through the great Northwest to write personal letters to the interstate railroad commission at Washington. They say they are deluged with those letters. They all have their influence.

I was sorry this subject was put at the close of the session. I think we ought to have it up as we took up in the

democratic convention yesterday the question of finances, and take it up with all present. It is the question of finances that has to be brought to the front. I think every buttermaker ought to contribute \$1.00 or \$1.50 and become a member of this organization. I think every manufacturing plant, co-operative as well as individual, ought to come in and assist in putting down and holding our present reputation as the banner dairy state in America. The result will be that there will be more wealth left in the state. We have the best dairy state in the Union now. Can we keep it? As Mr. McGill said, organization will give us a lobby, influence legislation and maintain our position. Thank you.

---

**Mr. Speirs:** I would like to ask Mr. Seeber how many members we have in that association, how many have paid. Quite a number were at that meeting in Madison who agreed to pay \$5 a plant. I would like to know how they have cashed in on their agreement.

**Mr. Seeber:** I will ask Mr. Moore to answer that question. Remittances were made to the secretary.

**Mr. Moore:** I cannot say off hand but we did receive perhaps \$300 from those that were interested in the first place. After this temporary organization was effected, I sent out a letter and slip asking for memberships. Some responses came in with a dollar, some sent in their memberships without a cent. We wanted their moral influence as well as their financial backing. Some sent in \$5 and some \$10; but you can readily realize that if a case is worth fighting it is worth having the best legal assistance that we can secure and we felt that the Honorable John Barnes, former chairman of the railroad commission, was the man of all men ready at our hand and service to do this work for us, and we engaged him and we can consider ourselves fortunate in being able to get him at all. A man of Mr. Barnes' stamp does not work for a pittance and there are other expenses connected with running this organization. We want you buttermakers to be as much interested in this as the creameries and more so, because it is now a pressing



and vital question to you as buttermakers whether there are going to be plants in the state of Wisconsin and other dairy states for you to work in or whether you will be wiped out and the trade go to the so-called centralizers. The commission men of Chicago are as much interested as the rest of us, and it seems to me we ought to have their backing morally and financially. I sent out a circular letter the other day and hope some of you are taking the advice and getting these letters started.

As to the moral effect of them, I am willing to believe that the interstate commerce commission is rather a cold blooded body and not much influenced by such things but when we are in Rome we have to do as the Romans do and the other fellows are getting these sentiments and letters are pouring in and you can readily see how the producer would be caught by the assertion that if the cream rates are raised it would mean that much less for their butter fat. The old saying that "Jones pays the freight" is always true in this instance as any other. We realize the centralizer will not pay more for butter fat than he is compelled to do. You know by statistics gathered by the U. S. Dairy Department that the patrons of so called centralizing states are receiving four and five cents less for butter fat than the Wisconsin or Minnesota system is paying, and it would seem from the discussion that the producer is the cog in this machine and we are only incidentals. True the welfare of the producer should be our welfare and first thought and if the system has such effect on prices as it is said to have, then it is up to us to preserve the system we now have.

We want a resolution passed at this meeting backing this organization in the fight it is making. We are not organized for selfish purposes only, but it was the sense of the people at that meeting that the business of dairying carried on in Wisconsin with three million dollars invested for local plants was well worth protecting from disruption. We have heard a good deal of standard oil methods. What are they? Any of you who live in certain towns where the Standard Oil Co. has pursued its methods will understand

that their idea was to throttle competition and they would lower the price, even if they sold at a loss, until such time as competition was wiped out. You can see that a large concern can sacrifice its profits at a few points in a state, and that is what the Standard Oil has done until it has killed competition. The centralizers will tell you they never go into places where there are good local creameries but that is not true, all business looks alike to them and they do not care where they get it.

I remember that after Mr. Emery made the speech referred to by Mr. Seeber that some fellow got up and said they did not ship butter by express. That is true; the local creamery does not ship by express, but why doesn't it? Why doesn't it have the same advantage as the centralizer? You know the length of time most of their cream is on the road, how can they get rid of that rotten cream? You know when butter comes from the churn that it has a fairly good flavor, no matter how bad it may be in a short time. Those people put their product on the market a few hours after it is manufactured and it is fairly good because the flavors have not had a chance to develop. The local creamery is making butter, it may stand in the refrigerator a week before it is started on its way to the consumer and it may be ten days more before it gets to the table of the public, and you can see the quality of the raw material must be in the latter case much better than that of the other fellow, and while we are fighting for quality all the time the other fellow will say "We do not care how your cream is; if you send a can full at a time we will accept it and can make butter out of it because we have better equipment, more skilled workmen that are able to do the business." But everyone I have talked to that understands the condition and is in a position to understand it, say that if we are put on the same basis, so far as rates are concerned, that the local creameries of Wisconsin or Minnesota have nothing to fear from the centralizer, and I believe that is true. At the present time we are not on equitable terms, they have the advantage of us and I am hoping that our state com-

mission will give us a favorable decision. I hope so because of the effect it will have on the interstate commerce commission. We want your backing, we want you to realize the few dollars we ask for support in this fight does not amount to much compared with the results to be obtained.

**Mr. Seeber:** I did not state that when we organized we taxed the manufacturers \$5.00 for each plant they controlled or had an interest in. Attending court in Chicago and for three or four days in Madison is an extra expense, but those expenses have not been charged to this organization. We expected to have to stand that expense and we expected to have to put up money but, as Mr. Moore said, we want your support, we want it by resolution, we want it in actual cash, we have got to have it or else we will fail. We want your influence, we have to have it or we will fail. If it is not worthy of your money, if it is not worthy of your time, forget what I have said. Mr. Moore, your president and myself with John Barnes have not influence enough to carry this fight. We have to have your moral support. That railroad commission cannot say nay against public opinion when it is universal. We want to sustain the reputation of the dairy interests in this state and the only way it can be done is to get the unanimous support of the dairymen of this state.

**Mr. Moore:** To show you the power of organization and what buttermakers can do if they wish, when I went to Minnesota I asked the Minnesota buttermakers to do something, and they sent me in about four times as many names to that petition as you did, and when you consider that we have over 1200 and they have less than 900 you can see that they have been doing something. We have their financial and moral support as well, and also that of Iowa. In Iowa a few years ago there were about 900 creameries, while today there are less than 600. You heard what has been done to Nebraska. I have a prospectus of one of the biggest centralizing plants in the United States with a map of the United States, with a shaded portion, practically a half dozen states or more, which they claim as their own and

stating to their stockholders that they are reaching out in new territory, going into Indiana, Ohio, Wisconsin and Minnesota. Now is the time for you to do something, I cannot impress it upon you too strongly.

**Mr. Speirs:** Letters are good, petitions are good and resolutions are good, they all help but money talks. I do not believe in asking the buttermakers to contribute. They have to work hard for what money they get, but go home and get your board of directors and managers and put the proposition up to them. It will not cost the creameries of this state one pound of butter per churning to weaken this thing out, and that is the way we ought to go at it.

**The Chairman:** I would like to hear from some other members now.

**Mr. Olson, Dairy Record:** Mr. Moore spoke to you about the success he had in Minnesota. I was glad to know he got as many as he did but if we had known that we had as much time to get these petitions out as we have had, we would have doubled the number from Minnesota. The petition was sent to the office of the Dairy Record and we have had many letters since to the effect that if the boys only had more time (we had only had ten days) that we could have sent in one hundred or one hundred fifty names and double what we got. The reason for that is our county organization among buttermakers, as was referred to here a few minutes ago. We are organized up there; it is not that we have better men than we have in Wisconsin, it is the organization we have and you can do the same here by organizing.

As far as financial support is concerned, I have no authority to make any promises here for Minnesota by any means, but I am not afraid to state that when it comes to the time to pay the bills, Minnesota will stand back of Wisconsin and pay her share. I know if we send out a petition among our farmers that every farmer will dig down in his jeans and pay his share to carry on the work that has been explained here before you.

**Mr. Moore:** North Dakota and South Dakota are also with us.

**The Chairman:** We would like to hear from Mr. Emery on this subject.

**Mr. Emery:** I have just come into the room and hardly know the status of things and for over two weeks I have been struggling with the grip and don't know that I am in much of an attitude for making a speech, but as I understand the situation it is the uniting of effort to maintain the cause of the local creamery against the rapacity of an evil that I do not think I need to name, and the words that have been spoken here are words of truth. There is not one person or two persons or three persons that can carry on this fight alone. It takes combined effort and if any of you think this is a matter that is not serious you are laboring under a mistake. There are well known methods employed that have proved effective. I think what was said here a little while ago about the influence of the buttermaker was not overstated. If the buttermaker is intelligent, fair and honest with his patrons he has a very strong influence and ought to have, and he wants to use his influence in their interests as well as his own, and we know what those interests are and what your interests are, and as I said before, no one man can fight our battles for us. It takes combination, it takes unity, it takes energy, it takes vim. I tell you in these times of these encroachments of rapacity that call forth at times such strenuous messages as we have had from our president, it behooves people not to go to sleep, for if they remain asleep a few years they will find themselves bound hand and foot. I think this matter is worth the attention of every buttermaker and cheesemaker in the state of Wisconsin.

**The Chairman:** Do you wish to take any action on this matter at this time? At the close of this meeting we will have a drawing for the car load of coal and I trust you will all stay and be on hand to congratulate the lucky man who gets the coal.

**Mr. Maxon:** I have a resolution here that I think of

vital importance just now, not only to the buttermakers but to the dairy interests of the state of Wisconsin. What we are after is practical results. The state of Wisconsin stands first and we want to keep it standing there, we want it to advance. I was here yesterday and heard the different speakers, and there is one man in this state who has done more for the dairy interests than any other, stands head and shoulders above any other man that I ever heard, and I think that man should be recognized. This is not a political organization but politics or direct laws are made and it is to the interest of the dairy men that we take steps to protect our interests under those laws. I will read the resolution and if you differ with me you may act on it as you see fit.

**The Chairman:** I think this is a great compliment to Mr. Hoard and I know he will appreciate it very much but I would like to add a word here. I think I know Governor Hoard as well as any one in this room, we are neighbors and friends, and I know he will appreciate this honor deeply. Further, I think I know the governor's feelings in this matter, and while he may appreciate this I believe he is very much averse to bringing politics into an organization of this kind and I do not believe, under the circumstances, if the governor were here himself he would stand for it. I can say almost assuredly, that the governor would not accept the office if it were offered to him. We have others in this state who have also done a great deal, although not perhaps as much as Governor Hoard, who I understand are aspirants for that office, and it seems to me under the circumstances we are bringing politics into our buttermakers' convention and I believe it is a little out of place.

**Mr. Seeber:** Governor Hoard is a true and life long friend and there is not a man in the room who respects him and honors him more than I. I used to know him long before he was married, when I used to get him to fiddle for us. As our president said it is a great compliment to Governor Hoard to pass this resolution and it would be a far greater honor to this convention if he would accept the office, but knowing the man as well as I do I fully agree with the re-

marks our worthy president has made. Governor Hoard is strongly opposed to politics being brought into any convention of this kind, and he has told me within the last year that he is out of politics entirely.

**Mr. Moore:** I move that the resolution be referred to the committee on resolutions for their action. Motion seconded and carried.

---

**The Chairman:** In getting up the program, the secretary solicited advertisements from different sources and it seems there is an objection by some of the buttermakers to one of the firms advertised in our program, and Mr. Sorge would like to say a few words to you on this subject.

---

#### Remarks.

Mr. Sorge.

Mr. Chairman, and Members of the Convention:

We made a shipment of butter to the Wisconsin Dairy Farms Co. the 24th of December and so far have no settlement. We have been there four different times, have had two attorneys to see them, and yet cannot do much with them.

We sold the butter to them at 29½ cents. They wrote back and said the butter did not grade extras and they could not meet our price. We replied if they wanted the butter at 29 cents to let us know, and if they did not want it we would turn it over to someone else and asked them to wire us. They wrote back they would meet our price and to send them 100 tubs more. We had already shipped 203 tubs and made up our minds we were up against it, so we did not ship the 100 tubs of butter but went down there. They claimed they had placed most of the butter on orders and the rest they would sell in a few days and send check the following week. No check came so we went down there and demanded the butter. They claimed the butter was in New York, that their representative was in that city and had not sold the butter but they expected to hear from him within

a few days. They wired. My father went down there and waited until 6 o'clock but did not get an answer. He came back and wrote them.

Finally we offered to settle with them for 28 cents a pound and they made up their minds they would settle for 20 cents a pound. They sent a check for 20 cents a pound on a Green Bay bank, but we did not accept the check, simply tied up their funds in the Green Bay bank. We found they had that much money there and did not know how much more they had. A week ago they claimed they had the butter examined by the government inspectors in New York City and found it contained too much moisture, so we went down there again and wanted the butter back, and they claimed they would have it back in a week. We got a letter from them this week stating that they did not dare do anything with the butter as long as the government had their eye on it, and that is the way we have been going about all the time.

I would like to ask the gentlemen present if they have had any dealings with this firm and if so we would like to have their correspondence and give it to our attorneys. They are advertisers in this program but I know a good many that have been treated as we have. I know of a cooperative creamery in Minnesota that made them a shipment last October and never got a cent for it. I would like the correspondence of and to talk with anyone who has had dealings with this concern, so as to get what information we can against them.

**Mr. Moore:** We sent out a circular letter to all the butter firms and others interested in the trade, to every name I could get, probably three or four hundred letters. In looking over the programs from other states that did advertising I picked out those that I had not already sent to and sent them a letter, as we are anxious to get all of the advertising we can. In looking over the program of another association I saw this firm's advertisement and at once sent them a letter, thinking if it was in that program it must be all right. They sent me a copy for an advertisement and I



placed it in the program. From what I have been told by people from Chicago since coming here, I feel that I have placed some of the boys in a precarious condition if they should ship any butter to that firm. The Wisconsin Dairy Farms Co. perhaps would appeal by that name to some of the boys. As I understand it, the president is a man by the name of Robert Baltz and I believe that I saw their advertisement also in one of the dairy papers.

**Mr. Shilling, Chicago Produce:** You may have seen it in Chicago Dairy Produce, Mr. Moore, but when the matter was investigated we requested the firm to withdraw their advertisement as we would no longer carry it.

**Mr. Olson, Dairy Record:** I want to bear Mr. Shilling out in regard to the Dairy Record. We had an advertisement for this firm a year or so ago, but after we found out the nature of their dealings we refused to accept any more business from them. We will publish the letter this gentleman spoke about in next week's paper and we are going to scatter copies throughout the country so as to tell the buttermakers in Minnesota what kind of business this firm is doing.

**Mr. Spooner:** I wish to say that I have learned that Mr. Deiderich is a member of this concern in question. At the time we shipped to them Mr. Baltz was only an employee. I had several letters from them, the letters running for about three months, that I did not pay any attention to. They finally made me an offer of a certain price per pound for a sample shipment of twelve tubs. I made them that sample shipment, billed it out according to their price stated in their letter. Immediately after they received the shipment, I got a letter from Mr. Deiderich saying he could not use my goods at the price he had offered. I sat down that same night and wrote him just two lines, stating if he could not come up to his contract to return my goods at once to my factory. The next following day I received a telegram and bill of sale for my goods, not waiting to receive my answer. The check was short of the full amount due me, \$48.62. I then wrote back and forth, our correspondence

passing each other coming and going, for two weeks. I held the check for a while, then consulted attorneys and one told me this and another that, one said you can hold the check and apply it on account and the other said I could not. My account was a distinct price basis, no quality mentioned in his letters whatever. The matter went along until this winter, went through the courts in Chicago and I lost the case upon the affidavit of Mr. Deiderich and two of his employees that they had a letter from me stating that my goods would grade 93 points or better, which letter I never wrote them and my attorney claims he has never received from their hands, although they claim they had turned it over to him.

**Mr. Emery:** Something less than a year ago several circular letters came to my hands, the name being typewritten or printed in type, and this discussion here this morning reminds me of that circular and the name has been strikingly suggested to me. It was offering the dealers of Wisconsin some cheese that was almost as good as full cream cheese. Well I immediately prepared a circular letter, which I caused to be published in all the dairy newspapers of the state calling no names but describing the circular. I was not at liberty to call names because this was a typewritten name but I described the circular very plainly and warned the dealers against taking that article from the party in Chicago. As I say this discussion has suggested this to me. I immediately received a letter from the Chicago firm, a bull dozing letter intended to frighten me, and you can imagine I was deeply frightened, and demanding an apology from me. Well I gave them an apology, an apology they have never accepted or said anything about. I told them what I thought of them, gentlemen. I told them in as straight English as I knew how to command what I thought of their sort of dealing in Wisconsin. I had men on the lookout all over the state but their stuff did not come in here.

**The Chairman:** If Mr. Everet is in the room we would like to hear from him.

**Mr. Everett:** I did not expect to be called on to say anything. I intended to be present at your convention throughout the entire proceedings but, having been called away from home on business, I only arrived a few minutes ago.

I want to assure you of my hearty sympathy with the Wisconsin Buttermakers and Cheesemakers and with the dairy interests of Wisconsin.

I was very much pleased to hear the remarks made in praise of our old friend Governor Hoard and I believe you were very wise in not putting that resolution before the boys. I know Governor Hoard dearly appreciates anything that comes from the dairy interests of the state, from the buttermakers, cheesemakers and dairymen. In years past we have all been glad to accord him what was due him.

I have nothing to say that is of especial interest to you this morning but I thank your president for calling on me and I am pleased to accept the recognition.

**The Chairman:** I trust that the buttermakers will try to be present and bring a friend this afternoon so we will have the last meeting a banner one. The resolution committee will make their report as soon as we meet this afternoon. I will also appoint a committee to investigate the matter of adopting an official organ for the cheese and butter interests of the state. If there is nothing more the prize winner of the coal will be made happy in a few minutes.

The drawing of the car of coal donated by Mr. Chas. Becker, of Milwaukee, took place before adjournment, the man present holding the lucky number being Mr. Kipp, of Albion.

Meeting then adjourned until 2 p. m.

---

### FRIDAY AFTERNOON SESSION.

Meeting called to order at 2 p. m. by President Dodge.

**The Chairman:** I am sorry that all the buttermakers have not their wives here this afternoon for I believe we

have a subject on the program that would interest them as much as the buttermakers themselves, and we will take up that subject first, A Laundry as a Side Issue, by Mr. W. H. Burwell, of Endeavor.

---



W. H. BURWELL  
ENDEAVOR, WIS.

**The Laundry as a Side Issue to a Creamery.**

W. H. Burwell, Endeavor, Wis.

Mr. President, Ladies and Gentlemen:

We have listened for a long time to discussions along the lines of better cows, better dairymen, better buttermakers, etc., until it seems almost as though we would tire of the subject but I hope we may be able to listen to such discussions until we see Wisconsin butter scores on an average of 96.

This afternoon, however, I am here to present a subject

that is somewhat new. I believe it is new to most of you and it is new to me in a sense. Sometime ago I received a letter from Secretary Moore asking me if I would take this subject and discuss it before this convention. I wanted to come to the convention and did not want to stay at home so as to get out of talking and I hardly liked to come out point blank and refuse to talk, so I promised I would take the subject and discuss it to the best of my ability.

I hope you are not expecting to hear a paper from an experienced laundry man for I am not one. It is only a matter I have recently taken up and made practical experiments along that line. I do not know just how I happened to become interested in it, but Mr. Moore and myself talked of this sometime ago. I scarcely remember how the topic came up, but in some way we found we were of the same opinion on the subject. This of course may be due to the fact that great minds run in the same channel.

#### **How I First Started in the Laundry Business.**

As you buttermakers all know, the creamery is a great place in which to dirty overalls and jackets and there is no place on earth that needs clean suits more than the creamery, so I had seven or eight different suits and it made heavy work in the washing at the house, as we were in a small town of only about four hundred inhabitants and had no laundry in town. My wife is a little woman, not over-burdened with flesh, as she weighs about 98 pounds, and it seemed hard to ask her to do so much washing, so the first thing I did was to install a common washer in the creamery, belted it up with my line shaft and once a week, after my creamery work was done, I would gather up my suits, put them in the machine and after about fifteen minutes' work they were ready for the line. This reduced the work at the house considerably.

All worked first rate until one day something happened that my wife could not do her washing at all, so I said "What is the matter with me doing it?" I took the laundry basket to the creamery and had the washing in a half hour ready for the line. I had no dry room then and had to take

the clothes to the house and hang them on the line. This washing was very easily done with no extra work around the house. My wife rather liked it and apparently most of the women in town liked it and they expressed the wish that they were my wife. I did not want them all so they began to urge the subject of a laundry business. As the creamery business was a little small it began to look as though I would have to take in washing to pay expenses, so when I saw the business was being thrust upon me I ordered an outfit. Mr. Moore had also urged me to start in the business, and occasionally he would write me a letter to see what I was doing. As I said, I ordered an outfit and received a regular laundry outfit, except the equipment for starching and ironing. I did not attempt to do that, simply rough-dry washing.

The first of November everything was ready and I started in the laundry business. On Monday morning the soiled garments of the town began to roll in and I certainly thought it was rag time for me, but we started in and it was not long before the dollars began to drop into our pockets with about ninety-eight cents profit, instead of giving the farmer ninety-nine cents and having one cent for myself. That is the difference between the laundry and the creamery. I did a good business and in a small place with only four hundred inhabitants, I soon had the washing for forty-six families, to say nothing of the transient which was fully as much.

The laundry is a good paying business to the creamery because we use so much machinery already in the creamery, pumps, boiler, engines and water that are already there. All one has to do is to install a little more machinery and he will have a fully equipped laundry, with the exception of the starching and ironing. I would not undertake that in a small place; I do not think it would pay in connection with a creamery because that part of the business is a trade in itself, to handle collars and cuffs, and work of that kind.

The work continued and I had all I could do from Monday morning to Thursday noon. Everything went well un-

til the fourth of April when the fire bell of our town rang out its notes of trouble and the town was in excitement in a short time and we found out that the creamery, laundry and everything else was on fire and in a few minutes was reduced to a pile of ashes, six or seven years' hard work went up in smoke as I had no insurance on the creamery; but this fire did not occur until the laundry had proved itself a satisfactory side issue to the creamery.

I have not prepared much along this line and I believe the better way to get information on the subject would be for the buttermakers who feel interested in the subject to ask questions regarding the matter, and I will answer them to the best of my ability with the experience I have had.

I made a complete success of the laundry. I have a creamery started now and will install another laundry as soon as I can possibly do it, but my money was pretty well burned up and it kept me scratching to start a creamery. From the financial standpoint I would have preferred to start a laundry, but for the good of the dairymen that were interested in the dairy business, that had spent years building up the dairy herds, were doing a nice business and taking great interest in it, I felt it was better to keep the creamery going at the present time for the good of the community rather than to start the laundry. I thank you.

---

### Discussion.

**Mr. Maxon:** What machinery was installed?

**Mr. Burwell:** We had a regular laundry washer and it is necessary to have a dry room to dry by steam. I used a wringer. There is an extractor on the market that is used in the larger laundries, but as they are quite expensive I did not feel like going too deep into the business. The extractors run something like a separator. It is a nice machine but it costs about \$600, and in a small laundry one can get along very well with a large gear wringer that runs with a belt.

**Mr. Maxon:** How large was your dry room?

**Mr. Burwell:** About 6x10 was our dry room. We used a rack for running in and out, the rack being on castors. We closed the doors.

**Mr. Maxon:** Do you use radiators or steam coils, exhaust or direct?

**Mr. Burwell:** Steam coils. One had better arrange to use both; exhaust steam can be used partially but at all times it would not be quite hot enough. It could be used, however, but I believe one should arrange to use live steam too.

**Mr. Maxon:** What is the name of the washer you used?

**Mr. Burwell:** An Opal, made by the Steel Roll Manufacturing Co.

**Member:** Is there any danger of drying clothes too fast?

**Mr. Burwell:** No sir, the quicker the better.

**Member:** Do you use steam taps on your pipes?

**Mr. Burwell:** No I do not.

**Mr. L. Olson:** How long is it necessary as a rule to dry clothes?

**Mr. Burwell:** Handkerchiefs will dry in three minutes. It is a busy job to take them off and put them on the rack. There is no heavy work to it but it is a busy job.

**Mr. Maxon:** What kind of water did you use?

**Mr. Burwell:** Our regular well water, which was not very hard. We used a lye for white clothes but used nothing for colored clothes. If we did not use a lye, just a small amount to break the water, it would deposit a small black speck on the white clothes, but we did not find anything wrong with anything but the white clothes and when we used a little lye on the white clothes we had no trouble. We did as nice work as anyone could do.

**Member:** How did you work, by the piece?

**Mr. Burwell:** By the pound, three cents a pound, although I do not advise anyone to do it so cheaply.

**Member:** Your work was all rough dry?

**Mr. Burwell:** I did intend to put in a mangle for straight work. A mangle can be put in for \$75, and that



would do for sheets, pillow cases, towels and work of that kind, although I would not undertake to iron anything else.

**Member:** How much does it cost to run a small laundry with a creamery?

**Mr. Burwell:** It depends largely on the location of your building, but from \$600 to \$800 or perhaps a thousand dollars at the outside would put in a good laundry in connection with a creamery in almost any town.

**Mr. Maxon:** What extra help did you have to have?

**Mr. Burwell:** There is a point. If a buttermaker is a married man, which all of them ought to be if they are not, and his wife offers to work in the laundry the two can work together and he can also do his creamery work and the laundry work all right. There is no heavy work in the laundry. Most of the work is folding clothes, putting them in the baskets and putting the clothes on the rack. That is not heavy work although it is steady and a woman is a better hand at sorting clothes than a man until a man becomes accustomed to the work. There is a point that should be thought of, the sorting of clothes, to get certain clothes that will wash together all right. I did not undertake that part of the work, my wife took charge of that until I got started, and I am afraid if she had not done so I would have made some bad mistakes.

**Mrs. Moore:** Do you blue the clothes or starch them?

**Mr. Burwell:** No we did not. Some thought they wanted their clothes blued but they did not seem to do it at the Portage Steam Laundry and we did not do it. We got them white and we did not try to get them blue. Most people like colored clothes starched and that can be done as well as not.

**Mr. Maxon:** What was the average weight of a family washing?

**Mr. Burwell:** From twelve to eighteen pounds on the average.

**Mr. Credicott:** There is one point I wish to ask and that is, did you have a separate room for your laundry?

**Mr. Burwell:** It would not do at all to have the cream-

ery and laundry work carried on in the same room. Butter and wash water would not work well together.

The soap I used was regular laundry soap, bought by the barrel and by buying it that way, it only cost me six cents a pound. We used a quart measure and ten gallon can. We took a quart measure of soap, put it in a ten gallon can, filled it with water and put the steam hose in and heated it to the boiling point. That would dissolve the soap and the water would be perfectly clear. At our laundry a ten gallon can full of that mixture would last us all the morning. In the afternoon we would make another can full, so we used about two pounds of soap for a whole day's washing and we would do fifteen or sixteen family washings in a day, while in family washing about one pound of soap is used for one washing, and we used two pounds for fifteen or sixteen washings, so that shows another item of profit we have. It does not require much soap and with the exception of labor, that is about all the expense one has. You have your steam already up, use the same boiler and coil and while you are running you cannot see any difference whatever on the draft of steam.

**Mr. Maxon:** What kind of floors have you in your laundry?

**Mr. Burwell:** We had wood but I would advise cement floors in the laundry. We drain into our regular creamery drain into the creek. All the crew I had was my wife; I helped her while I was doing the creamery work, and after that was done I helped myself.

**Member:** If you put out fifteen washings a day, the average weight being fifteen or eighteen pounds, that would be \$9 at four cents a pound. What would it cost to develop that?

**Mr. Burwell:** Of course in the afternoon a man would use coal entirely for the laundry. He would probably use fifteen pounds of coal during the afternoon. In the forenoon one could not figure on any difference in coal and I did not figure my time as worth anything because I would not have got anything out of that. My wife did not charge me any-

thing for her services, so it was pretty near clear profit to me.

**Member:** Do you think on the \$9 you would have \$6 profit?

**Mr. Burwell:** Yes easily. With the close competition we have today in creamery work, the laundry with very little expense helps out.

**Mr. Maxon:** Did you weigh clothes before or after they were washed?

**Mr. Burwell:** After.

**Mr. Moore:** Did you tell these people that not only did you have the washing of the town, but your patrons were interested and brought their clothes?

**Mr. Burwell:** It was getting so I had quite a good deal of country washing to do. The farmers became interested in it and would bring their laundry basket when they brought their milk in the morning, and the next day their laundry basket was ready to go back home.

**Member:** Did you call for washing?

**Mr. Burwell:** We did in town. We had a horse we drove to the skimming station and used that horse also for picking up and delivering clothes.

**Member:** Was yours a whole milk creamery?

**Mr. Burwell:** It was then, but during the summer the patrons all got hand separators so I am getting nothing now but cream.

**Mr. Moore:** What encouragement have you had to start another laundry?

**Mr. Burwell:** All the encouragement in the world and I intend to start one as soon as I can. It is a good paying business whether run in connection with a creamery or not.

**Mr. Moore:** It would help a creamery in some localities where there is not much to do in the winter time?

**Mr. Burwell:** It certainly would.

**Member:** How much butter do you make in a year?

**Mr. Burwell:** Sixty-five thousand pounds.

**Mr. Johnson:** I believe the buttermakers can find plenty to do to improve their business without going into

something else. We can spend our time among the farmers, educating them, helping them in the line of feeding and caring for their cows, in testing their cows and doing work of that character. The average buttermaker has all he can do in the creamery when he does the work that comes up every day, if he does it right and get a little rest for both body and mind. I have been in creameries where I did not get it, and still had no chance to do our own washing not alone any one's else, and yet there may be places where a thing like that as a side issue is all right, it might work all right when a man owns the creamery himself, but I believe the buttermakers working in co-operative creameries can find plenty to do in their spare time to improve their business without going into anything else. Years ago when farmers built a creamery they would have a feed mill in connection with it because they had the power there and in the afternoon the buttermaker was ground to death and he had to leave some of his regular creamery work. There is no business that we have to study closer than the creamery, buttermaking and dairying, and we must not put our minds in the wash tub. We have to keep clear of everything else and study the one principle and get that perfect. If we have to run a laundry with the creamery business we must have an extra man to do it, to put in his time and give his attention to sorting people's dirty clothes. There might be exceptional cases where the plan would work all right, but in my opinion in the average case it will not work right.

**Mr. Burwell:** I believe there are places where the laundry would be of no benefit, but there are many places where it can be used to good advantage, and as to the buttermakers going out and working with the farmers, they have lots of opportunity anyway to say a word and perhaps say just as much as they would if they had nothing else to do. The idea is whether the buttermaker would go out and talk with the farmers or not. That is what he should do, but does he do it and will he do it? He has plenty of opportunity at the creamery to say a word and do lots of good and I believe he should do it. I believe that is a part of his

duty, he should help the farmer, and a pleasant word will go farther with a farmer or any one else than a cross word.

**The Chairman:** I think we will have to move on. I would like to ask if the committee on resolutions are ready to report? If not the International Salt Co. will have a drawing for the thirty barrels of salt to be given away to the men holding the lucky numbers.

The numbers were drawn by Mrs. Moore and the holder of the first number was Mr. Will Lester, of Edgerton, who received 15 barrels Wyandotte salt; the second number was held by Mr. Kyle, of Garnet, who received 10 barrels, and the third number by Mr. A. H. Dowie, of Fairwater, five barrels being delivered to him.

---

**The Chairman:** Mr. McAdam will read the scores in the buttermakers' scoring contest.

**Mr. McAdam:** I will give you the results of the buttermakers' scoring contest which took place Wednesday morning. We selected twelve tubs of butter that had already received the official score of the three judges. We removed all the marks of identification from the sides of the tubs, removed the covers and supplied the participants with blanks and told them to go ahead. After they had finished their first scoring, the marks we had there identifying the tubs were removed and other marks put on, the tubs were then mixed up and the buttermakers rescored the tubs, not knowing which tubs they had already scored. Ten buttermakers took part in that contest.

	Judges' Av. Score												Own Variation	Judges Variation	Total		
	1	2	3	4	5	6	7	8	9	10	11	12					
Lauritz Olsen	193½ 293½	93 94	92 93½	93½ 93	94 93½	94½ 93	94½ 92	94½ 93	94½ 94	94½ 93½	94½ 93½	94½ 93	94½ 93	6½	14½	21½	
L. P. Holgerson	192 292½	92½ 93	93 93	94 90½	92 92	93 92	92 90	93 93	93½ 92	93 93	93 92	93 92	94 92½	10½	17½	28½	
Fred Bartling	195 293½	91 92½	94 92½	93 92½	92 93	94 92½	95 92½	92 91	92 93	92 93	92 93	92 93	93 95	94½	93	29½	
G. P. Sauer	195 295	92 91½	92 90	94½ 89	95 93	93 92	90 89	92 92	93 95	93 93	93 92½	93 92	94 94	17	16½	33½	
Glen Whitney	193 290	93½ 93½	91 93½	92 91½	92 89	91½ 90½	88 87	91 93	89 90	88 89	92 90½	93 92	90 92	18½	29½	47½	
Wm. Spooner	192 291	90½ 93	92 94	93 94	93 93	92½ 89½	91 90	94 91	92 92	92 92	93 93	93 92	91 92	14½	19½	34½	
Fred Marty	193 295	93 94½	95 94½	92 94	95 95	94 93	89 89	94½ 94	94 92	93 94½	93 93	95 92	95 94½	13½	20½	34½	
W. A. Stewart	197 295	93 94	95 93	88 93	92 93	94 97	89 89	93 94	95 95	92 94	94 92	94 94	94 94	19	18½	37½	
F. R. Pelletier	192½ 293	95 88	91 89½	90½ 88	89 90½	93½ 91½	94 87	90½ 89½	91½ 88	89 87	91½ 88	89 92½	93½ 93	93½	33	28	61
M. P. Sullivan	191 293	92 92	92 92	94 91	93 93	91 93	90 90	92 93	93 93	94 94	94 92	93 92	93 93	91	15	16½	31½
	1.6	2.4	3.2	4.8	5.10	6.12	7.1	8.9	9.7	10.5	11.3	12.1					

The buttermaker standing highest in this contest being Mr. Lauritz Olsen, Mr. L. P. Holgerson second and Mr. Fred Bartling third.

**The Chairman:** Yesterday you passed a resolution instructing the chair to appoint a committee of three to confer with a committee of three from the Cheesemakers' Association to make a joint committee to take action on the advisability of the Wisconsin Cheesemakers and Buttermakers having an official paper of their own. I will appoint on that committee men who can easily get together and have had experience along that line. I will appoint Messrs. Math. Michels, James G. Moore and G. H. Benkendorf. These gentlemen all live in Madison and can get together easily.

We will now listen to the report of the committee on resolutions.

---

### **Report of Resolution Committee.**

Thos. Corneliuson, Chairman.

WHEREAS, We the Wisconsin Buttermakers Association, assembled in this our Seventh Annual Convention, appreciate the kindness of the Citizens' Business League of Milwaukee; their help and entertainments given to our officers and the cordial reception extended to us all; therefore be it

RESOLVED: That we extend our thanks for the favors and hospitalities that they have so kindly given us.

WHEREAS, we heartily appreciate the presence\* of J. G. Lombard and trust that he may be spared in health and vigor to be with us many years; therefore be it

RESOLVED: That we extend our thanks for his service.

WHEREAS, the Monthly Scoring Exhibitions have been a valuable aid to the Dairy Industry of Wisconsin; have helped the many buttermakers and cheesemakers who have taken part in them, to improve the quality of their products; therefore be it

RESOLVED: That we express our appreciation of the work done by the Agricultural Experiment Station and the Dairy and Food Commission in conducting these scor-



THOS. CORNELIUSON, CHAIRMAN  
RESOLUTION COMMITTEE



MATH. MICHELS



ing exhibitions and that it is the sense of this Association that the Monthly Scoring Exhibitions be conducted in the future on the same, or similar, lines as heretofore.

WHEREAS, the Dairy Industry of the United States is constantly growing and is now one of the most important industries of our country; therefore be it

RESOLVED: That we request Congress to raise the dairy division of the Bureau of Animal Industry, to the dignity of a Dairy Bureau.

WHEREAS, during the last two years the Wisconsin State Dairymen's Association has done valuable work in organizing cow testing Associations throughout the state; therefore be it

RESOLVED: That we express our appreciation of the work of organizing Cow Testing Associations; and we hope the Dairymen's Association will in the future continue the work so well begun.

WHEREAS, a new Dairy Association has been organized in Wisconsin during the last year; namely the Dairy Manufacturers and Milk Producers' Protective Association, as we realize the importance of the work that this Association was organized to do and is now doing; therefore be it

RESOLVED: That we give this new Association our support and assist it in every way possible to accomplish that for which it was organized.

WHEREAS, considered from a sanitary standpoint, the construction of many of the dairy barns throughout the state is very faulty and there appears to be great need of reliable information on the subject of stable sanitation; therefore be it

RESOLVED: That we respectfully ask the Agricultural Experiment Station to issue a bulletin giving plans and information in detail on stable construction and sanitation.

WHEREAS, there will be held during the summer of 1909 at the city of Seattle, Washington, an important National Exposition to be known as the Alaska-Yukon-Pacific-Exposition; therefore be it

RESOLVED: That it is the sense of our Association that the dairy industry of Wisconsin should be appropriately represented in Seattle during that Exposition.

WHEREAS, this our Seventh Annual Convention has been very successful, therefore be it

RESOLVED: That it is the sense of this Association that we express our thanks to our officers; to all who have taken part in the program and in any way contributed to the success of this meeting, especially to Ex-Governor W. D. Hoard and the Representatives of the Dairy Division, United States Department of Agriculture, Chief E. H. Webster and Inspector H. J. Credicott.

WHEREAS, the city of Milwaukee is making preparations that with the facilities and advantages now on hand will make it the ideal Convention City of the country; therefore be it

RESOLVED: That we as an Organization and also as individual members pledge ourselves to do whatever is in our power to make Milwaukee the meeting place of the next National Dairy Show.

WHEREAS, it has pleased God in his infinite wisdom to call away one of our members, who, though young in years, had rendered valuable service to the dairy industry, Prof. John W. Decker, Columbus, Ohio, formerly of Wisconsin; therefore be it

RESOLVED: That this Association tender its sympathy and express its sincere sorrow to Prof. Decker's family—his aged parents and his widow, in their great bereavement and that a copy of this resolution be forwarded to them.

THOMAS CORNELIUSON,  
MATH. MICHELS.

---

On motion, duly seconded, the resolution re. Professor Decker was taken up separately and passed by rising vote.

On motion, duly seconded, resolutions were adopted as read.

**Mr. Corneliuson:** Mr. Chairman, I beg to offer another resolution which was overlooked by your committee:

WHEREAS, the National Creamery Buttermakers' Association will meet in its annual convention next month in the city of St. Paul, therefore be it

RESOLVED, that this Association and our individual members exert all the influence, all the effort possible to make suitable representation of the dairy industry of Wisconsin in the matter of exhibits and that as many of us as possible attend this convention.

On motion, duly seconded, resolution adopted.

**The Chairman:** The next on our program is announcement of scores and prize winners. Reading of scores and winners of the Monthly Scoring Contest by Mr. Michels.

#### LIST OF EXHIBITORS.

1	Ashman, F. W., Lime Ridge, Wis.....	94.00
2	Ashdown, H. L., Blue Mounds, Wis.....	93.66
3	Anderson, F. E., Somers, Wis.....	93.16
4	Adams, R. L., Dousman, Wis.....	93.16
5	Andre, Bert, Paoli, Wis.....	91.83
6	Bisht, J. J., Siren, Wis.....	89.83
7	Boerschinger, Henry, DePere, Wis.....	94.66
8	Birge, T. J., Northfield, Wis.....	88.33
9	Bowar, F., Cazenovia, Wis.....	93.83
10	Bartling, Fred, Orfordville, Wis.....	93.33
11	Blain, J. B., Walworth, Wis.....	92.66
12	Blumenstein, G., Helenville, Wis.....	91.16
13	Bruch, Chas., Jefferson, Wis.....	92.16
14	Boettcher, J., Janesville, Wis.....	92.66
15	Born, F. W., Ft. Atkinson, Wis.....	93.16
16	Bauer, J. A., Valton, Wis.....	90.33
17	Bibby, J. M., Galesville, Wis.....	92.16
18	Bragg, C. T., Poynette, Wis.....	89.33
19	Boldt, W. C., Waterford, Wis.....	92.50
19½	Benigston, O. J., Sand Creek, Wis.....	91.33
20	Cook, S. B., Bloomer, Wis.....	92.00
21	Christensen, H. L., Tomah, Wis.....	92.33
22	Claffin, L. E., LaValle, Wis.....	92.66
23	Carlson, C. D., Trade Lake, Wis.....	94.00
24	Cox, Wm. T., Blanchardville, Wis.....	91.50
25	Christensen, Walter, Darien, Wis.....	92.66

26	Christiana, A. V., Jefferson, Wis.....	91.66
27	Clark, F. E., Bancroft, Wis.....	92.00
28	Chandoir, Jule, Green Bay, Wis.....	94.16
29	Cobb, Ernest, Sun Prairie, Wis.....	93.66
30	Cobb, B. B., Sun Prairie, Wis.....	90.16
31	Clark, W. J., Tracy Center, Wis.....	90.16
32	Carswell, A., Clear Lake, Wis.....	93.16
33	Dabareiner, J. F., Jefferson, Wis.....	91.00
34	Derst, John, Whitewater, Wis.....	86.66
35	Esker, Ole, Bloomer, Wis.....	93.83
36	Englebretson, M., Scandinavia, Wis.....	90.16
37	Enright, J., Eagie, Wis.....	92.00
38	Else, R. J., Johnsons Creek, Wis.....	94.16
39	Else, Henry, Waterloo, Wis.....	92.50
40	Englebrecht, Gust., Waterloo, Wis.....	93.33
41	Echert, E. H., Jefferson, Wis.....	90.00
42	Ford, Frank, Lake Geneva, Wis.....	93.33
43	Fallendorf, Chas., Cadott, Wis.....	91.00
44	Feind, W. J., Jefferson, Wis.....	94.00
45	Fromader, I. C., Whitewater, Wis.....	87.66
46	Groth, O. J., Cedarburg, Wis.....	93.33
47	Gilson, Horner, Oakdale, Wis.....	90.66
48	Guelzow, A., Fond du Lac, Wis.....	92.66
49	Grimm, F., Chetek, Wis.....	92.66
50	Gregory, Ralph, New Franken, Wis.....	93.16
51	Garlich, R. A., Spring Lake, Wis.....	90.16
52	Geirich, O. R., Cedarburg, Wis.....	94.83
53	Hanson, O. H., Chaseburg, Wis.....	94.66
54	Horr, Bert, Leesburg, Ohio.....	95.00
55	Hoefka, A., Marshall, Wis.....	93.66
56	Harbaugh, C. B., Hartland, Wis.....	93.16
57	Hein, Aug. M., Waukesha, Wis.....	93.50
58	Holgerson, L. P., Troy Center, Wis.....	97.00
59	Hildeman, E. J., Chippewa Falls, Wis.....	93.33
60	Holm, Casper C., Oakwood, Wis.....	90.66
61	Harms, F. H., Loganville, Wis.....	94.50
62	Helendale Farm, Athens, Wis.....	93.00
63	Ipsen, Aug., Greenwood, Wis.....	91.33
64	Jacobson, O. C., Wilson, Wis.....	94.50
65	Jacobson, Thos., Chippewa Falls, Wis.....	89.00
66	Jordan, J. E., Amherst, Wis.....	93.33
67	Johnson, M., Cedarburg, Wis.....	93.33
68	Jackson, J. J., Union Grove, Wis.....	93.33
69	Johnson, E. F., Necedah, Wis.....	90.33
70	Judkins, C. W., Neenah, Wis.....	92.33
71	Kurth, Herman, Mazomanie, Wis.....	93.83
72	Koch, E. L., Kendall, Wis.....	90.33

73	Kielsmier, E. H., Columbus, Wis.....	91.83
74	Koenig, M. O., Wausau, Wis.....	92.00
75	Koenig, H. C., Plain, Wis.....	89.66
76	Krueger, A. F., Clinton, Wis.....	89.66
77	Kipp, H. T., Albion, Wis.....	94.00
78	Kuepper, J. G., Mayville, Wis.....	94.16
79	Krohn, W. F., Whitewater, Wis.....	92.50
80	Knoll, Paul, Johnson Creek, Wis.....	90.66
81	Kelley, Chas. D., Lake Beulah, Wis.....	90.33
82	Koehn, Aug. J., Ellenboro, Wis.....	92.83
83	Lund, Carl, Oakfield, Wis.....	92.33
84	Lundstat, O. D., Burlington, Wis.....	93.00
85	Lundeberg, J. T., Stoughton, Wis.....	92.00
86	Longley, Oren, Oakwood, Wis.....	93.66
87	Leeman, A. M., Waupun, Wis.....	92.50
88	McCormich, G. C., Plover, Wis.....	93.16
89	Mortensen, J., Camp Douglas, Wis.....	90.00
90	Mason, J. C., Montfort, Wis.....	93.50
91	Melendy, G. B., Sheboygan Falls, Wis.....	92.83
92	McCormick, Bancroft, Wis.....	92.16
93	McCormick, F. G., Almond, Wis.....	93.00
94	McLane, A., Whitewater, Wis.....	93.16
95	Mundt, Alf., Fall River, Wis.....	91.00
96	Mueller, A. A., Ixonia, Wis.....	94.00
97	Nickles, W. R., Amery, Wis.....	93.16
98	O'Neill, Thos., Waukesha, Wis.....	92.66
99	Olson, L. A., Almond, Wis.....	95.50
100	Olson, H. V., Arnott, Wis.....	93.00
101	Olsen, Lauritz, West DePere, Wis.....	93.66
102	Olson, Otto, Mt. Horeb, Wis.....	93.00
103	Passmore, C. L., Iola, Wis.....	92.33
104	Pelton, C. W., Rock Falls, Wis.....	91.33
105	Peterson, J. S., Meridian, Wis.....	90.50
107	Perschbacher, Adolph, West Bend, Wis.....	91.00
108	Prust, C. H., Jefferson, Wis.....	93.16
109	Peterson, G. E., Withee, Wis.....	91.33
110	Pollard, L. A., Blanchardville, Wis.....	91.00
111	Pelletier, F. R., Poysippi, Wis.....	91.00
112	Pautz, G. R., Watertown, Wis.....	92.00
113	Pischke, G. A., New Auburn, Wis.....	91.33
114	Porter, C. J., Berlin, Wis.....	91.33
115	Paulson, Warren G., Richardson, Wis.....	91.50
116	Roycraft, A. J., Chippewa Falls, Wis.....	92.00
117	Raven, H. C., Bloomer, Wis.....	93.66
118	Rode, Robt., Beaver Dam, Wis.....	91.50
119	Rommel, Wm., Mayville, Wis.....	93.00

120	Singula, F. J., Coloma, Wis.....	92.33
121	Sell, R. O., Chippewa Falls, Wis.....	92.66
122	Spooner, Wm., Fairchild, Wis.....	92.00
123	Starks, E. C., Cedarburg, Wis.....	90.66
124	Stensvad, A. E., Cochrane, Wis.....	90.00
125	Schroeder, Alf., Adams, Minn.....	93.66
126	Schultz, Wm., No. Bloomfield, Wis.....	93.16
127	Schild, J., Fall Creek, Wis.....	93.00
128	Schaefer, Erwin, New Holstein, Wis.....	91.33
129	Stewart, W. A., Eagle, Wis.....	94.66
130	Sauer, G. P., East Troy, Wis.....	96.16
131	Simonson, S. J., Milton, Wis.....	93.66
132	Straw, T. H., Beloit, Wis.....	94.66
133	Seaman, Ed., Lake Beulah, Wis.....	93.33
134	Schumacher, Ed., Jefferson, Wis.....	90.16
135	Stephenson, F. W., Lamont, Ia.....	94.16
136	Sorenson, C., Fond du Lac, Wis.....	90.00
137	Snyder, F. E., Whitewater, Wis.....	89.00
138	Seyfert, S., Watertown, Wis.....	93.00
139	Schoessons, Wm., Thiensville, Wis.....	89.00
140	Sleyster, R. V., Spencer, Wis.....	91.83
141	Taylor, V., Lake Mills, Wis.....	90.33
142	Trager, G. F., Mazomanie, Wis.....	90.66
143	Tingleff, C. P., South Wayne, Wis.....	93.50
144	Thompson, F. C., Oregon, Wis.....	92.66
145	Tank, Conrad, West Salem, Wis.....	89.66
146	Von Haden, C., Chelsea, Wis.....	91.00
147	Warner, T. J., Rosholt, Wis.....	90.66
148	Worman, R. L., Bloomer, Wis.....	93.00
149	Waddell, F. O., Baraboo, Wis.....	91.16
150	Winter, L. H., Eau Claire, Wis.....	91.83
151	Wilcox, Archie H., Bloomer, Wis.....	92.00
152	Winkleman, J. R., Darien, Wis.....	92.50
153	Wileman, F., Milton Junction, Wis.....	94.50
154	Winter, Ed., Muskego, Wis.....	88.66
155	Wileman, A., Milton Junction, Wis.....	92.00
156	Wilson, T. G., Cuba City, Wis.....	92.16
157	Weber, J. F., Hartford, Wis.....	93.16
158	Werner, F. M., Waterloo, Wis.....	94.00
159	Whitney, G. C., Poysippi, Wis.....	91.00
160	Wuethrich, J., Greenwood, Wis.....	93.33
161	Weber, Gust. H., Columbus, Wis.....	93.33
162	Yates, A. N., Fond du Lac, Wis.....	91.00
163	Zastrow, F. W., Amherst, Wis.....	93.00
164	Zimmerman, A. W., Cross Plains, Wis.....	89.66
	1st. L. P. Holgerson, Troy Center, Wis.....	97.00

2nd. G. P. Sauer, East Troy, Wis.....	96.00
3rd. L. A. Olson, Almond, Wis.....	95.50
Average Score .....	91.73

## LIST OF OFFICIAL ENTRIES.

1	Ashman, F. W., Lime Ridge, Wis.....	94.00	
2	Ashdown, H. L., Blue Mounds, Wis.....	93.66	Both
3	Anderson, F. E., Somers, Wis.....	93.16	Separator
4	Adams, R. L., Dousman, Wis.....	93.16	Both
5	Andre, Bert, Paoli, Wis.....	91.83	Sep.
6	Boerschinger, Henry, DePere, Wis.....	94.16	Separator
7	Birge, J. T., Northfield, Wis.....	88.33	
8	Bowar, F., Cazenovia, Wis.....	93.83	Separator
9	Bartling, Fred, Orfordville, Wis.....	93.33	Both
10	Blain, J. B., Walworth, Wis.....	92.66	Separated
11	Blumenstein, G., Helenville, Wis.....	91.16	Sep. & Gather.
12	Bruch, Chas., Jefferson, Wis.....	92.16	Sep.
13	Boettcher, John E., Janesville, Wis.....	92.66	Sep.
14	Born, Fred W., Ft. Atkinson, Wis.....	93.16	Sep.
15	Bauer, Jas. A., Valton, Wis.....	90.33	Sep.
16	Bibby, J. M., Galesville, Wis.....	92.16	Gath. Cream
17	Bragg, C. T., Poynette, Wis.....	89.33	
18	Boldt, Wm. C., Waterford, Wis.....	92.50	Sep.
19	Becht, J. J., Grantsburg, Wis.....		Both
20	Cook, S. B., Bloomer, Wis.....	93.00	Both
21	Christensen, H. C., Tomah, Wis.....	92.33	G. C.
22	Claffin, L. E., LaValle, Wis.....	92.66	Both
23	Carlson, C. D., Trade Lake, Wis.....	94.00	
24	Cox, W. T., Blanchardville, Wis.....	91.50	Sep.
25	Christensen, Walter, Darien, Wis.....	92.66	Whl. M. & S. C.
26	Christians, A. C., Jefferson, Wis.....	91.66	Gath. C. & W. M.
27	Clark, F. E., Bancroft, Wis.....	92.00	Separator
28	Chandoir, Jule, Green Bay, Wis.....	94.16	Sep.
29	Cobb, Ernest, Sun Prairie, Wis.....	93.66	Sep.
30	Cobb, B. B., Sun Prairie, Wis.....	90.16	
31	Clark, M. J., Tracy Center, Wis.....	90.16	
32	Carswell, A., Clear Lake, Wis.....	93.16	
33	Dabareiner, J. F., Jefferson, Wis.....	91.00	Cr. 200 M. 5800
34	Deish, John, Whitewater, Wis.....	86.66	
35	Esker, Ole, Bloomer, Wis.....	93.83	Both
36	Englebretson, Martin, Scandinavia, Wis.....	90.16	Gath. C.
37	Enright, J. E., Eagle, Wis.....	92.00	
38	Else, R. J., Johnson Creek, Wis.....	94.16	
39	Else, Henry, Waterloo, Wis.....	92.50	Sep.
40	Englebrecht, Gust., Waterloo, Wis.....	93.33	Sep.

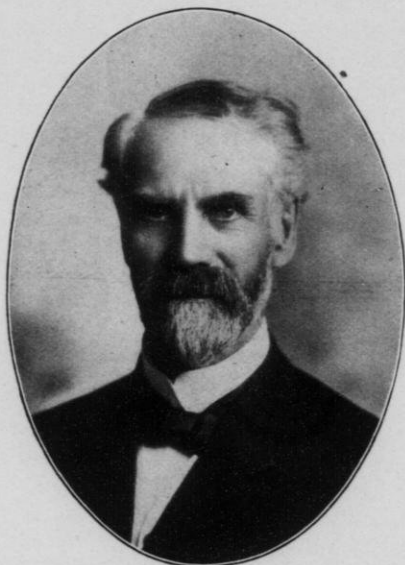
41	Echert, E. H., Jefferson, Wis.....	90.00	Sep.
42	Ford, Frank, Lake Geneva, Wis.....	93.33	Sep.
43	Fallendorf, Chas., Cadott, Wis.....	91.00	
44	Feind, W. J., Jefferson, Wis.....	94.00	Separator
45	Fromader, I. C., Whitewater, Wis.....	87.66	Separator
46	Groth, O. J., Cedarburg, Wis.....	93.33	Separator
47	Gilson, H., Oakdale, Wis.....	90.66	Gath. C.
48	Guelzow, A., Fond du Lac, Wis.....	92.66	Sep.
49	Grimm, Ferdinand, Chetek, Wis.....	92.66	H. Sep.
50	Gregory, Ralph, New Franken, Wis.....	93.16	
51	Garlich, R. A., Spring Lake, Wis.....	90.16	Gath. C.
52	Geirich, O. R., Cedarburg, Wis.....	94.83	Sep.
53	Hansen, O. H., Chaseburg, Wis.....	94.66	
54	Horr, Bert, Leesburg, Ohio .....	95.00	Sep.
55	Hoefka, A., Marshall, Ohio.....	93.66	
56	Harbaugh, C. B., Hartland, Wis.....	93.16	Both
57	Hein, Aug. M., Waukesha, Wis.....	93.50	Sep.
58	Holgerson, L. P., Troy Center, Wis....	97.00	Sep.
59	Hildeman, E. J., Chippewa Falls, Wis..	93.33	
60	Holm, Casper C., Oakwood, Wis.....	90.66	
61	Harms, F. H., Loganville, Wis.....	94.50	Sep. & G. C.
62	Helendale Farm, Athens, Wis.....	93.00	
63	Ipsen, Aug., Greenwood, Wis.....	91.33	Both
64	Jacobson, O. C., Wilson, Wis.....	94.50	Both
65	Jacobson, Thos., Chippewa Falls, Wis...	89.00	Gath. C.
66	Jordan, J. E., Amherst, Wis.....	93.33	
67	Johnson, M., Cedarburg, Wis.....	93.33	Whole M.
68	Jackson, J. J., Union Grove, Wis.....	93.33	Sep.
69	Johnson, F. B., Necedah, Wis.....	90.33	Gath. C.
70	Judkins, C. W., Neenah, Wis.....	92.33	Sep.
71	Kuhrt, Herman, Mazomanie, Wis.....	93.83	Sep. & G. C.
72	Koch, E. L., Kendall, Wis.....	90.33	
73	Kielsmeier, E. R., Columbus, Wis.....	91.83	
74	Koenig, M. O., Wausau, Wis.....	92.00	
75	Koenig, H. C., Plain, Wis.....	89.66	Gath. C.
76	Krueger, A. F., Clinton, Wis.....	89.66	Sep.
77	Kipp, H. T., Albion, Wis.....	94.00	Both
78	Kuepper, J. G., Mayville, Wis.....	94.16	
79	Krohn, W. F., Whitewater, Wis.....	92.50	Both
80	Knoll, Paul, Johnson Creek, Wis.....	90.66	
81	Kelley, Chas. D., Lake Beulah, Wis....	90.33	Sep.
82	Koehn, Aug. J., Ellenboro, Wis.....	92.83	Both
83	Lund, Carl, Oakfield, Wis.....	92.33	Sep.
84	Lunstad, O. D., Dover, Wis.....	93.00	Sep.
85	Lundberg, J. T., Stoughton, Wis.....	92.00	Both
86	Longley, Oren, Oakwood, Wis.....	93.66	Sep.



87	Leeman, A. M., Waupun, Wis.....	92.50	Both
88	McCormick, G. C., Plover, Wis.....	93.16	Both
89	Mortensen, J., Camp Douglas, Wis.....	90.00	Gath. C.
99	Mason, J. C., Montfort, Wis.....	93.50	Both
91	Melendy, F. B., Sheboygan Falls, Wis..	92.83	Sep.
92	McCormick, O. R., Bancroft, Wis.....	92.16	Sep.
93	McCormick, F. E., Almond, Wis.....	93.00	Sep.
94	McLane, A., Whitewater, Wis.....	93.16	Both
95	Mundt, Alf., Fall River, Wis.....	91.00	
96	Mueller, A. A., Ixonia, Wis.....	94.00	Sep.
97	Nickles, W. R., Amery, Wis.....	93.16	Both
98	O'Neill, Thos., Waukesha, Wis.....	92.66	Sep.
99	Olson, L. A., Almond, Wis.....	95.50	Sep.
100	Olson, H. V., Arnott, Wis.....	93.00	Both
101	Olsen, Lauritz, W. DePere, Wis.....	93.66	Sep.
102	Olson, Otto, Mt. Horeb, Wis.....	93.00	
103	Passmore, C. L., Iola, Wis.....	92.33	Gath. C.
104	Pelton, C. W., Rock Falls, Wis.....	91.33	G. C.
105	Peterson, J. S., Meridian, Wis.....	90.50	G. C.
106	Perschbacher, A. G., West Bend, Wis...	91.00	S. C. & G. C.
107	Peterson, G. E., Withee, Wis.....	91.33	Both
108	Pollard, L. A., Blanchardville, Wis.....	91.00	
109	Prust, C. H., Jefferson, Wis.....	93.16	Sep.
110	Pelletier, F. A., Poysippi, Wis.....	91.00	Both
111	Pautz, G. R., Watertown, Wis.....	92.00	
112	Pischke, E. J., New Auburn, Wis.....	89.00	Gath. C.
113	Porter, C. J., Berlin, Wis.....	91.33	G. C.
114	Paulsen, Herman C., Richardson, Wis..	91.50	
115	Roycraft, A. J., Chippewa Falls, Wis..	92.00	
116	Raven, Herman C., Bloomer, Wis.....	93.66	Sep.
117	Rode, Robt., Beaver Dam, Wis.....	91.50	Sep.
118	Rommel, Wm., Mayville, Wis.....	93.00	Sep.
119	Singula, F. J., Coloma Sta., Wis.....	92.33	Both
120	Sell, R. O., Chippewa Falls, Wis.....	92.66	Sep.
121	Spooner, Wm., Fairchild, Wis.....	92.00	
122	Starks, E. C., Cedarburg, Wis.....	90.66	Sep.
123	Stensvad, A. E., Cochrane, Wis.....	90.00	G. C.
124	Schroeder, Alf., Adams, Minn.....	93.66	
125	Schulz, Wm., No. Bloomfield, Wis.....	93.16	Sep.
126	Schild, John, Fall Creek, Wis.....	93.00	Sep.
127	Schaefer, Erwin, New Holstein, Wis...	91.33	Sep.
128	Stewart, W. A., Eagle, Wis.....	94.66	Sep.
129	Sauer, G. P., East Troy, Wis.....	96.16	Sep. & G. C.
130	Simonson, S. J., Milton, Wis.....	93.66	Sep.
131	Straw, T. H., Beloit, Wis.....	94.66	Sep.
132	Seaman, Ed., Lake Beulah, Wis.....	93.33	Sep.

133	Schumacher, Ed., Jefferson, Wis.....	90.16	No Gath. C.
134	Stephenson, F. W., Lamont, Iowa.....	94.16	Sep.
135	Sorenson, C., Fond du Lac, Wis.....	90.00	
136	Snyder, F. E., Whitewater, Wis.....	89.00	
137	Seifert, George, Watertown, Wis.....	93.00	Sep.
138	Schoessow, Wm., Thiensville, Wis.....	89.00	Both
139	Sleyster, R. V., Spencer, Wis.....	91.83	Sep.
140	Taylor, V. F., Lake Mills, Wis.....	90.33	Both
141	Trager, G. F., Mazomanie, Wis.....	90.66	Sep.
142	Tingleff, C. P., South Wayne, Wis.....	93.50	Both
143	Thompson, F. C., Oregon, Wis.....	92.66	Sep.
144	Tank, Conrad, West Salem, Wis.....	89.66	Both
145	Von Haden, C. L., Chelsea, Wis.....	91.00	S. S. Cream
146	Warner, T. J., Rosholt, Wis.....	90.66	Both
147	Worman, R. L., Bloomer, Wis.....	93.00	
148	Waddell, F. O., Baraboo, Wis.....	91.16	G. C.
149	Winter, L. H., Eau Claire, Wis.....	91.83	
150	Wilcox, Archie H., Bloomer, Wis.....	92.00	
151	Winkleman, J. R., Darien, Wis.....	92.50	Sep., C.
152	Wileman, F., Milton Junction, Wis.....	94.50	Both
153	Winter, Ed., Muskego, Wis.....	88.66	Sep.
154	Wileman, A. J., Milton Junction, Wis..	92.00	Both
155	Wilson, T. G., Hazel Green, Wis.....	92.16	Sep.
156	Weber, J. F., Hartford, Wis.....	93.16	Sep.
157	Werner, F. M., Waterloo, Wis.....	94.00	Sep. C.
158	Whitney, Glenn, Poysippi, Wis.....	91.00	Gath. C.
159	Wuethrich, J., Greenwood, Wis.....	93.33	Both
160	Weber, Gust. H., Columbus, Wis.....	93.33	
161	Yates, A. N., Fond du Lac, Wis.....	91.00	Both
162	Zastrow, F. W., Amherst, Wis.....	93.00	Gath. C.
163	Zimmerman, A. W., Cross Plains, Wis..	89.66	Sep.

**The Chairman:** We will now have the awarding of diplomas by the Hon. J. Q. Emery, Dairy and Food Commissioner of our state.



HON. J. Q. EMERY

### Awarding of Diplomas.

Hon. J. Q. Emery.

According to the U. S. Census of Manufacturers for 1905, Wisconsin ranks first among the states of the union in the total aggregate for butter and its by-products.

There are, approximately, 1300 creameries and skimming stations in Wisconsin. The value of their buildings and machinery approximates \$3,000,000. These creameries and skimming stations have 68,000 patrons. Five hundred and ninety-five thousand, nine hundred cows contribute 2,046,735,000 pounds of milk annually from which 88,405,000 pounds of butter are produced. For this butter, the patrons receive annually \$19,380,000. The value of by-products of the creameries, estimated at \$10 per cow, amounts to \$5,959,000. This added to the annual income for butter, gives \$25,339,000 as the estimated annual income from the creamery products of the state.

One purpose of the butter-scoring contests is to stimulate improvement in the quality of butter. That object is a most worthy one. A choice quality of butter, produced from scrupulously clean milk or cream, in every stage from cow to consumer, is an article of food eagerly sought by all classes of people. There are enough people who are willing and able to pay a liberal price for such an article of food, that the supply cannot possibly exceed the demand. It is the inferior quality of butter for which there is no demand and in whose production there is little or no profit. I know of no place where the maxim "Whatever is worth doing at all is worth doing well" is more appropriate than in the work of buttermaking.

Addressing this convention, one year ago, at Wausau, I made the following statements: "There are certain conditions absolutely indispensable to the continued prosperity and success of the Wisconsin local creamery interests. First and foremost is cleanliness in dairy products from cow to consumer. Second, in our creamery work, the testing of butter fat in cream or milk of the patron must be done with intelligence, with painstaking care and with absolute honesty. Third, there must be no discrimination in railroad transportation between the various classes of producers of these dairy products."

At that time I enlarged upon the third item above named. Permit me now to enlarge somewhat upon the first item, the necessity for cleanliness. The making of butter for these scoring exhibitions or contests must impress this necessity forcibly upon your minds.

There is a campaign on in Wisconsin for scrupulous cleanliness in all dairy products. Sheridan's campaign against Early, in the Shenandoah valley, is not without its suggestions and lessons for this campaign for cleanliness.

Sheridan had been ordered by Grant to so deal with that valley, that it should no longer be a protected and resourceful place where the confederates could draw their supplies and make raids upon the union forces. After a series of brilliant successes over Early, the confederate com-

mander, Sheridan was summoned to Washington by his superiors in command. In his absence, Early made an attack upon Sheridan's army at Cedar Creek, defeated it, and sent it panic stricken down the valley.

Returning from Washington, Sheridan spent the night at Winchester. Early in the morning, he was awakened by the officer on picket duty, who reported artillery firing from the direction of Cedar Creek. Then commenced that famous ride from Winchester, "twenty miles away." Sheridan had not ridden far when the appalling spectacle of a panic stricken army burst upon his view—"Hundreds of slightly wounded men, throngs of others unhurt but utterly demoralized, and baggage-wagons by the score, all pressing to the rear in hopeless confusion!" As he rode through this panic stricken army, he said to these straggling men, "We must face the other way. We will go back and recover our camp." And under his leadership, those panic stricken veterans did face the other way. They followed him to the front, and, under his orders, formed in battle line in the very place where but a short time before they had met defeat.

When those soldiers had been thus rallied and were arrayed in battle line, Sheridan, that he might infuse into each one of them his own spirit and his own courage, mounted on his black charger, Rienzi, rode down the front of that entire line of battle. Those soldiers had faced the other way. And when the opportunity and the command were given, they changed defeat into one of the most brilliant victories anywhere recorded in history. Sheridan accomplished all the purposes for which he was sent into that valley.

In this campaign that is being waged by the army upon whose banner is inscribed, "Cleanliness in Dairy Products," against the forces of uncleanness, there is need that each buttermaker be possessed of something of the courage, something of the energy, something of the power, magnetism and leadership that characterized General Sheridan in his campaign. These buttermakers need to be real gen-

erals. They need to call upon the stragglers from the ranks of cleanliness to face the other way, to face toward cleanliness of barns, cleanliness of dairy utensils, cleanliness of milk, cleanliness of cream, cleanliness of creamery as to floor, walls, ceilings, windows, pipes, vats—cleanliness in everything from cow to consumer. Those who are facing towards uncleanness need to be moved by some powerful leadership to face the other way. The opportunity and the duty to exercise that leadership with the patrons of each creamery in Wisconsin is with the buttermaker.

Although I have thus urged the need of maintaining high standards and of being alert in making progress, I am not unmindful of our splendid present achievements. Already the quality of Wisconsin's commercial creamery butter is such that the patrons of Wisconsin creameries receive a net price for their butter in excess of that received by patrons of creameries in other states.

As showing the recognition of Wisconsin's present high standards in dairy matters, I quote the following from an editorial in the last issue of the Dairy Record published in St. Paul, Minnesota:

"Wisconsin is a great dairy state, the average Wisconsin dairyman is a better one than is his brother in any other state, it has a great dairy school, its dairy and food department force is second to none in efficiency, its cheesemakers are among the best in the world and its buttermakers are fast gaining the same reputation. We of Minnesota have in years gone by been able to walk off with four of the banners at national conventions, but if we are to believe the buyers of fine butter, we strongly suspect that the buttermakers of Wisconsin are taking the lead today."

The local Wisconsin creamery that in the conduct of its business receives and manufactures into butter only clean, fresh milk or cream, that demands and secures scrupulous cleanliness in every process, utensil and product, that gives every patron a square deal, weighs, tests and reports with intelligence, skill and strict accuracy, may be likened unto the wise man that built his house upon a rock, and

when the rain descended, and the floods came, and the winds blew and beat upon that house, it fell not for it was founded upon a rock.

The winning of the prize does not mean simply expert skill in the mechanical work of making the butter. It means that to be sure, but it means more. It means that conditions have been created and maintained whereby milk or cream of only good quality has been received. It takes knowledge, skill, tact, perseverance, industry, courage, backbone, power of leadership, to create and maintain such conditions. As before stated, these educational scoring contests and exhibitions tend to emphasize the necessity of these requisites and stimulate their activity. If he is to be regarded a benefactor who makes two blades of grass grow where only one grew before, what shall be said in praise of the man who brings it about that extra butter is made where only poor butter was made before?

Because these special prizes stand for high quality, I take pleasure in awarding them. I am sure that all those who have participated in these contests, though they may have won no special prize, no diploma, have yet gained what is of great value. They have gained new knowledge, new skill, and I trust new interest, new aspiration, new hope and renewed determination to succeed.

I was greatly interested in the reading of these scores, 164 of them and all creditable. When I say this of course I do not mean that we should not strive to make improvement. Wisconsin buttermakers should never be unmindful of Wisconsin's glory.

I understand there is a gold medal and then a silver medal to be awarded to the persons having the highest score at this convention, the silver medal going to the party having the second highest score at this convention. This is a convention prize and Mr. L. P. Holgerson, of Troy Center gets the gold medal. Here is the gold medal that Mr. Holgerson is to receive. Mr. Holgerson come up and receive this medal with my sincere congratulations. The second prize is awarded to Mr. G. P. Sauer, of East Troy, who

gets a silver medal and I take pleasure in presenting you, Mr. Sauer, with this silver medal.

The next prizes are the Cook chairs and they are awarded to the persons receiving the first, second and third highest average scores for nine of the regular monthly scoring contests conducted by the Dairy School, including this exhibition here. These chairs are donated by Mr. Cook. This is a chair worth \$35 and it goes to Mr. L. P. Holgerson with a score of 96.97. The second prize is a \$25 chair and goes to Mr. F. M. Werner, of Waterloo, who has a score of 95.50. The third prize is a \$15 chair and goes to Mr. G. P. Sauer, of East Troy, on a score of 94.92.

Here is another prize, a watch charm donated by the Averbeck Jewelry Co., of Madison, which goes to the highest convention score, and is received by Mr. L. P. Holgerson.

Next is the International Salt Co. prize, which is a set of 108 dishes, and this goes to the person who received the highest average score for ten months' scoring in the contest at the Dairy School, including the exhibition here, and this goes to Mr. L. P. Holgerson.

Here is another set of prizes, first, second and third, which are to go to the persons receiving the highest scores who used the Wyandotte Washing Powder, but the judges have been unable to ascertain just who are entitled to those prizes. They know who have the highest scores but are not in possession of information as to whether the lucky parties have been using the washing powder, and therefore I am not at liberty to award these prizes.

Next is the Chris Hansen Laboratory's prize, five of them to go to those scoring highest who have used their butter color. The winners of the first and second are known but the third, fourth and fifth prize winners are not known. That is the highest scores are known but there is uncertainty as to what color was used. The first prize is \$15 in cash and goes to Mr. L. P. Holgerson; the second is \$12 and goes to Mr. G. P. Sauer. The third, fourth and fifth prizes I am not prepared to award.



**Secretary Moore:** I want to say that the Staghorn sets are the Wyandotte Washing Powder prizes; they belong to some buttermakers in the scoring contest but we have not the entry blanks so we do not as yet know which ones used the washing powder. Mr. Holgerson is entitled to the gold watch donated by the J. B. Ford Co. and Mr. Sauer gets the other one.

We have three silver cups to go to the winners in the scoring contests for buttermakers. Mr. L. Olsen gets first, Mr. Holgerson second and Mr. Bartling third in the scoring contest, and they get the silver cups.

It is my desire that this convention take some action so the executive committee can award these cups instead of medals. So far as these prizes are concerned nothing can be done.

**Mr. Michels:** It seems to me this would be a good time to discuss the matter as to whether the buttermakers prefer medals or cups. We might perhaps come to some agreement for another year.

**The Chairman:** Would you like to take any action on the matter of whether a gold medal or cup be awarded for prize?

**Member:** I, for one, am in favor of cups instead of medals.

**Mr. Joslin:** Let's hear from Mr. Holgerson.

**Mr. Holgerson:** I have two gold medals and would like a cup next time.

**The Chairman:** There must be twenty-four hours' notice given before this matter can be acted on. I think, unless a personal letter could be sent out to each buttermaker who is a member of the association, which might make it legal, that we are not in shape to do anything on the matter just now. Is there any unfinished business?

**Mr. Holgerson:** I want to thank the association for the gold medal and also for the silver cup. It is a great pleasure to me and I thank the association for what it has given me and hope in the future there will be greater competition than there has been this year.

**Member:** I would like to hear from Mr. Holgerson how he was so successful in making this butter.

**Mr. Holgerson:** I believe that I covered that in the paper that I read the other day. I had very good milk, I had all my farmers leave their cans out doors, strain their milk out doors and the milk all came to me in fine shape. I had about 8000 pounds of milk. I used thirty per cent starter, the cream contained  $5\frac{1}{2}$  per cent acidity, Farrington test. I held it for seven hours and then it was cooled down to 49 and left about two hours and churned. I took about three quarters of an hour to churn. Washed slightly and salted, using about three-quarters of an ounce of salt. My wash water I have tempered to 60 degrees and my churning temperature was 54. In the butter I sent to the contest I have not had over  $5\frac{1}{2}$  per cent acidity.

**Member:** What per cent of your cream is hand separator cream?

**Mr. Holgerson:** I have had no hand separator cream.

**Member:** What kind of cream vat have you?

**Mr. Holgerson:** I have an open vat.

**Mr. Johnson:** What has been your average moisture content?

**Mr. Holgerson:** Between 12 and 14, average about  $13\frac{1}{2}$ .

**Member:** How often do you receive your milk?

**Mr. Holgerson:** Daily. I only have three of four patrons that are bringing milk every other day.

**Mr. Johnson:** Do you churn your cream the same day you receive it or let it stand over night?

**Mr. Holgerson:** I have churned it the same day, I received it all through the contest, except once I churned it about seven hours after I had finished skimming. I do not believe in holding the cream until the next morning when it has the right acidity, about  $5\frac{1}{2}$  per cent, which gives me the best flavor. I would prefer to churn it rather than run any chances.

**Member:** Your scoring butter then is not an exact duplicate of your daily output?

**Mr. Holgerson:** It is not in a way. It gives a man a good deal more work because he has to churn in the afternoon. If a man had to do that every day he would never have any time for himself at all.

**Member:** Do you pasteurize your cream?

**Mr. Holgerson:** No Sir.

**Mr. Corneliuson:** What was your score when you churned next morning?

**Mr. Holgerson:** 97½ I think.

**Member:** Did you use 30 per cent starter every day?

**Mr. Holgerson:** Yes I use all my starter can will hold.

**Mr. Emery:** I understand you visit all your patrons.

**Mr. Holgerson:** Yes sir, about every three months I go out among them.

**Mr. Emery:** I want to lay stress on that feature of his winning these prizes and I wish the 1200 buttermakers of Wisconsin were here today, as I would like to impress that point upon their minds. Wisconsin has been extremely fortunate up to this time in having whole milk factories but the hand separator system is coming in. I can see no good reason why we cannot make just as good butter from hand separator cream if the men at the creamery will insist that that cream shall be properly cared for and delivered as fresh cream, not allowed to stay away from the creamery until it becomes old and stale, and it is up to the local creameries in this state to have a standard in this respect and insist when this cream is taken from the milk at the farms, it shall come to the creamery with sufficient frequency to be in prime condition.

---

**The Chairman:** If there is nothing else to come before this meeting we will now stand adjourned, but before we adjourn I wish to thank the members of this association for their attendance and the courtesy shown the association officers throughout. I hope next year we may see a much larger meeting and wishing you all a prosperous year, I adjourn you sine die.

EXPENSE ACCOUNT

1907

Feb. 5.	To balance as reported in Sixth Annual Report .....		\$ 241.45
Feb. 11.	F. B. Fulmer, convention expenses.....	\$ 8.10	
	J. G. Moore, secretary, convention expenses as follows:		
	Mrs. Carpenter, hotel expenses .....	5.50	
	Mrs. Carpenter, traveling expenses .....	19.00	
	Mrs. Carpenter, advanced .....	40.00	
	J. G. Lombard, hotel expenses.....	8.00	
	Miss Bewick, hotel expenses .....	7.00	
	Frank Sweeney, hotel expenses .....	2.00	
	J. G. Moore, hotel expenses .....	9.00	
	Flowers for singers .....	5.64	
Feb. 13.	A. Averbek & Co., medals .....	20.00	
Feb. 15.	M. H. Meyer, convention expenses.....	11.38	
Feb. 18.	R. C. Green, convention expenses .....	20.17	
Feb. 18.	G. H. Benkendorf, convention expenses.	9.73	
Feb. 18.	Schwaab S. & S. Co., 100 extra badges..	14.00	
Feb. 18.	W. Mayer, printing .....	195.16	
Feb. 19.	D. Bewick, traveling expenses .....	6.94	
Feb. 19.	M. Michels, convention expenses .....	6.36	
	Received from Richards Iron Works, Manitowoc .....		2.50
	Advertising in program .....		435.50
Feb. 27.	A. J. Glover, convention expenses.....	14.16	
	G. S. Dobbie, convention expenses .....	5.88	
	Memberships paid 246, paid from but- ter fund for exhibitors 142.....		388.00
	Badges sold by A. L. Parman .....		.75
March 19.	M. Loeb & Co., binding reports .....	5.40	
March 23.	H. Rabild, convention expenses .....	27.34	
March 25.	Mrs. M. G. Carpenter, balance due.....	35.00	
March 30.	J. G. Moore, secretary, miscellaneous expenses .....	31.12	
March 30.	J. G. Moore, secretary, salary.....	250.00	
April 1.	E. C. Dodge, convention expenses.....	32.56	
April 1.	O. B. Cornish, expenses as Mch. Supt..	26.41	
April 9.	W. Mayer, printing .....	13.25	
	J. G. Moore, secretary, miscellaneous expenses .....	5.08	
Aug. 28.	Received from state treasurer .....		600.00
Nov. 26.	A. B. Roump, circular letters.....	3.50	
	J. G. Moore, secretary, express, stamps etc. ....	10.03	

## WISCONSIN BUTTERMAKERS' ASSOCIATION

Nov. 27.	W. Mayer, 500 envelopes .....	1.75	
Dec. 13.	W. Mayer, 750 envelopes for report....	8.50	
	J. G. Moore, Sec., postage on reports....	35.00	
1908			
Jan. 3.	P. B. Haber Co., 1000 copies of report..	275.35	
Jan. 20.	J. G. Moore, Sec., postage on programs.	40.00	
	By error in general fund account.....		1.60

		\$1208.31	
Balance .....		461.49	
		\$1669.80	\$1669.80

STATE OF WISCONSIN, }  
 COUNTY OF DANE, } ss.

I, J. G. Moore, Secretary of the Wisconsin Buttermakers' Association, do solemnly swear that the foregoing statement of expenditures is true and accurate to the best of my knowledge and belief.

J. G. MOORE, Secretary.

Subscribed and sworn to before me April 27, 1908.

C. F. LAMB,

Notary Public Dane County, Wis.

My Commission expires Jan. 18, 1909.

## BUTTER ACCOUNT

1908			
Feb. 28.	Received from Fox River Butter Co., Aurora, Ill., 3456 lbs. butter @ 32c.		\$1105.92
Feb. 2.	A. L. Parman, Butter Supt., salary \$25.00, expenses \$29.30 .....	54.30	
	Express on butter .....	68.00	
April 18.	Excess butter		
	R. A. Garlick, 10 lbs. @ 32c.....	3.20	
	C. B. Harbaugh, 10 lbs. @ 32c.....	3.20	
	F. H. Harms, 40 lbs. @ 32c .....	12.80	
	J. T. Lundeberg, 7 lbs. @ 32c .....	2.24	
	O. Olson, 10 lbs. @ 32c.....	3.20	
	G. E. Peterson, 10 lbs. @ 32c .....	3.20	
	F. C. Thompson, 10 lbs. @ 32c .....	3.20	
	A. W. Zimmerman, 10 lbs. @ 32c .....	3.20	
	L. P. Holgerson, 20 lbs. @ 32c .....	6.40	
	E. H. Keilsmeier, 13 lbs. @ 32c.....	4.16	
	Membership of butter exhibitors transferred to general fund .....	163.00	
	Balance for next year's premium fund.....	775.82	

\$1105.92 \$1105.92

# LIST OF OFFICIAL ENTRIES

## SEVENTH ANNUAL CONVENTION, WISCONSIN BUTTERMAKERS' ASSOCIATION.

No.	Separator Used	Starter Used	Ripening vat Used	Churn Used	Color Used	Salt Used	Wash Powder
1	Alph.	Eric.		Vic.	W. & R.	D. C.	Wyn.
2	Alph.	S. Milk	Com.	Vic.	W. & R.	Wyn.	Wyn.
3	De L.	Eric.	Com.	Earb.	Ald.	Wyn.	Wyn.
4	Alph.	Hans	Com.	Vic.	Dande.	D. C.	Fchd.
5	De L.	Hans		Vic.	Hans.	Wyn.	Far.
6	Alph.	Hans	Open.	Vic.		D. C.	Wyn.
7	No entry blank.						Far.
8	De L.	Eric.	Wizard.	Disb.	Ald.	D. C.	Wyn.
9	De L.	Eric.	McA.	Simplex.	W. & R.	Col.	Far.
10	De L.	None	Twin.	Disb.	Veg.	Wyn.	Far.
11	De L.	C. Douglas		Vic.		Wor.	None.
12	Alph.	None	None	Lon.	Thatchel.	Wyn.	Wyn.
13	Alph.	Hans	Open.	Vic.		Col.	None.
14	De L.	Hans	Open.	Vic.	W. & R.	Wyn.	Far.
15		Hans	None.	Disb.	Ald.	Col.	Far.
16			None.	Vic.	W. & R.	D. C.	Far.
17	No entry blank.		Wizard.	Vic.		Wor.	Wyn.
18	De L.	Hans	Open.	Vic.	W. & R.	Wor.	Wyn.
19	De L.	Eric.	Open.	Disb.	W. & R.	Wor.	Wyn.
20	Alph.	Eric.	Twin.	Disb.	Ald.	D. C.	Fchd.
21	De L.	Hans	Com.	Simplex.	Hans.	Wor.	Fchd.
22	De L.	Hans	Com.	Vic.	W. & R.	D. C.	Wyn.
23	No entry blank.						None.
24	Alph.	Eric.	Com.	Vic.	W. & R.	D. C.	Wyn.
25	De L.	Hans		Vic.	Hans.	Wyn.	Fchd.
26	De L.	S. Milk	Com.	Vic.	W. & R.	Col.	Gold D.
27				Vic.	W. & R.	Wor.	None.
28	Alph.	Eric.	Open.	Vic.	Ald.	D. C.	None.
29	De L.	Eric.		Vic.	Hans.	Wyn.	Fchd.
30	No entry blank.						Far.
31	No entry blank.						Far.
32	No entry blank.						Far.
33	Alph.		Com.	Vic.			Wyn.
34	No entry blank.	S. Milk		Vic.	W. & R.	Col.	Wyn.
35	De L.	Eric.	Open.	Vic.	Ald.	D. C.	Wyn.
36	No entry blank.	Eric.	Open.	Vic.	Dande.	Col.	Wyn.
37	No entry blank.	Com.	Open.	Vic.			Swift.
38	No entry blank.						Far.

## LIST OF OFFICIAL ENTRIES—CONTINUED.

No.	Separator Used	Starter Used	Ripening Vat Used	Churn Used	Color Used	Salt Used	Wash Powder	Acid Test
39	De L.	Eric.	Com.	Vic.	Hans.	Wyn.	Wyn.	Far.
40	Alph.	S. Milk	Com.	Vic.	W. & R.	Wor.	Wyn.	
41	No entry blank.							
42	De L.		Open.	Simplex	W. & R.	Wyn.	Wyn.	Mann's.
43	No entry blank.							
44	De L.	Flavorone.	Open.	Vic.	Hans.	Col.	Wyn.	Far.
45	De L.	Eric.	Open.	Vic.	Hans.	Col.	Wyn.	
46	De L.	Hans.	Twin.	Vic.	Aid.	Wor.	Fehd.	Mann's.
47	None.	5 Gal.	Simplex.	Simplex	W. & R.	D. C.	Wyn.	None.
48	Alph.	Prk. D.	Open.	Vic.	W. & R.	D. C.	Wyn.	None.
49	No entry blank.	Eric.	Open.	Vic.	Aid.	Cad.	Wyn.	Far.
50	De L.	Hans.	Com.	Vic.	W. & R.	Wor.	Wyn.	Far.
51	De L.	Eric.	Open.	Simplex	Dande.	Wyn.	Wyn.	None.
52	Simp.	None.	McC.	Disb.	Aid.		Fehd.	Far.
53	De L.	Hans.	Chnl.-vat.	Hans.	Aid.	Col.	Wyn.	
54	No entry blank.							
55	De L.	Hans.	Open.	Vic.	W. & R.	Wyn.	Fehd.	Far.
56	De L.	Eric.	Far.	Vic.	W. & R.	Wyn.	Wyn.	Far.
57	De L.	Eric.	Com.	Disb.	Hans.	Wyn.	Wyn.	Far.
58	Alph.							
59	No entry blank.							
60	De L.	Eric.	Open.	Vic.	W. & R.	Wyn.	Wyn.	
61	De L.		Wizard.	Vic.	W. & R.	Wyn.	Fehd.	
62	No entry blank.							
63	De L.	W. M.	None.	Vic.	Veg.	Wor.	Fehd.	
64	De L.	Eric.	Boyd.	Vic.	W. & R.	Wyn.	Wyn.	Mann's.
65	De L.		Wizard.	Vic.	W. & R.	Cad.	Wyn.	
66	No entry blank.							
67	Alph.	Hans.	Open.	Vic.	Aid.	Wor.	Wyn.	
68	Alph.	Hans.	Com.	Vic.	Hans.	Wyn.	Wyn.	
69	Alph.	W. M.	Twin.	Simplex	Dande.	Wor.	Johans.	
70	Alph.	Hans.	Wizard.	Vic.	Hans.	Col.	Wyn.	
71	De L.			Vic.	Veg.		Wyn.	
72	No entry blank.							
73	No entry blank.							
74	De L.	W. M.	Twin.	Vic.	W. & R.	D. C.	Wyn.	Far.
75	De L.	Eric.	Open.	Vic.	W. & R.	D. C.	Wyn.	
76	De L.	Hans.	Open.	Vic.	W. & R.	Col.	Fehd.	
77	Alph.	Hans.	Far.	Disb.	W. & R.	D. C.	Wyn.	Far.
78	No entry blank.							
79	De L.	S. Milk		Vic.	Hans.	D. C.	Wyn.	

LIST OF OFFICIAL ENTRIES—CONTINUED.

No	Separator Used	Starter Used	Ripening Vat Used	Churn Used	Color Used	Salt Used	Wash Powder	Acid Test
80	Alph.....	W. M.....	Far.....	Vic.....	Hans.....	Col.....	Wyn.....	
81	De L.....	Eric.....	Open.....	Disb.....	Hans.....	Wyn.....	Wyn.....	Far.
82	De L.....	Hans.....	McA.....	Simplex.....	W & R.....	Lib.....	Wyn.....	
83	De L.....	Hans.....	Open.....	Vic.....	Ald.....	D. C.....	Fchd.....	Far.
84	Alph.....	W. M.....	Open.....	Vic.....	W & R.....	Wyn.....	Wyn.....	None.
85	De L.....	Eric.....	Com.....	Vic.....	W & R.....	Wyn.....	Wyn.....	
86	Shp. & Alph.....	Eric.....	Open.....	Duplex.....	W & R.....	D. C.....	Wyn.....	Mann's.
87	De L.....	Flavorone.....	Open.....	Vic.....	W & R.....	Wor.....	Wyn.....	Far.
88	De L.....	Eric.....	Twin.....	Vic.....	Ald.....	D. C.....	Wyn.....	Mann's.
89	Alph.....	Hans.....	Open.....	Simplex.....	Hans.....	Sal S.....	Wyn.....	Far.
90	Alph.....	Eric.....	Open.....	Vic.....	Hans.....	Wyn.....	Wyn.....	Mann's.
91	De L.....	Hans.....	Com.....	Vic.....	Dande.....	Wyn.....	Wyn.....	Far.
92	De L.....	Eric.....	Open.....	Vic.....	Hans.....	Wyn.....	Wyn.....	None.
93	Alph.....	Eric.....	Com.....	Vic.....	Ald.....	Wor.....	Wyn.....	
94	Alph.....	Eric.....	Boyd.....	Vic.....	Ald.....	D. C.....	Wyn.....	
95	No entry blank.							
96	De L.....	Prk. D.....	Boyd.....	Vic.....	Hans.....	Col.....	Wyn.....	Far.
97	Alph.....	Hans.....	Twin.....	Simplex.....	W & R.....	Wor.....	Wyn.....	
98	De L.....	Eric.....	Open.....	Vic.....	W & R.....	Wyn.....	Wyn.....	None.
99	Alph.....	Eric.....	Open.....	Vic.....	W & R.....	Wor.....	Wyn.....	
100	De L.....	Eric.....	Open.....	Vic.....	Ald.....	Wor.....	Wyn.....	
101	Alph.....	Eric.....	Open.....	Disb.....	Hans.....	Col.....	Wyn.....	
102	No entry blank.							
103	De L.....	Eric.....	Wizard.....	Vic.....	W & R.....	D. C.....	Wyn.....	Mann's.
104	None.....	Hans.....	Wizard.....	Disb.....	W & R.....	D. C.....	Dairy.....	None.
105	None.....	None.....	Com.....	Vic.....	W & R.....	D. C.....	Dairy.....	Mann's.
106	De L.....	Hans.....	Twin.....	Vic.....	W & R.....	D. C.....	Wyn.....	None.
107	None.....	Eric.....	Com.....	Vic.....	Ald.....	D. C.....	Wyn.....	
108	No entry blank.							
109	Alph.....	Eric.....	Twin.....	Vic.....	Hans.....	Col.....	Wyn.....	Far.
110	Alph.....	Eric.....	Com.....	Vic.....	W & R.....	Col.....	Wyn.....	Mann's.
111	No entry blank.							
112	De L.....	S. Milk.....	Com.....	Vic.....	Ald.....	D. C.....	Wyn.....	
113	De L.....	Eric.....	Open.....	Vic.....	W & R.....	Col.....	Fchd.....	
114	De L.....	Eric.....	Disb.....	Vic.....	Ald.....	Wor.....	Wyn.....	
115	No entry blank.							
116	De L.....	Eric.....	Com.....	Vic.....	Ald.....	D. C.....	Wyn.....	
117	Alph.....	Eric.....	Twin.....	Vic.....	Ald.....	Wyn.....	Wyn.....	Mann's.
118	Alph.....	Hans.....	Twin.....	Vic.....	W & R.....	Wor.....	Wyn.....	Far.
119	De L.....	Hans.....	Old S.....	Vic.....	Veg.....	Wyn.....	Wyn.....	
120	De L.....	None.....	Com.....	Vic.....	Ald.....	D. C.....	Wyn.....	None.



## LIST OF OFFICIAL ENTRIES—CONTINUED.

No.	Separator Used	Starter Used	Fipening Vat Used	Churn Used	Color Used	Salt Used	Wash Powder	Acid Test
121	No entry blank.							
122	De L.	Eric.	Open.	Vic.	W. & R.	Wor.	Wyn.	
123	None.	Eric.	Open.	Vic.	Dande	Wyn.		
124	No entry blank.							
125	Alpha.	Hans.	Com.	Simplex.	W. & R.	Wyn.	Wyn.	Wagner's.
126	De L.	None.	None.	Vic.	W. & R.	Wyn.	Wyn.	
127	De L.	Eric.	Plain.	Vic.	Hans.	Wor.	Wyn.	Far.
128	Alpha.	Eric.	Simplex.	Vic.	Hans.	Wyn.	Wyn.	Far.
129	Alpha.	Eric.	Simplex.	Vic.	W. & R.	Wyn.	Wyn.	Far.
130	De L.	Hans.	Far.	Vic.	W. & R.	Wyn.	Wyn.	Mann's.
131	Alpha.	Eric.	Wizard.	Vic.	W. & R.	Genesee	Wyn.	
132	Alpha No. 1.	Eric.	Open.	Vic.	W. & R.	Wor.	Eagle lye	
133	De L.	None.	None.	Box.	Thatcher	Col.	Gold D.	
134	De L.	Eric.	Wizard.	Vic.	W. & R.	D. C.	Wyn.	
135	No entry blank.							
136	De L.			Wizard.	W. & R.	D. C.		
137	Alpha.	Vic.	Com.	Vic.	Hans.	Col.	Wyn.	Mann's.
138	Alpha.	Eric.	Com.	Vic.	W. & R.	Wyn.	Fchd.	Mann's.
139	De L.	Eric.	Com.	Vic.	W. & R.	Int.	Wyn.	Far.
140	Alpha.	Hans.	Covered.	Vic.	Ald.	Col.	Wyn.	
141	Alpha.	Hans.	Wizard.	Vic.	Hans.	Col.	Wyn.	None.
142	Alpha.	Whl. M.	Com.	Disb.	W. & R.	Wyn.	Wyn.	
143	De L.	None.	Curtis & G.	Vic.	W. & R.	D. C.	Wyn.	
144	De L.	Eric.	Com.	Vic.	Veg.	D. C.	Wyn.	
145	De L.	Eric.	Ald.	Simplex.	Ald.	Wyn.	Wyn.	
146	De L.	None.	Twin.	Disb.	Ald.	Col.	Wyn.	Mann's.
147	No entry blank.		Open.	Vic.	W. & R.	D. C.	Wyn.	None.
148	No entry blank.		Wizard.	Vic.	W. & R.	Wyn.	Wyn.	
149	No entry blank.							
150	No entry blank.							
151	Alpha.	Hans.	Com.	Vic.	Hans.	Wyn.	Fchd.	None.
152	Alpha.	Prk. D.		Vic.	Veg.	Col.	Wyn.	None.
153	De L.	H. M.		Vic.	W. & R.	Wyn.	Wyn.	Mann's.
154	Alpha.	Prk. D.	Wizard.	Disb.	Hans.	Col.	Wyn.	
155	De L.			Vic.	W. & R.	Wor.	Sal S.	
156	Alpha.	Com.	Open.	Vic.	W. & R.	D. C.	Wyn.	Far.
157	De L.	Eric.	Open.	Vic.	Hans.	Wyn.	Wyn.	Far.
158	De L.	Eric.	Twin.	Vic.	W. & R.	Col.	Wyn.	
159	De L.	H. M.	Open.	Vic.	W. & R.	Wor.	Dairy.	
160	No entry blank.							
161	De L.	Eric.	Com.	Vic.	Ald.	Col.	Wyn.	
162	De L.	Hans.	Open.	Vic.	Ald.	D. C.	Fchd.	
163	De L.	Eric.	Com.	Vic.	Hans.	Wyn.	Wyn.	Mann's.

## TABLE OF CONTENTS

Articles of Incorporation .....	19
Address of Welcome, R. B. Watrous, Milwaukee.....	28
Address, Hon. E. H. Webster, Washington, D. C.....	74
Awarding of Diplomas, Hon. J. Q. Emery, Madison .....	184
By-Laws .....	22
Buttermakers' Scoring Contest .....	170
Butter Account .....	194
Creamery Score Card, J. C. Joslin, Mankato, Minn.....	44
County Agricultural Schools and Their Relation to the Dairy Industry, A. Slaughter, Menominee .....	61
County Buttermakers' Associations, J. McGill, Little Suamico .....	133
Election of Officers .....	98
Expense Account .....	193
Found, the Cause of Fishy and Metallic Flavors, A. E. Spencer, Wyandotte, Mich. ....	72
Invocation, Rev. Thomas Barney Thompson, Milwaukee.....	25
List of Officers .....	3
Letter of Transmittal .....	5
List of Members .....	7
Laundry as a Side Issue to a Creamery, W. H. Burwell, Endeavor.....	161
List of Exhibitors' Monthly Scoring Contests, M. Michels, Madison.....	176
List of Official Entries .....	180-195
Milwaukee the Beautiful, R. B. Watrous, Milwaukee.....	41
Market Conditions, H. J. Credicott, Chicago.....	105
National Dairy Union, S. B. Shilling, Chicago.....	126
President's Address, E. C. Dodge, Lake Mills.....	39
Response to Address of Welcome, H. C. Larson, Dodgeville.....	31
Report of Treasurer, G. Spiers, Eau Claire.....	33
Report of Secretary, J. G. Moore, Madison .....	34
Report of Executive Committee .....	38
Remarks, S. B. Shilling, Chicago .....	43
Remarks, Hon. S. A. Cook, Neenah .....	92
Remarks on Good Roads, Otto Dorner, Milwaukee.....	123
Remarks, Hon. W. D. Hoard, Ft. Atkinson.....	129
Remarks, H. Sorge, Reedsburg .....	156
Remarks, C. H. Everett, Racine .....	160
Report of Resolution Committee .....	172
Shall the Butter and Cheese Makers of Wisconsin Have a Paper of Their Own? J. G. Moore, Madison.....	100
Wisconsin's Opportunity, A. J. Glover, Ft. Atkinson.....	116
Wisconsin Dairy Mfgs. and Milk Producers' Protective Association, F. A. Seeber, President, Waterloo .....	144