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Wisconsin Cheese Makers' Association fifty-fourth annual meeting 1945 November 6 - 7 - 8 Retlaw Hotel and Armory, Fond du Lac, Wisconsin.

Wisconsin Cheese Makers' Association
Madison, WI: Cantwell Print. Co., [s.d.]

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PROCEEDINGS
OF
Wisconsin Cheese Makers'
Association

**FIFTY - FOURTH
ANNUAL MEETING**



NOVEMBER 6 - 7 - 8

1945

FOND DU LAC, WISCONSIN

**WISCONSIN CHEESE MAKERS'
ASSOCIATION**

FIFTY - FOURTH

Annual Meeting

1945

NOVEMBER 6 - 7 - 8

RETLAW HOTEL AND ARMORY

FOND DU LAC, WISCONSIN

WISCONSIN CHEESE MAKERS' ASSOCIATION

Incorporated February 2, 1899

OFFICERS	Address
LEONARD E. KOPITZKE, President.....	Marion
C. C. BRICK, Vice-President.....	Brillion
A. H. GRAF, Secretary.....	Zachow
GEORGE E. HERNKE, Treasurer.....	Hilbert
H. P. MULLOY, Field Manager.....	Sheboygan
PAUL H. RAIHLE, Attorney.....	Chippewa Falls
GEO. L. MOONEY, Executive Secretary.....	Plymouth

DIRECTORS	Term Expires
EDW. F. HORN, Beaver Dam.....	1946
EDGAR E. PETERS, Plymouth.....	1947
JOHN FISCHER, Boaz.....	1947
E. W. MARTIN, Spencer.....	1948
EMIL HANSEN, Cadott.....	1948

JUDGES OF THE 1945 CHEESE CONTEST

American Cheese

Frank M. Broreren, Thorp
Fred Buss, Clintonville

Swiss and Limburger Cheese

Gottfried Galli, Rice Lake
Edw. O. Lee, Monroe

Brick and Muenster Cheese

E. W. Jung, Juneau
Fred Bleuer, Cambria
John Inabnet, Randolph

Italian Cheese

Jos. Sartori, Plymouth
Gottfried Galli, Rice Lake

SUPERINTENDENT OF EXHIBIT

H. P. MULLOY

OFFICIAL CONVENTION REPORTER

A. J. Kemper, McFarland

LIFE MEMBERS

E. L. Aderhold, Neenah
J. D. Cannon, Neenah
A. T. Bruhn, Madison
Fred Marty, Monroe
Math Michels, Fond du Lac

J. L. Sammis, Madison
O. A. Damrow, Sheboygan Falls
Al. Winkler, Cumberland
H. P. Dillon, Oshkosh
John H. Peters, Plymouth

OFFICIAL ORGAN

The Cheese Reporter, Sheboygan Falls

LETTER OF TRANSMITTAL

Plymouth, Wisconsin
January 10, 1946

To His Excellency,
Walter S. Goodland,
Governor of Wisconsin.

We are privileged to hand you a complete report of our first "peace-time" convention in three years.

Our post-war planning was limited by the uncertainties of continued controls. We have petitioned the removal of all restrictions so as to permit a return to a program of balanced production of dairy products, which has been so disrupted under emergency controls.

The members of our association offer our assistance to the State any time you feel we may be of service.

Respectfully submitted,

GEO. L. MOONEY
Executive Secretary

GLM:yz

Marion, Wisconsin
January 10, 1946

Fellow Cheesemakers:

The surrender of the enemy now makes World War II a task for the framers of permanent peace and a job for the historians,—but, for us it means one of two things: either permit our industry, our future, to be planned by others; or, we are to take an important part in the post-war planning if we are to have and enjoy ownership and control of that industry in Wisconsin.

I proclaim the latter to be our duty and our important task during the coming year.

We submit the report of our 54th annual meeting and invite your continued membership and assistance in maintaining our proper place among the leading industries of Wisconsin.

Respectfully submitted,

L. E. KOPITZKE
President

LEK:yz

APPLICATION FOR ACTIVE MEMBERSHIP

I hereby apply for membership in the

Wisconsin Cheese Makers' Association

for the period of two years, and agree to pay the annual membership dues applicable to my classification and milk receipts listed below and indicated by me:

Licensed Cheesemaker (employee) - - - \$12.50

Plant Operator:

Up to 2 million lbs. milk annually - - 25.00

2 to 4 million lbs. milk annually - - - 50.00

4 to 7 million lbs. milk annually - - 75.00

Over 7 million lbs. milk annually - - 100.00

Dues shall be payable semi-annually in advance unless otherwise ordered by the Board of Directors.

Retirement as a cheesemaker for any reason shall void this agreement.

.....
Name

.....
Address

.....
County

.....
Name of Factory

.....
Date of Application

Return to

WISCONSIN CHEESE MAKERS' ASSOCIATION
Plymouth, Wisconsin

**APPLICATION
FOR
ASSOCIATE MEMBERSHIP**

* * *

The undersigned hereby applies for Associate Membership in

Wisconsin Cheese Makers' Association

for the year 1946, as authorized and provided for in the By-Laws.

Minimum annual dues are \$25.00 payable in advance.

.....
Name

.....
Address

.....
Address Mail to the Attention of

Date.....

**Return to
Wisconsin Cheese Makers' Association
Plymouth, Wisconsin**

FINANCIAL REPORT

WISCONSIN CHEESE MAKERS' ASSOCIATION
STATEMENT OF RECEIPTS AND DISBURSEMENTS
 For the Period from November 1, 1944, to October 31, 1945

BALANCE OCTOBER 31, 1944

In

Farmers State Bank, Potters.....	\$13,949.67	
Savings Account, Citizens State Bank.....	5,037.56	
United States Bond, Series G.....	1,000.00	
Petty Cash Fund.....	100.00	
		<u>\$20,087.23</u>

RECEIPTS

From November 1, 1944, to Oct. 31, 1945.....	34,554.86	
Interest on Savings Account and Bond.....	75.49	34,630.35
		<u>34,630.35</u>

TOTAL TO ACCOUNT FOR.....\$54,717.58.

DISBURSEMENTS

Salaries and Commissions.....	\$17,126.19	
Travel Executive Secretary.....	1,478.56	
Travel Others	6,797.45	
Rent	420.00	
Printing and Stationery.....	360.46	
Telephone, Telegraph and Light.....	609.59	
Postage, Freight and Express.....	412.36	
Social Security	133.22	
Convention Expense	5,851.61	
Supplies	259.92	
Organization and Membership.....	2,022.18	
Miscellaneous	1,853.63	
Furniture and Equipment.....	300.83	
Income Tax Previously Withheld.....	175.80	\$37,801.80
		<u>\$37,801.80</u>

CASH ON HAND OCTOBER 31, 1945

Farmers State Bank, Potters.....	\$10,727.73	
Citizens State Bank.....	5,088.05	
United States Bond, Series G.....	1,000.00	
Petty Cash Fund.....	100.00	16,915.78
		<u>16,915.78</u>
		<u>\$54,717.58</u>

ARTICLES OF THE WISCONSIN CHEESE MAKERS' ASSOCIATION

(As Amended November 12, 1942)

ARTICLE I

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

A further aim is to unite the 2,000 or more cheesemakers and all associations of cheesemakers in Wisconsin under a state-wide plan for united action on all state-wide problems affecting cheesemakers.

ARTICLE II

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

ARTICLE III

The association shall be a corporation without capital stock.

Active Membership. Any cheesemaker, past or present, in Wisconsin, may become an active member in this association, with the right to vote and speak in all association meetings by paying the annual membership fee, as fixed by the By-Laws, in advance to the Secretary of the Association, for the current calendar year.

Associate Membership. Any other person, not eligible to become an active member may become an associate member of this association and attend all meetings of the association, but not to vote, by paying in advance the annual membership fee, as fixed by the By-Laws, to the Association Secretary for the current calendar year.

ARTICLE IV

Section 1. The general officers of said Association shall consist of a President, Vice-President, Secretary and Treasurer and a Board of Directors consisting of five members of the Association together with the officers.

Section 2. The term of the officers of the Association shall be one year, or until their successors are elected at the next annual meeting following their election, and until such successors qualify. At each meeting of the members of the Association there shall be elected directors for the term of three years to replace directors whose terms are expiring. The election of officers and directors shall be by ballot, except in case of a single nominee, when election by acclamation may be substituted. A majority of all the votes shall decide an election.

ARTICLE V

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

Section 2. The Vice-President shall assume the duties of the President in the latter's absence.

Section 3. The principal duties of the Secretary of the Association shall be to keep a complete and accurate record of the proceedings of the Board of Directors and of the Association and to attend all meetings, keep a correct account of the finances received, pay all moneys into the hands of the Treasurer and receive his receipt therefor. He shall keep a record book and suitable blanks for his office. He shall make a full and complete report at each annual meeting of the correct state of the finances and standing of the Association. He shall also procure certificates or other evidence of membership and every person joining the Asso-

ciation shall receive one signed by the Secretary, Assistant Secretary or by any proper authorized field man or solicitor of members.

The Secretary shall qualify for office by filing with the President a satisfactory bond at the expense of the Association.

Section 4. The principal duties of the Treasurer shall be faithfully to care for all monies entrusted to his keeping, paying out the same only on proper authorization. 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 shall keep a regular book account, and his books shall be open to inspection at any time by any member of the Association.

Section 5. The Board of Directors shall be the Executive Committee and shall audit the accounts of the Secretary and Treasurer and present a report of the same at the annual meeting; Executive Committee shall procure a place to hold the meeting, make all rules and regulations pertaining thereto and pertaining to exhibits and make arrangements for reception committees, hotel rates, hall and all necessary preliminary arrangements for each and every meeting.

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

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

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

ARTICLE VI

The Treasurer of the corporation shall give satisfactory bond for the faithful performance of his duties.

ARTICLE VII

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

ARTICLE VIII

The corporation shall hold a meeting of members annually during each calendar year at such time as may be determined by the Board of Directors.

ARTICLE IX

Section 1. To promote united action by all cheesemakers and associations within the State, any cheesemakers' association in Wisconsin, all of whose members are also members of the Wisconsin Cheese Makers' Association, shall be an affiliate of the State Association. Each such affiliate shall aid in the state-wide work of this Association as required by these Articles and By-Laws, but each affiliate shall be independent and self-governing in all its own local affairs and business.

ARTICLE X

Members of this Association, who in the future, are found guilty of repeatedly violating the State law or whose activities are in conflict with the best interests of the Association may be barred from membership in this Association at any time by a majority vote of the Directors.

BY-LAWS

of

WISCONSIN CHEESE MAKERS' ASSOCIATION**ARTICLE I****Appointive Officers**

In addition to the officers provided for in the Articles, there shall be chosen by the Directors for a term not to exceed three years an Executive Secretary, and, for a term not to exceed one year, a Field Manager and a General Counsel.

ARTICLE II**Duties**

The Executive Secretary shall assist all officers, and, under the direction of the officers and Directors, he shall devote full time to the management of the Association and promote the general welfare of the Association and the cheese industry.

The Field Manager shall assist the officers and Executive Secretary, assist the members wherever possible and generally promote the organization throughout the State.

The General Counsel shall assist and advise the officers and the members.

ARTICLE III**Salaries**

The remuneration of all officers and employees shall be fixed by the Board of Directors.

ARTICLE IV**Membership Dues**

The membership dues of the Wisconsin Cheese Makers' Association shall be fixed by the Board of Directors. Until changed by the Directors, annual membership dues shall be as follows:

Active Members:

Licensed Cheesemaker (employee).....	\$ 12.50
Plant Operator:	
Up to 2 million pounds milk annually.....	25.00
2 to 4 million pounds milk annually.....	50.00
4 to 7 million pounds milk annually.....	75.00
Over 7 million pounds milk annually.....	100.00
Associate Members—Minimum.....	25.00

ARTICLE V**Official Publication**

Membership in the Association shall include subscription to the official publication designated by the Board of Directors.

ARTICLE VI**Fiscal Year**

The fiscal year of the Association shall commence November 1st.

ARTICLE VII**Amendments**

These By-Laws may be amended at any regular meeting by a majority vote of the members present.

PROCEEDINGS**First Session, November 6, 2:30 P.M.****Council Meeting**

An exceptionally large number (over 400) of cheesemakers were in attendance when President Kopitzke called the Council Meeting to order. This meeting was open only to active members of the Association.

Because of the importance of compliance with the standards of sanitation set by the Federal Food and Drug Administration, your officers deemed it advisable to set this session aside for study and discussion of that subject.

We were fortunate in securing the personal appearance of J. O. Clarke, Chief of the Central Division, Federal Food and Drug Administration.

After his introduction by the President at the opening of the session he proceeded with a presentation of laws and regulations which have to do with the manufacture of foods for human consumption,—he covered the sanitary conditions of the plant as well as the materials which we used in the products manufactured therein.

Mr. Clarke then proceeded with a question and answer session which permitted cheesemakers to clear up doubts in their minds regarding matters more directly affecting them.

After two hours, Mr. Clarke, closed his discussion, and later comments labeled this one of the most important and enlightening ever held.

The Nominating Committee than made the following report.

We respectfully recommend the following nominees as candidates for office to be voted for at the 1945 Annual Meeting of the Wisconsin Cheese Makers' Association:

For President: L. E. Kopitzke and Edgar Peters

For Vice President: C. C. Brick and Wm. Ienatsch

For Secretary. A. H. Graf and Edwin Schroeder

For Treasurer: George Hernke and Werner Wuethrich

Director for the expiring term of E. W. Marten,—

E. W. Marten, M. H. Parsons and O. R. Thompson

Director for the expiring term of Wm. Christman,—

Wm. Christman, Emil Hanson and Otto Anderegg.

This report was submitted by Fred Bleuer, Chairman, Art H. Woldt, Ray Wifler, and Otto Anderegg, Nominating Committee.

The report of the Nominating Committee was accepted and ballots ordered printed for the convenience of all members wishing to vote during remaining sessions of the convention.

Then followed discussion of general interest, including, OPA regulations, whey prices, etc.

A bowling party and mixer was provided for the members in the evening; a more detailed report of which was made to the Wednesday afternoon session by Edw. F. Horn, Chairman of the Bowling Committee, and appears in the record of that session.

Second Session, Wednesday, November 7, 11 A.M.

Award of Door Prizes

Kenneth DeWitt	Viroqua
Tillman Mollgren	Boscobel
Ray Wifler	Glenbeulah
Walter A. Reinke	Thorp*
Charles Brick	Brillion
Otto Burrow	Fremont
Matt Linsmire	Cascade
Leo J. Lohr	Calvary
Wm. M. Wolske	Forestville
Rudolph Jaehnig	*

(* indicates winner of \$5.00 door prize)

PRESIDENT KOPITZKE: Well, folks, we are just going to get started, that is all. I don't know whether that gang will break up. I know we are all living in a country where we can enjoy all the freedoms, freedom of liberty, freedom of speech, and so forth. We have just finished a horrible war and I think we have learned some things from this war. One is that Christianity means an awful lot to us and has saved many a life. I know the boys that have come

back have told how the natives of New Guinea have protected them, and if it had not been for the fact they were Christians, many of our boys would not have come back.

We spent millions and millions of dollars to destroy life. How much better it would have been if some of us would have been a little more mission-minded and spent possibly 1/15 of that money to teach those people over there and we wouldn't have had this horrible war. It would have been much better to prevent it than fight it.

We are going to open our meeting this morning with prayer by Rev. Becker of this city.

INVOCATION

Rev. Becker

I want to read to you the 67th Psalm.

God be merciful unto us, and bless us; and cause his face to shine upon us;

That thy way may be known upon earth, thy saving health among all nations.

Let the people praise thee, O God; let all the people praise thee.

O let the nations be glad and sing for joy; for thou shalt judge the people righteously, and govern the nations upon earth.

Let the people praise thee, O God; let all the people praise thee.

Then shall the earth yield her increase; and God even our own God, shall bless us.

God shall bless us; and all the ends of the earth shall fear him.

Let us pray. Dear Father in Heaven, guide us in all our doings, so that in all our work begun, continued and ended in thee we may bless thy holy name and serve our fellowmen and in the end obtain eternal mercy, teaching us through Christ, thy son, our work. Amen.

PRESIDENT KOPITZKE: Now folks, I know we are always glad to come to Fond du Lac. There is just one thing I feel kind of bad about, and that is I am afraid they won't have room to handle our convention in the future. I understand the banquet tickets are all sold out now. I imagine there will possibly be six hundred here that would like to go but we can't seat that many. Nevertheless, we

have always received a warm welcome in Fond du Lac. I have often said, if we have an invitation in Milwaukee or some larger city they don't know that we are there. But they certainly know we are here. You can go down the street and meet the businessmen and see how they feel. I am happy to present to you the Honorable Mayor of Fond du Lac, Mr. Weiss.

ADDRESS OF WELCOME

Mayor Weiss

Mr. Chairman, members of this convention: Walking down the street last evening I thought the merchants of this town had stolen a little of my thunder in greeting you here this morning. They have in their windows signs welcoming you to Fond du Lac, and they mean it.

It is indeed, an honor for our city to have you select it again for your convention city, especially as your first convention after the war.

You know you and I have heard a lot of people talk about the future of our country. We have no doubts about the future of our country, you and I. We planned for our future. That is why you are meeting here today to plan your future. You are the real representatives of the cheese industry. It is again a pleasure and also very good to me because I am quite a heavy eater, to be able to go into the restaurants around the country and to be able to ask for pie and get cheese with it.

I want to give you a little illustration. A few years back I was visiting one of our neighboring cities on the shores of Lake Michigan, and I asked for some apple pie and I wanted some American cheese. I had to wait a half an hour before I got my American cheese. And I said, did you make the pie? No, she says, we had to go after the cheese to this grocery store next door. I assure you that will never happen again because from that day on when I went back there we had cheese and pie.

I want to say this, you are the first people or the first convention that we have to honor in regard to a new parking ticket that we are extending to you people. We have a courtesy card that was made especially for this convention. We also ask that when this card is given to you you put it on your windshield some way so that the police department in this city know you are a visitor to our city,

and then return this card to the chairman of your convention. And I want to say this, I really appreciate the fact that I have been able to see you here this morning, and I hope you will visit our city again. Thank you.

PRESIDENT KOPITZKE: Thank you very much, Mayor Weiss. We have a bunch of these tickets and we will be glad to hand them out to you and put them on your car and when you get through, don't throw them away, just leave them at the hotel so they can use them again.

The next speaker needs no introduction. He is just one of us and he has been with us for quite some time. He has been a director of our organization and he is now vice president. I am happy to give to you at this time our good friend Charlie Brick, who will give the response to Mayor Weiss.

RESPONSE

By Charles Brick

Mr. Chairman, Mayor Weiss, ladies and gentlemen, fellow cheesemakers: The mayor pointed to several problems to work out now, now that we have peace. No doubt we have many of them but together we surely will come out on top. The cheesemakers have done the impossible for the last three or four years. On a lot of occasions one man has performed duties that ordinarily should require two or three, and as Mr. Button said in his letter of September 17th to all plant operators as an industry we should be entitled to a breathing spell before attacking our post war opportunities. It is apparent though that we cannot realize even momentarily, for today the Wisconsin Dairy industry faces immediate problems. The future of the Wisconsin dairy industry is dependent on the speed and vigor with which those problems are met.

I believe the cheesemakers of Wisconsin, and especially members of the association are ready and willing to do their utmost to keep Wisconsin on top. Even if we cannot agree and subscribe to all orders and regulations, I believe our association is strong enough to assist in formulating plans here in our state and also in the nation. The officers have worked very hard during the last year and I hope they will continue to fight to keep Wisconsin on top. The officers do not always agree, but this is the way it should be. If we were all of the same opinion we would not need an association, but in most cases after we have discussed the pros and cons we generally

come out one hundred per cent. After all it takes members to keep an organization strong.

Just a year ago I stood before you and asked how about the cheese industry in ten years. Look back one year and I believe you will agree that the last year surely has seen a great change. Allow me to make one prediction. The next year will see a still bigger change because during the last three years the nation was cheese hungry but in the future they want to be quality cheese hungry. Let's not be discouraged but tackle our problems one by one as they present themselves and I am sure that Wisconsin will still be the cheese state of the nation. Thank you.

MR. MOONEY: Thank you, Mr. Brick. Your presiding officer has been called to the phone and has asked me to take charge during his absence. I believe that a little exercise of the lungs and voice will do you a lot of good right now. I am going to ask all those in the rear of the room to come up and take seats and we will have a few songs by the famous two-some,—Salty Mack and Charcoal Charlie will take over.

(Songs were sung by the convention).

MR. MOONEY: Thank you Charlie and Mack. That was swell. I will continue until your president returns. Reports of officers will follow during the day, but I will say this: The report of the treasurer—it was impossible for us to get our auditor to complete the audit as of October 31st, last week. So that report, a detailed financial report by the same firm that has been auditing your books for the past three years will complete the audit early in November and a copy mailed to every member of the association and incorporated in the proceedings of this convention.

The war has brought out two or three products of interest and importance to the cheese industry, one of them is D.D.T. Mr. Mulloney representing a company having a display booth downstairs wants to say a few words about that product. We will call on him a little later. I see your president has returned, and I am going to turn the microphone over to him.

PRESIDENT KOPITZKE: Thank you George, very kindly for taking over. I suppose you are wondering where I was—just a telephone call from Chicago. I will tell you who called me. He said he was very sorry he can't be here, and I think most of you know him. It is Mr. Harry Wilson now with the Kraft Cheese Company,

after years with the United States Department of Agriculture. He certainly wanted to be here and say hello to all of you.

Our next speaker I am sure needs no introduction. He attends most of our conventions and he used to be connected with the State department and did a very good job publicizing cheese, and it is none other than Wilbur Carlson, Kraft Food Company, chairman of the National Dairy Council's Finance Committee. I am very happy to bring to you Wilbur Carlson at this time.

ADDRESS

By Wilbur Carlson

I wonder if I am going to use this stand over here. I don't think I can carry it. I have got some notes here some place. I am up here for a kind of dual purpose, being on the finance committee of the National Dairy Council it was thought that it would be advisable to inform the Wisconsin cheesemakers as to what has been going on, so the job came to my lot. Then Len and George said, while you are up there you might just as well tell them about that junket you had a couple of months ago, so I think you will find that a little more entertaining than the other report, although the other is more important.

First of all, about the dairy council. The dairy council is an old organization that has been working quietly, doing an educational job among the educational institutions such as the schools and colleges of the nation, and among the professional people such as doctors, dentists and nutritionists and dieticians, for the purpose of impressing upon these people in a dignified way the value of dairy food in the diet.

Much of our work has been along the lines of milk as whole milk, but at the same time they have been doing a great deal on butter, cheese and evaporated milk and other dairy products. This last year the council decided that they would necessarily have to have a more extensive program so they picked up a finance committee and put us to work on the task of getting some more money so that that type of program could be carried on. Well, the committee was quite fortunate, not because they were extra able or because they put in a lot of extra time on it; it was because the industry was quite co-operative.

You will be interested to know that the portion that was allocated to the cheese industry to raise amounted to six thousand dol-

lars. Well, we got well over sixty-five hundred dollars from the cheese industry, so we did more than our share. Now, you may want to know what was done with this money, and it hasn't been done yet. In the process of final preparation I am glad to say is a booklet on cheese, which is going to be available to educational institutions, doctors, dentists, nutritionists and dieticians throughout the nation and primarily the schools, however, for the purpose of letting people know more about cheese in its many and various forms. That book will be made available and will be publicly announced when it is off the press, so that any of you who are makers can, if you wish, contact the council and get a supply for distribution to that school house down the road, and even put your own imprint on it.

Now, as to what is going to happen in the future, well there is going to be another drive to keep our appropriation as high as it was last year, and I imagine that the industry will come forward just as wholesomely as they did in our first request, and the activity that will be carried on will be in the form of bulletins and booklets not as an elaborate nature as the one we have prepared this year.

The council is a unique organization in that it has such a high rating among the professional people and the educators, and it works quietly in that way, and from time to time you through your association or directly from the council or both will be kept informed as to its activity.

Now I want to tell you about an interrupted fishing trip I have made. After having made three casts into a little lake up the line here one bright Sunday morning, the farmer came down and said, hey, you are wanted on the telephone. Well, I had a lot of difficulty to hear what it was all about, and I had to wait until I got into a neighboring town to get the call through. And right away I got a question: When can you get ready to go to Europe? And I said, when did you start getting drunk so early in the morning? It wasn't much of a joke because as it developed I was really supposed to go to Europe. Well, that is the last thing in the world a fellow thinks about when he is on a fishing trip.

So I said, that is fine. I will think it over. I am going to be up here now for the next three days, I will be back at my desk on Monday. This happened on Wednesday, and the family is with me and I will let you know and I will have an ample opportunity to talk it over with the family. "Next Monday—hell," he said, "you got to let me know this afternoon by three o'clock."—and I stumbled down the stairs, and Mrs. Carlson said she never saw me look fun-

nier in my life, not even when I walked down the aisle trying to make people believe I knew how to wear a tuxedo. I don't mind telling you we had quite an interesting four or five hours. Finally after talking it over they said, all right, we will let the old guy go. It might be three months, it might be six months, it might be a year.

Well, it is the last thing a fellow can do, so we got ready and I high-balled back to Chicago and got down to Washington and found out whether I was all in one piece or not, and they said, all right, you are fit to go. So in a few weeks—I thought it would be a day—they were in such a hurry that day, but in a few weeks another trip to Washington, and a few hours in Washington and then just a little taxi-cab ride that took about an hour to get out to the airport and in twenty-three hours—well, there I was in Paris. I had a set of orders in one hand I could read but no one else could read them and I could not let anyone else read them. Incidentally, I had to put a suit on that didn't look like this one. The temperature that day was 105 and felt like 155 and we had to wear winter clothes and so my shirt was quite ringing wet and got to the airport and landed in Paris, as I said. They didn't tell the boys at the airport that this guy was coming in,—and incidentally it was a beautiful trip. A brand new C-54, which is one of these great big four motor passenger ships. There were only 13 passengers on the ship and there were places for forty, so we were very comfortable, except six hours out of the Azores one motor quit running and quit for twenty seconds but I will swear it was for two weeks, but it started again and aside from that it was most interesting.

Our captain on the ship had neglected to inform the port authorities this was not a cargo ship but a passenger ship and as a result we landed in another field and it took me longer to get from the airplane at the airport to what they call a billet in Paris than it took us from Washington to Bermuda. It took five hours to get from the airport to the billet and a little less than four hours from Washington to Bermuda.

I was talking about these orders. I had orders in my hand that prompted the folks in the war department to say that there is going to be some procurement work done for the quarter master's corps in Europe. A couple generals made up their mind to that so that is what some of you read about. I had another envelope in this hand all sealed up with stamps on it and sealing wax and what not, to be opened by the commanding officer in Paris.

Incidentally I was supposed to spend six weeks to two months

in Paris before getting further into the continent. I didn't know how that was going to be but from the stories I thought it was all right, but when they opened the sealed orders in Paris I found these fellows really secretive and plenty of reason for covering up but lo and behold instead of doing anything on procurement work I was plunged into a job which they classified as technical intelligence. Well, technical intelligence is just a phrase that covers an awful lot of activity and to explain what it all involves would be just too lengthy. However, from my standpoint it meant spending not six weeks but two months in Paris and then getting into another airplane and boy, there was quite a contrast between bumping along in these C-47s which are the most reliable freight carriers they ever made.

From Paris we went into supreme headquarters at Frankfurth where General Eisenhower and his staff are running the American occupied zone. I wish that I could tell you about the findings that were made in the time that I was over there as to some of the developments in the German dairy industry. There are still restrictions on imparting that information. I can tell you this, however, that equipment, materials and reports are in the hands of the government and the war department will no doubt before too long release them to the dairy industry. They are not only going to be quite interesting but I think they are going to be helpful to our dairy scientists. I think they are going to be helpful to the dairy industry generally. It is surprising to note that the necessity over a period of the past four or five years, when we had no contact with Germany, had created in their minds a will to go ahead and fix up some new stunts and create some new equipment, and it is going to be very interesting and I am sure beneficial to the industry when these things are released. I can however, tell you about some observations. I can tell you about a couple of experiences. Incidentally I am still waiting to celebrate VJ day so that if somebody wants to put on a party I would like to know because I worked all that day like hell.

VJ day didn't make much of an impression on the boys over in Germany. Leonard was talking about millions and millions. We have been reading these figures about how many thousands of airplanes and millions of gallons of gasoline and trucks and jeeps. Incidentally, that is a great way to tour Germany. If you ever go on a tour be sure to get a jeep. They are well ventilated. I don't know what they do with the back spring when they build them. I guess they forget to put them in. Well, I don't look it now but the

first five weeks there was twenty-five pounds that came off this frame. I don't think much of it was because of the food; most of it was because of the massage I got every day from the jeep.

This magnitude of material is something that you cannot picture until you see it. It is the most amazing thing that history has ever known, all of this equipment, and of course in Europe the war was over. Coming back the equipment was consolidated into various areas and as we travelled from one town to another we would come over a rise in the hill you would see not a square block of trucks but maybe a square mile of trucks. You would come into food warehouses and see canned fruit, canned vegetables, dried milk, everything stacked up so high, stacked up so square that it absolutely amazed you. What kind of impression does it make on you? It makes an impression on you which would make you say, thank God for America. Every single unit, every single part of every single unit was an effort by someone back home. I don't have to tell you fellows, you cheesemakers, you distributors, you ladies and you fellows who sell to the cheesemakers that you have worked harder in the past five or six years than you have before. You don't realize how much harder you have worked until you see this stuff. Travel doesn't mean a blooming thing, and then you sit back and you say, there is just as much over in the Russian occupied territory which we furnished the Russians. You can't believe there have been enough ships that have crossed the Atlantic in the past fifteen years to carry half of the stuff you see. How it happened, I don't know. You almost feel we have flown birds from this shore over into Europe and the birds dropped seeds. It is the greatest tribute to American will to do that I have ever seen. It just gives you cold shivers up and down your spine after having seen it every time you talk about it.

We had a very interesting experience in cheese production. I mention this without trying to criticize anyone but before going into the area in southeastern Germany where Swiss cheese is made, I was asked by an officer in the military government as to the advisability of providing coal for the processing of whey in that area. He said it was being done but he says it is going to take too much coal. He says, we have reports from our inspectors down there that it is taking them six tons of coal to process one ton of whey. Well, I couldn't imagine how they were using that much coal. So I said, golly, that seems wasteful to me, especially with the conditions and the fuel situation that is facing us here. He said, that is what we thought. Will that whey be wasted if we take that coal away from

them. I said, not if they send it back to their farms. They certainly must have stock down there to feed it to. Well, he said, look into that for me while you are down there. What he didn't know from all these reports was that all this whey was being concentrated in this particular area into one plant and in this one plant they were making milk sugar from the whey, and after they had made the milk sugar they were processing another product that I will tell you about, and they were getting one ton of the concentrate product from the use of six tons of coal that they used in the manufacture of milk sugar. They didn't use any coal for the procurement of this one ton of product which when added to a yeast development they had down there is this very day providing 18 million calories for this one plant to feed the people of Germany.

Well, maybe you say the hell with them; don't feed them. Well, they have got to keep body and soul together.

I will give you one more observation. Unfortunately, this product they were developing was a sausage. I ate it for two days and it tastes like liver sausage. It wouldn't be practical over here. We have economic sources of protein but these fellows developed the thing and it was the most productive of a very important item that kept them well fed.

I was very happy that VJ day came along which made it possible for us to set up things in a couple of months rather than a year or more. If there is one good sight in the whole deal, it is the shore at Newport News. Thanks very much.

PRESIDENT KOPITZKE: Thank you Wilbur. That certainly was a very interesting message. I am sure you all enjoyed it. I wish we could have listened to him for another half hour but as I see it is almost twelve o'clock. Mr. Mooney already told you something about the next speaker who is not on the program but we are very much interested in the problem of getting rid of flies around the factory and we have heard a lot of this D.D.T. and you will hear a little more from Mr. Mulloney who is with the Bay Products Company at Green Bay and after that we will have the drawing of door prizes. I want to present to you Mr. Mulloney.

ADDRESS

By Mr. P. H. Mulloney

I realize that in talking on D.D.T. I am talking about something no doubt some of you people have heard about. There has been no

advertising of any kind, nothing in the magazines, papers, or books, but for those who don't know, I want to tell a little about how D.D.T. was originally found.

D.D.T. was originated approximately 75 years ago. A young German chemist in doing research work worked on this particular formula and simply put it aside, not realizing that value of this compound. Shortly before the war the Geige Company of Switzerland in reviewing a lot of various chemical formulas more or less rediscovered this formula of this German chemist. They in going over this chemical formula discovered that it had a real value as an insecticide. In making this discovery they proceeded to take it up with the United States Government who was exceptionally interested in insecticides from more or less of a delousing standpoint. They formulated D.D.T. into a 10 per cent dust, using what we call barolite or talc as the diluent or roughing agent.

D.D.T. in this 10 per cent dust used as a delousing agent was practically the one important thing in the control of the dread typhus disease which usually follows waring countries. From there on D.D.T. as you all know hit into strides and received more advertising and more publicity than practically any other item that we know of. And along with the advertising came confusion. We might add, that I don't believe there is any other item that more people are confused about than what are confused about on D.D.T. Most of them today still don't know how to use it. The newspaper items in most cases sort of glamorized D.D.T. and picked out the important part and I am sure if they picked out the important points in the manufacture of cheese and the cheese industry, that there would be a lot more people interested in the cheese industry, but when you know the gruff and growl that you get, well that sort of keeps them out. So much on that part of D.D.T. in powder form.

The government also used D.D.T. in what we call the D.D.T. bombs. Possibly most of you heard something about it. That is composed of D.D.T., what we call sesame oil, pyrethrum. If it wasn't for the pyrethrum contained in the D.D.T. bomb it wouldn't have achieved the value it has. The sesame oil that is contained in the D.D.T. bomb is a concentrate of pyrethrum which makes the pyrethrum work faster. The carrier or diluent in the D.D.T. bomb was free of gas and if any of you had a chance to use it, you know by now the composition had a more or less disagreeable odor and the doors and windows had to be opened in order to get a better air condition.

Now, I realize that most of you are interested in D.D.T. insofar as the control of flies and cockroaches is concerned. D.D.T. should not be sprayed as ordinary fly spray is sprayed in any place where food is being manufactured and where the D.D.T. spray would be allowed to fall on the food equipment. There is an advantage with D.D.T. in that it has with one application results that last three and four months and sometimes longer. The care that must be exercised with the party who is doing the applying is far different than the care exercised through the use of ordinary fly spray. We might sum it up this way, by stating that throughout the cheese plant D.D.T. should not be used in electrical or hand sprayers but it is intended to be placed on wall areas, and the D.D.T. comes in two forms for that type of use. One is what we call an oil base and the other is the water emulsion base. The oil base being a fire hazard, naturally care should be exercised. Not so with the water base. The water base no doubt will prove to be the better of the two items. The person doing the spraying does not have to be so careful. The D.D.T. in oil, when it comes in contact with the exposed parts of the body, should be washed off, and the party who is doing the spraying should not come in contact with the mist for long periods of spraying. It is wise to use a respirator and there are respirators that are out now that are made entirely for the use of D.D.T. spray.

Experimentally D.D.T. spray has killed birds that have been fed insects that had been killed with D.D.T. Fish and certain cold blooded animals are very easily killed through the use of D.D.T. The warm blooded animals are not so easily affected. D.D.T. in either water or oil emulsion is very very good to use in a cheese plant or on screens, doorways, around whey tanks, and those portions of the buildings where flies congregate, but not where food is being processed. Now, so much about D.D.T.

The important point about killing flies is to kill as high a percent of those flies as it is possible with the minimum amount of time and effort. Pyrethrum for the cheese industry is still going to be the outstanding fly spray. It can be worked so that it will tie in with D.D.T. The result is going to be that you fellows instead of using one spray as you used it before will now find it advantageous to use two sprays. The pyrethrum type of spray has what is called a spectacular kill. It is fast, it is safe to use, you don't have to worry so much about the equipment and so on and so forth. You have complete evaporation with a non-tainting and non-poisonous feature. Now, with the proper use of the pyrethrum spray used whenever it is necessary, and the D.D.T. spray used on the screens,

why tanks and these other areas, it should give you absolute control.

Now, how about D.D.T. for cockroaches. We have found in experimental work that D.D.T. up to 5 per cent is practically of no value insofar as killing roaches. You will run along for long periods of time that will run over areas that have been treated daily with D.D.T., and unless you get up into a 10 per cent mixture, anything less than that is of little value. It is true almost any fly spray will kill a roach but what we are talking about is how fast we are going to do a job or how thorough that job is going to be. When you get up into a 10 per cent D.D.T. mixture, the party who is doing the spraying is exposed to percentages that are considered a little bit dangerous. So it all sums up to this: for cockroaches—and I am talking about the brown or the croton bug that it is called, which infests this part of the country, the mixture of pyrethrum either in a spray or in a powder or the pyrethrum powder with the sodium fluorine still is the best for killing roaches.

Without taking any more time I believe that sums up those points which I believe you people are interested in, insofar as your industry is concerned. Thank you.

PRESIDENT KOPITZKE: Thank you, Mr. Mulloney. I am sure that was very interesting to all of us. We will now have the drawing of door prizes, and we are going to start promptly at 1:30 this afternoon. As we have arranged for some time on the air this afternoon, we must run our program right on schedule. Mr. Harry Hoffman will talk to you this afternoon instead of this morning. We will now have the drawing of the prizes. We are now going to give away a gallon of fly spray and a gallon of D.D.T. spray. Those will be the first two prizes.

The following names were drawn:

Alex J. Karlen, Auburndale.....1 Gal. Fly Spray
 Adolph Gurtner, Rubicin1 Gal. 5% D.D.T.

Then the following names were drawn for the door prizes. (*) indicates winners.

Matt. Linsmire, Cascade
 Walter Schmidt, Sheboygan Falls
 M. H. Parsons*, Dorchester \$5.00
 Fred Hasler, Elkhart Lake
 Egon Lemke, Greenleaf

W. A. Zietlow, Marion
 Ewald Jung, Juneau
 R. E. Walther, Platteville
 Ray Wifler, Glenbeulah
 Tony Triego*, Lena \$5.00
 Two Steak Dinners
 Ray Griebe, Glenbeulah
 Harry J. Laasch, Greenleaf
 Roland Hebner*, Kewaskum

Third Session, Wednesday Afternoon, November 6, 1945

PRESIDENT KOPITZKE: We will first have the drawing of a couple of door prizes.

The following names were drawn:

John Fischer,* Boaz \$5.00
 Jacob J. Thielmann, Chilton
 G. C. Riedel, Potter
 Albert Radtke, Waupun
 R. C. Walther, Platteville
 Bernard Molldren, Boscobel
 August O. Sell, Mosinee
 Ewald Jung, Juneau
 Randall T. Olin, Manitowoc
 George M. Davis, Plymouth
 Walter Rindfleisch, Colby
 E. J. Zillmer,* Shawano \$5.00
 Herman Schubert, Slinger
 Alex J. Karlen, Auburndale
 Albert Schultz, Reedsville
 Alvin J. Baumann,* Cato—1 Brick Boiler Compound
 Roy Schmelzer,* Sawyer—1 Brick Boiler Compound

PRESIDENT KOPITZKE: I am happy to introduce to you Soft Coal Charley and Salty Mack. We will sing the National Anthem to start our program.

(Singing by the convention)

PRESIDENT KOPITZKE: Ladies and gentlemen: A lot of you I am sure, know the next speaker. I have heard as a cheese-maker he isn't so hot, but he is a pretty good cheese dealer, and as

a bachelor I understand he is very good at raising children because he supports the orphans home. The gentleman I am going to present to you was just elected president of the National Cheese Institute recently, and I have always had the best of cooperation from our good old friend Harry. On many occasions I have made trips to Washington with him, and I am sure while he is president of the National Cheese Institute we can expect very close co-operation and I am very happy to give to you at this time Mr. Harry Hoffman, President of the National Cheese Institute.

ADDRESS

By Mr. Harry Hoffman

Thank you, Len. Gentlemen, I am not going to take much of your time this afternoon as we have our distinguished guest our Senator here today.

Mr. Chairman—

When I was asked to take part in this program, I accepted your invitation principally for one reason—it gave me an opportunity to **congratulate** the members of your Association and other makers for your splendid contribution during the war years.

We hear much about the **increased production** per man in war factories and plants. Little has been said, however, about the increase in **cheese production per man** in our cheese factories.

In many war plants much of the increased production was due to new equipment, new methods and new processes. This is not true of the cheese industry.

During the war years, Cheddar cheese production was increased by at least fifty per cent. In the pre-war years the biggest production of Cheddar cheese was a little over six hundred million pounds. This production was attained in one year only, now we are producing a total of one billion pounds of cheese per year.

The increase in cheese production was the result of longer hours of work per day by the cheesemakers, and the members of his family. In many factories this increase was obtained with the use of old and worn equipment which could not be replaced. You were asked to do a big job. You did the job, and did it well. **You were truly soldiers** on the home front. You have my admiration and respect.

The fighting war has ended but we are not yet at peace. You are now being asked to continue producing cheese in great quantities for the use of our Allies and to help feed the peoples of other countries. Your job is not finished and you can not quickly return to pre-war conditions.

As we look forward to the years ahead we see new problems which will need to be solved. Can we maintain war-time volume production when the countries of the world will be at peace and will again be producing most of the food they need?

I believe this can be done and should be done. The war years have demonstrated the value of cheese as a food. It is nearly a perfect food, and its contribution to the war effort can not be surpassed by any other food item.

Through advertising, sales promotion, and other devices, the people of our country should be told about cheese as it has never been told before. We should support all agencies that are engaged in promoting increased consumption of cheese, such as the A.D.A.

Then there is one other thing we can do to help ourselves, and that is to make cheese of the very best quality and under sanitary conditions from good milk. To put it another way, we should live up to what we say in our advertising and promotional work. We must admit we let **down Quality**.

If we as an industry will work together along the lines suggested, we need not worry about having a surplus of cheese even at the present rate of production.

GOVERNMENT REQUIREMENTS FOR CHEESE—While it is anticipated there will be ample supplies of cheese next summer, at the present time the Government is still taking cheese, not for military purposes, but for shipment to some of the countries previously receiving Lend-Lease aid, but now in a position to purchase cheese under loans, and also to countries being supplied by UNRRA and some others. Just a few weeks ago at a meeting of the Cheese Industry called by Dr. Tom Stitts of Washington, we learned that our Government requirements for shipment until the end of the year were given as 160 million pounds. These 160 million pounds to be secured as follows:

52 million pounds to be transferred from the Army;
about 50 million pounds on hand or under contract
to the D.P.M.A.

with the remainder to be secured from set-aside cheese undelivered

as of September 30th. Undelivered set-aside cheese of that date was given as about 60 million pounds.

By maintaining production at a high level we will be providing jobs for returning veterans not only in cheese factories, but in warehouses, cold storage plants, transportation, and many plants throughout the nation who make equipment, tools and supplies of various kinds needed in the making of cheese.

If we let production go down, we will produce the opposite affect. So, let us work together in harmony and there will be no problems that cannot be solved.

Let me say a few words about your President, Mr. Len Kopitzke, with whom I have spent many hours and days at Government agency meetings in Washington. I have never met anyone since I have been in the cheese business the past 36 years, who has been more genuine and more conscientious in his work and in his fight for the cheesemakers. I am sure that all the cheesemakers who have known of Len Kopitzke's sacrifices and endeavors for them, appreciate him as I do.

Working with him as a teammate was your Executive Secretary, George Mooney. I have known George for a long time and appreciate his knowledge of cheese problems. When he came to your Association, your gain was the National Cheese Institute's loss.

As President of the National Cheese Institute, let me tell you just a few things that our Institute has been working on for the past few years, which are very important to every cheesemaker and cheese factory:

Standards for cheese; standards for milk receiving, and standards for cheese plants. Because of the importance of this work, the Cheese Institute has added to its staff as assistant to Dr. Gaumnitz, our Executive Secretary, Professor Ernie Reickert, formerly of the University of Nebraska.

Our Research and Quality Committee represents the leading research men on cheese in our industry, and these men are giving of their time without compensation for the betterment of the cheese industry.

It is my desire as President of the Cheese Institute, to develop a much closer relationship with the Cheesemakers' Association, which in my opinion will result in a better cheese industry.

PRESIDENT KOPITZKE: Thank you very much, Harry Hoffman. Now we will have to watch the time because we are going on the air at exactly 2:30. There always comes a time when the president is supposed to give an annual address. I didn't write an annual address as I was very busy, and five or six fellows said, don't write an address, you have plenty to tell us any way. So to use up a little time before the next speaker goes on the air, I want to mention a few things that happened on our trips to Washington. I know some of you people have heard this before and I want you to bear with me, but there are many who haven't heard it.

Well, you all know from the past three years we made many a trip to Washington and had a lot of interviews with the Office of Price Administration and War Food and so on. Many times we asked for things which we thought were fair and our good state was justified in asking, and we were told there was a war to win, so we couldn't say too much. One of the old fights we have had for the past three years is the Plymouth Plus provision. On account of this our Wisconsin farmers received at least half a cent less per pound for their cheese than any other state in the Union, amounting to over 3 million dollars per year since December, 1942. We could never understand this.

I like to make this comparison, I believe the fellows that were in the fighting forces were given miserable wages when they started them at \$50 a month, training them over here and sending them overseas and risking their lives for us. I would rather see them get \$100, but nevertheless the soldiers from Ohio and Illinois and our neighboring states only received \$50 a month, but lo and behold, the soldiers that were in from Wisconsin also received \$50 a month.. I don't see how they could do it. The soldiers on the home front, your farmer's wife and your friend, they were fighting sixteen hours a day or working sixteen hours a day. The government said to them, no, you must not have as much money as the farmer in the other states. You have got to take less for your product, and it is a dirty shame. This meant, the Wisconsin farmer hauling milk to factories lost over three million each year in the last three years.

At our last meeting down there we had the good fortune of meeting with our old friend, Senator LaFollette. We pointed out to them there was no good cheese on the market. The ceiling price on good cheddar cheese, as you know, including the subsidy, was 27 cents. We had other freak cheeses where the ceiling was anywhere from 31 to 34 cents. Naturally the person that had his quota

under Limitation Order 92 could make this—they call it Asiago, but I heard it called different names than that. So the fact is, men, down in Washington, Pittsburgh, or any of these large cities, you can't buy good natural cheese. The first thing the congressmen asked you was, when are you going to have good cheese, and my answer was: whenever you take off the unfair OPA prices you will have good cheese.

You know this Order 289 cut down our small styles of cheese from 32 to 6 per cent. I understand that has gone back to 8 or 9. Brick cheese is practically off the market, you just can't buy it. I know, I used to buy brick cheese through our good friend Horn. I used to order 10 boxes and now I get only one or two. They just won't make the cheese. I thought of making this cheese myself but every time I got ready to quit making cheddar and make this freak Asiago, I said, "Wait a minute, we have got a lot of good friends in the fox holes, they are fighting for us. I think I can keep on making cheddar cheese at a loss." But now the war is over, ladies and gentlemen; how much longer are we supposed to suffer under these regulations, and the longer they keep these regulations on th worse it will be.

When we were down at Washington we asked if they have any idea when they would take the regulations off, but they didn't have any idea. But we picked up a Washington paper which said it would be off by April first. It makes no difference who you talk to down there, it never is the right man. You are always supposed to go to somebody higher up.

Now, for you information I want to repeat this statement. I know a lot of you men were a little bit peeved because we didn't go through. We were going to divert our milk from cheese to something else, but we were promised there would be something done about Plymouth Plus, and we had a meeting at Marshfield, and were to meet at Thorpe the next night, and we called Mr. Beakes at Washington to do something about Plymouth Plus. I said, what do you want to do, make the farmers make butter and go on and break the market. He said, you can't do that. That was last February. Mr. Beakes talked so loud Mr. Mulloy, who was sitting on the bed beside me, could hear it.

At that time there was a strike going on in Ohio, and the governor said, every one of these strikers of draft age should be put in 1-A. Ladies and gentlemen, we realized the great danger then of diverting our milk from cheese to butter. Supposing all our

men were put in 1-A and drafted in the army, it would have been too bad. Possibly some of this milk would have gone somewhere else and never returned to the factories.

I see it is 2:25. In the past year your organization has tried to represent you at every conference regardless of where it was, whether it was Madison, Washington or elsewhere. It has been a pleasure to work with the Board of Directors this past year and also with Mr. Mooney, our executive secretary, "Horsepower" Mulloy, who is the field manager, and Mr. Raihle, our attorney from Chippewa Falls. I don't know what we will do now to use up the other five minutes.

I want to thank you for your co-operation this past year and I want to repeat this statement, if you have any problems I wish you would come to us with them. We don't know what your problems are unless you tell us. We have tried to help you out with your Selective Service problems, but I know there are still some fellows left in the cheese factories in the age between 18 and 26 and all the co-operation we could give you would depend largely on your draft board. I know they tried to put it off on somebody else but it was your local board who had to get your co-operation.

We have a couple people here, Mr. and Mrs. George Grossnicklaus; it will be a treat to hear from them now.

(Entertainment by Mr. and Mrs. George Grossnicklaus of Ohio.)

PRESIDENT KOPITZKE: We who are connected with the Cheese Industry have had many problems. I discussed a few of them with you just a few minutes ago. I want you to know when we go to Washington with these clear cut operations it is mighty nice to have some friends, our congressmen and senators, who are willing to help us down there. The last meeting would not have been half so successful had our next speaker not been with us, and he really went to bat for us, and we are very fortunate in having this gentleman with us today. I know you are all going to be waiting to hear him, so without any further ado I am going to present to you our Honorable Senator Bob LaFollette, who is also on the finance committee of the senate. Hon. Robert M. La Follette. (Applause.)

ADDRESS**By The Hon. Robert M. LaFollette**

Mr. Chairman, delegates to this meeting, and fellow citizens:

I am glad to have the opportunity to be with you today, to renew old friendships, and to discuss some of the problems and the outlook of the cheese industry.

In common with most other residents of Wisconsin, I am proud to have associations with an industry that has received well-earned acclaim far and wide. An industry that has contributed its full measure of fame to our great state of Wisconsin. Wisconsin can rightly be proud of an industry that produces more than one-half of the national cheese production. You Wisconsin cheesemakers produce more than one-half billion—yes, billion—pounds of cheese each year.

Wisconsin is indeed fortunate to have the cheese industry. From a social and economic standpoint, I am convinced it is one of the most desirable industries that any state can have. I refer not only to the product and its importance as a food. All consumers, rich and poor, in all income brackets can attest to the palatable nature of cheese. Dietitians and doctors can proclaim its great nutritive values. I refer also to the economic organization of the industry, the emphasis on individual enterprise, individual initiative, and the family pattern of living. In contrast with some industries which make human machines of their employees, the cheese industry is an organization of small factories where the community cheesemaker is his own boss, is vitally interested in the quality of his own product, and lives in a wholesome environment among his neighbors.

Cheesemaking is both an art and a science. The cheesemaker may not know, or need to know, the complex chemistry of milk or the peculiarities of fermentation and bacterial action in terms of scientific laws, any more than the artist may know the chemical composition of his paints, but both know by intuition and long experience and training that certain painstaking treatment will achieve certain results. This characteristic of the industry is a tremendous stimulus to the individual cheesemaker. I am sure it has been an important factor in improving quality, in originating new flavors which meet discriminating consumer tastes, and in the general expansion of the cheese market and cheese consumption.

The cheese industry is in itself a vital contribution to the economy of Wisconsin and the nation. But more than that, it is an integrated part of and mutually interdependent with a larger segment of industry: dairy farming and other associated industries.

I need not elaborate on the importance of dairy farming. All of you know that it is a major source of income for Wisconsin farmers. Last year the Wisconsin farmers received about 360 million dollars for the milk they produced, or almost one-half of the total gross farm income that they received. This year Wisconsin milk production may reach 15 billion pounds.

In many respects dairy farming is one of the highest types of agriculture. By that I mean it requires a high type of personnel with special training and aptitudes. Like the cheese industry, it lends itself well to a family enterprise—where the father bestows his long experience on his son. The dairy farmer utilizes labor better than most agriculture, in that dairying is a continual, not a seasonal job. It is a type of farming that improves the fertility and value of the land, instead of gradually wasting it away. And it is significant to note that high grade dairy herds will return more edible food nutrients from food eaten than any other kind of livestock.

As might be expected, the impact of war created many new problems for the dairy industry and agriculture in general. On the credit side of the ledger, markets and prices and demand were good enough so that producers realized a better income than in many previous years. On the debit side, government wartime regulations and administration were often arbitrary and unwise. Agriculture lost some 5 million skilled workers to selective service and war industries. Replacement of machinery, tools, containers, supplies, and equipment of all sorts was almost impossible. The supply of fertilizer was limited. Shipping space and transportation were uncertain. Government orders were issued restricting the production of cheese and the sales of dry milk compounds. About two-thirds of milk production was under strict government regulation.

Hundreds of cheese factories have closed their doors, and hundreds of fine herds of dairy cattle have been disposed of due to the double squeeze plays on labor and materials:

The rapid growth of concerns engaged in the manufacture and marketing of processed cheese in recent years is a serious threat to the survival of the natural cheese industry. Here in Wisconsin we have endeavored to resist this trend. The State government in the

years prior to the war adopted programs designed to improve the packaging, marketing and product of the natural cheese industry. It carried on extensive national campaigns to sell the product to consumers. We were making progress and then came the war.

The war distorted the dairy industry in general and cheese in particular. In the time at my disposal I cannot go into all the complex regulations, orders, and policies which were adopted by the War Food Administration and the O.P.A. The effect of these was to strengthen the position of the processor, entirely remove aged natural cheese from consumers, penalize the Wisconsin producer by the "Plymouth plus" price system and place the natural cheese industry in serious jeopardy.

I joined with representatives of the producers in presenting their objections to these policies during the war. Despite everything we did no substantial corrections were made. We were in war and we had to take it on the chin.

Now that the war is over we demand that the governmental agencies take action now to remove the discriminations against the natural cheese industry, stop favoring the manufacturers of processed cheese and give us a chance to restore the normal balance in the dairy industry in general and the natural cheese industry in particular.

Once these discriminations have been removed, it will require positive, aggressive action by State and Federal governments and organizations such as yours to win back the ground lost during the war.

The dairy industry has made a magnificent record of production during the war in spite of all the difficulties I have mentioned. The record supply of food for war entitles the industry to prompt and sympathetic consideration by the agencies of government.

In the face of all these wartime difficulties, it is a monumental achievement that the dairy industry was able to supply a record production of food for war.

The cheese segment of the industry produces a food product of great importance to the diet of the nation which I fear is sometimes overlooked.

It is commonly agreed that the average man needs about 3500 calories daily, about one-fifth of which should be protein. Protein is the only element of the diet that contains nitrogen and sulphur in

a form that can be assimilated by the tissue cells and used for the replacement of normal losses. Cheese and milk products are some of the most satisfactory sources of protein. Approximately 25 per cent of cheese is protein—almost twice the percentage of most meats—and its caloric value is highly concentrated: about 1900 calories per pound. Cheese contains nearly all the important food values of the milk from which it is made, including calcium, milk-sugar, vitamins A and E, and some of the amine-acids without which body weight cannot be maintained nor growth occur. It is interesting to note that cheese provides a means of preserving the food value of milk over a much longer period of time than milk can commonly be preserved before spoilage.

Dieticians for many of the Armies and Navies of the world have consistently recommended, when supplies permitted, that cheese rations be at least 1 ounce daily. That means about 23 pounds per year, or about four times as much cheese per person as we now consume in this country.

Given a fair break, I feel confident that the cheese industry can recapture the civilian market lost during the war. The trend of cheese consumption prior to the war was definitely upward. The per capita consumption increased about 30 per cent in the previous 20-year period. Furthermore, the level of cheese consumption is relatively low in this country compared with normal diets in many other countries of the world. Switzerland, for example, has a per capita consumption of cheese which is about four times that of ours.

Current government statistics show that present stocks of cheese are below that of last year despite a substantial current production over that of last year. However, there is much that can be done, and must be done if the industry is to prosper, in reacquainting the consumer with cheese and in expanding his knowledge and tastes.

I am told that there are from 400 to 500 types of cheese and at least 18 distinct varieties. There are few consumers who know more than three or four varieties. Additional foreign types of cheese could be made equally well here if a sufficient consumer demand were aroused.

Unquestionably, a big job remains to be done in "selling" cheese—in the full sense of the word. On the one hand, the industry must avoid the pitfalls of delegating this job to corporations or organizations who may seize on this essential link to exact monopolistic control and wield the power of life or death over the vast number of

small units that make up the industry. On the other hand, the industry must avoid the disorder and chaos that might result from lack of planning in marketing, or the lack of organizational strength in dealing with large buyers. The same middle course in close cooperation.

The government, too, has responsibilities in giving a measure of protection to the industry. The results of food research must be made freely available. The government must afford protection against monopoly in production and marketing. The government must give assistance, when necessary, to bolster prices if temporary surpluses arise. If government has a right to hold down prices in a seller's market, it also has the responsibility of supporting prices in a buyer's market.

All the products of the dairy industry are well suited to any plan for surplus food distribution. In fact, the government would do well and make a wise investment in future America if school children and poor income families in general were given an opportunity to share to a greater extent in the health-giving products of the dairy industry.

I shall continue to do all in my power to secure the prompt removal of discrimination and unfair wartime regulations and to foster the further development and growth free from monopoly of the great dairy industry which means so much to the farmers and consumers of Wisconsin and the nation. I thank you very much.

PRESIDENT KOPITZKE: Thank you, our good Senator Robert LaFollette. I think from the applause he received you can see how the people all enjoyed his talk. But I want you people to know the last time we were in Washington at that meeting, Mr. La Follette took up the argument with the OPA men for us, and he let them know that he was a member of the finance committee of the senate, and I know they sat up and took notice. Mr. Button last night, who met with our Board of Directors—and I like the way he referred to our last trip to Washington—he said, somebody must have dealt a few telling body blows. Our good friend, Senator LaFollette helped deliver those body blows.

I want to say again, Senator, we are all very happy to have had you with us. One thing more, this organization has always preserved its political independence. It doesn't make any difference to what party a man belongs, but we feel any man who is in public service and does a good job for us is our man, regardless of what

party. Last year we had our Senator Wiley with us and this year we were fortunate to have Senator La Follette with us.

Mr. Horn would like to make an announcement as to who won the prizes. This certainly is a real attendance and I am more than pleased to have you all here. Mr. Horn will now announce the prizes, the fellows who won the prizes in the bowling contest.

MR. HORN: Ladies and gentlemen, just to give you the highlights of the activities last night at the alleys, they were well attended. We could have had larger alleys because there were still bowlers that would like to have bowled although it got too late in the evening for a third shift, but there were 80 men bowled and we had to divide the prize money. First, into team activities,—highest scoring team, the five men with 2587 pins, captained by Steve Suidzinski and his members, E. W. Young, Fred Bleuer, Lester Stolzman.

On the second high game with 2379 pins captained by Don Osterhous, received \$5.00. Third highest, 2361 pins that team receives \$2.50.

Next we come to the high individual game. A gentleman had a total of 224 pins, one game, received \$5.00 and that was Carl Eicher. Second high, a total of 223 pins received \$2.50, E. W. Young.

Then we have here the highest team game, five men game. They bowled 940 pins, five men. They also received \$2.50 and captained by Steve Suidzinski. Then we have here also honoring the lowest score bowled by any team, 1695. These people received \$5.00, not for their good bowling but to encourage them so that they may be in another year and get up into the higher class. Elmer Tesch, captain of this team.

Now then, we have the individual low or so called booby prize. This gentleman did a remarkable job; he was on my team. He got a score of 70 pins. His name is Oswald Zeschler. I want to tell you, it wasn't entirely his fault. He wore one of these New-Deal shirts and that was hanging out of his trousers all evening and that was the handicap.

Now then we have one more prize here and I feel rather honored in presenting this prize. The only lady bowler with us last night, and she certainly did justice for the ladies insofar as showing up many of the boys, and in another year I hope that we can also have

more ladies with us to show up some of these boys that claim to be crack bowlers. She is none other than Mrs. John Grossenkraus. That concludes the prizes, and in finishing I just want to say that your presenter of the prizes also bowled.

PRESIDENT KOPITZKE: Thank you, Ed. Horn. This bowling party is getting to be quite a thing. Every year it is bigger and better. I bet every one of you enjoyed the program so far and you will enjoy the rest of it. Later on you will hear from our attorney and you will also hear from Mr. Mulloy.

The next gentleman on the program needs no introduction. He is one of us. It has been a real pleasure to work with him. Now, then, it wasn't just as much pleasure to deal with some of these bureaucrats in Washington but nevertheless it was a pleasure to talk with George, and I am going to present to you at this time our Executive Secretary, Mr. Mooney.

ADDRESS

By Mr. George Mooney

Thank you, Mr. President. There were a few nice things said about me today, and I thought: "I wished my mother could hear what was said about one of her sons." I don't want to take much of your time. Time is worth a lot and you are interested in some of our problems, and as a report of the secretary I can summarize it well by reading to you a letter that has passed from the OPA to one of your Wisconsin congressmen. I say that because there has been wonder in the minds of many as to why your association didn't come home with more definite and specific accomplishments on the complains of some that we call admitted discriminatory provisions of OPA orders. I am going to read this letter and I want you to pay very close attention because it is the high-light of the past three years of dealing with the OPA. The letter is dated October 29th from Chester Bowles, the administrator of the Office of Price Administration, and written to Hon. John W. Byrnes, member of Congress from Green Bay, from the Brown County district.

OFFICE OF PRICE ADMINISTRATION

Washington 25, D. C.

October 29, 1945

The Honorable John W. Byrnes
House of Representatives
Washington, D. C.

Dear Mr. Byrnes:

It has been brought to my attention that recently you had inserted in the Congressional Record, as an Extension of Remarks, the statement presented by the Wisconsin Cheese Makers' Association to a conference of the Wisconsin Congressional Delegation and officials representing the United States Department of Agriculture and OPA. As you also indicated your agreement with the statements made, I should like to present to you the position of this Agency.

The Cheese Makers of Wisconsin represent only a small segment of the cheese industry. In the majority of cases they are paid employees receiving a commission on the poundage manufactured. Usually they have little or no money investment at stake, and are in no way responsible for returns to producers. Their interest in securing a price increase is the possible diversion of milk through this means into cheese channels, and a resulting increase in their own commissions.

The assumption that cheddar cheese is selling at a price lower than other commodities of comparable nutritional value is, at least, a debatable question. The 1942 average price, which is the freeze period, was higher than at any time from 1928 on.

The criticism that Mediterranean-type cheeses have been favored price-wise is not borne out by the facts. The freeze prices and RMPR 289 prices for the largest manufacturers of Italian-type cheeses for wholesalers are, as follows: Provolone, 36c, freeze price, the dollar and cents price established under our RMPR 289, 33½c or 2½c decrease; Raggrano, freeze price 47c, the dollar and cents price, 41c or 6c decrease; Asiago soft, 40c freeze price, dollar and cents price, 28¼c or 11¼c decrease; Asiago medium freeze price, 43c, dollar and cents price, 34½c or 8½c decrease; Romano, 73c, freeze price, dollar and cents price, 47¼c or 25¾c decrease.

The assertions made by certain of the Wisconsin Cheese Makers that they are denied proper markups for direct sales by "service wholesalers" and on a "retail basis" are without foundation. RMPR 289 is set up on a functional lines, and the markup for any category is paid to any person who shows that he performs the specified functions.

The sale of cheddar cheese on a moisture basis is a continuation of the historical practice which permitted payment of a per pound premium. In actual practice the manufacturer of high moisture cheese, although receiving less per pound for the product, realizes approximately the same return per hundred pounds of milk as the manufacturer of a low moisture product.

The assertion that our Price Orderse fail to recognize a markup for aged cheese is not according to the facts. Amendment 29 to RMPR 289 permits a 2¼c markup for aged small size cheddars, effective December 1, 1945. This amendment was timed so that the consumer might get the benefit of aged grass cheese.

The term "Plymouth Plus" is not an invention of OPA but a historical practice dating prewar. It is the designation of a transportation factor covering shipping costs from a surplus to a deficit area. Prior to the war, cheddar cheese prices were based on Plymouth Board sales, plus the freight from this shipping point to the point of destination.

I would like also to call to your attention a conference held in our office late last winter, and attended by Messrs. Mooney and Kopitzke. At that time we suggested:

1. To break down the State line barrier and include such States as Michigan, Minnesota, Iowa and Illinois in the Wisconsin price zone.
2. To have Plymouth Plus apply within the State of Wisconsin.
3. That the most expeditious means of attaining the ends desired by members attending the conference might be to obtain additional subsidy on cheddar cheese production in the State of Wisconsin.

All of these suggestions were turned down by the representatives of the Wisconsin Cheese Makers' Association. We then asked for suggestions from them as to the procedure that might be followed, but to date we have heard nothing from them along these lines.

Mr. Kopitzke is not consistent in his discussion of sales by processors. Although he derides the processor, at the same time he suggests avoidance of any discriminatory action which would cause embarrassment to this buyer who supplies an important and necessary outlet for the manufacture of cheese.

The Secretary of Agriculture of the State of Wisconsin and members of his staff, also Professor Price, Head of the Cheese Department of the University of Wisconsin, have visited this office for the purpose of discussing the problem of the Wisconsin cheese manufacturers. It was stated that the Wisconsin Cheese Makers do not represent the great majority of the cheese producers, but only a small segment, and that they are a pressure group desiring consideration of regulations not necessarily of benefit to the majority of the industry. Such statements as these, made by men representative of the cheese industry and of the best interests of the citizenry of Wisconsin, have made us reluctant to accept without reservations the recommendations of the Wisconsin Cheese Makers.

We recognize the great importance of this whole matter of price regulations to the cheese industry and we are arranging a meeting early in November with members of the National Cheese Industry Advisory Committee, which represents all segments of the industry, so that we may thoroughly consider and discuss this matter in every detail.

Sincerely,

CHESTER BOWLES,
Administrator.

That reached us on Monday. We promptly contacted Mr. Button, the director of the Department of Agriculture, Dr. Price of the University of Wisconsin, and we had a board meeting with Mr. Button last night. Copy of this letter had also been sent to him. The reference made to the Department of Agriculture and Dr. Price of the University refers to a conference that they had in Washington dealing only with a ceiling price on Swiss cheese, and a reference by them to the cheese makers in the Swiss cheese industry is correct in that they say that the large majority of the factories are owned by the farmers or producers.

That question of Federal grades for Swiss and a two or three priced ceiling on the different grades of Swiss is thoroughly understood by OPA and whoever helped write this letter or whoever wrote it knew that those men were talking only in connection with the Swiss cheese. It seems that there was careful timing in the sending of that letter so as to pull an old military trick, as Mr. Button said last night, to divide the enemy. OPA, I think, knows today because it was more than impressively driven home and we had hearings two weeks ago in Washington that has been referred to by your president and by Senator LaFollette, when a

cold mandate was laid down by the Senator, when he said, "I have listened to these men (Kopitzke and Mooney) present their case and I think it is proven and justified. If there is a single flaw in their presentation, Mr. Beakes tell us now what it is." Not receiving an answer, the Senator then directed Mr. Beakes to carry to Chester Bowles, and he would confirm it in writing, that, "I ask for affirmative justification for continued controls or their immediate and speedy removal."

Going back to his letter, there is an absolute denial by Mr. Button of the department that at any time in conference or by letter, neither he nor members of his staff, made any such statement in Washington or elsewhere referring to the Wisconsin Cheesemakers' Association implying that we did not represent--or rather that we only represented a small segment of the industry. The department and the Wisconsin Cheesemakers and the Wisconsin farmers and the University of Wisconsin are not going to be divided today, and assist ushering OPA graciously out of their predicament. That is their error and they are going to face Wisconsin and the nation, and they are not going to blame us now, and then claim we were divided and never properly or unitedly presented our petitions. I should add too that the Wisconsin Department of Agriculture and the Wisconsin Cheesemakers have always agreed and will continue to be in agreement on all matters that we have taken up with Washington except on one point, the Federal Grading of Swiss. There is no secret about that, and it has been mentioned in the papers.

We have opposed and will continue to oppose the federal grading of Swiss cheese, and we have plenty of men in this room that haven't forgotten the federal grading of cheddar in April, May and June, of 1942, and you know what I am talking about. We hope the officers and directors of the association have the unqualified support of not just the members of our association, but the farmers and businessmen, men in congress and men in our state legislature, because our position on every problem has been absolutely for the benefit of the industry in general, and that includes everybody in the state.

Let's take another paragraph of his letter to see how silly he has presented the case. He refers to the pressure group going down to secure an increase to put nickels in their own pocket, and where he referred to the three offers made by them,—one refers to the subsidy. They didn't propose that; we proposed that. And you know that a subsidy does not go to the cheesemakers; every penny

is returned to the producer of the milk and the verified reports go into DPMA at Chicago.

On the question of Plymouth Plus for Wisconsin,—we opposed that. That would mean that Sheboygan county cheese would be $23\frac{1}{4}$, Fond du Lac county $23\frac{3}{8}$, and Marshfield $23\frac{3}{4}$, a different price at every shipping point in Wisconsin. Yes, they proposed that and we opposed it. We said we wouldn't stand for it. They did propose including Wisconsin in a price zone and bringing that zone down to $23\frac{1}{4}$. We opposed that. We didn't go to Washington to bring down the prices of cheese in five or six states. We asked that Wisconsin be raised to the level of other states, and that was half a cent. Where he says they haven't heard from us since that time, take my word when I tell you it was sent by letter and by telegram in January, 1945.

Following that conference we even had one more suggestion. We suggested just two things in the Washington conference, raise the price one-half cent. They said it couldn't be done. They said, "You go to the War Food and ask for it." We said, "We are not going to War Food." We asked for a half cent because OPA made an error. We said, "You OPA go to War Food and tell them the only proper way to adjust it would be to create a subsidy to Wisconsin cheddar." Following that suggestion they called in War Food on January 5th. That was proposed, and then when we got back home they wrote and said they couldn't accept those recommendations, and asked us if we had anything else to offer. And we sent back our third proposal,—they granted us one-quarter cent increase in price and one-quarter cent subsidy, making up the half cent.

I only say that to show you the misstatements of fact. Yes, we did go down there and say there hasn't been a price allowance for aged cheddar cheese, and in this letter he says we said that and that we are wrong as to the facts. Friends, you all know there is going to be $2\frac{1}{4}$ cent raise on aged cheese starting December first, but going back to January, February, March, April, May and June when we were down presenting those matters, it was a true statement we made. So, I bring this to the convention after careful study by our Board of Directors, and by Mr. Button of the Wisconsin Department, to hand to you Wisconsin's answer so that deliberate attempt to now place the blame for one of the worst atrocities to the dairy industry on the shoulders of Dr. Price, Milton Button and his staff, and members of the industry.

We are standing solidly together and Mr. Bowles is not going to succeed in his efforts to break through the line. I hope I have made it clear. We want no misunderstanding. Mr. Bowles will hear from Congressman Byrnes and he will hear from Senator Wiley and he will hear from Senator LaFollette. You heard the emphatic declaration of the senator just made today about what they are going to ask. So you know the position of the Wisconsin Cheesemakers now. You know why we haven't been coming home with more successful reports from Washington in the past. Thank you.

PRESIDENT KOPITZKE: Thank you. I notice that I was accused of not being consistent in talking about the processor. Ladies and gentlemen, I always made the statement when I talked about this, we need the processors, and after the war is over, and as you heard from the speaker, our job is selling cheese. The reason I feel justified in saying that, you know, ladies and gentlemen, you can't sell cheese on a moisture basis now to anyone except to the government and processors. The government won't buy cheese now, so you can just sell it to one source, and I have had processors tell me, "You are right in that fight, keep it up." There is more than one processor told me that that regulation should be taken off. I am not against the processor. I think I am consistent and have been consistent in what I said about this deal.

I want to thank you again, George. I know they enjoyed your message. These people who are with us from Ohio, John and Alice Grossnicklaus, I know you enjoyed them but it so happened we couldn't have them up here any longer because we are going on the air. They will now come up here and entertain you men. I can tell by the applause you certainly enjoyed them.

(Entertainment by Mr. and Mrs. Grossnicklaus.)

PRESIDENT KOPITZKE: The next gentleman on the program I think is known by all of you because he has been with us every year for quite some time and it is a real pleasure to work with him. He is none other than our attorney, Mr. Paul H. Raihle of Chippewa Falls and I am very happy to present him at this time to you.

ADDRESS

By Mr. Paul H. Raihle

Mr. Chairman, ladies and gentlemen: I haven't very much to

say. They asked me to make a report of the activities I have been connected with. First, I would like to mention that some of the cars of some of the delegates have been tagged. If any of you who have found tags on their cars will hand them either to me or Mr. Mulloy, we understand the local authorities will forget all about them. They didn't intend to tag any of the parked cars of the delegates to the Cheesemakers' Convention. If you have a tag, hand it either to Mr. Mulloy or myself.

Some few weeks ago Len came to Chippewa Falls and asked me to go with him for a day visiting local cheesemakers, and we started out in the morning and visited some thirteen or fourteen factories in the day. The first factory we went to was a place where milk from my own farm was delivered to. We didn't go there with the intention of collecting dues, although Mr. Kopitzke always carries a receipt, and we were very much surprised at the reception we received. This gentleman asked us to be seated, but he said, "If you came here to collect dues you can go right away. If you came here to visit, we will be glad to see you, but as far as the Wisconsin Cheesemakers is concerned, I am all buttoned up with it. I am not going to pay any more money. The Cheesemakers' Association hasn't done any good for the cheesemaker; it hasn't accomplished anything during its existence, and besides that the National Distributors are getting control of the cheesemaker and in a few years there won't be any cheesemakers anyway."

I was quite surprised and I know Len was. We stayed and visited a while, and we really tried to get his dues then, and I might say by the way, I got those dues three weeks later. He paid his dues but it made me think and also Len, and he and I talked about that all that day as we were travelling through the country—is there anything to it. I understand this cheesemaker is a man who very seldom attends conventions, and like the man who never goes to church knows the most that is going on there. And I thought of some of the things we have done. I remember my first connection with the Cheesemakers, I remember when we had the great controversy with the Wisconsin Department over the holding law. We had the question of changing the name of Number Two cheese. We had the question of the bonding law and in every one of those things we have gotten what we went after and we benefited the cheesemakers of the state.

I can remember a few years ago when a cheesemaker would be called to Madison. He would be tried by an official of the Wisconsin Department in a star chamber session, and the official

who was judge was also the prosecuting attorney. He very often was a witness and the cases were all cut and dried. I will say under the administration of Mr Button we have had none of those things. So I think the Cheesemakers' Association has done some things.

Then as to the second charge, that the National Distributors were getting control of the industry. Len and I talked about that. We discussed the fact that since 1922 up to date the number of factories have fallen from about 2,800 to I understand the figure today is something like 1,535. There are approximately one-half as many cheesemakers or cheese factories today as there were in 1922. During the past year I think something over two hundred cheese factories have been leased or gone out of business.

Then I thought of our days of the brick decision in our department. There was a direct help to the National Distributors. Allow them to make a cheese which is either a brick or daisy and call the daisy brick so they can make a process for imitation brick cheese which will destroy the brick cheese market. And we decided that was one of the things that had a tendency to create the monopoly that the senator spoke of.

Then I had the opportunity to be with Mr. Mooney and Mr. Kopitzke and Mr. Mulloy on this last trip to Washington, and to me it was an eye-opener. The first man we met in the depot to shake hands with was an attorney for one of the National Distributors, and after we had this hearing—and let me digress, and I am not trying to put in a plug but stating a fact—I never heard an argument presented more logically and more clearly and more understandably than Mr. Mulloy and Mr. Mooney and Mr. Kopitzke presented the argument of the Wisconsin Cheesemakers' Association, and Mr. LaFollette said in substance, give us an answer or do something about it, and the officials of the OPA and War Foods sat there and had nothing to say, and the Senator insisted they give us an answer, and the only answer is we have to call in Dr. Gaumnitz and find out. You see, these men are just a group of men working on a commission and have no investment, who have no interest in the cheese industry. We see all the cheddar cheese made today going into the government or to the processors, where the market for natural cheese has disappeared, and the people are being converted to eating something else, and one wonders if there isn't some truth to the things that that man said.

They told a story about a cheesemaker that went to a conven-

tion and he came home exceedingly late, and his wife asked him why he was so late, and he says, "Well, I stayed and played cards with the boys a while." And then afterwards he prepared for bed and she said, "John, where is your underwear," and he looked down and he said, "My God, I have been robbed." And I think we are going to find out that we have been robbed cold. We can answer letters like that of Chester Bowles' by showing him that we have a strong, well-officered militant organization that does represent the cheesemakers as a whole, one that can speak for them in authority, one that will speak for them with authority,—and when that time comes I think the cheese industry will be safe. I thank you.

PRESIDENT KOPITZKE: Thank you. You certainly have given us a lot of food for thought. Our next speaker is one working among you continuously and we always like to hear him, at least I do. He is that go-getting, talking Irishman, "Horsepower" Mulloy, and I am very happy to give him to you at this time.

ADDRESS

By Mr. Horace P. Mulloy

Mr. Chairman, members and friends: When the boys decided to permit me to speak to you for a little while today I began to do a lot of worrying, such as I always do when I have to make a talk, and I decided I was going to have a good one, and I worked at it diligently and consistently for several weeks, and I have it all typed out and have it in my coat pocket, and I am going to leave it there.

Before I make the remarks I want to make, I want to say this regarding our banquet tonight. We are going to have difficulty because of the inability of the hotel to feed as many of us as would like to be fed at that banquet,—I have been fixing it for everybody else but forgot to fix it for myself—you will not be able to get into the banquet room unless you have your ticket and can present the ticket at the door. That is unusual from the way we have handled it. We have always allowed you to sit down and eat the meal and pick up the ticket after awhile, but with the overflow that is here we cannot risk anyone who has bought a ticket not to be able to sit at the table.

I decided to discard my speech after listening to our good friend, Senator LaFollette. Some of the statements he made

prompted me to do exactly that. I am going to briefly continue on a talk that I made here two years ago when I was assigned the subject of planning the cheesemakers' future. About the most important thing I said that day, or anyhow, the one thing that came true was that if we did formulate a plan, undoubtedly we would be unable to work it because of a danger of any plan being upset by some ridiculous order that was issued by some alphabetical agency in Washington.

We know very well that part of my statement two years ago came true, but we do believe the cheesemaker of Wisconsin can do something about planning for the future business, and I would like to offer three suggestions. First, the matter of quality. We have talked quality as long as we have made cheese in Wisconsin, and we have made a lot of quality cheese. Right now our quality perhaps is not quite up to par, and it must be improved. There is no denying this fact. Sanitation in our plants is going to be compulsory. We know that as a result of attending the council meeting yesterday. Whether we like it or not, we are going to have to pay more attention to sanitation, and that automatically is going to improve the quality of our merchandise.

Step No. 2 is advertising. Friends, there is no use making cheese, or producing fence posts unless you intend to sell them. The best way to sell your product is to sit down and have a nice visit with the individual you want to sell it to, and undoubtedly you will be able to convince him he should buy some of your merchandise, but we can't do that with 140 million people in our country who must consume our cheese. So the only possible way we can do that selling job is by supporting an organization that is capable of doing that job for you, and I mean the American Dairy Association of Wisconsin, associated with 36 other states in the nation, doing a fine job of trying to reach those 140 million people and to increase the consumption of all dairy products. They are equipped to do that job, and right here in our own state the percentage of support for the American Dairy Association has increased wonderfully, but I am sorry to report too many of our Wisconsin cheese factories are still not supporting the A. D. A.

Now fellows, we as cheesemakers are making a mistake when we do not attempt to get our farmers in back of that program. The American Dairy Association of Wisconsin is preparing now a visible sales chart that is easy to handle and they will send it to any cheesemaker in Wisconsin who wants to use it in his meeting, be it a regular meeting or special meeting for the purpose, and I

urge each and every one of you to take advantage of that opportunity to acquaint your farmers with the necessity of advertising and promoting the sale of our own product.

Step No. 3 as I see it is marketing, the actual marketing of our cheese. While we have done an excellent job for generations of producing cheese, we have done very little about the marketing of it. I would like to suggest that your association take the lead in organizing more such groups as the Wisconsin Accredited Group, the Marketing Association, and so forth and so on. There is no denying the fact that after 15 or 20 or 25 cheesemakers have banded together for the purpose of mutually selling their product, they are going to be in a much stronger position to deal with any buyer, I don't care if that buyer is Bill Pauley or Harmon Wheeler, or who he is; you will be in much better position to deal with him successfully, and then too, I am convinced that you will find when you do that and you work together with those other 12 or 15 or 20 cheesemakers, you will soon find you are doing another thing. You are doing a more uniform job. You will find that you will produce a more uniform and a better quality product.

Those are the three suggestion I would like to toss out as a possible nucleus for a plan to improve the future of the Wisconsin Cheesemakers. Now, unfortunately I know there are some cheesemakers in Wisconsin today who seem to think that there isn't any future for the independent cheesemaker in our state. Some of them actually believe that their future is as dark as the inside of grandma's mittens and as a result have adopted a sort of defeatist attitude. That is not necessary. It is regrettable but not necessary. Believe you me, this cheese business in Wisconsin still belongs to you and it will continue to belong to you as long as you want it that way. And it will be a much more successful business if you will take the advice of Senator LaFollette this afternoon and band together in your organization and make it just as strong as it can possibly be made. There is no reason at all why every cheesemaker in the state shouldn't be a member of this organization. Then you will really have something that will be able to accomplish the results that we must accomplish that we so richly deserve in the organization that we are interested in and the work that we are doing. I thank you.

PRESIDENT KOPITZKE: Thank you, Horace. I told you he would have something interesting for you. Now, folks, we run into the presence of several people from out of the state and I would

like to have them stand and introduce them. At this time I think we have some people from—oh, yes, our Reporter, he is from Iowa now, let's give him a hand. (Applause.) We have some people from Ohio, the people that entertained you, Mr. and Mrs. Grossnich-lause. (Applause.) Are there any other states? I believe Illi-nois, we certainly have some. We have our good friend Mr. Yordi of Oklahoma with us.

I am wondering if at this time the chairman of the Resolu-tions Committee is ready to present his resolutions, and I guess about this time we are supposed to announce that the ballot box will be closed and count the ballots.

MR. RAASCH: Mr. Chairman, these are the resolutions hand-ed to us and which we pass on.

RESOLUTION NO. 1

BE IT RESOLVED, That we in convention assembled stand for one minute in silent respect to our departed members and in re-spect for those who worked with us that gave their lives in the late war.

Motion to adopt, seconded and carried.

RESOLUTION NO. 2

WHEREAS, Hostilities are now ended, and

WHEREAS, The cheesemaking industry has suffered greatly from the disorganization of its industry through selective service, and

WHEREAS, There is a serious shortage of trained workers in the cheese industry;

THEREFORE RESOLVED, That we urge that continued de-ferment be given to trained workers in cheese plants and that licensed cheesemakers be quickly given their discharge from the armed forces.

Motion to adopt, seconded and carried.

RESOLUTION NO. 3

WHEREAS, The Office of Price Administration is continuing to use the war as an excuse to penalize the Wisconsin Cheese Industry, and

WHEREAS, Revised Maximum Price Regulation No. 289 is depriving the American public of natural cheese, and creating a monopoly in the cheese industry;

THEREFORE BE IT RESOLVED, That we as loyal patriotic citizens demand the immediate repeal of RMPR 289, and we heartily commend the efforts of the officers of the Wisconsin Cheese Makers' Association in their attempt to obtain justice for the Wisconsin Cheese Industry, and good cheese for the American public.

BE IT FURTHER RESOLVED, That the secretary forward a copy of this resolution to each member of the Wisconsin delegation in Congress.

Motion to adopt, seconded and carried.

RESOLUTION NO. 4

WHEREAS, It is apparent that there will soon be a surplus of dairy products, and

WHEREAS, As a result of Federal war time regulations, the market for natural cheese, Aged cheese, Small package cheese and certain foreign type cheese has been destroyed, and the use of butter substitutes encouraged, and

WHEREAS, It is necessary to acquaint the American public with the superior value of Wisconsin cheese and butter;

THEREFORE BE IT RESOLVED, That we endorse and pledge our support to the program of the American Dairy Association of Wisconsin.

Motion to adopt, seconded and carried.

RESOLUTION NO. 5

WHEREAS, The present method of selling cheese is unscientific and unfair;

THEREFORE BE IT RESOLVED, That we urge the selling of all cheese on a butterfat basis or that standardization be legalized.

Motion to adopt, seconded and carried.

RESOLUTION NO. 6

RESOLVED, That we renew and repeat our declaration of support of the Wisconsin Cheese Exchange and will vigorously oppose any effort to close the Exchange or move it outside Wisconsin.

Motion to adopt, seconded and carried.

RESOLUTION NO. 7

WHEREAS, Chester Bowles, Administrator of O. P. A., in a letter to members of Congress from Wisconsin charges the Wisconsin Department of Agriculture and a member of the faculty of the College of Agriculture of the University of Wisconsin with informing and advising the Office of Price Administration that the Wisconsin Cheese Makers' Association represents only a small segment of the cheese industry and has little or no financial investment at stake, and

WHEREAS, These charges have been specifically denied;

THEREFORE RESOLVED, That we the members of the Wisconsin Cheese Makers' Association promptly furnish our representatives in Congress with all necessary information to refute the charges of Administrator Bowles and to prevent placing blame for delay and failure to act on either the University of Wisconsin or the State Department of Agriculture.

Motion to adopt, seconded and carried.

MR. RAASCH: That is the end of our resolutions.

PRESIDENT KOPITZKE: Has anyone any questions or anything to suggest? I certainly want to thank you all for your kind attention. To me this has been one of the swellest conventions that I have ever presided at and I want you to know for the size of the crowd this afternoon you certainly have been perfect. It has been an easy meeting to handle. I have been at some church conventions that have been worse and I am certainly well pleased with our convention. We will now have the drawing of the door prizes. (Merchandise contributed.)

One-Fifth Scotch

John Schmied.....Beaver Dam

One Gallon Fly Spray

Stanley Day.....West De Pere

WISCONSIN CHEESE MAKERS' ASSOCIATION

One Gallon D.D.T.

Richard Lensmier.....Whitehall

One-Fifth Imperial

Vern Balziger.....Markesan

Six \$5.00 Door Prizes (Donated by Northern Wis. Produce Co.)

Dorward L. Bart.....Viroqua

*Arnold Gendel.....Verona

John Thiel.....Wausau

Earl Whiting.....Gillett

F. R. Buss.....Caroline

Ray Wifler.....Glenbeulah

Anton Balz.....Athens

*Atlee Maedke.....Sawyer

Carl Eicher.....Mt. Horeb

Ray Grebe.....Glenbeulah

John Kleinhaus.....Campbellsport

*Fred Hasler.....Elkhart Lake

*John Fischer.....Bosz

Otto Henning.....Kiel

Jake Balsiger.....Pardeeville

Otto Burrow.....Fremont

F. H. Reynolds.....Dorchester

John Sibilsky.....Algoma

James Hodkiewicz.....West De Pere

C. W. Stange.....Elkhart Lake

*Henry Manteufel.....Marilet

Werner Freutz.....Waterloo

Ronald Olm.....Newton

Glen Weiss.....Eden

*H. A. Smith.....Butternut

*Joe Niemier.....Plainfield

(* Indicates winner, \$5.00)

Whereupon the convention adjourned.

GEORGE L. MOONEY,
Executive Secretary,
Plymouth, Wisconsin.

A. J. KEMPER,
Official Convention Reporter,
Alton, Iowa.

REPORT OF ELECTION

The Chair declared the ballot box closed at 3:30 P.M. and directed the tellers to tally the votes and report to the convention. Following is a report of election:

For President:	Votes
L. E. Kopitzke.....	110
E. E. Peters.....	16
For Vice-President	
C. C. Brick.....	105
William Ienatsch.....	18
For Secretary:	
A. H. Graf.....	98
Edwin Schroeder.....	24
For Treasurer:	
George Hernke.....	89
Werner Wuethrich.....	32
Director:	
E. W. Marten.....	72
M. H. Parsons.....	22
O. R. Thompson.....	23
Director:	
William Christman.....	49
Emil Hanson.....	49
Otto Anderegg.....	19

The tie vote between Christman and Hanson was decided at the November 8th meeting of the Board of Directors, with the election of Emil Hanson of Cadott as a director for three years to succeed William Christman.

C H E E S E S C O R E S

WISCONSIN CHEESE MAKERS' ASSOCIATION

ANNUAL MEETING AND CONVENTION

Fond du Lac, Wisconsin

November 6, 7 and 8, 1945.

Approximately \$2,000 is available for distribution to exhibitors on a per point basis commencing with 92, and for each full point above. The pool permits payment of \$3.20 per point.

Class 1—Any Style American Cheese Made Prior to Jan. 1, 1945

Entry

No.	NAME	Score
101	Vernon Gerbig, Marion, R. 1.....	94
102	W. A. Zietlow, Marion.....	98
103	Edward Kust, Oconto Falls.....	96
104	Erhart Brandt, Kewaunee.....	91
105	Emil H. Peters, Sugar Bush.....	93
106	Henry Metzger, Fremont.....	96
107	Steve Koenigs, Fond du Lac.....	95
108	Gus E. Plate, Brillion.....	95
109	William Preuss, Seymour.....	94
110	Charles Winter, Neenah.....	93
111	Gilbert Englebert, Kewaunee.....	90
112	Frank Root, Knowlton.....	95½
113	John Fischer, Boaz.....	94
114	A. M. Thiel, Menasha.....	94½
115	Paul Viktora, East Dubuque, Ill.....	94
116	Steve Suidzinski, Denmark.....	96
117	Reinhold Pipping, Glenbeulah.....	95
118	William J. Kusta, Bondue.....	95¾
119	Jens Peter Andersen, Denmark.....	97
120	George Davis, Jr., Plymouth.....	96
121	John Lensmire, Marathon.....	98
122	A. M. Kanstrup, Livingston.....	93½
123	Val Kohlman, Malone.....	93
124	John Babler, Campbellsport.....	91½
125	Raymond Grebe, Glenbeulah.....	96½
126	Armin Hernke, Hilbert.....	95
127	Henry Loehr, Calvary.....	96

**Class 2—Any Style American Cheese Made Between
January 1, 1945, and July 31, 1945**

201	Francis Mulvey, Fennimore.....	95
202	Gust Drachenberg, Watertown.....	93
203	Gilbert Englebert, Kewaunee.....	94
204	Jens Peter Andersen, Denmark.....	97
205	Edward J. Kust, Oconto Falls.....	95
206	Martin Kading, Cadott.....	96
207	Wilfred Retzlaff, Brussels.....	96
208	A. M. Thiel, Menasha.....	94
209	Ronald Johnson, Mt. Sterling.....	95
210	William Preuss, Seymour.....	94
211	Charles Winter, Neenah.....	96
212	A. P. Deidrich, Cadott.....	96
213	Reinhold Pipping, Glenbeulah.....	97
214	Paul Viktora, East Dubuque, Ill.....	94
215	William J. Kusta, Bonduel.....	98
216	Ed. Kramer, Rio Creek.....	94½
217	Eddie Huebner, Neenah.....	96
218	Arnold Ohlogge, Denmark.....	97
219	Ed. J. Scray, De Pere.....	94
220	Marvin Druckrey, Lone Rock.....	94
221	George Davis, Jr., Plymouth.....	96
222	Peter H. Martens, Cornucopia.....	93½
223	Armin Hernke, Hilbert.....	94½
224	I. J. Koschak, Thorp.....	99
225	H. J. Roegner, Poy Sippi.....	96½
226	H. J. Roegner, Poy Sippi (Comp.).....	94
227	H. J. Pankow, Hortonville.....	95½
228	Ewald Grunwald, Sheboygan.....	90
229	Norbert Schmitz, Newton.....	95
230	Gus E. Plate, Brillion.....	94½
231	Art Woldt, Reedsville.....	96
232	Maurice Raasch, Shawano.....	96
233	Obert Raasch, Shawano.....	95
234	Steve Suidzinski, Denmark.....	97
235	Steve Koenigs, Fond du Lac.....	94¾
236	A. M. Kanstrup, Livingston.....	95½
237	Arno Sass, Plymouth.....	96½
238	Clarence Hruska, Luxemburg.....	97
239	Vernon Gerbig, Marion.....	94
240	John Trybeck, Two Rivers.....	94

Class 3—Any Style American Cheese Made on or After

August 1, 1945

301	Arno Sass, Plymouth.....	94
302	A. M. Kanstrup, Livingston.....	93½
303	Charles Winter, Neenah, R. 2.....	95½
304	Steve Koenigs, Fond du Lac.....	95
305	John Babler, Campbellsport.....	93
306	Hans Tschan, Reeseville.....	93½
307	Edwin Zillmer, Shawano.....	92
308	W. A. Zietlow, Marion.....	97
309	Archie Appleman, Cashton.....	92
310	Val Kohlman, Malone.....	94½
311	Harvey Schneider, Waldo.....	94½
312	John Babler, Campbellsport.....	94½
313	Richard Daun, Luxemburg, R. 1.....	94½
314	Tillman Molldrem, Boscobel.....	94
315	Don Oosterhous, St. Cloud.....	93½
316	Raymond Grebe, Glenbeulah.....	93½
317	Bernard Herold, Denmark.....	96½
318	Anton Peters, De Pere.....	94
319	I. J. Koschak, Thorp.....	95
320	Ernest W. Jung, Juneau.....	94
321	Bernard Molldrem, Boscobel.....	93½
322	Eddie Huebner, Neenah.....	94½
323	Reinhold Pipping, Glenbeulah.....	94½
324	Armin Hernke, Hilbert.....	91½
325	Henry J. Loehr, Calvary.....	95
326	Arnold Ohlrogge, Denmark.....	95½
327	Emil H. Peters, Sugar Bush.....	91
328	Edward J. Kust, Oconto Falls.....	93
329	Gilbert Englebert, Kewaunee.....	92
330	Oswald Schachtler, Cadott.....	96
331	William F. Preuss, Seymour.....	94
332	A. M. Thiel, Menasha.....	95
333	Andrew Dahler, Mt. Horeb.....	91
334	Wilfred Retzlaff, Brussels.....	95
335	Erhart Brandt, Kewaunee.....	96½
336	John Trybeck, Two Rivers.....	94
337	H. J. Pankow, Hortonville.....	92½
338	Ronald Johnson, Mt. Sterling.....	93½
339	Steve Suidzinski, Denmark.....	94
340	Ed. T. Scray, De Pere.....	95

341	Jens Peter Andersen, Denmark.....	95½
342	George Davis, Plymouth.....	95
343	C. A. Kraak, Richland Center.....	93
344	Norbert Schmitz, Newton.....	94
345	Vernon Gerbig, Marion.....	95
346	Gus E. Plate, Brillion.....	93½
347	John Sibilsky, Algoma.....	90½
348	Clarence Hruska, Luxemburg.....	96
349	Leland Pagel, Luxemburg.....	95
340	Francis Mulvey, Fennimore.....	94
351	Jake Muetzenberg, Burnett.....	92
352	William J. Knaus, Fond du Lac.....	96

Class 4—Colby

401	Arno Sass, Plymouth.....	93
402	Armin Hernke, Hilbert.....	92
403	Emil Abegglen, Dalton.....	90
404	George Davis, Jr., Plymouth.....	94
405	Vernon Gerbig, Marion.....	92
406	Henry Loehr, Calvary.....	96

Class 5—Drum or Block Swiss

501	Casper Furrer, Hollandale.....	93
502	Casper Thoni, Belleville.....	93
503	Robert Herrmann, Prarie Farm.....	93
504	Fred Reber, Rice Lake.....	95½
505	John Stettler, Clayton.....	95
506	Emil Dubach, Monroe.....	97
507	Arnold Gudel, Verona.....	93½
508	Gottfried Erb, Mt. Horeb.....	93

Class 6—Limburger

601	Clarence Boech, Belleville.....	96
602	Walter Minnig, Monticello.....	95
603	Emil Gertsch, Juneau.....	97½
604	Fred Balmer, Juneau.....	95

Class 7—Brick

701	Charles Kueffer, Rio.....	97½
702	Fred Balmer, Juneau.....	97¼
703	Jake Tschan, Reeseville.....	96¼
704	Gottfried Zurbuchen, Fox Lake.....	93¾
705	Adolf Bigger, Blanchardville.....	93¾
706	George Dittberner, Horicon.....	95
707	Walter Huegli, Woodland.....	96¾
708	Harold Kempfer, Beaver Dam.....	93
709	Ernest Jung, Juneau.....	95
710	Adolph Gurtner, Rubicon.....	95¼
711	John Liechty, Juneau.....	96¼
712	Alfred Keller, Mt. Horeb.....	95¾
713	Ewald Jung, Juneau.....	95¾
714	Fred Wenger, Juneau.....	97

Class 8—Muenster

801	Harold Kempfer, Beaver Dam.....	96½
802	Ewald Jung, Juneau.....	94
803	Gottfried Zurbuchen, Fox Lake.....	92
804	Ernest Eicher, Verona.....	93¾
805	Arnold Thuni, Blue Mounds.....	94½
806	Ernest Jung, Juneau.....	96¼
807	Carl Eicher, Mt. Horeb.....	95¼
808	Fred Wenger, Juneau.....	95½
809	Fred Stuber, Verona.....	97¼

Class 9—Italian—Division A, Soft Type

901	Gust Drachenberg, Watertown—Asiago.....	87½
923	Stella Cheese Co., Cumberland—Gorgonzola.....	95½

Division B—Hard Type

918	Stella Cheese Co., Cumberland—Parmesan (Comp.).....	98½
919	Stella Cheese Co., Cumberland—Ragginano (Comp.).....	95
920	Stella Cheese Co., Cumberland—Toscana (Comp.).....	96
921	Stella Cheese Co., Cumberland—Ragginano (Comp.).....	96½
922	Stella Cheese Co., Cumberland—Incanestrata (Comp.).....	98
924	Stella Cheese Co., Cumberland—Romano (Comp.).....	97¼
925	Stella Cheese Co., Cumberland—Romano.....	98¾

926	Fred Bleuer, Cambria—Romano.....	95½
927	John Inabnet, Randolph—Romano.....	97¼

Division C—Stringy Curd

902	Adolph Gurtner, Rubicon—Salame.....	90¾
903	Stella Cheese Co., Campbellsport—Provoloncini.....	94½
904	Stella Cheese Co., Campbellsport—Provolette.....	94½
905	Stella Cheese Co., Campbellsport—Provolone.....	94¼
906	Stella Cheese Co., Campbellsport—Salame.....	94¼
907	Stella Cheese Co., Campbellsport—Salame.....	94¼
908	Stella Cheese Co., Campbellsport—Salame.....	94¼
909	Stella Cheese Co., Campbellsport—Provolone (Comp.).....	95
910	Stella Cheese Co., Cumberland—Provolone (Comp.).....	96¾
911	Stella Cheese Co., Cumberland—Manteche.....	For Display
912	Stella Cheese Co., Cumberland—Apple.....	For Display
913	Stella Cheese Co., Cumberland—Scamorge.....	For Display
914	Stella Cheese Co., Cumberland—Cacciocavallo (Comp.)...	96
915	Stella Cheese Co., Cumberland—Provolone (Comp.).....	96¼
916	Stella Cheese Co., Cumberland—Provolone Basilicata (Comp.)	96½
917	Stella Cheese Co., Cumberland—Salame.....	98½

Class 10—Specials

1001	John Leichty, Juneau—Edam.....	96
1002	Ed. Scray, De Pere—Edam.....	96
1003	L. W. Grainger, Reeseville—Bond Ost.....	95
1004	John Gurtner, Cumberland—Bleu.....	93½
1005	John Leichty, Juneau—Port du Salute (Comp.).....	93½
1006	Steve Suidzinski, Denmark—Caraway Loaf.....	96½
1007	Elmer Krause, Dalton—Bond Ost.....	95
1008	F. F. Weil, Spring Green—Edam.....	95½
1009	Art H. Woldt, Reedsville—Edam.....	95½
1010	Louis Badzinski, Thorp—Gold-N-Rich.....	96
1011	Alfred Keller, Mt. Horeb—Tilsitter.....	95½

WISCONSIN CHEESE MAKERS' ASSOCIATION

**OFFICERS OF REGIONAL ASSOCIATIONS OF
CHEESE MAKERS AND BUTTER MAKERS**

NORTHEASTERN CHEESEMAKERS' ASSOCIATION

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Edwin J. Zilmer, Shawano.....	Secretary
Herbert Miller, Shawano.....	Treasurer
A. H. Graf, Zachow.....	Director
Erwin Schreiber, Cecil.....	Director
L. E. Kopitzke, Marion.....	Director

SOUTHEASTERN WISCONSIN CHEESE ASSOCIATION

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Werner Wuethrich, Columbus.....	Secretary
Henry Haesler, Eldorado.....	Treasurer
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C. A. Kraak, Richland Center.....	Treasurer

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