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Proceedings of the seventeenth annual convention of the Southern Wisconsin Cheesemakers' and Dairymen's Association held at Monroe, Wisconsin, Thursday and Friday, March 8 and 9, 1917. 1917

Southern Wisconsin Cheesemakers' and Dairymen's Association
Monroe, Wisconsin: Times Printing Co., 1917

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PROCEEDINGS

OF THE

SEVENTEENTH

ANNUAL CONVENTION

OF THE

Southern Wisconsin Cheesemakers' and Dairymen's Association

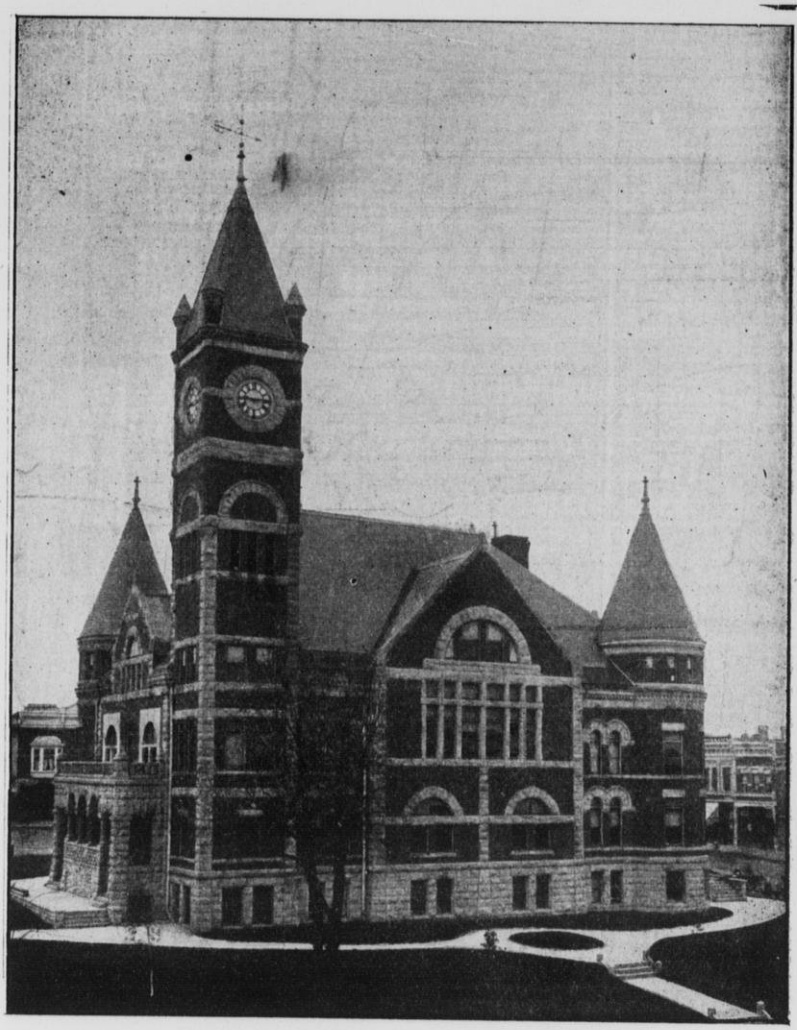
HELD AT

MONROE, WISCONSIN

Thursday and Friday, March 8 and 9

1917

TIMES PRINTING COMPANY, MONROE, WIS.



GREEN COUNTY COURT HOUSE
MONROE, WISCONSIN

PROCEEDINGS

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TIMES PRINTING COMPANY, MONROE, WIS.

MEMBERSHIP

Of the Southern Wisconsin Cheesemakers' and Dairymen's Association

A.

Acherman, Peter ..... Darlington, Wis.
Acherman, Joseph ..... Monroe, Wis.
Aegler, John, Rfd. 4 ..... Monroe, Wis.
Aeschlimann, John ..... Monroe, Wis.
Aeschlimann, John ..... Monroe, Wis.
Alexander, C. B., State Union Line ..... Chicago, Ill.
Alplanalp, Adolph ..... Juda, Wis.
Altman, Joseph ..... Monroe, Wis.
Ammon, John ..... Monticello, Wis.
Andrea, J. Jacob, Route 4 ..... Monroe, Wis.
Angove, J. ..... Milwaukee, Wis.
Arn, Adolf ..... Monticello, Wis.
Arn, John ..... Monticello, Wis.
Ast, Alfred ..... Dodgeville, Wis.
Ast, Ben ..... Dodgeville, Wis.
Ast, Robert ..... Dodgeville, Wis.
Augsburger, Gottfried ..... Monroe Wis.

B.

Babler, Albert ..... Monroe, Wis.
Babler, P. J. ..... Monticello, Wis.
Babler, H. B. ..... Monroe, Wis.
Baebler, H. L. ..... Monticello, Wis.
Baker, Ernest ..... New Glarus, Wis.
Ball, Henry ..... Monroe, Wis.
Baltzer, M. E. ..... Monroe, Wis.
Bank of Monticello ..... Monticello, Wis.
Barnum, George ..... Monroe, Wis.
Barth, Alfred, Rfd. 5 ..... Monroe, Wis.

Bayerhoffer, Ed. ..... Monroe, Wis.
Bear, Dr. W. G. ..... Monroe, Wis.
Becker, W. A. ..... Monroe, Wis.
Benkert, Fred E. ..... Monroe, Wis.
Benkert & Stauffacher ..... Monroe, Wis.
Bennett, E. W. ..... Milwaukee, Wis.
Bennett & Son, Drs. ..... Monroe, Wis.
Blaser, Fred ..... Monroe, Wis.
Blum, Casper ..... Monticello, Wis.
Blum, Sam ..... Monroe, Wis.
Blum, Werner ..... Monroe, Wis.
Blumer, Dr. Ed. ..... Monticello, Wis.
Blumer, Ezra, Rfd. 4 ..... Monroe, Wis.
Blumer, Fred ..... Monticello, Wis.
Blumer, Fred ..... Mt. Horeb, Wis.
Blumer Brewing Co. ..... Monroe, Wis.
Bobb, H. C. ..... Monroe, Wis.
Bolender Dry Goods Store ..... Monroe, Wis.
Bontley, W. E. ..... Monticello, Wis.
Booth, Max. G. ..... Monroe, Wis.
Boss, Fred ..... Monroe, Wis.
Burns, John N. ..... Monroe, Wis.
Brown, William A. ..... Monroe, Wis.
Bullfinch, Mary, Rfd. 2 ..... Monroe, Wis.
Burcalow, B. S. ..... Monroe, Wis.
Burgy, Jacob ..... Monticello, Wis.
Burke, Peter ..... Monroe, Wis.
Burkhalter, Gottlieb, Rfd. 6 ..... Monroe, Wis.
Burki, Fred ..... Monticello, Wis.
Bushnell, E. Rfd. 4 ..... Monroe, Wis.

C.

Caradine, Dr. W. H. ..... Monroe, Wis.
Carr, George ..... Monroe, Wis.
Carroll Bros. ..... Monroe, Wis.
Carver, C. A. ..... Milwaukee, Wis.
Casanova, John ..... Monroe, Wis.

Chadwick, Howard ..... Monroe, Wis.
Chambers, C. L. ..... Monroe, Wis.
Chesebro, Allen ..... Monroe, Wis.
Clayton, W. D. ..... Monroe, Wis.
Clark & Schindler ..... Monroe, Wis.
Clark, H. H. Drug Co. ..... Monroe, Wis.
Clough, G. A. Box 143 ..... Monroe, Wis.
Collentine, Arthur, Rfd. ..... Monroe, Wis.
Cornish, Oscar ..... Ft. Atkinson, Wis.
Corson, Frank E. ..... Monroe, Wis.
Crow, Ray ..... Monroe, Wis.

D.

Dahler, John ..... Darlington, Wis.
Dahler, Mike ..... Calamine, Wis.
Davis, Frank P. ..... Monroe, Wis.
Deininger, E. N., Rfd. 2 ..... Juda, Wis.
Deininger, John ..... Monroe, Wis.
Dettweiler, A. J., Rfd. 4 ..... Monroe, Wis.
Dettweiler, Fred, Rfd. 4 ..... Monroe, Wis.
Dettweiler, John ..... Monroe, Wis.
Discher & Schneider ..... Monroe, Wis.
Divan, E. L. Rfd. 1 ..... Browntown, Wis.
Dodge, C. S. & Son Inc. ..... Monroe, Wis.
Dodge Lumber Co. ..... Monroe, Wis.
Dunwiddie, John D. ..... Monroe, Wis.
Dunwiddie, Wm. & Son. ..... Monroe, Wis.
Durst, Henry J. ..... Monroe, Wis.
Durst, Matt. ..... Monroe, Wis.

E.

Eaton, George W. ..... Monroe, Wis.
Edwards, E. L. ..... Monroe, Wis.
Einbeck Bros. ..... Monroe, Wis.
Ellingson, Iver ..... Browntown, Wis.
Elmer, Alvin A. ..... Monroe, Wis.
Elmer, John H. ..... Monroe, Wis.

Elmer, Joe, Rfd. 4.....Monroe, Wis.
Elmer, John C. .....Monroe, Wis.
Elmer, Henry .....Monroe, Wis.
Elmer, Matt .....Monroe, Wis.
Emmenegger, Fred .....Monroe, Wis.
Emmenegger, John .....South Wayne, Wis.
Emenegger, Robert .....Gratiot, Wis.
Engelhardt, C. F. .....Monroe, Wis.
Etter, John T. .....Monroe, Wis.

F.

Faeser, Fred .....Monroe, Wis.
Fitzgibbons Bros. .....Monroe, Wis.
Fardy, William .....Monroe, Wis.
Figi, Jacob .....Monticello, Wis.
Flanigan, William .....Monroe, Wis
Frautschy, C. D., Rfd. 1.....Clarno, Wis.
Fritsch, Edward, Rfd. 1.....Clarno, Wis.
Fritsch, Emil, Rfd. 1.....Clarno, Wis.
Fritsch, J. D. .....Monroe, Wis
Fritsch, John F., Rfd. 1.....Clarno, Wis.
Fritz, Dave .....Monroe, Wis.

G.

Galle, F. W. .....Monroe, Wis.
Gates, George P., 141 S. Butler St.....Madison, Wis.
Geigel Hardware Co. .....Monroe, Wis.
Geigel, John, Rfd. 6.....Monroe, Wis.
Geigel, Jacob .....Monroe, Wis.
Geiger, J. H. .....Monroe, Wis.
Geiger, W. J. .....Monroe, Wis.
Gerber, Fred .....Monticello, Wis.
Gerlich, Chas. J., 3454 Nickled Ava., Minneapolis, Minn.
Gettings, John .....Monroe, Wis.
Gettings, M. T. .....Monroe, Wis.
Gifford, R. B. .....Monroe, Wis.
Glauser, Fred, Rfd. 2.....South Wayne, Wis.

Goebler, Ernest ..... Monticello, Wis.
Goetz, John ..... Monroe, Wis.
Greenwald, Henry ..... Monroe, Wis.
Greenwald, Sam ..... Monroe, Wis.
Grenzow, W. ..... Juda, Wis.
Gruenwald, Mrs. Fred, Rfd. 4 ..... Monroe, Wis.
Gruessi, Herman ..... Monroe, Wis.

H.

Haberman, Henry, Rfd. 7 ..... Monroe, Wis.
Haessig, Ernest R. ..... Monticello, Wis.
Haldimann, John, Rfd. 5 ..... Monroe, Wis.
Hanson, E. R., 700½ Cramer ..... Milwaukee, Wis.
Hanson, John ..... Monroe, Wis.
Haren, D. H. ..... Monroe, Wis.
Hartnett, J. J. ..... Monroe, Wis.
Hasse, John, ... Monroe, Wis.
Hauser, John ..... Monticello, Wis.
Hauser, J. T. ..... Monroe, Wis.
Heer, Abe & Son ..... Monroe, Wis.
Heeren, J. B. ..... Monroe, Wis.
Held, Fred ..... New Glarus, Wis.
Herman, C. A. ..... Milwaukee, Wis.
Hefty, Henry ..... Monroe, Wis.
Heine, W. F. ..... Monroe, Wis.
Hanley, M. J. ..... Freeport, Ill.
Haupt, Jas. J. ..... Montclair, N. Y.
Hoehn, Henry ..... Monroe, Wis.
Hoerburger, Alex, Route 1 ..... Darlington, Wis.
Hoesly, Baltz ..... Monticello, Wis.
Hodges, G. T. ..... Monroe, Wis.
Hoffman, J. S. Co. ..... Chicago, Ill.
Hohl, Otto ..... Monticello, Wis.
Huber, Anton ..... Argyle, Wis.
Huffman, E. A. ..... Monroe, Wis.
Huffman, Harvey, Rfd. 9 ..... Monroe, Wis.

I.

Ingold, Ferdinand ..... Monroe, Wis.
Ingold, John, Rfd. 5 ..... Monroe, Wis.

J.

Jaberg, Roy ..... Monroe, Wis.
Janke, L. F., Sherlock Hotel ..... Madison, Wis.
Jeffery, F. D. ..... Monroe, Wis.
Jordan, Chas. A. ..... Monticello, Wis.

K.

Karlen, Gottlieb ..... Monroe, Wis.
Karlen, Herman ..... Monroe, Wis.
Karlen, Jacob Jr. ..... Monroe, Wis.
Karlen, John G. ..... Calamine, Wis.
Karlen & Steinman Lumber Co. ..... Monticello, Wis.
Keen, George, Rfd. 1 ..... Juda, Wis.
Kellar, Ernest ..... Monticello, Wis.
Kellar, Geo. ..... Monticello, Wis.
Keller, Joseph ..... Darlington, Wis.
Keller, Otto ..... Monticello, Wis.
Klassy, Henry, Rfd. ..... Monroe, Wis.
Klassy, Joshua ..... Monroe, Wis.
Knight, M. J. ..... Monroe, Wis.
Knight, W. J. ..... Monroe, Wis.
Knipschild Bros. ..... Monroe, Wis.
Knipschild, John Jr. ..... Monroe, Wis.
Knobel & Lorch ..... Monroe, Wis.
Knobel, F. B. ..... Monticello, Wis
Koehler, Chas. ..... Monticello, Wis.
Kohli, Louis ..... Monroe, Wis.
Kohli Jewelry Co. ..... Monroe, Wis.
Kooreman, G. ..... Monticello, Wis.
Kopp, Fred ..... Monticello, Wis.
Krueger, S. W. ..... Monroe, Wis.
Kundert Bros. ..... Monroe, Wis.
Kundert, Henry ..... Monroe, Wis.
Kundert, R. M., Rfd. 4 ..... Monroe, Wis.

L.

Ladner, Geo. ..... Monticello, Wis.
Lamboley, F. E. ..... Monroe, Wis.

Lanz, A & Sons ..... Monroe, Wis.
Lanz, Fred ..... Monroe, Wis.
Lanz, John ..... Brodhead, Wis.
Leader Store, The ..... Monroe, Wis.
Legler, George ..... Monroe, Wis.
Lehnherr, Jacob ..... Monroe, Wis.
Leiser, Gottfried ..... Juda, Wis.
Leiser, Fred ..... Orangeville, Ill.
Lengacher, John ..... Monticello, Wis
Lewis, A Hardware Co. ..... Monroe, Wis.
Lewis & Marty ..... Monroe, Wis.
Lichtenwalner, C. H., Rfd. 9 ..... Monroe, Wis.
Liechti, Carl ..... Verona, Wis.
Loveland, W. A. ..... Monticello, Wis.
Ludlow, Henry ..... Monroe, Wis.
Ludlow, Edwin ..... Monroe, Wis.
Ludlow, Willis ..... Monroe, Wis.
Luchsinger, Frank ..... Monroe, Wis.
Luethi, John ..... Brodhead, Wis.
Luthi, Walter ..... Albany, Wis.
Lynch, S. P. ..... Monroe, Wis.

M.

Marshall, A. J. ..... Madison, Wis.
Martin, Mike, Rfd. 9 ..... Monroe, Wis.
Marty, Carl & Co. ..... Chicago, Ill.
Marty, C. H., Rfd. 6 ..... Monroe, Wis.
Marty, Fred ..... Monroe, Wis.
Marty, Gottlieb ..... Madison, Wis.
Marty-Gempeler Co. ..... Monroe, Wis.
Marty, Matt, Rfd. 1 ..... Monticello, Wis.
Marty & Speich ..... Monroe, Wis.
Mather, Buehler & Buehler ..... Monroe, Wis.
McGuire, Ed. ..... Browntown, Wis
Meyer, Henry ..... Darlington, Wis.
Meythaler, Andrew ..... Monroe, Wis.
Meythaler Bros. ..... Monroe, Wis.
Meythaler, Chas. T. Sr. ..... Monroe, Wis.

Miller, Frank H., ... Juda, Wis.
Miller, J. H. ..... Monroe, Wis.
Miller, Walter ..... Monroe, Wis.
Miller & Kubly ..... Monroe, Wis.
Miller & Weaver ..... Monroe, Wis.
Moe, H. H. ..... Monroe, Wis.
Monroe Auto Co. ..... Monroe, Wis.
Monroe Electric Co. ..... Monroe, Wis.
Monroe Furniture Co. ..... Monroe, Wis.
Monroe Land Co. ..... Monroe, Wis.
Monroe Light & Fuel Co. ..... Monroe, Wis.
Monroe Plumbing & Heating Co. ..... Monroe, Wis.
Monroe Steam Laundry ..... Monroe, Wis.
Monroe & Moore, Drs. ..... Monroe, Wis.
Monticello Auto Co. ..... Monticello, Wis.
Moritz, Fred ..... Monroe, Wis.
Morton Salt Co. ..... Milwaukee, Wis.
Moyer, Dr. S. R. ..... Monroe, Wis.
Muhlethaler, Fred ..... Monticello, Wis.

N.

Naeff, John, Rfd. 4 ..... Argyle, Wis.
Neuenschwander, Fred ..... Monroe, Wis.
New Glarus Brewing Co. ..... New Glarus, Wis.
Newman, Dr. M. J. ..... Monroe, Wis.
Noble Laundry ..... Monroe, Wis.
Norton, James ..... Monroe, Wis.

O.

O'Brian, J. B. ..... Milwaukee, Wis.
Odell, E. A. ..... Monroe, Wis.
Ohls, Joe ..... Monroe, Wis.
Olson, William, Rfd. 2 ..... Browntown, Wis.
Ott, George, Rfd. 5 ..... Monroe, Wis.
Ott, Gottloeb ..... Monroe, Wis.
Ott, L. C., Rfd. 8 ..... Monroe, Wis.

P.

Parke, Davis Co. ..... Detroit, Mich.
Parish, A. S., N. Y. L. L. Co. ..... Chicago, Ill.
Peoples Supply Co. ..... Monticello, Wis.
Pfund, Henry ..... Monroe, Wis.
Pietzsch, George ..... Monroe, Wis.
Pool, Ambrose ..... Darlington, Wis.
Portman, Casper ..... Darlington, Wis.
Preston, Bros., Rfd. 3 ..... Juda, Wis.
Provision Co., The ..... Monroe, Wis.

R.

Regez, Rudy ..... Monroe, Wis.
Regez, Herman ..... Monroe, Wis.
Regez, Jacob ..... Monroe, Wis.
Reider, Chas., Pool Hall ..... Monroe, Wis.
Roderick, Frank ..... Clarno, Wis.
Roub, Dr. J. F. ..... Monroe, Wis.
Roth, Christ ..... Monroe, Wis.
Rottler, R. G. ..... Monroe, Wis.
Rohrer, Arnold ..... Monroe, Wis.
Rolph Bros. ..... Monticello, Wis.
Rote, A. F. ..... Monroe, Wis.
Rosa, E. B. ..... Monroe, Wis.
Roderick, C. A. ..... Monroe, Wis.
Ruehli, Charles ..... Monroe, Wis.
Ruesch, August ..... Gratiot, Wis.
Ruf, M. C. ..... Monroe, Wis.
Ruf & Thornton ..... Monroe, Wis.

S.

Salvisberg, Ernest ..... Belleville, Wis.
Sammis, J. L. ..... Madison, Wis.
Schaad, Emil ..... Monroe, Wis.
Scheidegger, E. ..... Monroe, Wis.
Schepley, Chas. ..... Monroe, Wis.
Schiess, Conrad ..... Monroe, Wis.
Schindler Bros. ..... Monroe, Wis.

Schindler, Charles ..... Monroe, Wis.
Schindler, Dr. A. J. ..... Monroe, Wis.
Schneider Bros. ..... Monroe, Wis.
Schneider, C. H. ..... Monroe, Wis.
Schneider, Max ..... Monroe, Wis.
Schmidt, Carl ..... Monroe, Wis.
Schmidt, L. O. ..... Monroe, Wis.
Schmidt, Nicholas ..... Monroe, Wis.
Schober & Buehler ..... Monroe, Wis.
Schuetze, Wm. ..... Monroe, Wis.
Schumway, C. P., M. D. T. Line ..... Milwaukee, Wis.
Scott, G. A. ..... Monroe, Wis.
Sery, A. ..... Monroe, Wis.
Shriner Bros. ..... Monroe, Wis.
Siegenthaler, Mrs. Fred ..... Monroe, Wis.
Smith, Chas. J., Rfd. 4 ..... Monroe, Wis.
Smith, Roscoe, Rfd. 4 ..... Monroe, Wis.
Soseman, Dr. J. S. ..... Monroe, Wis.
Sountheim, Leo ..... Darlington, Wis.
Sprecher, J. A. ..... Madison, Wis.
Stauffacher, E. J. ..... Monroe, Wis.
Stauffacher, F. J. ..... Monroe, Wis.
Stauffacher, I. M. ..... Monroe, Wis.
Stauffacher, S. J. ..... Monroe, Wis.
Stauffacher, Peter ..... Monroe, Wis.
Stauffacher, Jacob, Rfd. 7 ..... Monroe, Wis.
Stauffer, R. N., Rfd. 1 ..... Monticello, Wis.
Staempfli, Fred ..... South Wayne, Wis.
Steinman, Fred ..... Monroe, Wis.
Stocker, Carl, Route 2 ..... Juda, Wis.
Strahm, John ..... Monroe, Wis.
Stearns, G .O. ..... Monroe, Wis.
Steffen, Jacob ..... Monroe, Wis.
Steffen, Fred ..... Monroe, Wis.
Streiff, Henry ..... Monroe, Wis.
Stuart, Richard ..... Monroe, Wis.
Stuart, John W. ..... Monroe, Wis.
Sutter, Oscar ..... Davis, Ill.

T.

Teuscher, Alfred, Rfd. 4.....Monroe, Wis.
Theiler, Robert .....Monroe, Wis.
Thorp, James .....Monroe, Wis.
Trukenbrod, W. F. .....Monroe, Wis.
Treat, Ben .....Monroe, Wis.
Treat, Frank .....Monroe, Wis.
Trickle, Joe, Rfd. 8.....Monroe, Wis.
Trumpy, Dan .....Monroe, Wis.
Trumpy, Fred .....Monroe, Wis.
Trumpy, Henry .....Monroe, Wis.
Trumpy, Joseph .....Monroe, Wis.
Trumpy, Jay .....Clarno, Wis.
Tschanz, John .....Monticello, Wis.
Tschudy, J. Jacob .....Monroe, Wis.

U.

Uhlmann, M. .....Chicago, Ill.

V.

Van Wagenen, H. G. .....Monroe, Wis.
Villiger, Jos. .....Argyle, Wis.
Voegeli, Joe J. .....Monticello, Wis.
Voegeli, Jacob .....Monticello, Wis.
Voelkli, Henry .....Monroe, Wis.
Vogel, Gottfried .....Monroe, Wis.
Vogt, Carl .....Monroe, Wis.
Voss, Gust .....Monroe, Wis.

W.

Waelti, Gottfried .....Monroe, Wis.
Waelti, John .....Monroe, Wis.
Wagner & Bauman .....Monroe, Wis.
Wampfler, J. J. Rfd. 2.....South Wayne, Wis.
Webb, G. F. .....Merricourt, N. Dak.
Weirich, Paul .....Monroe, Wis.
Weissmiller, Fred .....Orangeville, Ill.

Wells, Fred ..... Monroe, Wis.
Wells, Sid & Son ..... Monroe, Wis.
Wenger, John C. ..... Monroe, Wis.
Wenger, R & Co. ..... Monroe, Wis.
Wenger, William ..... Monroe, Wis.
Wegg, Robert ..... Monroe, Wis.
West Side Drug Store ..... Monroe, Wis.
Whalen, George ..... Monroe, Wis.
White, Leland ..... Monroe, Wis.
Widmer, Arnold ..... Monticello, Wis.
Wier, M. R. ..... Monroe, Wis.
Wilkinson, G. W. ..... Monroe, Wis.
Wittenwyler, John, Rfd. 2 ..... Monticello, Wis.
Wittwer, Edward ..... Monticello, Wis.
Wittwer, Gottlieb Jr. ..... Monticello, Wis.
Wittwer, G. ..... Brodhead, Wis.
Woelffer, R. W. ..... Monticello, Wis.
Woelfli, Theo., Rfd. 9 ..... Monroe, Wis.

Y.

Young & Co. ..... Monroe, Wis.

Z.

Zinser & Duebendorfer ..... Monroe, Wis.
Zilmer, A. W. ..... Monroe, Wis.
Zilmer, W. F. ..... Monroe, Wis.
Zimmerly, Gottlieb ..... Monticello, Wis.
Zumbach & Zeller ..... Monroe, Wis.
Zuercher, C. Jr. ..... Brodhead, Wis.
Zulauf, Jacob ..... Monroe, Wis.
Zweifel, Henry ..... South Wayne, Wis.
Zwygart, Otto ..... Brodhead, Wis.

OFFICERS FOR 1917

President—S. J. Stauffacher, Monroe, Wis.
Vice President—John Deininger, Monroe, Wis.
Secretary—Henry Elmer, Monroe, Wis.
Assistant Secretary—Herman Regez, Monroe, Wis.
Treasurer—Joseph Trumpy, Monroe, Wis.

DIRECTORS.

Gottfried Waelti, Monroe, Wis., for three years.
Nicholas Schmidt, Monroe, Wis., for two years.
Fred E. Benkert, Monroe, Wis., for one year.
Dairy Instructor—Sam Alleman, Monroe, Wis.

JUDGES ON CHEESE.

M. Uhlman, Chicago, Ill.
Carl Marty, Chicago, Ill.
F. W. Galle, Monroe, Wis.

COMMITTEE ON RESOLUTIONS.

I. M. Stauffacher, Chairman, Monroe, Wis.
Edward Wittwer, Monticello, Wis.
Henry Van Wagenen, Monroe, Wis.

AUDITING COMMITTEE.

Chas. R. Schepley, Monroe, Wis.
Joshua Klassy, Sr., Monroe, Wis.
John Dettwyler, Monroe, Wis.

CHEESE SCORES

LIMBURGER CHEESE.

First prize.

Carl Liechti, Verona, Wis. ..... 100 points

Received Gold Medal from the Association. A beautiful clock donated by the Conley Foil Co. New York. A fine upholstered rocking chair, donated by the Lehmaier, Schwartz Co , New York.

Second prize.

Ernest Salvisberg, Basco, Wis. ..... 99 points

Received Silver Medal from the Association. An excellent clock donated by the Conley Foil Co., New York.

Third prize.

Joseph Keller, Darlington, Wis. ..... 96½ points

Received a fine clock donated by the Conley Foil Co., New York. Other scores on Limburger as follows:

Oscar Sutter, Davis, Ill. ..... 96 points
Badger Cheese Co., Monroe, Wis. Complimentary
J. Jacob Andrea, Monticello, Wis. ..... 88 points
Anton Motz, Belleville, Wis. ..... 85 points
Badger Cheese Co., Monroe. Wis .....
Complimentary Score ..... 100 points
Badger Cheese Co., Monroe. Wis .....
Complimentary Score ..... 99 points
Badger Cheese Co., Monroe. Wis .....
Complimentary Score ..... 98 points
Badger Cheese Co., Monroe. Wis .....
Complimentary Score ..... 94 points
Badger Cheese Co., Monroe. Wis .....
Complimentary Score ..... 92 points

BRICK CHEESE.

First prize.

Arnold Zumbach, Monroe, Wis ..... 90 points

Received Gold Medal from the Association. One five-pound can Spongy pepsin powder donated by Parke, Davis & Co., Chicago, Ill. A beautiful safety watch fob chain, donated by Chr. Hansen's laboratory, Little Falls, N. Y. One gal. B-K. donated by The General Labortories, Madison, Wis.

Second prize.

Carl Stocker, Juda, Wis. ..... 77 points

Received one five-pound can Spongy pepsin powder, donated by Parke, Davis & Co., Chicago, Ill. A beautiful safety watch fob chain, donated by Chr. Hansen's Laboratory, Little Falls, N. Y. One gal. B-K., donated by The General Laboratories, Madison, Wis.

Other Scores on Brick are:

Robert Emmenegger, Gratiot, Wis. ..... 87 points

Mr. Emmenegger is not entitled to a prize, as only one exhibit is allowed to one maker (see Swiss Cheese).

Badger Cheese Co., Monroe, Wis. .....

Complimentary Score ..... 97 points

Badger Cheese Co., Monroe, Wis. .....

Complimentary Score ..... 96 points

ROUND SWISS CHEESE.

First prize.

Robert Emmenegger, Gratiot, Wis ..... 99 points

Received $ in cash from the Association. Silver handle carving set, donated by the J. B. Ford Co., Wyandotte, Mich. One gal. B-K., donated by The General Laboratories, Madison, Wis.

Second prize.

Alex Hoerburger, Darlington, Wis. ..... 98 points

Received Silver Medal from the Association. Silver handle carving set, donated by the J. B. Ford Co. Wyandotte, Mich. One gal. B-K., donated by The General Laboratories, Madison, Wis.

Third prize.

August Ruesch, Gratiot, Wis. ..... 96 points.

Received stag horn handle carving set, donated by the J. B. Ford Co., Wyandotte, Mich. One gal. B-K., donated by The General Laboratories, Madison, Wis.

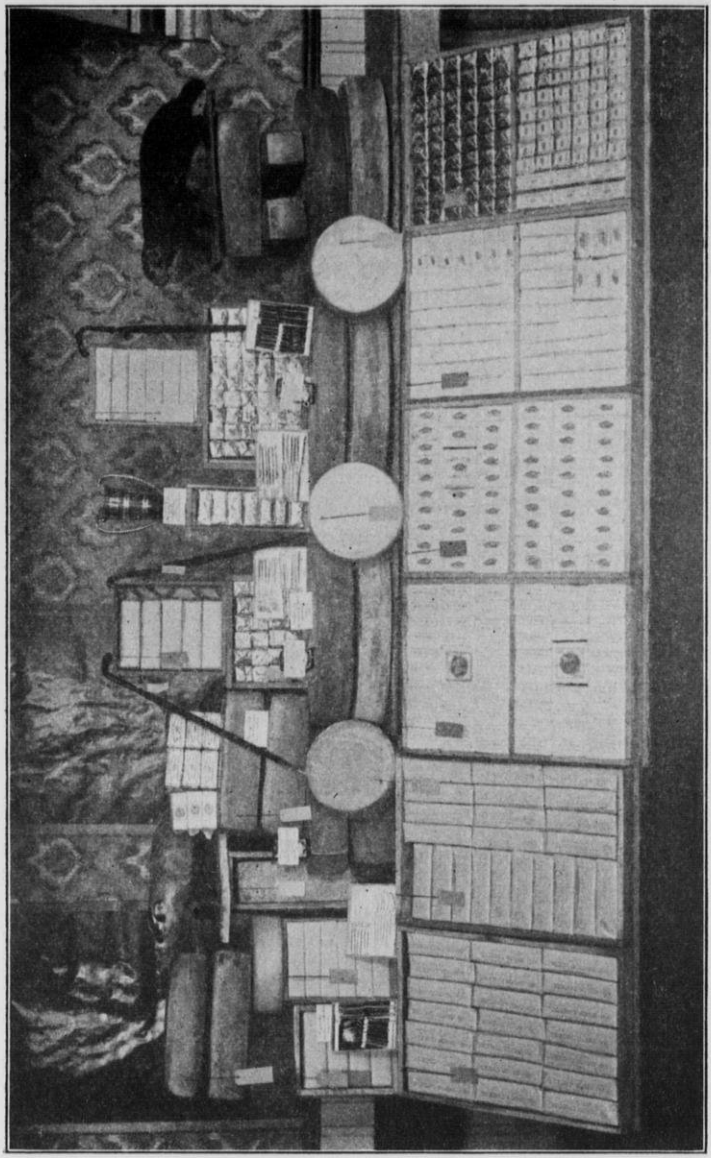
Fourth prize.

Albert Schlaeppi, Browntown, Wis. ..... 95 points

Received stag horn handle carving set, donated by the J. B. Ford Co., Wyandotte, Mich.

Other Scores:

Albert Schlaeppi, Browntown, Wis. ..... 94 points
Peter Acherman, Darlington, Wis ..... 93 points
Gottfried Steinmann, Monroe, Wis. ..... 88 points



Cheese Exhibit at Convention of Southern Wisconsin Cheesemakers' and Dairymen's Association.

Address of Welcome.

By Mayor John T. Etter.

Mr. President, Officers and Members of the Southern Wisconsin Cheesemakers' and Dairymen's Association, Ladies and Gentlemen:

I want to extend to your Association a most hearty welcome, in fact our citizens are looking forward to your annual conventions with a great deal of interest and pleasure.

The business men of Monroe are fully aware that by your efforts many decided benefits have come to the farmer, the dealer and the merchant as well. You have left nothing undone to promote the best interests of Southern Wisconsin's chief industry.

Green county and Southern Wisconsin have frequently been referred to as the Switzerland of America, not because we have any snow-capped mountains here, but for the reason that the sturdy Swiss pioneers of years ago have laid the foundation for an industry destined to make Wisconsin the foremost dairy state in the union.

I am glad that I may say that Green county Cheese Day originated here in Monroe by Monroe people and thus to cooperate with your association. Your splendid work is that which will make for a better product and safely keep Green county and Southern Wisconsin in the lead. I thank you.

Response

By F. Marty,

Assistant Dairy and Food Commissioner

Monroe, Wis.

Mr. Chairman, Ladies and Fellow Members:

It is with pleasure that I respond in the name of the Southern Wisconsin Cheesemakers and Dairymen's association to the cordial welcome extended to us by your Hon. Mayor John T. Etter in behalf of the City of Monroe.

As stated by your Secretary I was called on only a few hours ago to take the place of the Gentleman on our program. This is the second time that I am taking that Gentleman's place on a few hours notice, and it puts me in mind of a baseball game with all bases full and myself up for a pinch hit.

We assure your Honorable Mayor that it is with great pleasure that we accept your hospitality and hope to partake in them in full measure.

We have passed another very prosprous year in our to discuss our various questions, to talk over and recount our varied experiences of the past year and take up such questions that are of the most importance for the future welfare of our industry.

We believe that in this way and only by such intercourse can we expect to be up to date in our profession, for it is here where the best thoughts and ideas in this line of business converge.

We have passed another very prosperous year in our branch of industry—a year that sets a new mile stone for high prices for our products, a year that surpasses all previous records in the life of our Dairy industry. But, fellow members, let us not blindly rejoice over the abnormal period of prosperity that we are going through, but with the deepest thoughts and considera-

tion we must acknowledge our abnormal gain is to the sorrow and expense of our fellow brothers and sisters of Europe.

This period of abnormal commercial prosperity has set before us new problems which we must meet in the future.

The high price of land which has been established during the last two years means that more milk must be produced per acre; this means better cows, better barns and more knowledge of farming; it means that the efficiency and qualification of a cheesemaker is becoming more and more important; it means that the construction and equipment of a cheese factory needs more and more attention in order to fully utilize and manufacture a better product, this fact should not be lost sight of as competition for quality will become much keener again under normal conditions. So let us hope that these problems will be discussed fully in our coming sessions for the future welfare of our industry.

Secretary's Report.

By Henry Elmer, Monroe, Wis.

Mr. President and Members of this Association:

We are again at the end of another year, and it is with pleasure that I report upon the work of our association.

Our president, Mr. S. J. Stauffacher, made several trips in this past year to Chicago and Washington in behalf of our Association, to guard with the help of other sections the interest of our great Cheese Industry, which, through proposed legislation would have been hampered greatly.

Mr. Anton Huber, our cheese factory instructor, did very efficient and satisfactory work this past season and through his valuable advice given to nearly 400 cheesemakers saved to the different Farmer Co-operation Factories thousands and thousands of dollars.

The officers and the directors of this Association were always on the watch, and in their different meetings always discussed the welfare of the Association and were always on the lookout for the betterment of our conditions.

At one of the Officers' and Directors' meetings an excellent program was prepared and we can certainly feel proud of the excellent, strong material we were able to secure to do instructing and entertaining work during our two days annual session.

I still have my hobby at heart, and that is, that we should have every patron of every cheese factory in all Southern Wisconsin as member on our roll, and by such membership we would become an Association so strong as to broadcast our work and influence in such a measure not to be expressed in figures.

When our Treasurer, Mr. Joseph Trumpy, will give his financial report you will learn that our treasury was handled with great ability.

When you read the cheese scores you will notice that

since outside firms, dealers in cheese suplpies, made it possible for us to offer valuable extra premiums to prize winners.

In closing I wish to thank every speaker, every entertainer and every donator for their valuable help given us to make this convention the best we ever had.

Treasurer's Report

By Joseph Trumpy

RECEIPTS.

Balance on hand Feb. 14, 1916	$1,519.70
Feb. 22, 1916, Miss Beller, membership tickets sold at hall	88.00
Feb. 23, 1916. Joseph Trumpy, entertainment tickets sold	32.90
Feb. 24, 1916. Miss Beller, membership tickets tickets sold at hall	18.00
Feb. 24, 1916. Morton Salt Co., donation	5.00
Feb. 24, 1916. Jos. Trumpy, membership tickets	6.00
Feb. 24, 1916. Interest	42.50
Feb. 24, 1916. Herman Regez, membership tickets	240.00
Feb. 24, 1916. Ed. Wittwer & Bro., membership tickets	53.00
Feb. 24, 1916. Ast Bros. Cheese Co., membership tickets	2.00
Feb. 24, 1916. Brodhead Cheese and Cold Storage Co.	10.00
Feb. 24, 1916. Ernest Regez & Son	25.00
May 6, 1916. Membership ticket	1.00
Received from state	1,176.40
Total Receipts	$3,219.50

DISBURSEMENTS.

Disbursements for year ending March 7, 1917:	
March 6, 1916. Times Printing Co.	$ 11.80
March 6, 1916. Jennie A. Jamison, Neenah, Wis.	33.06
March 6, 1916. John Theiler, printing	90.24
March, 6, 1916. Mrs. Nettie B. Wegg, Orchestra	30.00
March 6, 1916. Western Badge & Novelty Co.	94.80
March 6, 1916. Monroe Dramatic Club	50.00
March 6, 1916. L. A. Woodle & Son, printing	13.79

March 6, 1916. Prof D. H. Otis	8.40
March 6, 1916. S. J. Stauffacher, salary	25.00
March 6, 1916. Herman Regez	25.00
March 6, 1916. Fred Kohli, hall rent	40.00
March 6, 1916. Anton Huber, expense	7.65
March 6, 1916. E. L. Aderhold	6.75
March 6, 1916. Prof. A. L. Stone	3.26
March 6, 1916. G. Marty	2.90
March 6, 1916. Zinser & Duebendorfer, groceries	3.75
March 6, 1916. Jacob Henscler	2.47
March 6, 1916. J. Spaeni	2.40
March 6, 1916. Frank Ehinger	1.50
March 6, 1916. Oscar Sutter	3.52
March 7, 1916. Dr. F. L. Hodges	11.20
March 7, 1916. John Wutrich	2.64
March 7, 1916. Ed Wittwer & Bro.	2.88
April 4, 1916. Anton Huber	25.00
April 5, 1916. A. Rolli, cash prize	2.50
April 17, 1916. E. L. Gloege	1.75
April 22, 1916. S. J. Stauffacher, expenses attending committee hearings, etc.	27.25
May 1, 1916. Anton Huber	118.00
May 1, 1916. Western Badge & Novelty Co.	7.44
May 11, 1916. Anton Huber	43.00
June 5, 1916. Anton Huber	144.00
June 9, 1916. Robert Kohli Trust Estate	5.25
July 5, 1916. Anton Huber	144.00
Aug. 1, 1916. Anton Huber	126.00
Sept. 4, 1916. Anton Huber	150.00
Sept 11, 1916. The Kohli Jewelry Co.	18.41
Sept. 11, 1916. Herman Regez, expenses	10.08
Sept. 11, 1916. Miss Beller, convention work	4.00
Sept. 11, 1916. Anton Huber	102.00
Oct. 1, 1916. Anton Huber	108.00
Oct. 3, 1916. The Lorenz Model Co.	66.00
Nov. 5, 1916. The Lorenz Model Co.	3.05
Dec. 1, 1916. The Lorenz Model Co.	60.00

Feb. 1, 1917. Badger Cheese Co., display	5.00
Total disbursements	$1,643.74
Balance on hand March 7, 1917	1,575.76
	$3,219.50

Respectfully submitted,
JOS. TRUMPY, Treasurer.

We, the auditing Committee, have examined the books and vouchers of the treasurer of this association and find them correct.

C. R. SCHEPLEY,
JOSHUA KLASSY, SR.,
JOHN DETTWILER.

President's Annual Address

By S. J. Stauffacher.

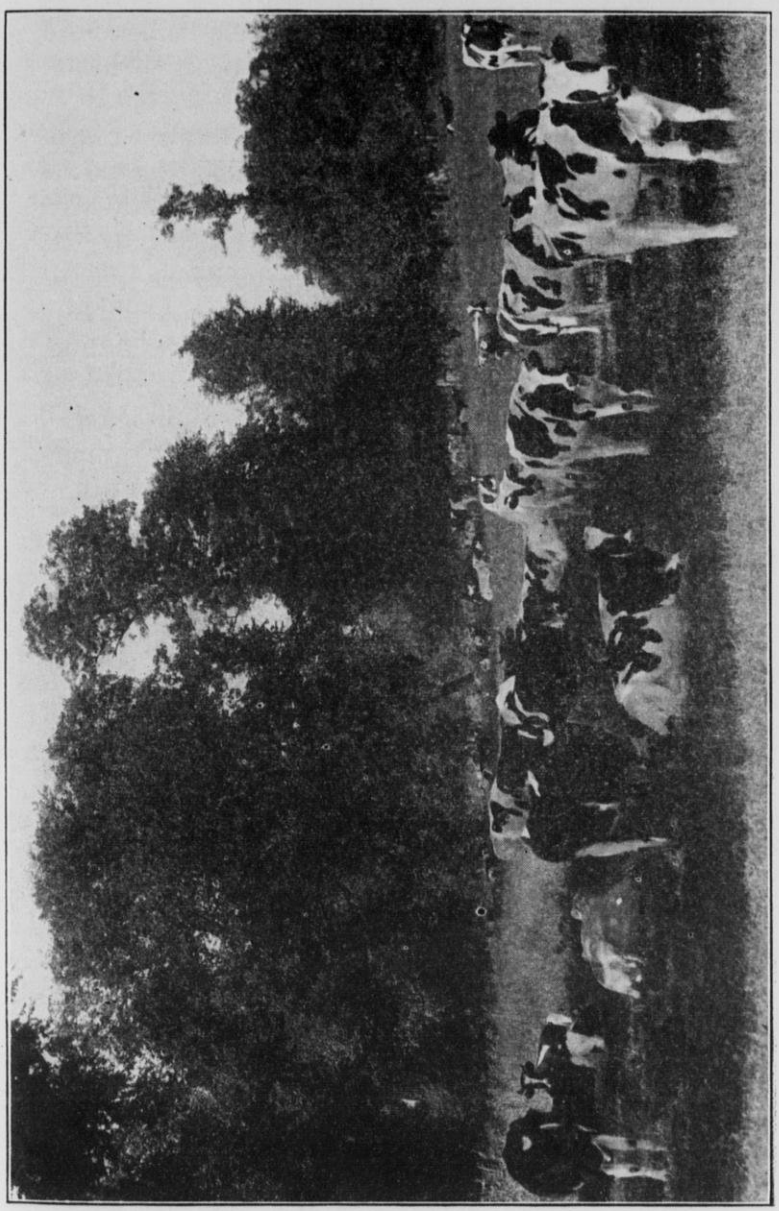
For the seventeenth time we meet in annual convention of the Southern Wisconsin Cheesemakers' and Dairymen's Association. It is under peculiar and unusual conditions. The commercial and business world of the past year has been very unstable. Prices gradually advanced until in November most of the necessities of life had reached the highest point since the Civil war. In fact, so high that labor organizations all over the Union petitioned the President of the United States and Congress that something be done to check these high prices. The result was that federal investigations were instituted in many commercial centers of the country. Wholesalers, jobbers, producers, consumers and speculators were summoned before investigating committees to find out who was at fault or where the cause lay. All this investigation proved of no avail. It simply brought about discontent between producer and consumer and gave selfish, unscrupulous agitators an opportunity to make thousands of peaceable, well-meaning men dissatisfied with general business conditions. True, prices were high—are still high today and will remain so. The day of cheap food is gone forever. The United States with a population of over 102,000,000, increasing by the thousands annually and our country folks leaving the farms and moving to cities in large numbers, thus cutting down the producers and increasing the consumers. Under such conditions we cannot expect anything different. Supply and demand are the unerring regulators and whenever the demand is greater than the supply prices will be high, on the other hand, whenever the supply is greater than the demand prices will be low.

Again, millions of dollars of food is spoiled through

careless gathering and improper handling from the field of production, the farm if you please, to the consumer. Permit me to cite but one example. The Department of agriculture says that the American hen lays in a single year over $300,000,000 worth of eggs. Thirty per cent or over $100,000,000 of all these eggs produced are lost or spoiled through carelessness or improper handling. What is true of eggs is equally true of scores of other articles. Too great prosperity has caused the American people to become indifferent, careless and wasteful. We are living in an age of nation wide financial delirium. In our cities modern extravagance finds its most untrammelled expression.

Today you will find that city folks demand that butter be put up in quarter pound cartons. Milk delivered at certain times and under specified regulations, lump sugar wrapped in special paper labels etc. They buy high priced evening dresses, pay increased prices for gasoline to run pleasure automobiles, attend the theatre two, three times a week at $2, a seat, visit cabarets where $5 to $10 is spent in an evening with no objection. But, you will find these very same people boycotting the necessities of life because they say they are too high priced. "Inconsistency, thou art a jewel." It is not the cost of living, but as someone so aptly said, the cost of living is high, but the cost of high living is higher.

The high prices of the past year were not normal. This was clearly demonstrated when last December in less than three weeks brick cheese dropped seven cents per pound in the open market. Other kinds of cheese followed proportionally. Yet despite this great decline and dull market ever since it has been an unusual prosperous year for the farmer. So much so that the farming communities have actually congested the small rural banks with money. In our own great dairy state, money has so accumulated in many country banks that the officers scarcely knew what to do with it. It is authentically reported by a national bank official of Milwaukee that



Scene on the Hyland Stock Farm, Monroe, Wis.

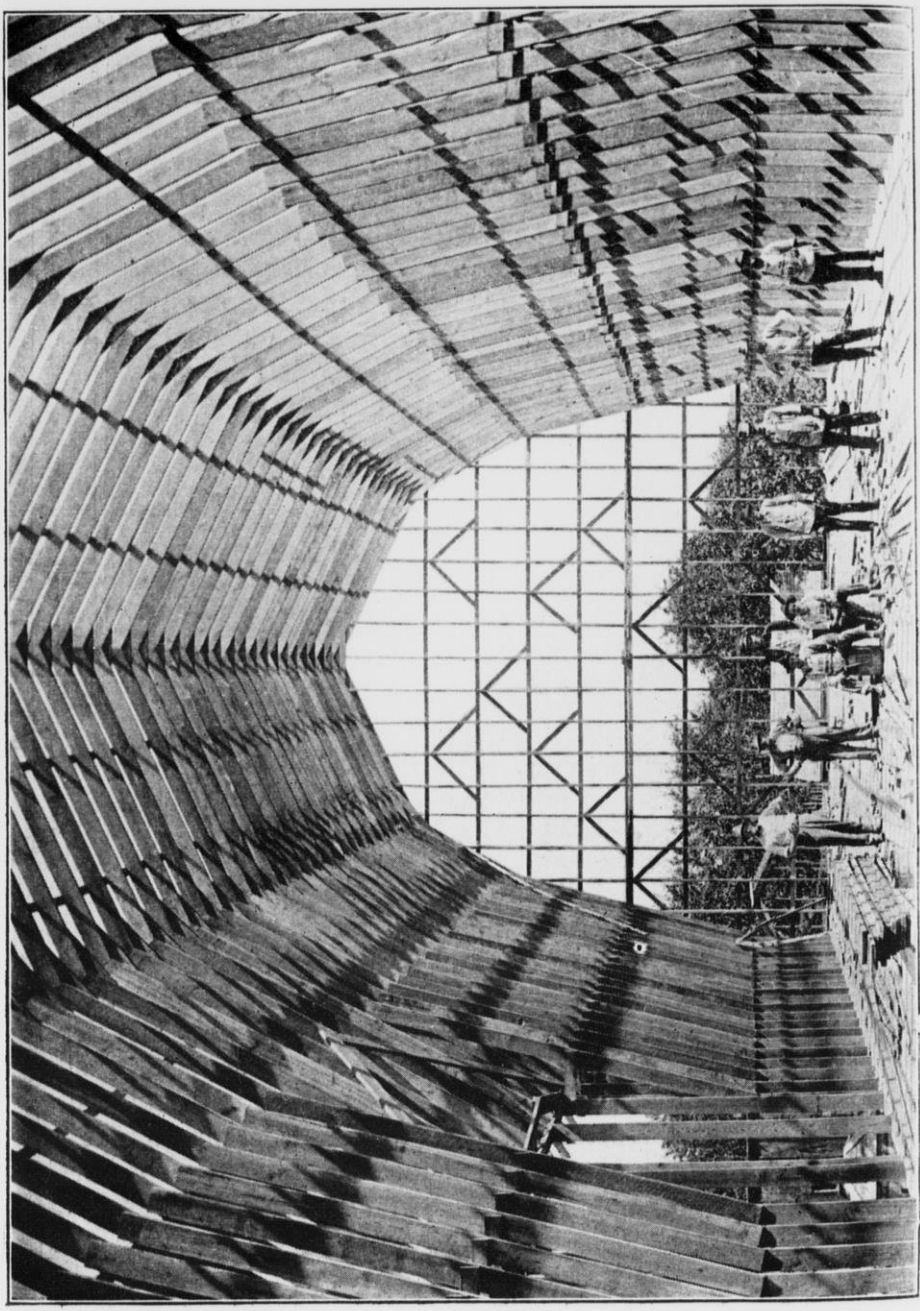
one banker of the state asked this Milwaukee bank to accept a $175,000 deposit at 3%. This same banker said I was compelled to inform him that the deposit could not be accepted on a 3% basis.

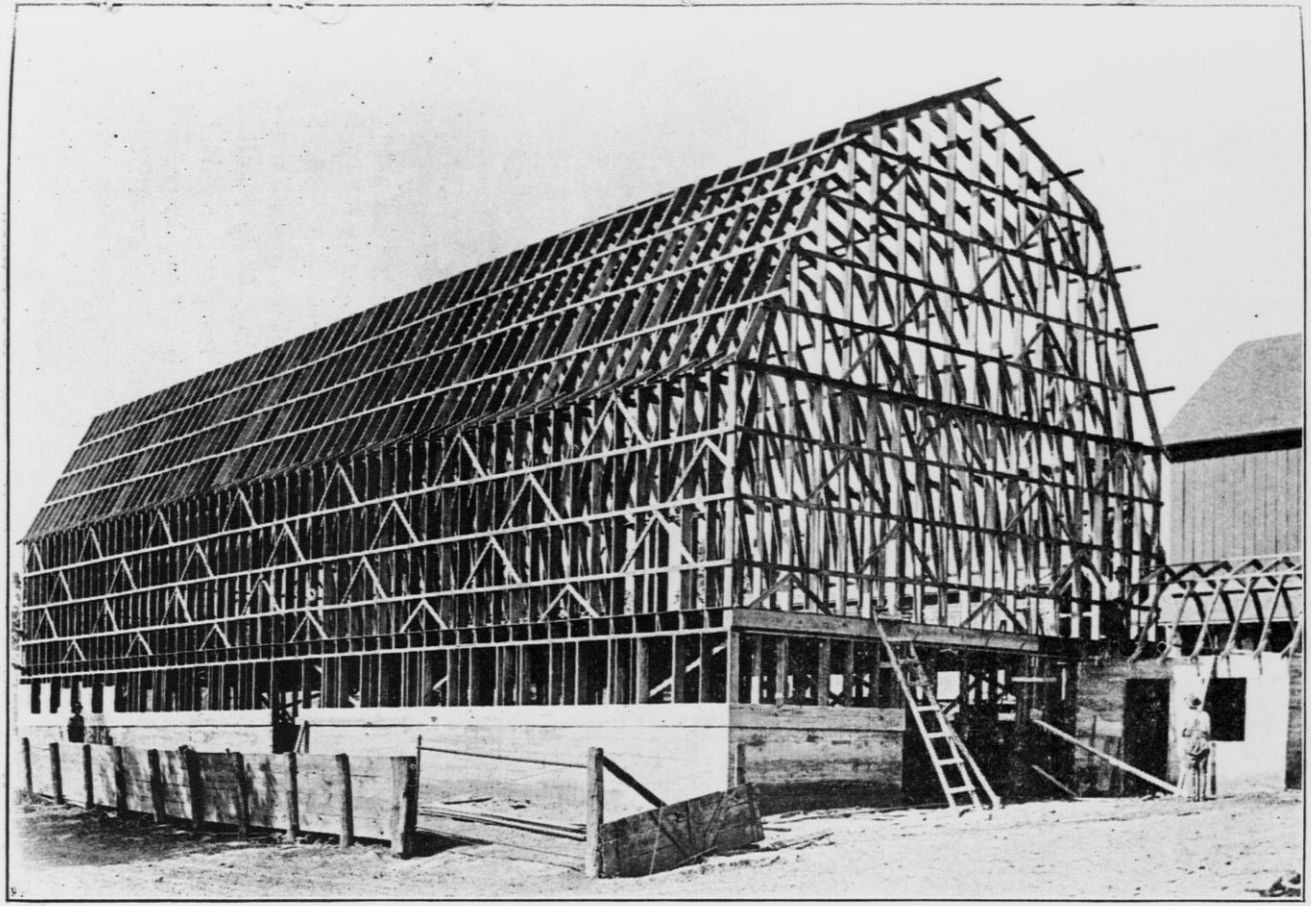
In November the National Banks of Milwaukee reached the high mark with more than $85,000,000 in deposits or a gain of nearly $10,000,000 since June 30th to Nov. 1st or an average of $2,500,000 a month. Not only has the commonwealth of Wisconsin been prosperous but the entire country. This has been brought about largely because of the great war which has brought desolation, destruction and death to the great European nations of the world. This great holacaust cannot go on indefinitely. Sooner or later the warring nations will have poured out their life blood on the altars of the war Gods and be forced to cease their bloody contest.

The last year and especially the last three months there has been considerable agitation regarding the bringing together of the producer and consumer and thereby eliminating the middle man. On the surface this appears fine. But, if you give this matter a logical analysis and careful consideration you will find that theoretically it will work fine but practically it is not possible. The middle man can never be entirely eliminated. He is and aways will be an essential factor in the economy of the transportation of food from the producer to the consumer. You many change our present method of transferring food from the centers of production and you will find that the middle man will in the majority of cases be necessary to the successful completion of the transaction. The middleman has invested hundreds of millions of dollars in cold storage to preserve your products which would otherwise deteriorate. He tides over the market when there is a slump—as was done the past season. He spends thousands of dollars fighting your battles before commissions, legislatures and congresses. He buys up your product and pays cash for it—at the same time assumes all the liabilities of mer-

cantile failures. He paid losses of over $302,000,000 caused by mercantile failure on the products of the producer in one year. He seeks new markets for your products, advertises your products as no other agency anywhere can. And yet the unthinking public, led on by the howls of selfish leaders and editors who fill their paper with editorials like these: "Charge Dealers let Stuff Rot to keep up Prices," "Inflated Prices Caused by Middlemen," "Embargo on Wheat cry out away with the Middleman." All this is Tommy Rot and only for selfish results. The man who buys up and stores perishable products for the future needs not only befriends and protects the producer but consumer as well. The middleman, if true to his calling, is your best friend and will make you money. Stand by him. He has been partially eliminated along certain lines but too often not only to the loss of the producer but the consuming public as well. Go where you will throughout this country and you will find landmarks and wrecks of institutions and societies that once flourished seemingly, but today are only wrecks on the sands of time. The La Crosse Packing Plant and The Madison Cold Storage Plant are examples close at hand.

The past year offered us a golden opportunity for our Swiss cheese industry, but as stated before I must again repeat we have failed to take advantage of same. We should have put forth a special effort to make our Swiss cheese a permanent demand on the part of the consuming public. Yes, some will say, did we not have a strong demand? Were not orders in excess of supply last September? True, but it was not because of superior quality which we were placing on the market but only because the imported could no longer be procured. It is no longer the exception but fast becoming the general rule in the manufacture of Swiss cheese that instead of allowing this cheese to cure and take sale as nature had intended it should, we throw it in a tank of salt brine for a few days, then place it on shelf in a highly steam heat-





Exterior view of new barn on Frank Dye farm in Green county

ed room or cellar and force it open. Then pack it in a tub and rush same on the market. The result is a very unsatisfactory article, because instead of an open, well salted, cured Swiss cheese we have uncured, unsalted, rubbery, tasteless cheese with slanting Chinese eyes. This Swiss does not make a fine appearance. It does not taste well or give satisfaction. Customers become displeased with our Swiss. We lose their trade, decrease consumption, lessen the demand and just in that proportion injure the market for good cheese. The past season Swiss cheese was taken out of the factory scarcely three weeks old.

The great trouble with us here in Wisconsin is that we do not look ahead regarding our great Swiss industry but instead govern our acts by the present financial gain only. This may be alright temporarily but ultimately loss is sure to overtake us. I have traveled all over this country and the universal query is why don't you cure up your cheese? No individual can do this but united we can. All of us should take sufficient pride in our great industry and make the best Swiss cheese possible. We should not only concern ourselves about the immediate present but rather the future so that our sons and daughters and all future generations after us may prosper because we have acted wisely, builded well and done our best.

Another handicap to the success of the dairy industry in Wisconsin is the small factories. In these small factories it is very difficult to secure the services of a first class cheesemaker, too expensive to install up-to-date machinery and to build suitable curing rooms. The results are that it is practically impossible to turn out a first class article. Furthermore, too often it is utterly impossible to establish a large factory because the farmers refuse to haul any distance and generally for a good cause, namely bad roads. The solution to this problem is unquestionably better roads—roads that will be passable under all conditions and at all seasons of the year.

Anyone who has been observant and giving the road question in Wisconsin any thought must acknowledge that we are wasting great sums of money in a piecemeal and inadequate scheme of road development. Fully 75% of the money expended in the state is wasted. It is this great leak that must be checked in some way. No material improvement carried out in this great commonwealth will contribute more to the financial and dairy prosperity and social welfare of our people than permanent highways. To do this a new system and plan of construction must be adopted at once. Let us as members of this Association do our part to help bring this about

We as an Association must be on our guard regarding legislation both state and national. Had we been notified in time we would have averted all this trouble about this net weight law which we experienced the past three years.

At the present time Representative Fitzgerald of New York is seeking legislation to have an embargo on food stuffs. Let this become a law and it would mean a loss of thousands of dollars to the producer, the farmers if you please.

In our state there is legislation offered to regulate cold storage plants so that eggs, butter, cheese and other food products can be kept there for a restricted time only. Such a law can mean only a loss to the producer.

Many other bills, such as the Rappel Bill relating to whey cream and whey butter, the Skogmo net weight bill and others. Every cheesemaker, dairyman, and every cheese dealer should awake to the situation and use every honorable and available means to defeat such legislation. I would recommend that resolutions be passed by this organization and forwarded to our representative, both state and national, requesting that they use all their power to defeat such legislation that may be offered.

The outlook for the year is quite favorable, especially so if the war continues. The war has been the controlling influence in building up these abnormal prices that prevail today. At the present time there is no prospect for

an immediate setback. Labor is in great demand to fill unlimited orders for war supplies. Wages are higher than ever before, giving greater buying power and thus creating a greater demand for our products both at home and abroad. But let us not forget that prosperous as it may appear today, the day of reckoning must eventually come and when it does come, the recognition of these abnormal values, these fictitious prices and the fundamental unsoundness of the present war basis will be much in evidence. This time is not in sight as yet. But the bloody conflict across the sea cannot go on forever. Ultimately it must cease and when it ends, which it might unexpectedly as it began, Europe will cease to buy our products, demand will decrease, the supply increase and prices will again be forced to their normal level. We may prophesy and herald when this time will be, but to no avail. The change will come so let us be cautious so we will be prepared to meet the same.

In conclusion permit me to say just a word about this Association. This Association is safe-guarding your interests and fighting your battles every day of the year. What it has done the past year for the success of the dairy interests of the state, the advancement of the cheese industry, the development of the agricultural possibilities and the safeguarding of your personal rights will endure longer than the men whose frail efforts helped develop and preserve these interests. This Association is the only organization in southern Wisconsin that is known throughout the state and nation. Its help and information is sought from the four ends of the United States. To hold this position of influence and helpfulness, we need your support financially, advisory and actively. Will you give it? If so show your gratitude for what this association has done for you in the past and your faith in what it will do for you in the future by stepping up to the desk and depositing a dollar and thereby becoming a member of a real live and beneficial organization.

Getting Started Right With Alfalfa

By L. F. Graber, Madison, Wis.

Secretary Wisconsin Alfalfa Order

"Good morning, Sam. How are you? Just the man I wanted to see. How's your alfalfa doing out there?"

It was the local cashier of a bank in one of southern Wisconsin's prosperous country towns who spoke. Sam was a farmer. Not a big farmer but a good "awake-to-new ideas" farmer. He owned 160 acres—most of it paid for.

"Oh, my alfalfa is doing fine" replied Sam. "I've got 30 acres now and it keeps me humping to keep up with it. It does beat all how that stuff grows when it gets plenty of rain. If we have a good summer I'll get four or five tons to the acre. I don't see why more of our farmers don't get into the alfalfa business."

"I have often thought about that myself," continued the banker. "I've been watching this alfalfa proposition. You are the largest grower in this section and the most successful. Many others have tried it and most of them failed—costly failures too. When I tell those fellows about your success they say it's all luck. How about it? Why do you have such good alfalfa luck?"

Sam had a broad smile on his face.

"I tried that luck way of growing alfalfa and it's the most expensiv thing I ever did. Five years ago I seeded my first alfalfa. Wanted to grow a crop that would produce more feed and better feed than timothy. Well, like a fool, I put in 10 acres right at the start. I seeded it with oats—just the way I did timothy. Didn't inoculate. Didn't lime. That was all humbug to me then. The next year I had the poorest ten acres of alfalfa you ever saw. It was patchy—yellow and sickly. It looked

just the way I felt and I was plumb disguested. I plowed it up in May and planted to corn. That failure cost me one hundred dollars and everybody knew about it. I agreed with my neighbors that alfalfa wasn't any crop for Wisconsin and I was through with it for good."

"But the next winter your bank put on that Pure Bred Seed Show. Professor Moore came down from the College and did the judging and in the afternoon he talked on growing better grain. In the evening he spoke on alfalfa. He talks right from the shoulder. He told us that if we didn't believe in putting lime on sour soils and if we didn't believe in inoculation we better not try to grow alfalfa at all. He said we would have better luck with timothy.

He showed us how easy it was to test the soil with litmus paper to see if it needed lime or he suggested we send an average sample of the soil to the Experiment Station, Madison, and they would test it for us free of charge. That talk set me a-thinking. I began to realize that I had lots to learn about alfalfa and somehow or other Professor Moore got me so interested that I really wanted to inoculate and lime and grow alfalfa right. So I joined the State Alfalfa Growers Association, the "Alfalfa Order" and they sent me some litmus paper with instructions to test my soil and other valuable information. I tried it on the ten acre field. The paper turned pink when put in contact with the soil. That meant lime. I couldn't hardly believe that this field which would grow a seventy-five bushel crop of corn would be too acid for alfalfa."

"To make sure I sent a cigar box full taken from the surface of several parts of the field, down to the Experiment Station. They tested it with the new Truogg Test and wrote back that I would have to use at least two tons of fine dry lime. I got my neighbor interested and we bought a carload of the best grade of ground limestone. Marl, air-slaked lime or waste lime would have been satisfactory also but it just happened that we had a shorter haul and less freight with the ground lime-

stone. I fall plowed my ten acres of corn stubble and put on the lime on top of the plowed ground late that fall. I then disked it in. The next spring I spread one load of sweet clover dirt over each acre for inoculation and seeded my alfalfa at the rate of twenty pounds per acre with one bushel of barley as a nurse crop."

"Well sir, I got a dandy stand. I have gotten on an average four tons to the acre from that field for the last three years. But last winter this patch winterkilled. I cut it too late in the fall. I knew better but I thought I would take a chance and so I cut it in October. That fixed it. I am glad I only cut this one patch so late or my entire 30 acres might have gone the same way."

"Say why aren't more of our farmers getting into the alfalfa game. They say it won't grow on their land. Of course, it won't grow if the soil is sour and needs lime but doesn't get it. So many are throwing away money trying to grow it without inoculating when it's the easiest thing in the world to do and a field once inoculated is always inoculated. Alfalfa is one of the best paying crops I grow. It stands the drought, makes the soil rich, crowds out weeds—even Canada Thistles haven't a ghost-of-a-show where alfalfa grows. Of course, I know that it keeps me busy to handle 30 acres. It means more work but look what I get for it. I hire extra help. If timothy gave me three crops a year of as rich a hay as alfalfa I'd be mighty glad to hire extra help to harvest the extra feed I'd get. Oh, this alfalfa business is bound to come. Just like the silo. Years ago there were a lot of stories going about that silage would eat out a cows insides—make her ribs cave in and her teeth fall out. Well—the silos came in spite of all that and alfalfa will come in spite of all that is said about it not being adapted to this country. Just as soon as farmers understand alfalfa better they will grow more of it and just as soon as they begin to appreciate the importance of inoculation, good drainage, testing soils for sourness and using lime where necessary

there'll be less and less failure."

The banker was very much interested. "Now Sam, I want to ask you a few questions. I know a lot of farmers that don't grow alfalfa because it winterkills and they say the blue grass crowds it out. How about it?" "That's true enough" replied Sam, "Alfalfa winterkills and blue grass comes, but don't you know that it's nearly always those fellows who pasture alfalfa after the third cutting or cut their alfalfa after the first week in September who complain the most? Some of us expect too much from our alfalfa. We get three crops off it and then we are not satisfied. We fall pasture it. Then the whole field winterkills and we get disgusted and blame the alfalfa. Maybe the field will just partly winterkill. Then for every dead alfalfa plant the blue grass takes its place and the more the alfalfa is thinned out by winterkilling the more rapidly blue grass keeps coming in. And so we naturally come to think that blue grass has crowded out the alfalfa, when it really just takes the place of dead alfalfa plants. I don't mind a little blue grass in my alfalfa but when the alfalfa has winterkilled so badly that half the field is blue grass the yields of hay get so poor that its time to plow up or turn it into pasture. I intended to plow up my fields after they are four or five years old but last year I started putting my alfalfa in a regular five year rotation with two years of corn, one of barley and two of alfalfa. Since I began liming and inoculating it's just as easy for me to grow alfalfa as it is timothy and clover and you can readily see why alfalfa pays better."

But the banker was still curious. "Isn't it true" he asked, "that even with the best of care alfalfa will winterkill in some years?"

"Yes that's true" replied Sam, "but in those years clover goes too. The members of the State Alfalfa Order reported on this and it's their experience that alfalfa will stand the winters just as well as clover when both are growing under favorable conditions. But three years ago I got 10 pounds of Grimm alfalfa seed. That

kind don't winterkill. It lives right through open winters that 'raise Cain' with alfalfa from common western grown seed. I was surprised at the difference in stand the third year. The Grimm was head and shoulders above the common. But it cost me 50 cents a pound and that's too much to pay for alfalfa seed. Of course only 15 to 18 pounds of the Grimm are necessary where 20 pounds of the common would be needed. You see the crowns of Grimm alfalfa plants spread out more and send up more stems than is true with the common kinds. The Secretary of our Alfalfa Order tells us that in a few years he expects genuine Grimm can be purchased for from 25 to 30 cents a pound. I'd be perfectly willing to pay ten cents a pound above the regular market price for genuine Grimm, especially if I wanted to have a field last for several years. They say the Baltic and Cossack strains are like the Grimm and just as good in hardiness and yields. Of course those of us who are growing alfalfa in short rotations—that is leave it stand just one or two years and then plow it up for corn won't need these high priced hardy seeds as much as those who want permanent fields of alfalfa. You see new seedings of alfalfa are not very apt to winterkill if the soil has plenty of lime, inoculation and drainage and the seed planted before the last of July. It's the old seedings that catch it. So those of us who only plan to leave our alfalfa fields stand for one or two years and then plow them up can get along pretty well with common alfalfa seed grown in Kansas, Nebraska, Dakotas or other western states. Most farmers want Montana grown seed but it has been found that Kansas and Nebraska alfalfa seed are just as good as the more northern grown alfalfa seeds which generally costs from $2 to $4 per bushel more. Well I must be going. Start cutting our first crop tomorrow. Going to have a big crop. So much danger of rain at this time, I think I'll cure it under cap. I generally use the side delivery and hayloader for my second and third crops because it saves labor, goes faster and there is not so much danger of

rain. Alfalfa hay cures fine in the windrow with good weather. Well, I must be off. We farmers got to make hay while the sun shines. Goodbye."

"Goodbye, Sam, I am glad to have had this talk with you. We must get together on this proposition and put alfalfa on the map of Green county. If our farmers get into the alfalfa business it will mean more milk, more cheese, more butter, more cows and more dollars for the farmer and everybody else. Alfalfa has worked wonders out West. It will do big things here. We have got to get behind the proposition and push. 'Good day again Sam.' I am busy too."

Soil Fertility Problems Confronting Wisconsin Dairy Farmers

By Professor W. W. Weir,
College of Agriculture,
Madison, Wis.

The fact that Green County has advanced so rapidly in the development of her dairy industry does not necessarily mean that the farmers of Green County do not have any soil and farming problems. Taking Wisconsin in general, practically every farmer, even the dairy farmer, has his peculiar soil problems to deal with. These problems vary in different localities and in different communities. There are three problems, however, which nearly all Wisconsin dairy farmers are now facing, and these three concern especially the farmers of Green County. These problems may be stated as follows:

1. Soil acidity indicating the need of lime.

2. Unbalanced soil conditions with reference to the need of phosphates.

3. The need of systematic crop rotation.

Soil acidity is without question the biggest soil problem confronting the grower, or prospective grower of alfalfa. More fields have failed to grow alfalfa because of acid soil than any other factor. Many fields of Green County are acid; some are extremely acid and can be benefited by agricultural "lime." They are "lime-hungry." Just as the "gos-pil" (in the words of the darky preacher) is the only pill for the heartache, so lime is the only cure for acid soils.

The use of lime on acid soil is the first or fundamental step in the improvement of such a soil—much more so if that soil is a long-cropped and run-down, acid soil.

Green County, like all other southern Wisconsin counties, has her poor and run-down fields—in some communities scattered; in others not a few.

Lime produces the greatest effect upon the growth of alfalfa and clover. There are those farmers who are struggling to succeed with alfalfa. Failure after failure results, until they are forced to turn their attention to soil conditions. There are other farmers who start out right by asking themselves this question, "Are the conditions such that my soil will grow alfalfa?"

Liming may seem a puttering and thankless job, but it is profitable. It may seem useless, but on the average acid soils as are found in Green County it is absolutely necessary.

Pulverized limestone is the most common form of agricultural lime on the market today. It is the most abundant. Wisconsin is abundantly supplied with high grade limestone, enough to supply the needs of her farmers for thousands of years to come. Two tons of finely pulverized limestone per acre is the usual initial application. This should be thoroughly worked into the soil when applied. The one point to remember, and which will sharpen the farmer's judgment as to when, how and kind of lime to use, is this,—**the more particles of lime that come in intimate contact with soil particles, the better the lime will do its work,** and consequently the better the results. Thus, for first application, it is very necessary that the lime should be finely ground, thoroughly mixed, and put into the soil at a time so that it will have at least a few months to do its work in reducing or destroying the acidity before the alfalfa or clover is seeded.

When we consider land values in Green County and the average production of corn, one acre of the average farm land is worth the equivalent, as an income producer, to $500 at 6% interest when raising corn. When the same land, if acid, is limed and grows from 4 to 4½ tons of alfalfa per acre per year valued at $15 per ton, this

same land is worth as an income producer the equivalent of about $1200 per acre at 6% interest. These figures are based on net proceeds. From the standpoint of growing alfalfa on acid soils, the benefits to be derived from liming are exceedingly profitable.

Because of the large number of acid fields in Green County, and the presence of large quantities of high grade limestone easily available, Green County farmers should seriously consider the utilization of her own limestone in the improvement of her soils. In this way a large amount of wealth may be kept at home through this and future generations.

Lime is not only necessary for the successful growth of alfalfa and clover on acid soils, but it is also important as a great soil fertility regulator. Every cheesemaker knows that a cheese factory, well managed, means high efficiency which results in the production of a large output of high grade product. Lime added to "lime-hungry" soils will raise the efficiency of that soil in producing larger yields; not only larger yields, but of better quality. Much better results can be secured from the use of commercial fertilizers, and even from the use of farm manures, on acid soils when those soils have first been limed. The strongest arguments that can be advanced in favor of this proposition are the 17-year results of an experiment performed at the Ohio Experiment Station. These results are as follows:

Average Value of Crop Increases for One 5-Year Rotation

Soil Treatment (Treatment made once in a 5-year rotation)	Value of crop increase due to lime alone	Value of crop increase from fertilizers		Total value in crop increase from lime and fertilizers	
Acid phosphate costing $2.60	$14.00	Unlimed $17.80	Limed $21.52	Unlimed $31.80	Limed $35.52
Barnyard Manure	$15.91	$30.96 (manure)	$32.12	No commercial fertilizer used	

N. B.—The cost of the lime was $5.00 per acre for each five-year period, or $1.00 per acre per year.

The above table shows that lime alone produced crop increases equal in value to $14.00, and in combination with acid phosphate produced crop yields valued at $35.52; and lime alone caused the manure to produce crop increases to the value of $15.91. This is due to lime alone.

Many dairy farmers are now coming to realize that they do not get the returns from the manure they use on their acid soils, even though they apply it liberally.

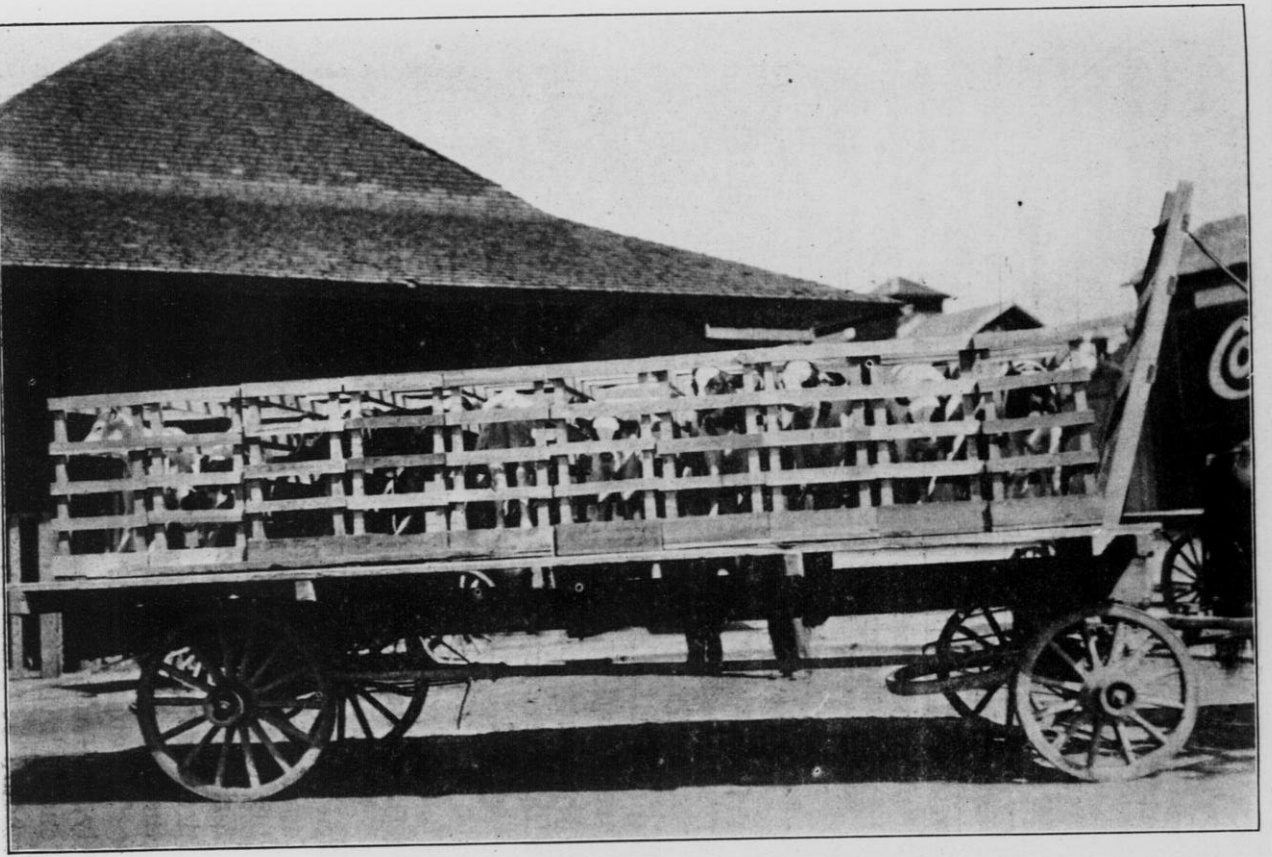
Many soils are unbalanced. The cropping efficiency of many of our acid soils is greatly reduced, not only because of the presence of acidity, but also because of the low supply of available phosphorus. Phosphorus, it should be remembered, is one of the three most important elements concerning crop production, and in dairy farming it is the key to permanent and most profitable farming. Many of these long-cropped, acid soils have had their phosphorus supply reduced one-third to one-half, so that the low supply of phosphorus now in these soils is so "tied up" that crops are unable to secure the amount they need for large yields. On many of our dairy farms where heavy applications of manure are made frequently, the crop yields are much reduced because phosphorus still remains the limiting factor. It is commonly believed that when all crops raised on the farm are fed and the manure returned to the land, that the soil supply of nitrogen, phosphorus and potassium will increase in proportion to the amount of manure used. This is impossible. The nitrogen supply may be maintained and increased through the raising and feeding of alfalfa and clover, the potassium supply may be maintained easily (since there is in the soil an inexhaustible supply), but the phosphorus suffers losses in the feeding transaction. Roughly speaking, at least 20% of the phosphorus contained in the crops fed are lost to the soil on the farm. When the manure is carelessly taken care of, this loss of phosphorus may exceed 35%. Thus when we have a soil low in phosphorus, it is impossible to maintain or increase the phosphorus supply through the application of the manure produced on the farm. If large quantities of bran are fed, these phosphorus losses may be offset, because for every ton of bran fed there is added to the manure produced at least 20 pounds of phosphorus.

Comparatively small amounts of bran are fed on the average dairy farm now since alfalfa has occupied such an important place in the dairy ration.

Manure, an unbalanced fertilizer. Farm manure is not a balanced fertilizer. A ton of average manure contains 10 pounds of nitrogen, 2 pounds of phosphorus, and about 8 pounds of potassium. The phosphorus content is therefore low. When such an unbalanced fertilizer is added to an unbalanced soil, the conditions which are created produce results which are far from desirable. The best way whereby farm manure may be balanced is through the use of phosphate fertilizers. When soils are deficient in phosphorus, and when quick results are to be secured, acid phosphate mixed at the rate of about 50 pounds per ton (this can be applied on top of the manure spreader loads) is to be recommended; and after a few years, until favorable results are secured, the phosphorus supply may be maintained and increased through the use of rock phosphate mixed with the manure.

Rock phosphate should always be mixed with manure when applied. The most convenient way in which this mixing may be accomplished, is to sprinkle this feltilizer in the gutters during the winter, at the rate of about 1½ quarts per cow per day. This will give an application of approximately 1,000 pounds of rock phosphate per acre when about 10 tons of manure are applied per acre.

Observations and actual field experiments in southwestern Wisconsin check up these recommendations. In one instance, the use of acid phosphate at the rate of 250 pounds per acre, applied broadcast, for oats resulted in a 43 per cent increase in yield. The most conclusive evidence in favor of the reinforcing or balancing of farm manure may be found in the following table of results taken from the Ohio Experiment Station records. These results are from experiments extending over 14 years in a rotation of corn, wheat and hay.



Shipment of Calves from Hyland Stock Farm, Monroe, Wis.

RESULTS IN BALANCING MANURE WITH PHOSPHATE FERTILIZERS.

Soil Treatment	Net value of crop increase per one ton of manure
Manure alone (Average rate of application)	$3.31
Manure plus rock phosphate (40 lbs. rock phosphate per ton)	4.49
Manure plus acid phosphate 40 lbs. per ton)	4.82

It is evident from these data that the principal benefit of mixing phosphate fertilizers with manure lies in the balancing influence, and that acid phosphate and rock phosphate are the most desirable to use.

Crop Rotation. Practically every farmer in Wisconsin practices crop rotation in one way or another. There are very few farmers, however, who practice a **systematic crop** rotation. I cannot recall a single field upon which no crop rotation is practiced. The crops are changed sooner or later, even though there may be four or five corn crops in succession, followed by three or four grain crops, and one or no crop of hay. It is the **systematic** crop rotations that bring results.

There are a great many advantages that may be gained through systematic crop rotation—not only from the standpoint of economy in the use of labor and in helping to solve many farm problems, but it increases soil fertility,—soil fertility meaning the **capacity of a soil to produce large yields.** This is the only rational definition that can be given to soil fertility.

The object of crop rotation should be two-fold—namely, to increase soil fertility or crop production, and secondly, to meet and solve crop and soil problems. It should be remembered that crop rotation in itself, though it may increase the capacity of a soil to produce large yields, it cannot maintain or increase the amount

of plant food elements in the soil unless rotation is practiced intelligently with manuring and fertilizing with proper commercal fertilizer.

It is within the reach of every farmer to practice either a simple system of crop rotation or to practice two or three rotations at once. It is very seldom that a simple rotation system can be carried out on the farm. Usually it is necessary to practice from two to four distinct systems in order to be able to accomplish the desires and objects sought in the way of soil improvement. The main point to bear in mind in establishing rotation systems should be to arrange the fields and crops and to dovetail the rotations in such a way that the farmer will produce each year the required amount of crops necessary to feed his stock. It is first necessary to determine what crops he wishes to raise, and then to determine the number of acres necessary to produce these crops. Through the use of a farm sketch or map, and the numbering of the fields in some systematic way, these rotations can be easily worked out.

The College of Agriculture gives aid. Through the State Soils Laboratory service the College of Agriculture is now in a position to render aid to all farmers of Wisconsin who desire to know more about their soils—not only the soil problems and use of fertilizers, but also to give suggestions and helps in the working out of crop rotation systems.

It Pays to Carefully Test, Select and Advertise Pure Bred Live Stock

By Prof. D. H. Otis, Ass't Dean,
College of Agriculture,
Madison, Wis.

Business results on two Dairy Farms.

One advertises; the other does not.

The writer has recently made a study of two Wisconsin dairy farms which operate with pure bred dairy cattle of the same breed. One of these farms is making a managerial income of $851.66 while the other makes a managerial income of $4,232.28. Both farms are about the same distance from the railroad station and both have about the same market facilities. Farm A. consists of 400 acres of clay loam soil situated so that a considerable portion of it has to be tiled. Farm B. consists of 160 acres of rolling table land with clay subsoil and is well drained.

The factors influencing these results are considered under three heads, farm investments, farm receipts and farm expenses.

Influence of Farm Investments.

Land—Of the 400 acres belonging to Farm A. 120 acres are marsh. The real estate, excluding buildings, is valued at $28,780.00 or $72.00 per acre. On Farm B. the 160 acres is valued at $16,000.00 or $100 per acre. Farm A. has $12,780.00 more invested in land than does Farm B. This accounts for the difference in the results of the two farms to the extent of the interest on this investment which at 5% amounts to $639.00.

Buildings. The investment in buildings amounts to

$12,820.00 on Farm A. as contrasted with $6,800.00 on Farm B. The difference is partly due to Farm A. having seven buildings (tenant house, stallion barn, young stock barn, granary, engine house, smoke house and power house), aggregating in value $3,395.00 for which Farm B. has no corresponding investment. Furthermore there is a difference in the investment in residence of $500.00, horse and cattle barn $1,000.00, implement shed $450.00, water system $900.00, poultry house and corn crib $50.00 There are three buildings (bull pen, silos and ice house) on Farm B. where the investment exceeds the corresponding investments on Farm A. This in the aggregate amounts to $875.00. This leaves a total net difference of $6,020.00. The buildings are responsible for the difference in the net results to the extent of the interest on this extra investment. This amounts to $301.00.

Livestock—On Farm A. the investment in livestock amounts to $12,419.50. Of this $7,285.00 or 58.6% is invested in stallions, brood mares, work horses and colts. The 32 head of horses and colts show an average investment of $227.65 per head. There is $4,990.00 or 40.2% invested in cattle, consisting of 5 bulls, 35 cows, 8 heifers and 13 calves. Of the 61 head, 55 are purebred, that average $84.54 per head and 6 grades that average $56.66 per head. There are five hogs representing an investment of $70.00 and chickens representing an investment of $74.50. Together the hogs and poultry represent 1.2% of the livestock investment.

On Farm B· the investment in livestock amounts to $23,012.50. The horses represent $1,425 or 6.2% of the investment in livestock. This makes 8 work horses and 1 colt average $158.33 per head. There is $21,550 or 93.7% invested in purebred cattle, consisting of 2 bulls, 30 cows, 12 heifers, and 23 calves, a total of 67. These average $321.64 per head. There is $37.50 or .1 of 1% invested in chickens.

There is a difference in the total investment in live-

stock of $10,593.00 which makes Farm B. pay $529.65 more interest on the livestock investment than does Farm A. In considering the livestock investments it should be noted that Farm A. makes a feature of raising horses while Farm B. keeps horses for work only.

Miscellaneous. - These represent investments in dairy supplies and utensils, poultry equipment, machinery, wagons, tools, harness, office equipment and cash reserver or average bank balance. On Farm A. these aggregate $2,270.00 and on Farm B. $3,377.60. This difference amounts to $1,107.60 for which Farm B. pays $55.38 additional interest.

Influence of Farm Receipts.

Crops. Farm A. sold $1,714.40 worth of crops consisting of 448 bushels of barley, 6 bushels of potatoes, 45 tons of marsh hay, and 35 tons of timothy hay. This represents 19.6% of the total income for this farm.

The crop yields for the same season are larger per acre on Farm A. than on Farm B. Oats that yielded 50 bushels on Farm A. yielded only 27 bushels on Farm B. Barley that yielded 35 bushels per acre on Farm A. yielded 25 bushels on Farm B. and silage corn which yielded 11 tons of green forage per acre on Farm A. yielded 9 tons on Farm B.

Farm B. sold $430.50 worth of crops consisting of 435 bushels of rye and 70 bushels of potatoes. This constitutes 3.1% of the total income. The difference in the crop receipts amounts to $1,283.90 in favor of Farm A.

Livestock Farm A. sold $1,582.50 worth of livestock for which the horses contributed $400, the cattle $917.50, the hogs $220.00 and the poultry $45.00. The increased inventory of livestock amounts to $1,894.00. To this the horses contributed $1,890.00 and the hogs $26.00 while the cattle decreased $20 and the poultry $2.00. The sales and increased inventory of livestock total $3,476.50 which constitutes 39.7% of the total income of the farm.

Farm B. sold $4,522.50 worth of livestock for which the horses contributed $250.00 and the cattle $4,272.50. The increased inventory of livestock amounts to $2,867.75

To this the cattle contributed $3,125.00 while the horses decreased $225.00 and the poultry $32.25. The sales and increased inventory of livestock amount to $7,390.25 which constitutes 53.5% of the total income of the farm. The difference in livestock income for the two farms amounts to $3,913.75 in favor of Farm B.

Livestock products. Farm A. sold livestock products amounting to $3,030.00 of which $3,000.00 was for market cream, $15.00 for hides and $15.00 for eggs. These constitute 34.6% of the total income of the farm.

Farm B. sold livestock products amounting to $3,337.99 of which $3,232.74 was for market milk, $85.75 for market cream, $4.50 for hides and $15.00 for eggs. These constitute 24.2% of the total income of the farm.

The difference in the income from livestock products for the two farms amounts to $307.99 in favor of Farm B.

Miscellaneous. During the year Farm A. improved its barnyard to the extent of $40.00 and purchased dairy equipment to the extent of $10.00. This $50.00 increased inventory should be credited as a receipt to the farm. In addition this farm received $28.00 for labor performed off the farm, $12.00 for pasturing stock, $360.00 for stallion fees, $5.00 as agent and $75.00 from the sale of old iron. This makes a total miscellaneous account amounting to $530.00 which constitutes 6.1% of the total income of the farm.

During the same year Farm B. constructed 20 rods of new fence valued at $8.00, purchased $1,732.00 worth of new equipment including a manure spreader and an automobile and $8.00 worth of nursery stock, making an increased inventory of $1,748.00. In addition to this the farm received $50.00 for bull service and $855.00 for premiums taken with the cattle at fairs. This makes a total miscellaneous account of $2,653.00 which constitutes 19.2% of the total receipts of the farm.

The difference in the miscellaneous income of the two farms amounts to $2,123.00 in favor of Farm B.

Influence of Farm Expenses.

Running expenses. The running expenses for operating Farm A. were as follows: Seeds $77.00; feed $977.37; supplies $74.00; taxes and insurance $270.00; labor $2,270.40; repairs $165.00; printing and advertising $11.00; decreased inventory in crops $100.00 and miscellaneous items amounting to $290.00, making a total of $4,234.77 which constitutes 53.6% of the total expenses of the farm.

The running expenses on Farm B. were as follows: Seeds $84.00; feed $1,003.50; supplies 179.00; taxes and insurance $289.36; labor $1,639.60; repairs $126.50; printing and advertising $245.00; and miscellaneous items amounting to $630.00 making a total of $4,196.96 which constitutes 43.8% of the total expenses of the farm.

The difference in the running expenses of the two farms amounts to only $37.81 to be charged against Farm A.

Interest The distribution of the interest account has been considered under farm investments. Interest is a legitimate expense to the farm and should be charged in proportion to the capital invested. The prevailing rate in the neighborhood of these farms is 5%. Farm A. has a total investment of $56,289.50 which makes the interest charge amount to $2,814.47 which constitutes 35.6% of the total expenses of the farm.

Farm B. has a total investment of $49,190.10 which makes the interest charge $2,459.50 which constitutes 25.7% of the total expense of the farm.

The difference in the interest charges of the two farms amounts to $354.97 chargeable to Farm A.

Miscellaneous Farm A. purchased livestock to the amount of $800.00 and made permanent improvements and purchased equipment to the extent of $50.00. These items are listed under both receipts and expenses which causes them to offset each other in the net results of the farm. This $850.00 constitutes 10.8% of the total ex-

penses of the farm.

Farm B. purchased livestock amounting to $1,175.00 and made improvements and purchased equipment to the extent of $1,748.00. This makes a total for this year of $2,923.00 which constitutes 30.5% of the total expenses of the farm.

The difference in the miscellaneous expenses of the two farms amounts to $2,073.00 chargeable to Farm B.

Summary of the influences causing a difference of $3,380.00 in the managerial income of Farm A. and Farm B:

Farm investments:	Influences favorable to Farm A	Influences favorable to Farm B.
Extra interest due.		
Land of Farm A		$ 639.00
Buildings of Farm A		301.00
Livestock of Farm B	$ 529.65	
Miscellaneous of Farm B	55.38	
Total for investments	$ 585.03	$ 940.00
Farm receipts:		
Extra crops sold	$1,283.90	
Extra livestock sold		$3,913.75
Extra livestock products sold		307.99
Extra miscellaneous sold		2,123.00
Total for receipts	$1,283.90	$6,344.74
Farm expenses:		
Extra running expenses		37.81
Extra Miscellaneous expenses	2,073.00	
Total for expenses	$2,073.00	$ 37.81
Grand Total	$3,941.93	$7,322.55
Differences in favor of Farm A	$3,380.62	

To this final difference farm investments contribute $354.97; farm receipts $5,060.84; while farm expenses substract $2,035.19.

The summary shows a large miscellaneous receipt in favor of Farm B and a correspondingly large miscellaneous expenses against Farm B. This is because of a large investment in an automobile and manure spreader which is recorded in the receipt account as increased inventory. The difference due to interest on investments is not great; neither is the difference due to livestock products. This leaves one principal source, viz., the livestock, that is the largest and by far the most important factor in accounting for the differences in the results of these two farms. The horses on Farm A, while paying their way and doing the work of the farm, are not as profitable an investment as the cattle.Undoubtedly they need weeding out and grading up. The cows are producing well as indicated by the small difference in the livestock products but when it comes to the sales of purebred cattle, the returns are far from satisfactory. It is here where special attention neds to be given to cow testing, careful selection, showing at fairs and other legitimate means of advertising that will bring the merits of the cattle before the public.

Wisconsin as a Cheese State.

By C. E. Lee,

Asst. Commissioner & Dairy Specialist.

The cheese men of southern Wisconsin are here today in order that they may learn of the progress made during the past year, and to acquaint themselves with new and better methods in the handling of their respective types of cheese. One of these vital problems, namely quality, should receive first consideration and it behooves everyone to ask the question, "Are we as a cheese state placing upon the markets of the world an article worthy of the name of the state that it represents?" You are all fortunate in being located in that section of the state where the dairy men are willing to give the dairy cow first consideration. Milk, especially during the summer months, is produced in abundance, and every where one can see the large herds of contented cows.

In passing through Green and the adjoining counties, cheese factories may be seen to the right and to the left of all of our mainly traveled roads. All of these places dotting your hillsides represent the homes of cheesemakers and the center of a dairy community. Twice a day, at least six months in every twelve, the product of the dairies is placed in your charge to be manufactured into one of the most important of all manufactured food products. It matters not whether your product be the Swiss, Brick, or Limburger, or perchance American, it has a place in our available food supply.

The Factory Operator.

The operators of the cheese factories have several duties to perform. Very often they are not the owners of the buildings; hence in the past the makers have been placed at a disadvantage and could not obtain satisfactory results. The licensing law, effective in 1916, was

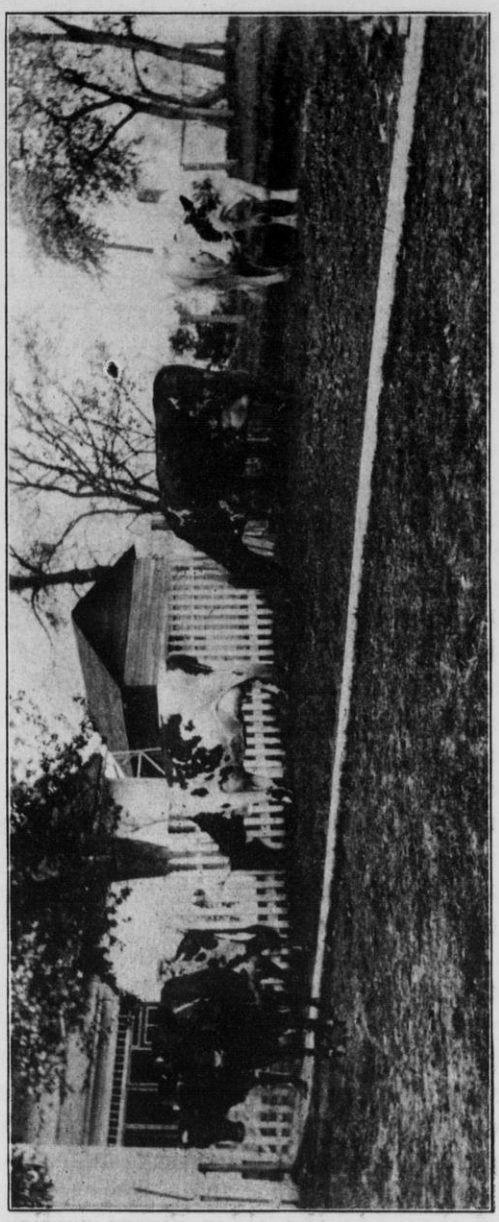
a step in advance, and will continue as such providing the operators always give to the Dairy and Food Commission the same cooperation as was shown during the first year that this law was effective. No one has been greatly handicapped or embarrassed in operating a cheese factory under the license rules and regulations. It has given the industry new life and in a number of cases a much better place for the cheese maker to do his work. Cheese factory operators must not overlook the welfare of the maker if they expect good men to continue in the work and well-trained recruits to fill vacancies when they occur. It is the satisfied cheese maker and no other that is always working for the greatest good for the future of the industry.

All operators should cooperate to bring about uniformity. Harmony must exist in order that the greatest good may be accomplished. In certain sections of your territory factories are too numerous. This results in a small amount of milk being received, and makes it a hardship to place the building in a suitable condition. This is an economic question, and will be given greater consideration in the future. No one may be ready to say how the division of factory territory shall be made, but it is a retarding step when it is possible for a farmer to patronize two or possibly three cheese factories in a season. In Green County, according to reports from 170 factories for 1915, the average number of patrons per factory is 8.1, with only 30 per cent of the factories having over 9 patrons and 17 percent with 1 to 4 farmers delivering milk.

Factory equipment has a great deal to do with the success or failure on the part of the maker, and should be looked after by the operator before attention is called to it by the inspector.

The Cheese Maker.

The maker if given the opportunity is in a position to shape the future policy of the cheese industry of his community. To do this he must have special training and



Scene on the Edelweiss Farm, near Monroe, Wis.

experience. A large number of makers in Green county have had years of experience, and they have had a marked influence in shaping the growth of the industry. The clean, law-abiding, cheese maker usually has charge of a clean factory, and does everything within his power to place upon the market a cheese that gives satisfaction. The progressive cheese maker meets his farmer at the weigh-can dressed cleanly, and he is ready to give instruction to the patrons in the care of milk and the proper washing of the cans. He is the one man whom the farmers look to for advice on many of the problems that come up in the daily work.

A Few Facts.

The cheese industry of Wisconsin is not marking time. It is ever on the gain. Ninety million pounds is the increase for the period 1909 to 1915. For the latter period 235,000,000 pounds of cheese were made, valued at nearly $33,000,000.00, with an increase of 435 factories in operation. In certain sections of the state the increase has been much greater than in Green county, because the extra gain in milk production has not been picked up by the condenseries.

Dodge, the banner cheese county, for 1915 increased 8,413,770 pounds of its output of cheese for the period 1909 to 1915. The north central cheese district comprising the counties of Marathon, Clark, Wood, Chippewa, and Lincoln, increased its output of cheese from approximately 7,000,000 pounds in 1909 to 28,000,000 in 1915. Green County manufactured 12,633,491 pounds of cheese in 1909 and 13,425,521 pounds in 1915. These facts and figures are given to show that we are interested in a growing industry. The number of cheese factories in Green County has decreased considerably; yet it has been possible to show a healthy increase. It is not to be expected that the increase in the production of cheese in the older cheese sections of the state should be the same as in the counties of the state

where dairying is going through the stage of rapid development.

Whey Cream Production.

The production of whey cream in Wisconsin has increased very rapidly until today this product in larger and smaller amounts is produced in nearly every county where cheese is manufactured. In 1915 according to reports furnished the Dairy and Food Commissioner, 455,298 pounds of whey butter, valued at $113,273.07, was manufactured in 22 counties of the state. A large number of factories produced whey cream, but did not churn it. It was manufactured into butter at regular churning plants or shipped to butter factories located in Illinois, Iowa, and Minnesota. The value of this whey cream was $636,728.16. This together with the value of whey butter made the total income to the cheese industry from the skimming of whey approximately $750,000.00.

In Green County there were 93 cheese factories in 1915 that reported the value of whey cream as being $83,486.98. The 93 factories that produced whey cream in Green County were patronized by 841 farmers, thus making the income per patron $99.27 above that received for the cheese. From this $99.27 the cost of producing and placing the cream upon the market must be deducted. This is a side line of a great industry and must receive greater consideration in the future than has been given to it by a large number of cheese makers in the past. In July, 1915, the Dairy and Food Comimssioner issued a leaflet for producers of whey cream. The final word in that manuscript was "Good butter can be made from whey cream produced under sanitary conditions." This leaflet outlines the care of the cream and how it should be produced. The inspectors of the department for years have called the cheese makers' attention to the care of this valuable product. In spite of all of this work the manufacturers of whey butter have often made an article not of the best. This is no fault of whey

cream; the cheese maker did not do his part in caring for the product.

Whey Butter.

The law enacted by the present legislature to label whey butter is another constructive piece of legislation, and it is for the benefit of the cheese makers who do their work properly. It will work hardship on no one but the person, firm, or corporation who desires to place upon the market an article under an assumed name. It is within the power of every cheese maker of southern Wisconsin to furnish whey cream of high quality. The cheese maker demands and receives good milk from the farms; the whey is good in quality; hence there is no excuse for not delivering to the churning plants an article that will make butter of excellent quality. The consumers must be considered in this day of high prices. Give them quality cheese and quality whey butter, and the cheese industry will continue to grow.

A Few Pointers.

1. Skim whey cream so it will contain at least 40 per cent of butter fat.

2. Provide a suitable place for the proper cooling of the cream immediately after skimming is completed.

3. Store the cream in a tank of cold water until it is delivered. Stir thoroughly at least three times per day.

4. The tank of cold water used in holding the can of whey cream should be located in the factory make room or in a separate building.

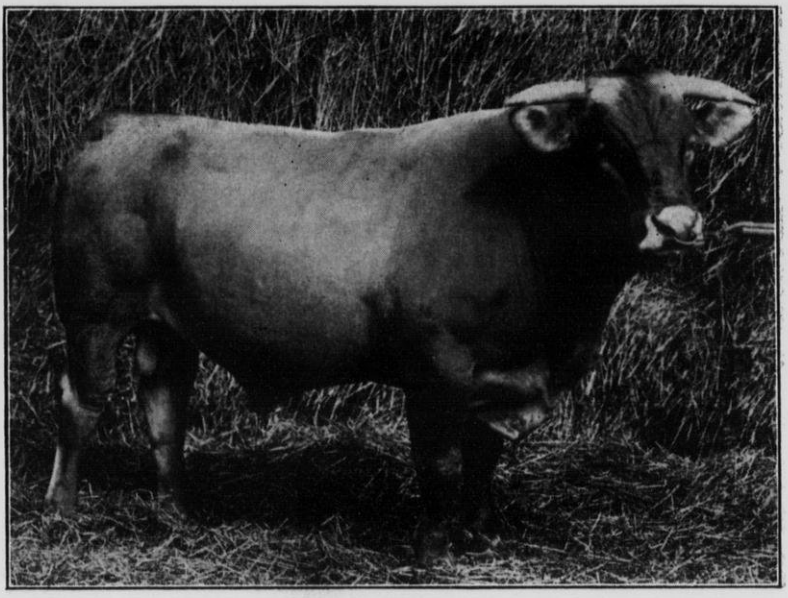
5. Do not store whey cream in the cheese curing room.

6. Use clean cans; never use a can that is rusty.

7. Deliver the cream often and be sure that it is properly cooled when it leaves the factory.

8. Protect the can containing the whey cream while in transit.

9. Separator, holding tank, and pipes when thorough-



Head of the Brown Swiss Herd
Hyland Stock Farm, Monroe, Wis.

ly cleaned daily are in compliance with the license rules and regulations and insure clean flavored cream.

10. Give whey cream the same care and attention that is required of the dairy men who sell milk and whey butter will be demanded by the consumers.

The Use of Silage Fed Milk

By Professor J. L. Sammis,

University of Wisconsin.

Since cheese makers and dairy farmers frequently differ in their views about the use of silage for Swiss cheese making, a meeting of this association where both groups of men are present affords the best opportunity for each to gain the others view point so that both may arrive at the correct solution of the problem.

Already in Wisconsin there are about 60,000 silos, or one silo for each three farms. Practically without exception the farmers who have used silage for feeding dairy cattle are so well pleased with the result that they are determined to continue its use.

Among the advantages of the silo to the dairy farmer are the following: First, the use of silage affords a nutritious and succulent feed for cows throughout the winter. This is especially helpful where winter dairying is practiced, in which case both higher prices are obtained for the milk, and also the yield of milk per cow is apt to be larger than in summer dairying.

Farmers who practice summer dairying find the silo a very great advantage in maintaining the milk flow without shrinkage during the hot summer months, July and August, when the pastures are dried up. The increased milk production in the summer is an advantage not only to farmers but also to cheese makers who thus receive a larger quantity of milk at the factories.

Quality of Dairy Products.

As soon as silos came into somewhat general use in Wisconsin a few years ago, the question as to the effect of silage on the quality of dairy products was raised immediately. There was general opposition to silage from manufacturers. Condenseries, creameries, and American cheese factories in many cases refused to accept silage

fed milk, but further experience proved that these fears were unfounded, and at the present time enormous quantities of milk are used for making butter and American cheese and at condenseries, and no one now thinks of opposing its use for these purposes.

More recently the question has arisen at Swiss cheese factories as to whether silage fed milk can profitably be used. It must be remembered that for making Swiss cheese the very best quality of milk is necessary and that American cheese can be made with good success out of milk that would not be satisfactory for Swiss cheese.

The Swiss cheese maker has behind him the record of many centuries of successful work during which time numerous questions have arisen and have created considerable discussion for a time and have finally been settled. At one time within memory of some of the members of this association there was a vigorous opposition to the application of commercial fertilizers to the fields where dairy cows were pastured based on the supposition that thereby the quality of the milk would be injured for making Swiss cheese. This idea has entirely disappeared and the use of fertilizers is now general and unquestioned.

It is equally possible that in a few years a similar solution may be found for the silage question and in view of this fact cheese makers should be open minded and make every effort to learn whether it is not possible to handle silage fed milk in a satisfactory way at factories. The importance of this question to the farmer and to the Swiss cheese factory is well shown by the statement in this convention last year by a farmer who stated that the silo had come to stay upon the Wisconsin dairy farm and if Swiss cheese factories were unable to use the milk then the producers would be compelled to look elsewhere for a market.

Many cheese makers hold the opinion that silage fed milk is likely to cause bloated cheese. Cases are on record where factories have had very great trouble and heavy losses due to bloating of cheese which was ascribed

to silage. The trouble begins a few days after the cheese has been taken out of the brine and develops slowly but without stopping until at the age of about two weeks or a little more the cheese are ready to crack open. Under these circumstances the only possible thing to do with such cheese is to put them in tubs and ship them as young as possible to a cold storage warehouse where they can be thoroughly chillel to stop the fermentation. While there can be no doubt as to the serious injury arising from bloated cheese, an important question remains as to whether this trouble is due to silage or not. The desirable end is, of course, to stop the trouble but to continue feeding silage, if this is possible.

A year ago this Association passed a resolution requesting the Wisconsin Agricultural Experiment Station to study this problem at the Dairy School and determine, if possible, whether silage fed milk can be successfully used in making Swiss cheese. In compliance with this request the studies have been carried on along two lines: first, by making cheese from silage milk at the dairy school in Madison, and second, by studying the causes of trouble which occurred at commercial factories and which was reported to the dairy school by mail. For the purpose of making cheese at Madison, milk was brought from a large dairy farm just outside of the city where silage and clover hay were fed daily to the cows. The work was begun in the early spring and continued until the cows were turned out on pasture. The 14 cheese exhibited here on the table represent 14 days' make from this line of experiments. As can be plainly seen these cheese show no sign whatever of bloating. They are somewhat open but are not as open as might be desired, due perhaps to their small size and the dryness of the curing room, although they were placed in a hot room at about 185 degrees Fahrenheit for some weeks in order to open them.

So far as these cheese show anything they prove conclusively that good cheese free from bloat can be made

from silage fed milk and they indicate that when trouble does occur it is due to something else besides silage. It should, therefore, be possible to locate and correct the source of trouble without interfering with the use of silage as a feed for the cows.

This line of cheesemaking will be continued during 1917, beginning about March 1. It is planned also this year to make cheese if possible during the hot dry weather in August when the pastures are dried up and silage is being fed. We hope to report the results obtained to you at some future time, probably next year.

In the second case the Experiment Station has studied conditions at a number of commercial Swiss cheese factories in Green and Lafayette counties. Factories were visited where it was used and a number of such factories were located where no trouble has arisen from the use of such milk but cheese of excellent quality was obtained entirely free from bloat. Other factories were visited where considerable trouble was experienced in getting good cheese, and in the worst factory found by us the trouble was so bad that about $3,000 had been lost during 1915 and 1916 from bloated cheese. The factory was about to be closed because of this trouble and loss when we first visited it. An examination of the milk delivered by the different patrons and by the use of the sediment test and curd test did not indicate that any one patrons's milk was especially bad. A meeting of the patrons was called at the factory and it was explained to them that efforts would be made immediately along several lines to correct this trouble, until the proper remedy was found.

The first method tried consisted in running a steam pipe from the boiler out to the whey tank and directing the cheese maker to heat the whey immediately after skimming each day to 155 degrees in the whey tank. This was first done on the 30th of June and beginning with the first day of July, that factory had not a single

defective cheese throughout the season, but every cheese produced was sold at the full market price and there was no more trouble from bloat. Much to our surprise we found that not one of the patrons at this factory had a silo and there could be no doubt that the trouble was caused by something else than silage.

While the results obtained this season at commercial factories were important and striking, yet before making a final statement as to the conclusion, it seems desirable to continue the work throughout another season and visit a large number of factories. For this purpose it is requested that cheese factories will write to the dairy school at Madison stating in a letter whether or not they are using silage fed milk and whether they are getting a good quality of cheese from it. Also any factories which are getting bloated cheese or cheese damaged by any other defects are requested to write to the dairy school in order that such factories may be visited promptly before the loss becomes excessive, and in order that some possible remedy may be applied to stop the trouble, if possible. It is especially important for us to learn of as many as possible of these two classes of factories; those which are using silage successfully and those which are having trouble with bloated cheese whether feeding silage or not. With the proper cooperation from the factory men, cheese makers, or patrons in writing to the dairy school about their factories, we hope to be able to present a larger amount of decisive information on this important problem at a later date.

A discussion of the paper by various members on the floor brought out some interesting facts. It is of course necessary that spoiled or decayed silage shall not be fed to dairy cows and there is always the possibility where a number of farmers have silos that one of their

number will feed spoiled silage or in some other way injure the quality of milk delivered at the factory so as to cause bloating and loss. As a rule it is considered best to feed silage to cows immediately after milking rather than before since there is thus less danger of infecting the milk directly with the silage or of communicating a flavor to the milk from silage fed to the cows.

It was stated that at one factory the cheese maker directed the patrons not to feed silage, assuring them if they did the quality of the milk would be injured, but one of the patrons stated that before these directions were received he had already been feeding silage for two weeks and without saying anything about it he continued to do so, and no trouble arose.

Mr. Gottlieb Marty described his experience in making Swiss cheese at a factory near Juda where at one time when the patrons began feeding silage the cheese began to bloat and a little later when the patrons stopped using silage the bloating disappeared. This convinced the cheese maker that silage was the cause of the trouble. However, in the following year at a neighboring factory where no silage at all was fed to the cows, the same trouble exactly appeared in the cheese and then disappeared after a short time, which convinced the maker that the trouble was due to some other cause than silage.

The reason why a running steam pipe corrected the trouble at the factory described in the paper appeared to be as follows: The milk of some one patron came to the factory in bad condition due to the presence of harmful germs or yeast. This yeast passed through the Swiss cheese kettle, some of it remaining in the cheese and causing the cheese to bloat and some of it reaching the whey tank where it grew enormously and affected all of the whey. The next morning the patrons carried the whey home in their cans thus infecting all of the cans with yeast, and if some of the cans were not well wash-

ed, the yeast infected the milk which was brought back to the factory. In this way the yeast growing in the whey tank caused trouble day after day. The steaming of the whey in the tank kills the yeast which has been accummulating there, and by continuing to steam the whey daily, any new trouble of this sort which comes in is stopped instantly. At other factories some other method of prevention might be necessary and there are other remedies that might be tried.

The exhibit of cheese made from silage fed milk attracted considerable attention and discussion from cheese makers who were present at the meeting throughout the session.

Co-operative Cheese Marketing

By Wm. Olson, Browntown, Wis.,

About eighty years ago the great wave of immigration that had been sweeping westward from the Atlantic coast for two centuries or more had arrived in what is now Green county.

The first immigrants, who were mostly descendents of the early settlers of the New England states, quickly saw the opportunities that this new country offered. Here were the forests of oak and maple, of walnut, hickory and basswood—just the kind of material they needed with which to build their houses; here were the bubbling springs and the beautiful streams that lent so much in those early days to the comfort and welfare of those early pioneers. So they said to themselves: "this is good enough for us—this we will make our home."

Some of the old men and women are still with us who took part in this work, but we of this younger generation will let our imagination carry us back to those days, if only for a little while. We listen and can hear the sound of their axes as they cut the oak, and we hear the echos ringing in the distant hills. Coming a little closer, we can see the men busily engaged in putting up their log building or clearing the land for the first crop of wheat, corn and potatoes. Then, a little later, we see them building their log and stone schoolhouses with their split log seats and desks, where their children might meet the old schoolmaster and, with his assistance, go through the course of study consisting of the three R's. And a little later we find them building again, from logs or stone, their first houses of worship. Then we look again, as we stroll through the forest, and see the wild birds, the moss-covered rocks, the wild-wood geraniums and the lillies of the valley. We hear

a sound of wings and when we look up we see thousands of wild pigeons flying swiftly through the air, and alighting on the little cleared fields and pastures in search of food.

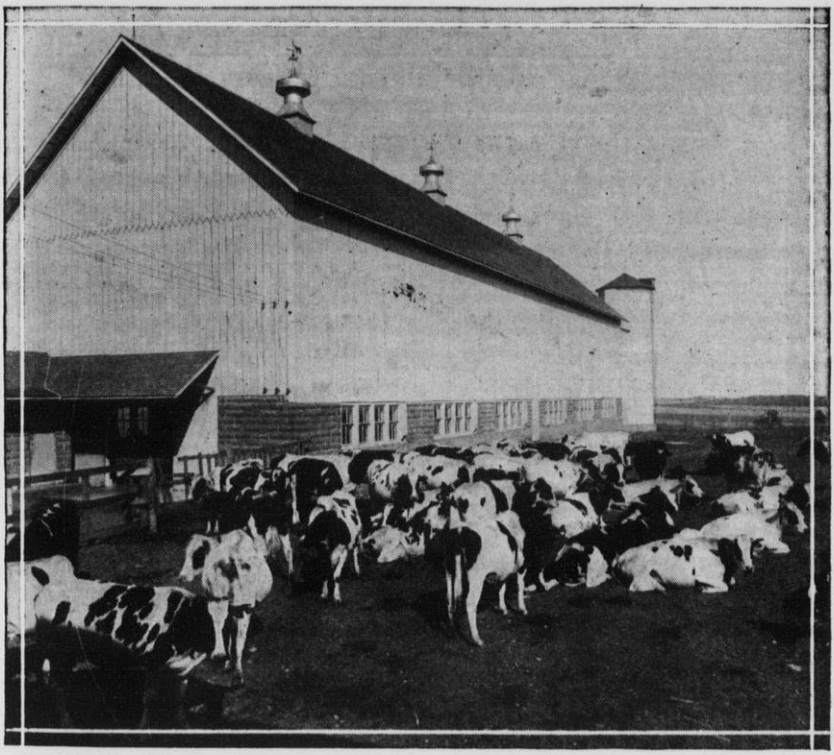
Then, if all at once we look again into the affairs of our present day, and see all the hustle and strife and complicated affairs of our social, commercial and political life, it almost makes us wish that we could turn the hands of time back and live as did these early pioneers of Green and surrounding counties.

As the years rolled by these early settlers were joined by others and by their untiring energy, and with the brain and muscle equal to the task, where once the forests stood unmolested, we find fields of grain, and where once the lowlands were occupied by the willow we find them producing abundantly of the wild meadow grasses which they used to feed to their horses and cattle before the cultivated grasses of the present time were known.

As regards crops and crop rotation, it was the common practice among the farmers of this new country to raise grain one year after another on the same fields, without any effort being made to study out any plan whereby they could return to the soil those elements of plant food that were rapidly being removed by constant cropping. After this plan of farming had been carried on for twenty years or more a little band of Swiss immigrants in search for a place to make their home came to the rescue, settling in the northern part of this county. Finding the land and streams and conditions similar to those of the country from which they came they called the territory New Glarus, in honor of the county or canton in Switzerland from which they came. They at once began the same occupation that they and their ancestors had been carrying on for several hundred years in Europe—that of farming and dairying. They had already learned that in order to keep up the fertility of

the soil it was necessary to return to it the elements of plant food that were taken out of it by the crops. So, as soon as they had built their houses and stables, cleared some land and raised the first crop, they bought some cows and from their milk began to make cheese, and the hay and grain, instead of being sold as had been the practice of the other early settlers, was fed to their cows and returned to the soil in the form of manure. So successful were they at handling the soil in this way that their plan was taken up and followed by the other settlers, and as the years passed more land was cleared, more cows were kept, and about forty years ago, at the suggestion of thinking men experiment stations were organized, and by their investigations and experiments still better plans of handling the soil and livestock were available for those who would follow their advice as far as their environment would permit. Then about thirty years ago such men as Hiram Smith and Morrison conceived the idea of holding farmers' institutes, thus, if desired, holding in each locality annually or biannually a meeting where the many problems of farming and dairying could be discussed by practical men, and where ideas and experiences could be exchanged by the farmers themselves on the subjects of greatest importance in each locality. As a result of these combined efforts, together with the assistance given through the columns of the farm and dairy papers, we have today our clover and alfalfa silos and ensilage, better methods of feeding and better livestock, and it is safe to say that where one blade of grass grew before, two grow now. The same rule can be applied to other crops.

Now, it is clearly noticeable that all this time the one, and about the only, aim has been to increase production, and that is all very important. Success will never be attained without looking after these things. And in looking up the records we find that from a few cows sixty years ago, we had in 1915 about 38,000 in Green



Dairy Herd of Jacob Altman

county alone, and from a few hundred pounds of milk in those early days, there was delivered to cheese factories alone the same year about 134,000,000 pounds which made about 13,400,000 pounds of cheese.

There was made in the United States in 1915, according to an estimate by the department of agriculture about 400,000,000 pounds of cheese, and according to the figures in the dairy and food commissioner's office of this state there was made in this state, in round numbers, 234,000,000 pounds. Thus we see that Wisconsin makes about 59% of all the cheese made in the United States.

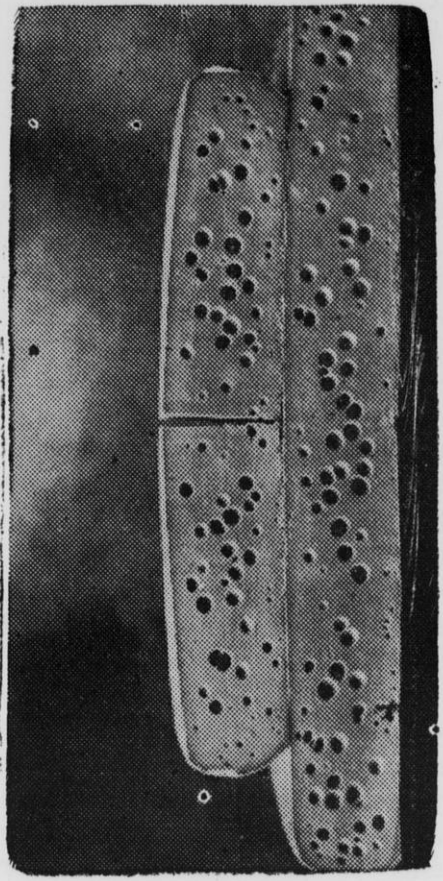
Now comes the question of marketing this enormous amount of cheese. Up to the present time, this is a subject that has been given very little attention by the producers, and it has been omitted from the programs of our dairy conventions. We have been satisfied to discuss only such questions as pertained to increased production or to improved quality. But the time is here when we must give the subject of marketing more attention if we are to receive a just compensation for the money invested and for the labor involved in the manufacture of this important article of human food.

There are a few reasons why the question of marketing has not until of late been seriously considered by the farmer. When they first began to make cheese they lived in separated communities and it was almost impossible for a few farmers to look up a market for their cheese because of the difficult and slow means of communication and transportation. So they willingly sold their milk to the so-called milk dealers, who, with their superior education, and foresight, could see an opportunity to make money by the purchasing of milk and handling of cheese between the producer and the consumer. Then again the farmer reasoned that where a number of dealers were engaged in the same line of business the price paid them for milk would be reasonable because of competition among these dealers. This plan

worked very well for many years, but we soon discovered that honest competition among buyers was disappearing and the price paid for milk did not increase as fast in proportion as did the price of cheese, so we decided to try the plan in use today in at least two-thirds of the factories in this territory, that of making up the milk ourselves and selling the cheese instead of the milk. While this was an improvement on the old plan we found that because of lack of organization and facilities for handling the cheese it must go through the hands of the dealer as did the milk, and we were in about the same position we were before; as a matter of fact, the cheese dealers seeing the benefits to be derived from organization and co-operation soon organized and we find today a system of organization between the producer and the consumer so powerful that they fix the price that the producer shall receive for his cheese, and also the price that the consumer must pay, and the law of supply and demand has very little to do with it.

This idea of allowing the price of cheese to be fixed by men many of whom never milked a cow or fed a calf, and without consulting the producer, is fundamentally wrong.

Now, I don't want you to understand that I am criticising the dealers. These men that earn a living, and the indications are—a little more, by handling the cheese between the producer and the consumer, are a class of intelligent men, and as such they are making use of the opportunity given them, and I want to say right here, we have always found them honest in the business transactions we have had with them. But the point I want to make is, we as producers must look out for ourselves. If we don't we are ignoring a business principle that is practiced by all successful firms and corporations, and because of adherence to this principle they have made a success—the important principle that the manufacturer of any commodity, should, and must, fix the price of that commodity, and the fluctuations, if any, in this



Sample of Green County Swiss Cheese.

price should be caused only by the law of supply and demand. What would you think if John D. Rockefeller came to you or to the city of Monroe and said "I have some oil wells in Pennsylvania, Indiana and Texas. I have a fine supply of benzine, gasoline, kerosene and parafine, and a lot of by-products made from the oil. Now, what will you give me for it? I should like to get so and so much for these products, but I will take what ever you will give me." Or, what would you say if the lumber manufacturer came to you and said "we have lumber for sale. "What will you give me a thousand for it?" Along comes the coal man and offers his coal at your price, and then comes Swift and Armour and Morris with their meat, and say, "what will you give me for this meat? I know what I ought to have, but I will take whatever you will give." About the first thing we would do would be to arrest them or in some way bring them before the county judge, and call in some competent physician to have them examined as to their mental condition. And if the physicans, after an examination failed to find in their medical library a term to fit the case, I would suggest that they call it an attack of retrogression, and I would prescribe as a remedy the regular farmers diet of labor, acceptance and silence and I think they would be restored to their normal condition in a very short time. But don't worry; you will not find them acting that way. They are intelligent business men, and they do things in a business way. They first find the cost of raw material, the cost of crude oil, the forests, the coal in the mines, the cost of meat on the hoof. To this they add the cost of labor in preparing these products for the market, the depreciation in building and equipment. To this they add the interest on capital invested, their salaries as managers, and all other items, that belong to the cost of production. Then they figure out at what price they must sell the finished products that they can realize the sum of these items. That's the way they do it, and that is business.

How about the farmer and dairyman—you and I—who by the sweat of our brows and the muscle of our arms, through sunshine and rain, toil early and late, oftimes fourteen and sixteen hours a day, to prepare the soil, plant and harvest the crops, milk the cows and make the cheese, and take the chance of drought and frost, excessive rains and destructive winds. We bring our product to market and are compelled to take whatever the local dealers or the so-called jobbers, or the wholesalers, or an organization composed of all of them, are willing to pay; and rarely, if ever, do we have anything to say as to what price we shall receive. If the offer is fifteen cents we take it; if it is twenty-five or thirty, we take it; if it is only ten cents we must take it or let it spoil in our cellars. Do you call this system, or lack of system, practiced in all lines of agriculture, business Far from it. We should do as these successful business men th' I have mentioned do. Figure up the value of our land, and our personal property which together make the amount of money invested, figure on this sum five or six per cent interest, add the value of labor of ourselves and our families, the hired help, taxes, depreciation of, or expense of keeping up buildings. Then figure up the quantity and quality of our products. Then figure up at what price we must sell these products to realize this amount of money. To arrive at the price of each commodity let a board of intelligent men consult the records as to the quantity that is now being produced so that a standard of the amount of production could be established and the price of each commodity fixed accordingly, this price to be controlled only by supply and demand.

I hope to live the day that the state or states that collectively produce 60 or 75% of any commodity should fix the price of that commodity in the United States, and whatever amount of that same commodity that is produced in other states should be governed by the price fixed by those states who produce 60 to 75% of it.

Thus for an illustration: Illinois, Iowa, Kansas and Missouri should fix the price of meat and corn; Minnesota, the Dakotas and Montana the price of wheat, and Wisconsin should fix the price of cheese. Benjamin Franklin once said: "He who by the plow will thrive, himself must either hold or drive." And if he should be called up to give an explanation of this short piece of poetry he would say that in whatever occupation you are engaged you must attend to it from beginning to end yourself, that of farming and dairying not excepted. Then I wonder what he would say if he should appear among us at the present time and see the stock speculator, the board of trade gambling in future prices, and the army of men who earn their money by handling among other things the products of the farm. What would he say when he found these men doing the holding and driving and the farmer doing the pulling? Now, I don't want you to understand that I would eliminate all middlemen; it is necessary to have a retailer, because the average customer buys in small quantities, especially those products that are of a perishable nature. Then, where the ultimate customer is some distance from the producer it is necessary to have a wholesaler, with cold storage equipment, to whom we can sell our dairy products in large quantities, he in turn to deal with the retailer.

I firmily believe that the plan I have suggested must be adopted if we shall control the price of our products. But it will take time, possibly years, to organize sufficiently to work out such a plan, and until such a system, or a similar one, can be worked out, we have another opportunity.

The legislature of 1911, and I say thanks to the members of that legislature who had the wisdom and foresight and sympathy for the unorganized farmers of this state, enacted a law to encourage rural organization. This law

is found in Sec. 1786 E and it pertains to the organization of co-operative associations. I will not take the time to read it—each one of you can do that for yourself. I only want to say that it differs from the common corporation law in that no share-holder in a corporation organized under this law, can receive more than 6% per annum on his stock. The balance of the earnings are distributed, if it be a producers organization, on the raw material, in the form of a second dividend on the amount of milk, or cheese in a dairy organization, thus giving to the man who milks the cow a better chance than the man that invests his money only.

Now before the farmers, who represent about 75% of the population of this country, can utilize that great latent force that they possess, there are four things necessary. First, **organization.** Little can be accomplished without it. It has been regarded as essential by all people in all ages, whether civilized or uncivilized, for purposes of mutual protection and benefit. Although the last class of people to organize, we as farmers should no longer delay. The next thing necessary is **co-operation.** It is neither possible, nor practical for all the affairs of life, be they social, commercial or political, to come under one organization. So we have great numbers of them, and if we shall accomplish an undertaking in any of all the different fields of endeavor it will be found more or less beneficial to co-oprate with other organizations whose aims and purposes are alike or similar. The next thing is **confidence.** An organization may be effected and its machinery put into operation, and it may co-operate with other organizations, and everything points towards success until someone suggests that possibly we cannot reach the goal and their knees begin to tremble, and it soon effects others. I tell you that confidence is a mighty factor in the affairs of life. Without confidence we would not sow or plant

our crops for fear we might have a drought or too much rain, or the grubs might ruin them. Without confidence the ships would fear to cross the ocean, or the trains the continent. What would happen to our banks if the patron and the public lacked confidence? According to our state laws they can loan out about 85% of their deposits and if for some reason, as sometimes happens, their patrons lose confidence and make a run on them for their deposits and the bank finds they cannot meet the claims in such a short time, they must close their doors until their affairs can be adjusted. Then again, if the bank can meet all the claims as they come the depositor says, "I don't need the money, and deposits it again, and the cause of all the trouble was lack of confidence. So you see that confidence alone can make a success or failure of an undertaking. Then the fourth and last thing is **loyalty.** There are several kinds of loyalty. There is the loyalty we owe our Devine Master for the many blessings he has heaped upon us; then there is the loyalty to our country, and I want to take this opportunity to say that while many of you were born and raised in the foreign countries now engaged in a terrible war, or your parents were, so were mine, and we may have different opinions as to the claims and deeds of these countries, let us withhold judgment, and all join hearts and hands and first, last, and at all times, uphold that emblem of steadfastness and purity, our own grand old stars and stripes. Then there is the loyalty to our home and families. But the loyalty I want to discuss in connection with this subject is loyalty to organization, and to those with whom you are associated in business affairs. There is perhaps no **one** factor in all the affairs of life that causes more trouble than disloyalty. One soldier, because of disloyalty, may turn victory into defeat, and commercial organizations, such as depend on patronage

for their success, may be turned into failure because its patrons allow themselves to be influenced by members of competing organizations. This influence may be in the form of higher prices offered temporarily, even if by so doing they sustain a loss, or it may be by an attempt to undermine his confidence in his own organization. Then let us not overlook the importance of loyalty as applied to rural organization.

Now, let us take a survey of conditions, and the possibility of co-operative cheese marketing in Green county. We have within twenty-four square miles about 38,000 cows; their milk is delivered to 170 cheese factories, 3 making American, 91 Swiss and brick, 21 brick alone, 14 Swiss, and 41 limburger. They made, as I have stated before, 13,425,521 pounds of cheese in 1915, which is the last report available in the state dairy and food commissioner's office. The value according to this same report was $1,992,248.47. I did not get the number of pounds of milk, but if we figure about 10 pounds of milk to one pound of cheese we have about 134,000,000 pounds of milk. If we divide 38,000, the number of cows by 170, the number of cheese factories, we find that the average number of cows for each factory would be about 223; and if we figure an average of 20 cows to each farmer, we find there are about 11 patrons to each factory. Now, if each patron put $100 into a co-operative cheese producers' company, we would have a fund of $187,000 in Green county alone, and if by organization and co-operation we could get a net income of only one cent a pound more for cheese, and we figure approximately 10 pounds of cheese to 100 pounds of milk, it means 10 cents per hundred weight more for milk, and with the 134,000,000 pounds of milk produced in 1915 as a basis, it would mean a sum of $134,000 in one year. That would pay the interest on $187,000 for one year at 6% or the sum of $11,220, which deducted from $134,000 still leaves the sum of $122,780 which would be a sum large enough to build two or three good sized cold storages and still

leave some money with which to start to do business. Now, there's a good many ifs in making up these figures, but they are, in my opinion, only reasonable, and they form a basis from which calculations can be made.

Bear in mind these figures do not reach outside of Green county. In Lafayette there was produced in 1915 9,634,617 pounds of cheese, Iowa county 9,124,354 pounds, in Dane 5,741,360 pounds, Rock 811,286 pounds. Thus we have in Green and adjoining counties a total of 38,737,138 pounds of cheese.

Nearly all of this cheese is of the foreign type, and it is estimated that this amount represents more than 75% of this kind of cheese made in the United States. So you see that we have what I consider a good opportunity in this county to organize, and by so doing, and with good management, we might be able sooner or later to control the market price on this kind of cheese.

I have in my possession the second annual report of the Sheboygan County Cheese Producers' Federation, organized under the co-operative laws. I will not take the time to read it, but at the end of two years, with the strong opposition they had, they had in surplus and undivided earnings $14,757.75, and I have a letter from R. B. Melvin, secretary and treasurer of this organization dated Feb. 21, 1917, and I quote verbatim a paragraph from that letter.

"We have been in business not quite three years and during that time we have paid out board prices, that is Plymouth board prices, for cheese, and sometimes a little better, and we have a surplus of something over $28,000." What has been done by these people can be done in Green county.

In conclusion let me say, let us begin to plan and work together so that in the course of a few years we shall have established in Green county a system of co-operative cheese marketing that will bring us better and more permanent prices for our dairy products.

Fabrikation von Limburgerkäse.

Fritz Blaser, Monroe, Wis.

Für die Fabrikation von Limburger braucht man ſüße Milch. In der warmen Jahreszeit wird die Milch morgens und abends in die Käſerei abgeliefert. Bei einer Temperatur von 92 bis 94 Grad Fahrenheit wird Rennett-Extrakt beigefügt. In 25 bis 30 Minuten ſoll die Milch gut geronnen ſein. Es kommt aber vor, und letzten Sommer war dies öfter der Fall, daß die Milch bei der Ablieferung eine Temperatur von 98 bis 100 Grad hatte. In dieſem Falle iſt es notwendig, dieſelbe abzukühlen bis auf den gewünſchten Grad. Zum Abkühlen der Milch gehört natürlich eine waſſerdichte Vat. Das Abkühlen verhütet erſtens das überhandnehmen der Gährungserreger in der Milch und zweitens das zu trocken werden des Käſes.

Wenn dieſe geronnen iſt, wird ſie im Lang- und Querſchnitt mit einem Quarkmeſſer geſchnitten, einige Minuten ſtehen gelaſſen, damit ſich die Molke vom Quark etwas abſondert und dann mit Kelle 15 bis 20 Minuten vorſichtig verarbeitet, wobei man darauf ſieht, daß man einen gleichförmigen Bruch erhält. Dann wird Dampf angelaſſen und langſam unter fortwährendem Rühren bis zum gewünſchten Grad erwärmt. 98 bis 100 Grad ſind im Frühjahr und Spätherbſt maßgebend. In den Sommermonaten ſind jedoch 94 bis 96 Grad genügend. Der Käſer muß ſich eben nach dem Stand der Weiden richten. Niemals ſollte der Quark über 100 Grad erwärmt werden, der Käſe würde dann mehr dem Brick ähnlich ſein und ſich nie zum richtigen Limburger entwickeln. Nach dem Wärmen wird der Quart noch weitere 15 bis 20 Minuten verarbeitet, oder ſo lange bis derſelbe genügend getrocknet iſt.

Das Ganze wird dann einige Minuten ſtehen gelaſſen, daß ſich der Quark ſetzen kann. Die Molke wird dann abgelaſſen, der Quark gut verrührt und in Formen eingeſchöpft, die von innen gemeſſen 30 Zoll lang und 5 Zoll breit ſind. Dieſe Formen werden dann in den Keller auf einen mit Sacktuch belegten Tiſch getragen, damit ſich die Molke vom Quark ſcheidet. Die Modelle werden einige Male umgedreht. Nach etwa 20 Stunden werden die Formen entfernt, der Quark in 5zöllige Quadrate geſchnitten und geſalzen. Am andern Tage werden die Käſe wieder geſalzen und am dritten Tage noch ein-

mal. Vom Salztiſch kommen die Käſe aufrecht auf die Regale (Shelfs). Hier beginnt nun die Arbeit. Der junge Käſe ſoll jeden andern Tag gut gerieben werden in den erſten zwei Wochen. Nach dieſer Zeit fängt der Käſe an ſich gelblich zu färben. Nach Verlauf von 3 bis 4 Wochen iſt der Käſe reif zum Verpacken. Einige Tage vor dem Verpacken wird der Käſe auf den Regalen loſe von einander geſtellt, damit die Rinde auf der flachen Seite beſſer trocknet. Limburger wird in Pergament, Manila und Blei verpackt.

Dies iſt in kurzen Umriſſen dargeſtellt wie der Limburger in Wisconſin gemacht wird. Jeder Käſer muß ſich der Milch anpaſſen, die er zu verarbeiten hat.

RESOLUTIONS

The Committee on Resolutions beg leave to submit the following:

WHEREAS there is a Bill introduced in the Assembly, Number 74-A., by Mr. Rappel, relating to the manufacture of whey butter, providing that no person shall by himself, his agent or servant, sell, offer or expose for sale or have in his possession with intent to sell or exchange or deliver any butter manufactured in whole or in part from whey cream, unless such butter shall have the words "whey butter" conspicuously stamped, labeled or marked in plain Gothic letters at least three-eights of an inch square upon two sides of each and every tub, firkin, box, or package containing said whey butter, and

WHEREAS Assemblyman Grill has again introduced a bill providing for the manufacture of cheese out of skimmed milk, THEREFORE BE IT

RESOLVED that the passage of these bills or either of them would be detrimental to the dairying interest in this community, and BE IT FURTHER RESOLVED that this Association is opposed to the passage of these bills and that the officers be instructed to forthwith take such steps as they deem necessary to defeat the passage of said bills.

WHEREAS the Southern Wisconsin Cheesemakers' & Dairymen's Association believe that better roads are a necessity for the highest development of our dairy and agricultural interest; that improved transportation conditions mean a more economic marketing of all products raised on the farm;

THEREFORE we favor a more systematic and conservative plan of permanent road construction along the trunk line system; that the means of carrying on and financing this work can best be met by a bond issue spread over a period of years; thus the distributed burden will be borne not only by the present but the future beneficiaries.

BE IT RESOLVED that this Association tender a vote of thanks to The State Dairy School at Madison for carrying out its suggestion in Resolution No. 6, passed at the 16th annual convention of this association, requesting that said institution experiment on the manufacture of Swiss Cheese from milk produced by dairy cows fed on ensilage, the said cheese being here on exhibition.

RESOLVED that this association hereby respectfully tender its thanks to the Conley Foil Co. of New York City; to the Lehmaier Schwartz Co., of New York City; to the J. B. Ford Co., Wyandotte, Michigan; to the Chris Hansen's Laboratory, Little Falls, N. Y., to The B-K People, Madison, and to the Parker Davis & Co., Chicago, Ill., for the beautiful and useful gifts presented to the participants of the cheese scoring contest.

WHEREAS the seventeenth annual convention of the Southern Wisconsin Cheesemakers' & Dairymen's Association has been eminently successful in attaining the business, purpose and object of its organization,

THEREFORE be it resolved that we tender our heartiest thanks to our officers and directors for their untiring efforts to promote the cheese industry in the state; to the various individuals who have cheerfully contributed of their time and experience; to the Badger Orchestra; to the Monroe High School Glee Club; to all the actors in the pleasing two-act comedy; to Misses A. L. Marlatt, Rowe and Boeing of Madison, Wis., and to all others who helped and assisted in making this convention the most successful in the history of the association.

Respectfully Submitted,
I. M. STAUFFACHER,
Monroe, Wis.
EDWARD WITTWER,
Monticello, Wis.
H. G. VAN WAGENEN,
Monroe, Wis.

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