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Proceedings of the Wisconsin Cheese Makers' Association 57th annual meeting and centennial convention October 19 - 20, 1948 Retlaw Hotel, Fond du Lac, Wisconsin.

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PROCEEDINGS
OF
Wisconsin Cheese Makers'
Association

57th Annual Meeting and
Centennial Convention



OCTOBER 19 - 20, 1948

RETLAW HOTEL

FOND DU LAC, WISCONSIN

WISCONSIN CHEESE MAKERS' ASSOCIATION

Incorporated February 22, 1899

OFFICERS

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

DIRECTORS

	Term Expires
E. W. JUNG, Juneau.....	1949
JOHN FISCHER, Boaz.....	1950
ART WOLDT, Reedsville.....	1950
E. W. MARTEN, Spencer.....	1951
EMIL HANSEN, Cadott.....	1951

JUDGES OF THE 1948 CHEESE CONTEST

American Cheese

Frank M. Broeren, Thorp
Fred Buss, Clintonville

Swiss and Limburger Cheese

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

Brick and Munster Cheese

Fred Bleuer, Cambria
Charles Kueffer, Rio

Italian Cheese

Gottfried Galli, Rice Lake

IN CHARGE OF EXHIBIT

H. P. Mulloy — Superintendent

OFFICIAL CONVENTION REPORTER

Mrs. G. W. Buchen, Sheboygan

LIFE MEMBERS

E. L. Aderhold, Neenah	J. L. Sammis, Madison
J. D. Cannon, Neenah	Math Michels, Fond du Lac
A. T. Bruhn, Madison	O. A. Damrow, Sheboygan Falls
Fred Marty, Monroe	Al. Winkler, Cumberland
John H. Peters, Plymouth	

OFFICIAL ORGAN

The Cheese Reporter, Sheboygan Falls

LETTER OF TRANSMITTAL

Plymouth, Wisconsin
December 1, 1948

To His Excellency,
Oscar Rennebohm,
Acting Governor of Wisconsin.

Although we are no longer legally required to file an annual report of our finances, activities and proceedings with your office, it is still our desire to keep you currently informed of all our Association activities because of your proven interest in the dairy industry.

Your generous donation of trophies this year to the winners in each class of cheese exhibited injected new life into the members of our Association and the cheesemakers of Wisconsin.

It has always been our feeling that too much credit could not be given that small group of men who make every pound of cheese in this state and which has strengthened our state economy.

We hope you will enjoy studying this volume which embraces the full report of our past year.

Respectfully submitted,

GEO. L. MOONEY
Executive Secretary

GLM:yz

Marion, Wisconsin
December 1, 1948

Association Members,
Fellow Cheesemakers and Friends:

For the tenth consecutive year it again becomes my pleasure to hand you a report of the Association activities for the past year.

The coming year promises to be one of vital importance to the dairy industry of our state and as members of our Association you are a part of our program to assist the state and members of the cheese industry in advancing the best interests of the dairy industry of this state.

This is an appropriate time and place to extend our grateful appreciation to all those who have assisted us in any way during the past year. I speak for our members when I say it is appreciated.

Respectfully submitted

L. E. KOPITZKE
President

LEK:yz

APPLICATION FOR ACTIVE MEMBERSHIP

i hereby apply for membership in the

Wisconsin Cheesemakers' Association

and agree to pay the annual membership dues applicable to my classification based on milk receipts listed below and indicated by me:

Licensed Cheesemaker (employee) - - \$12.50

Plant Operator:

Up to 2 million lbs. milk annually - - 25.00

2 to 4 million lbs. milk annually - - 50.00

4 to 7 million lbs. milk annually - - 75.00

Over 7 million lbs. milk annually - - 100.00

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

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

.....
Name of member

.....
Name of factory

.....
Address

.....
County

.....
Date of application

Return to

WISCONSIN CHEESE MAKERS' ASSOCIATION

Plymouth, Wisconsin

**APPLICATION
FOR
ASSOCIATE MEMBERSHIP**

* * *

The undersigned hereby applies for Associate Membership in

Wisconsin Cheesemakers' Association

for the year 1948, as authorized and provided for in the By-Laws.

Minimum annual dues are \$25.00 payable in advance.

.....
Name

.....
Address

.....
Address Mail to the Attention of

Rate.....

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

ARTICLES OF THE WISCONSIN CHEESE MAKERS' ASSOCIATION

(As Amended November 12, 1942)

ARTICLE I

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

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

ARTICLE II

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

ARTICLE III

The association shall be a corporation without capital stock.

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

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

ARTICLE IV

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

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

ARTICLE V

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

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

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

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

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

Section 4. The principal duties of the Treasurer shall be faithfully to care for all monies entrusted to his keeping, paying out the same only on proper authorization. He shall file with the Secretary of the Association all bonds required by the Articles of Incorporation or the By-Laws. He shall make at the annual meeting a detailed statement of the finances of the corporation. He shall keep a regular book account, and his books shall be open to inspection at any time by any member of the Association.

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

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

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

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

ARTICLE VI

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

ARTICLE VII

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

ARTICLE VIII

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

ARTICLE IX

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

ARTICLE X

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

WISCONSIN CHEESE MAKERS' ASSOCIATION**BY-LAWS**

of

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

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

ARTICLE II**Duties**

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

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

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

ARTICLE III**Salaries**

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

ARTICLE IV**Membership Dues**

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

Active Members

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

ARTICLE V

Official Publication

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

ARTICLE VI

Fiscal Year

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

ARTICLE VII

Amendments

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

PROCEEDINGS**First Session, Tuesday, October 19th 2:00 P. M.**

PRESIDENT LEONARD KOPITZKE: Friends, as you know, this meeting was to start at 2:00 o'clock. I think we should have called it for 3:00, because I have had quite a few telephone calls from all over the state asking that we postpone starting the meeting a little bit. We are getting a nice crowd now, and you know that at the beginning of the meeting we are going to discuss a very important problem, the bonding law, and several other matters. We are always glad to be here in Fond du Lac, and I am happy to present the mayor of Fond du Lac, Mr. Weiss.

MR. WEISS: Mr. President, members of this convention: It is indeed a pleasure to have you with us today and for the balance of the week, as well as any time you choose to visit our city. I was talking to your secretary a minute ago, and he said that as he was going down street today he heard this, "We are having a big convention in town this week." The question was asked, "Who are they?" "The Cheese Makers."

We all know you are here, and we want you to return in future years to hold your convention here. I want to say that you are always welcome to our city and we hope you will take sight-seeing trips to our parks. It is a little late this year, some of the flowers have been frozen; but we invite you out there, and anything we can do for your entertainment while in the city, we will be glad to do. Above all, if you get parking tickets, give them to your secretary, and we will take care of them. We are not marking tickets today. We want you to stay here. You are always welcome, and we trust that you will return often. I want to thank you, Mr. President, again. (Applause)

PRES. KOPITZKE: Thank you, Mayor Weiss. I want to thank the mayor very sincerely, for I know he meant every word he said. You are always welcome in Fond du Lac.

The next speaker I am going to present needs no introduction, as he has been one of us, our vice-president, C. C. Brick, who is going to give the response.

(Applause)

MR. BRICK: Mr. Chairman, Mayor Weiss, and gentlemen: In behalf of our association I want to thank the mayor for giving us

the key to the city. I understand some of the boys were here last night and did pretty well without a key, but now they should do better. We will get busy now. We are celebrating in 1948 the centennial of our state, of which 70 years were spent in cheesemaking.

The other night while looking over the list of the cheese factory owners and operators, I was worried. I believe that in 1943 we had some 1700 cheese factories, and in 1947 we had 330 less. Now it is true that some of them have merged and we are all for progress; but I think some of the progress has been made in a way not beneficial to some phases of the industry. We have an association that we should be proud of. In fact, I know that during the last 6 months our president, executive secretary and field manager have done a wonderful job in getting some of the boys more business minded; and I believe for the first time in our lives some of us learned what it costs to make a pound of cheese. We are going to be here today and tomorrow, and I hope we can figure out ways and means to make the membership of the association a lot stronger and larger. That is all I have to say. I thank you.

PRES. KOPITZKE: Thank you, Charley. It was a very good speech. Now let's start the discussion on the problems which are to come before us.

I am now going to call on Mr. Harvey Weavers to start the discussion.

(Applause.)

MR. WEAVERS: Mr. Chairman, members of the Wisconsin Cheese Makers' Association. When Len. in the opening remarks stated that some of the cheese makers requested that the meeting start a little later, due to the fact that some of the fellows are busy in the factories and couldn't get here, it reminded me of a story. (The story told by Mr. Weavers was not incorporated in the transcript at his request.)

Some of the cheese makers always have trouble getting to the convention, because they are busy back in their factories.

Tuesday October 19, 1948

I consider it a privilege to be invited to meet with you today in your council meeting to discuss a few mutual problems. I know that you have a full and busy session ahead of you. I, accordingly, am going to make my statements brief and to the point,

During the course of a year, the Dairy Division receives and investigates approximately 30 complaints that a certain small number of individuals operating cheese factories are making exorbitant payments. These complaints usually come from fellow cheesemakers. They sometimes come from operators in other branches of the dairy industry. All of these complaints are investigated by the dairy inspector in the territory or by one of our supervising inspectors. They are not pleasant affairs but they bring to light some rather interesting facts, especially when a factory operator making the same style cheese of about the same quality, the same moisture content, and selling on the same market, outpays his neighboring factory from 6 to 15 cents per pound of fat to their producers. In investigating, our men always check the composite milk samples, check the scales accuracy, and then assemble all of the operating figures for the pay period; such as pounds of milk, pounds of fat, cheese sales, cream sales, other receipts, operating costs, etc. When these figures have been assembled, it is a relatively simple matter to determine whether the operations are out of line. Dividing the pounds of cheese manufactured by the pounds of butter fat in that cheese, we get the yield of cheese per pound of fat. This tells us quite a story.

Dr. Price of the Dairy Industries Department reports that a research study of a large number of statements shows that when you have 3 per cent milk manufactured into cheese containing 37 per cent moisture, you will on the average, get a yield of 2.83 pounds of cheese for every pound of fat in that milk. 3.4 per cent milk will give you a yield of 2.70 - 4 percent milk a yield of 2.62. If in our investigations we run across a factory whose average test is 3.4 per cent, the cheese manufactured contains 37 per cent moisture, and the yield of cheese per pound of fat figures out to 2.95 per cent, we immediately know that here is something wrong.

We have had cases during the last year where cheese containing as low as 35 percent moisture was being manufactured out of milk testing 3.5 milk, which upon an analysis of the operator's figures, showed a yield of 2.95 per pound of fat - a perfectly impossible yield. The next pay period, following this investigation, the yield of cheese per pound of fat from the same milk, cheese with the same moisture content, dropped to 2.60. A perfectly normal yield and the factory fell in line as far as its payments to its producers was concerned with other factories in the community.

I do not in any way mean to infer that all of our investigations show abnormal impossible yields. In a number of cases we found that factories had lower operating costs and were in that way able

to make more substantial payments. A few enjoyed special markets for their cheese which brought greater returns. We have no quarrel with either of these. In one or two cases we found that factories were paying out more than they took in for their cheese. They paid out more to producers and for operating expenses more than they took in from the sale of product. Most of you cannot go along for any length of time by paying out more than you take in. It just isn't in the books.

I don't think the coming years is going to be any different than last year and I am going to be surprised if we don't again find factories with alleged yields of cheese per pound of fat entirely out of line with possible yields. If and when these cases are brought to light through a careful thorough investigation we are to ask particular operators to make a complete report to the Department each month for the ensuing year in an attempt to keep some assemblance of order in the industry. The idea isn't to put the other fellow out of business nor to see how much you can pay out and how little you can set aside for reserve - the idea is to run a good sound economical business on a fair competitive basis. That's the first one of the problems I wanted to discuss with you.

The second one deals with the labeling of cheese, pasteurized milk cheese, or cheese made from pasteurized milk. During the past month we have had letters from the State of California, State of New York, and the State of Illinois, stating that officials in these states had picked up cheese produced in Wisconsin labeled Cheddar Cheese made from pasteurized milk, which upon analysis by the use of the Phosphatase test was found to be made from incompletely pasteurized milk. I want to urge all of you who are putting a pasteurized stamp or label on your cheese to be absolutely sure that milk, from which the cheese is made, has gone through a complete pasteurization process. Pasteurization of milk in the Wisconsin Statutes is defined as the heating of every particle of milk to at least 143 degrees F. and holding it at such temperature for at least 30 minutes or to at least 160 degrees F. and holding it at such temperature for at least 15 seconds—and immediately cooling to 50 degrees or lower. You will note that this definition states, every particle of milk to be heated to a given temperature for a given length of time. Fail to do either one of those 3 items and you get incomplete pasteurization which tests run in California, New York, or the State of Illinois will bring to light. If you are not completely pasteurizing your milk in your cheese making process and you label it pasteurized milk cheese, you will be in violation of the labeling and branding

laws of the State in which the cheese is offered for sale. As well as being in violation of Federal Foods & Drug labeling and branding laws.

Right in this connection it is my opinion, it is extremely advisable to keep those who handle your cheese advised at all times regarding your manufacturing processes so that they will not make claims for your product or offer it for sale in states where the product might be in violation of that state's food laws, or that matter Federal laws.

Those are the two problems I want to bring to your attention today, because we consider them important for you in the industry, as well as for us in the department. Now the other two men have other problems they want to present to you.

NOTICE TO READERS

Mr. Weavers then received and answered questions from the floor; but since this session, known as the Council Meeting, is open only to cheesemaker members of the Association, we do not publish the discussion.

This is in keeping with our policy of the past several years and it results in a full, free and frank discussion. Members know they are not being quoted and are therefore free to bring any question to the floor and their own case problems if they have any.

This means that a member must attend this session in person if he desires the information and benefit furnished by this procedure.

PRES. KOPITZKE: At this time I am very happy to present Mr. Madler, the attorney for the Department of Agriculture. It has been a pleasure to work with him and I know he will have a message for us.

MR. MADLER: I have attended all of your sectional conferences telling you what I thought about the proposed legislation which may be submitted in the next session of the legislature. This afternoon I would prefer to discuss some other problems with you.

First, I would like to bring you the greetings of Mr. Button, the director of the department. He regrets that he can't be here. He just returned from a trip in the west and found it impossible to leave his office at the present time because of the work which piled up during his absence.

I thought I might tell your group this afternoon that we have every reason to suspect that the new federal standards for cheese will be out before the first of the year. Now I have no advance information relative to the federal standards, but I do expect that we are going to be faced with some problems because of them. One of these problems was mentioned by Mr. Weavers, that of branding and labeling cheese as made from pasteurized milk or as a pasteurized product.

Now in addition, you have the problem of cheese made from standardized milk. That is not the result alone of the new federal standards, but it is going to be a problem that must be discussed with the next legislature. The subcommittee of the legislative council has had a series of hearings and one was devoted to the matter of standardization of milk for cheese through the taking away of some of the fat so you arrive at a finished product of a desired fat content. The manufacturerers of Italian cheese have had that privilege historically, the Swiss by statute, and it is contemplated that a bill will be before the legislature to authorize the American and brick cheese industry to have a similar privilege. I think it would be well for your group today to advise your officers of your individual feelings in the matter so that your association officers can appear at the next session of the legislature and speak for you intelligently, to say whether you want standardization of milk for your industry. I say that with misgiving because of the use of calcium chloride for cheese making. I fear some abuses. I hope you have them in mind when you take your action on standardized milk.

The other problem is one which I have discussed at the sectional meetings, and that is the matter of the addition of calcium chloride. I took it upon myself to speak to some of the cheese makers asking if they use calcium chloride and, if so, what results were obtained. I gathered this information: Cheese makers are using calcium chloride as a substitute for part of the rennet to save money, and some claim it improves their yield. I have said repeatedly that the addition of calcium chloride is permitted for but one purpose and that is to aid in the coagulation of the milk. Rennet is used for two purposes. It aids in the coagulation of the milk and aids in the curing of the cheese. This bill authorizing the use of calcium chloride was sold to the legislature on the theory that it was necessary to add calcium chloride to milk from certain cows at certain times of the year to make up for a deficiency in the milk. It was never intended to be used as a substitute for rennet. I bring this to you because it is going to be brought up, and we think definitely that the

quality of the Wisconsin cheese has suffered because of the abuse of that statute. Now that is as far as I can go with respect to that matter. You have experts in the field and I know the college has done a lot of work on it. I just bring the matter to your attention.

It has been our privilege to try to bring some of the problems concerning the industry which confront us in the department. I am not unmindful of the privilege of meeting with you in your convention here and will be here all day today and tomorrow.

Mr. Wilson is going to discuss the bonding law. I want you, Len., and the members to know we appreciate the opportunity to discuss these matters with you.

PRES. KOPITZKE: Tony is absolutely right when he said the law giving us the right to add some calcium chloride never intended that it was to take the place of rennet. It has been brought to our attention that some are abusing the privilege. Now gentlemen, we know that we absolutely must use salt in making cheese. Two and a half to three pounds is o.k., but if we used six pounds, it would be too bad. That is what is wrong with the fellows who are abusing this privilege of using calcium chloride.

PRES. KOPITZKE: Now the next discussion is on the bonding bill. I thought this was going to take a short time and we would get rid of the questions in the department and then we would discuss things as we see fit.

We are now going to discuss the bonding bill. Clyde has done a good job, a lot of you think he is a so and so, but I am telling you he has a job. When he doesn't do exactly what he should, then Tony is on his neck, and maybe Mr. Button, and they ask, "Clyde, why are you so easy?" Then they go after him, and at certain times it is our own fault. You will send in a financial statement to Mr. Wilson showing that you owe the farmers for a month's milk. You have money coming for cheese sold; you have money coming for cheese on hand and not sold and you don't show that in the report. Well, he looks at the financial statement that you sent in and he sees what you say you have coming and what you owe, and he says, he is in tough shape. I can't give him a license because he will cause trouble the next thing I know. Now that is just what happens. There have been 17 or 18 cases, and when you see those you go after Clyde Wilson and say he is not doing a good job. Now if you look at the matter percentage-wise and consider the enormous size of our dairy industry, I think you will conclude that he has done a swell

job. I am happy to present Mr. Clyde Wilson.

MR. WILSON: Nine years ago this afternoon at almost this identical hour I was out on a field trip when I got a telephone call from the office to the effect that the legislature had at last passed the so-called licensing and bonding law. I was asked to come in immediately. I was told to drop all field work and come in and take over the administration of that law which became effective the first of the following January. Since that time I have been in your hair more or less and you have been in my hair. I see you have more left than I have so I leave it to you as to who has been in whose hair. (Applause.)

You know it has not all been peaches and cream and some of you have thought I have been pretty tough. Len., you summed it up in your introductory remarks when you said I have been between two fires. There is no kidding about that.

The sole purpose of the licensing and security act was to protect the farmer's milk checks. It was brought out in the hearings that preceded the passing of the law, that in the previous year, 1938, farmers had sustained losses aggregating \$300,000. You know of such losses and may have known of others. The original intent was to say, let's bond all dairy plant operators and all dairies. We got to looking into the ramifications of commercial security bonds, and we found that if we insisted on bonds all the way through, the bond premium was going to amount to as much as the losses sustained in the preceding year. This was dragged through the legislature from February until October before enacted. It came through with options providing for bond or other security. A proviso was included whereby trusteeships could be created and then there was the option of the financial statement. The law has been amended from time to time and, I believe, the amendments have been for the strengthening of the law. If the farmer who produces milk that is delivered to your factory is not paid, the community suffers. If the community suffers, you suffer. It dovetails in together as far as you operators are concerned.

As I look at this program (refers to program of the convention) I see names here in alphabetical order which look almost like my file in the office. I presume at some time in the past 9 years you have had letters from me. Sometimes you have have resented it, and sometimes I have written three or four letters to you and didn't get an answer. When that happens, I usually come back at you with something like this: If you were to write me three or four times and

didn't get an answer, what would you think about it? It usually brings an answer. I have had pretty good cooperation on the part of the industry. That goes for the cheese makers and the industry as a whole. I think we have an industry here in the state of Wisconsin, the dairy industry, that is tops. Your cheese makers' association, your officers, this fellow here (points to Pres. Kopitzke), that one sitting over there, (points to Mr. Mooney), and that old boy back there, your field man (points to Mr. Mulloy), have given me some mighty good cooperation. I have learned a lot from them and maybe they have learned a little from me.

Len., I appreciate very much the cooperation you, George and Horace have given me. We have been able to sit down and go over problems and work out pretty satisfactory answers. Maybe we didn't agree at first, but for the most part we have come to an agreement and then have followed through on it.

It is my understanding that there is likely to be introduced at the next session of the legislature a proposal to exempt from the security requirements of this statute cooperative organizations in cases where the money is handled by the employee of a bank. You can recall at the last session of the legislature there was passed a requirement whereby dairy plant trustees were to file with the department a fidelity bond. There were 755 dairy plants licensed under the trustee option. These trustees have all filed their bond, every one of them. That was a tough job to get them to do it. I have had farmers complain grievously that it was costing them too much money. I have computed the bond premium on these 755 bonds and the farmers have had the guarantee at the cost to them of less than 1½ cents per month. Is that exorbitant? We have had a lot of difficulty with the trustee fidelity bonds. They were against it because it was new.

I feel that every amendment that has been made to the licensing law over the nine years has been an improvement. I am at a loss, however, to know how exempting the cooperative organizations, where the funds are handled by a bank employee, would strengthen the law because the bond carried by the bank absolutely does not cover a trusteeship. That is not a banking function. I cannot see how it would strengthen the law. I know from the cooperation I have had from you men out in the field that you are for this law. You want to see it kept on the books. I don't believe you want to see it weakened. Your association has helped in the enactment from time to time of certain features that I feel have strengthened the law.

It has been a problem, of course, to administer the law. We have had some battles. We have had prosecutions. I don't like to have anybody arrested. I don't like it or enjoy it at all. I have had to do it though. We are given the law to administer and we have no choice in the matter.

There is a factor of human judgment and error that comes into the picture, insofar as our acceptance or rejection of financial statements is concerned. I have run into this: I have found that some of the people in submitting financial statements do not reveal all of their assets. I have found that there is apprehension on the part of some of them in submitting statements that this information may find its way into the department of taxation.

I want to assure you that these financial statements which you submit to my office are not public records. They are available for review by myself and my secretary only. I have had people come in and ask if they might see the financial statements of others. The answer is no. (Applause.) If any one of you were to come into my office and ask to see the financial statement of a competitor, I would say: "Do you want me to show your statement to him?" Well, no, you don't. I had a man come in the other day, and he challenged my statement that these were not public records. He said, "If I get a court order, I guess you will show me the statement." I said, "Get the order, and when you get back the statement won't be here." I never heard anything further from him. When you give us a sworn financial statement, I would like to have you reveal the entire financial picture. Some of you have excluded your war bonds. Some of you have excluded other things. Don't be afraid to submit that information because by reason of the exclusion I may feel obligated to decline your license, when in reality, if you had given me all the information the statement would definitely pass. Don't neglect to give it to me. It is a private record. It is sent to the department for one purpose only, and at no time will the information be revealed to anybody.

Just one more point before I close. Those of you who are licensed on the basis of your sworn financial statements are expected to submit these statements at least once annually, and if things get tough we may have to have them more often. You know the current condition of a financial statement can change over night. I have seen some financial statements that were what I considered borderline statements at the time, but I felt that they were worthy of acceptance. I have been wrong in some instances. I have made mistakes. Everybody but the Divine does make mistakes. I have

done the best I could on it, and when you are asked to submit your statements, will you please do it without delay? I don't like to have to write three or four times for those statements.

I thank you for the opportunity of being here, Len.

(Applause)

PRES. KOPITZKE: We want to thank you for coming here, and if there are any questions, I would like to entertain them.

MR. WILSON: I am leaving now, but Tony and Harvey will be here until tomorrow. I would like to get the 4:15 bus.

(The discussion that followed has been omitted.)

PRES. KOPITZKE: Before we go on with any other discussion, I want to explain why we have no machinery exhibits here in Fond du Lac this year. The board of directors decided on the city of Fond du Lac for this convention before we found that it was impossible to have any machinery exhibit. They have cut off some of the rooms in the armory, so it was impossible to hold an exhibit.

We have a gentleman here from Milwaukee who is going to talk to you for a few minutes. He wants only a couple of minutes to invite you to Milwaukee, and to give him this opportunity, I would like to introduce to you Mr. Robert Froemming.

MR. FROEMMING: I am only going to take a minute of your time, but on behalf of the Milwaukee Association of Commerce I want to extend a very sincere and cordial invitation to the Wisconsin Cheese Makers' Association to hold their convention in 1949 in Milwaukee. It is not a matter of asking strangers to come to our city, but more like asking old friends, because your convention was held in Milwaukee in 1944 and 1947. Milwaukee is an ideal city in which to hold your convention. We have a lot of recreational facilities, a wonderful lake front, and many interesting and attractive places to visit. The hotel accommodations and eating facilities are such that they can meet your every requirement. We have October 18 to 21 open in 1949, and I have contacted the manager of the auditorium and find that you can have all the exhibit space you want, and all you require. Milwaukee's good government and law abiding citizens reflect an atmosphere of happiness and well being, and they are always happy and proud to play host to the Wisconsin organizations. Perhaps the most important of all is the inherent hospitality of the Milwaukee people. So I hope that we will have the distinct pleasure of welcoming you next year. Thank you.

PRES. KOPITZKE: Thank you, Mr. Froemming, we appreciate the invitation.

Now, let's go! I think we have discussed these problems quite a bit, but if there is anything more you would like to discuss at this time, let's go.

Mr. Madler, Mr. Weavers, Mr. Wilson, and Mr. Froemming have left the room; and I think that we have cheese makers only here right now. I am ready to entertain any discussion. I think it would be well at this time to ask the chairman of the resolutions committee to read the resolutions and probably that will bring up some discussion.

MR. RAASCH, Chairman, Resolutions Committee: I will read the resolutions. But I was just going to bring out this: I remember several years ago when Horace Mulloy used to go throughout the state, and he made the statement that when it comes to our council meeting, it's a closed meeting. You can take your hair down and clothes off, but I am wondering about that since they have a reporter here. It won't be very nice to come out and say that So and S took his hair down. It just can't be done.

PRES. KOPITZKE: I can guarantee you fellows that there will be nothing embarrassing in the report. I think it is well that we know what has been done here at the council meeting. The proceedings of this meeting are not going to be published in the report. I want to introduce to you our reporter. I think a lot of you know about Senator Buchen. This is his wife. Will Mrs. Buchen please stand and take a bow?

(Reporter stands and is applauded.)

MR. RAASCH: That's all right perhaps, but is he the senator who says nobody knows anything about cows and milk but the farmers?

PRES. KOPITZKE: No, I can guarantee you that he is a friend of the cheese makers.

MR. RAASCH: I will now read Resolution No. 1.

RESOLUTIONS

No. 1. RESOLVED, That the members and officers of the Association publicly acknowledge our debt of gratitude to all who have in any way contributed to the success of our 1948 convention,

and that special mention be made of the Mayor and Association of Commerce of Fond du Lac, the donors of prize money and each one who appeared on our program.

(I move the adoption of the resolution.)

MR. PETERS: I second the motion.

PRES. KOPITZKE: It has been moved and seconded that Resolution No. 1 be adopted. Any discussion- Hearing none, those in favor of the resolution will signify by saying aye. Contrary, no. The resolution is adopted.

MR. RAASCH: Resolution No. 2 reads:

No. 2. WHEREAS, Each year records a new list of members who have answered the final roll call, news of which reaches us in some cases but not all,

THEREFORE RESOLVED, That we extend our sympathy to the family and relatives of all our members who passed on during the past year and we respectfully name Jerry Rief of Saukville, Math Schietzel of Marathon City, Otto Becker of Appleton, John Wuethrich of Greenwood and Otto Ohlm of Manitowoc.

I move the adoption of Resolution No. 2.

MR. PETERS: I second the motion.

PRES. KOPITZKE: As the resolution points out, there may be some that we have missed, but those five we feel were especially good members of the association and interested in the dairy industry. If anybody knows of anybody else who has passed on during the past year or so, I wish you would tell us.

(No response.)

All those in favor of the resolution will say aye. Contrary, no. The resolution is adopted.

MR. RAASCH: Resolution No. 3.

No. 3. WHEREAS, The officers and directors had prepared to confer a life membership on John Wuethrich at this our 57th convention in recognition of his leadership in many fields of agriculture and dairying, and

WHEREAS, His sudden and unexpected death of a few days ago prevents a personal presentation to that great cheesemaker and active Association member,—

RESOLVED, That we make a posthumus award of a life membership to that worthy state leader and dairy pioneer, John Wue-thrich, and make due presentation to a member of his family.

(I move the adoption of the resolution.)

MR. PETERS: I second the motion.

PRES. KOPITZKE: You have heard the resolution and the motion that it be adopted. Any discussion? Hearing none, those in favor of Resolution No. 3 will say aye. Contrary, No. The motion is carried and the resolution adopted.

MR. RAASCH: Resolution No. 4.

No. 4. WHEREAS, the State sponsored Wisconsin Centennial Celebration in Milwaukee recognized the supremacy of many of the State's leaders in various ways, including the awarding of blue ribbons to bovine royalty, but were oblivious to the contribution of the personal skill and professional ability of the State's cheese-makers that have been solely responsible for the now world-wide reputation of Wisconsin's boasted product; and

WHEREAS, Through the cooperation of Governor Rennebohm and our Association arrangements have been made for the selection of Centennial Cheese Champions;

THEREFORE RESOLVED, That we commend the Governor, and the officers and directors of our Association for providing a state wide competitive cheese exhibit from which our State's Centennial Cheese Champions may be chosen,—and

FURTHER RESOLVED, That we gratefully acknowledge Governor Rennebohm's donation of trophies to each of the seven variety champions and his personal presentation to the winners.

(I move the adoption of the resolution.)

(Motion seconded by Mr. Grainger)

PRES. KOPITZKE: It has been moved and seconded that the resolution be adopted. Any discussion? Those in favor will say aye. Contrary, no. The motion is carried and the resolution is adopted.

MR. RAASCH: Now, gentlemen, can you hear me back there? These are your resolutions. They are submitted for your adoption or rejection. I would like to hear some evidence of interest.

No. 5. WHEREAS, The remodeling of the Armory at Fond du

Lac after designating and publicizing that city as our 1948 convention city, made it both impossible to have booth exhibits or change the place of meeting,—and

WHEREAS, That was a disappointment to the cheesemakers as well as the exhibitors who have been with us regularly for years;

THEREFORE RESOLVED, That we feel obligated to publicly thank our regular booth exhibitors for the fine sportsmanship exhibited by them in sharing the disappointment with us.

(I move the adoption of the resolution.)

MR. PARSONS: I second the motion.

PRES. KOPITZKE: As Obert says, we are not all deaf and dumb. Let's vote next time. If you are in favor, say aye. If opposed, no. Now let's vote. Is there any discussion on the resolution. Those in favor will say aye. Opposed, no. The motion is carried and the resolution is adopted.

No. 6. WHEREAS, Young men are again being selected for military service in such manner that may include some unmarried men now working as an apprentice or licensed cheesemaker in cheese factories; and

WHEREAS, We feel the necessary processing of sweet milk into cheese is just as essential as the production of the milk, and

WHEREAS, The resistance of these young men to the wage attraction in industry of a five day forty hour a week basis as compared to a seven day week in a cheese factory is evidence of their sincerity to make cheesemaking a life's career.

THEREFORE, BE IT RESOLVED, That we urge National and State headquarters and Local Boards to give careful consideration to all deserving cases, and that those engaged in the first processing of fresh sweet milk be given the same deferment or exempt status accorded those engaged in the production thereof.

(I move the adoption of the resolution.)

(Motion duly seconded.)

PRES. KOPITZKE: You have heard the resolution. It has been moved and seconded that the resolution be adopted. Any discussion? Hearing none, those in favor will signify by saying aye. Contrary, no. The motion is carried and the resolution is adopted.

No. 7. WHEREAS, For nearly a century, the dairy plants of

Wisconsin have been disposing of all waste in the best manner possible without complaint except in a few justifiable cases, and

WHEREAS, The Conservation Commission of Wisconsin is now charging dairy plants with responsibility for the pollution of streams and the killing of fish, under a state law imposing a civil as well as a criminal liability, and one action has recently been started by the state against a cheese factory owner for damages at the rate of \$2.00 for each fish found dead below stream from his factory, and

WHEREAS, Research has not yet discovered practical ways and means of disposing of dairy plant waste, and many factories are not in a position to promptly meet present demands and would have to close or invite the hazard and risk of a suit by the state.

THEREFORE RESOLVED, That we urge the Governor of Wisconsin, the State Board of Health, the State Department of Agriculture and the Conservation Commission to permit the continued operation of dairy plants without liability until such time as science advises the method of disposal of waste and permits the proper acquisition of land necessary therefore.

(I move the adoption of the resolution.)

(Motion duly seconded.)

PRES. KOPITZKE: You have heard the resolution. Any discussion? Do you understand the resolution?

MR. KOPITZKE: Any other questions on the resolution? (None voiced.) It has been moved and seconded that the resolution be adopted. Those in favor will say aye. Contrary, No. The motion is carried, and resolution No. 7 is adopted.

MR. RAASCH: Resolution No. 8 was read before. I think you gentlemen understand it. We want more of an educational program for farmers relative to testing. The resolution has not been adopted.

Mr. Raasch reread the resolution:

No. 8. WHEREAS, Milk is being tested in various ways by numerous individuals and agencies and the results compared one with the other which is both misleading and deceptive;

RESOLVED, That we request the State Department of Agriculture to advise the milk producers of the state that comparison of a two weeks composite test with a one day test is misleading to the

producer and causing undue misunderstanding and dissatisfaction throughout the state wherever and whenever such comparisons are made.

FURTHER RESOLVED, That such information be given to producers by all who do such testing including the University Extension Division, County Agents, High Schools and Cow Testing Associations.

I move the adoption of Resolution No. 8.

(Motion duly seconded.)

PRES. KOPITZKE: It has been moved and seconded that Resolution No. 8 be adopted. Any discussion? Hearing none, all in favor will say aye. Contrary, no. The motion is carried and the resolution is adopted.

MR. RAASCH: Resolution No. 9.

WHEREAS, Our state law prohibits the standardization of milk for cheese making, except for Swiss Cheese, and whereas there is a growing support for the amendment of that law, and proposals for permitting the standardization of milk for making all types of cheese will be introduced in the 1949 session of the legislature.

RESOLVED, That we the members of the Wisconsin Cheese Makers Association hereby record our support of such proposed law and authorize and empower our officers to do all in their power to secure its passage.

That resolution was not adopted by the resolutions committee, and it is up to you to adopt it or lay it on the table.

PRES. KOPITZKE: You have heard the resolution. Any discussion on it? That was not adopted by the committee, and it is up to you members as to whether you want to adopt it, or to recommend to your officers whether you want them to favor it.

PRES. KOPITZKE: It has been moved and seconded that the resolution be laid on the table. Those in favor of the motion to table will say aye. Opposed, no. The motion is carried, and the resolution tabled.

MR. RAASCH: Resolution No. 10.

WHEREAS, The state law now permits the use of a limited amount of calcium chloride in the manufacture of cheese, it is reported some are using excessive amounts as a rennet saver to the

detriment of cheese quality which science proves to be an economic fality;

RESOLVED, That we recommend and urge all cheesemakers in the state to guard against an abuse of their statutory privilege and only use an amount sufficient to compensate for the calcium deficiency in the milk.

(I move the adoption of the resolution.)

(Motion duly seconded.)

PRES. KOPITZKE: Any discussion? Those in favor, will say aye. Opposed, no. The motion is carried and the resolution is adopted.

MR. RAASCH: Resolution No. 11

WHEREAS, Several have generously given of their time and talent in the annual scoring of cheese for our convention and deserve the sincere appreciation of the association;

THEREFORE RESOLVED, That we do hereby extend to our convention cheese Judges our appreciation and as a further token of our gratitude hereby grant a paid membership for the year 1949 to Frank Broreren of Greenwood, Fred Buss of Clintonville and Gottfried Galli of Monroe.

(I move the adoption of the resolution.)

(Motion duly seconded.)

MR. MULLOY: Before you vote on this resolution, I would like to explain. The three memberships involved are former licensed cheesemakers. They are members and have kept their dues paid up. They come down and spend 2 or 3 days grading the cheese, pay their own expenses, and spend money besides; and they have been doing this for several years, doing a good job, and I think it is fitting and appropriate for the organization to confer that honor on them. Give that membership for 1949 and it is just our way of expressing to them our appreciation for a job well done.

PRES. KOPITZKE: It has been moved and seconded that the resolution be adopted. Are you ready for the question? (Question called for.) Those in favor will say aye. Opposed, no. The motion is carried and the resolution is adopted.

MR. RAASCH: That completes the resolutions.

PRES. KOPITZKE: Thank you and the members of your committee. Next we will hear from Mr. Hernke to give the financial report.

(Applause.)

MR. HERNKE: This is a statement of the receipts and disbursements for the period from October 1, 1947 to September 30, 1948.

FINANCIAL REPORT

WISCONSIN CHEESE MAKERS' ASSOCIATION

STATEMENT OF RECEIPTS AND DISBURSEMENTS For the Period from October 1, 1947 to September 30, 1948

BALANCE OCTOBER 1, 1947

In:

Farmers State Bank of Potter	\$ 4,232.70	
Hilbert State Bank	5,149.13	
Citizen's State Bank	15,248.94	
United States Bond - Series G	1,000.00	
Petty Cash Fund	100.00	\$25,730.77

RECEIPTS

From October 1, 1947 to September 30, 1948

Dues - Active Members	19,538.00	
Dues - Associate Members	2,550.00	
Interest	191.69	
Booth Rental	920.00	
Prize Money	3,145.00	
Convention Cheese Sold	2,026.23	
Convention - Miscellaneous	1,685.50	
Miscellaneous	465.13	30,521.55 \$56,252.32

DISBURSEMENTS

Salaries	17,711.25
Travel	6,393.84
Rent	475.00
Printing and Stationery	164.15
Postage, Freight and Express	356.04
Telephone, Telegraph and light	461.06
Supplies	287.53
Social Security	115.48

Convention Expense	7,982.59	
Furniture and Equipment	53.54	
Miscellaneous	641.09	
Organization and Membership	1,077.45	35,719.02

CASH ON HAND SEPTEMBER 30, 1948

In:

Farmers State Bank of Potter	3,868.54		
Hilbert State Bank	5,200.74		
Dairy State Bank	10,364.02		
United States Bond - Series G	1,000.00		
Petty Cash Fund	100.00	20,533.30	\$56,252.32

PRES. KOPITZKE. You have heard the report. Are there any questions? If not, a motion is in order to adopt the report as read.

On motion duly made, seconded and carried, the report was adopted as read.

PRES. KOPITZKE: Thank you, George.

MR. HERNKE: Thank you for listening.

PRES. KOPITZKE: Next on the program is the executive secretary's general report.

(Applause.)

MR MOONEY: Mr. Chairman and members. I am going to read my report today, because I think I will save time, and it is getting late.

MR. MOONEY'S REPORT

Mr. President and Members of the Association: Ten years ago I made the following statement to your convention in Milwaukee: "I realize that I am talking to the manufacturers of half the Nation's cheese when I address the members of the Wisconsin Cheese Makers' Association. It is to be regretted that all Wisconsin cheese-makers are not members,—but, nevertheless, the industry speaks through you who are members,—when you speak as a group, you are speaking for all. You are the leaders, and with that leadership goes a serious responsibility."

That's what I said ten years ago,—I repeat it today, and can now add,—you have rendered a good account of your stewardship.

Your directors and officers have been compelled in conscience to place the good of the industry above the wishes of the individual. It is in that frame of mind that you should support the Association in its efforts to serve the industry, and thereby serve you to a greater degree.

The membership dues received this year were about the same as last year, but expenses increased like all other prices including cheese.

You,—you the member can render two valuable services to the Association with very little effort: (1) You can increase the income of the Association by securing the membership of your neighbor if he is not now one, and (2) you will reduce the Association expenses by doing so; saving the necessary travel expense required for soliciting members and collecting dues. Yes, as an **active** member that is your duty, and you are making **your** Association stronger.

Your problems did not stop with V. J. Day,—the Treaty of Peace has not been signed,—many seem afraid to admit that storm clouds are again moving across the blue skies of peace.

Cheese will again become an important item of international diet, and the cheesemaker will again become a necessary and irreplaceable man on the home front.

We have already placed your case before the President who advises that he sent it to National Selective Service headquarters.

Who do you expect to prepare all the data necessary to a proper presentation of your claim for justified exemption for service?—Your State Association.

Our state legislature meets again in a few months to consider many bills directly affecting every cheesemaker and cheese factory in the State.

Who do you expect to be ready to protect your interests and the industry?—Your State Association.

The disposal of dairy plant waste is today a hazard never before dreamed of and the state has already started a suit against one member,—you may be next. Who should be expected to lend assistance in a case of this kind that involves nearly every factory in the State?—Your State Association.

When hearings are held all around the State to consider promulgation of an order, requiring new standards for milk quality,

who do you expect should attend and protect your interest?—Your State Association.

Your annual dues would not pay your expenses for attending any two such meetings.

If new Federal regulations should again become part of an early program for defense, who do you expect to go to Washington to represent you and protect your interest —Your State Association.

You do not want any more of these self evident facts presented, but you know I could go on for an hour with dozens more.

This may appear to be a peculiar report from your Executive Secretary, but if you have followed the proceedings of the past year and the report of the Treasury today plus our printed proceedings for this year you have everything I could put into a report. So instead of reporting to you on the last year, I have chosen to impress the certainties of the coming year as taken from our experiences of the last five or six years.

My report is not locking back,—it is looking ahead.

If we look back today,—then let us do so only for one purpose, --to renew our faith in the Association—to recall men like the late Edw. F. Horn of Beaver Dam and John Wuethrich of Greenwood, and witness their signatures when in 1942 they guaranteed \$100.00 per year for three years and were followed by two hundred fifty others of your men to make possible a real Association with an annual budget of \$25,000.00. Imagine how that sounded after nearly fifty years of one dollar membership dues.

We have many new members who may not have known of that historic Stevens Point meeting: but it is a tribute to the memory of those signers now dead and a compliment to those still living to again recall and mention it.

They all had faith in the industry, faith in the Wisconsin cheesemaker,—that faith was not misplaced,—the Association under that start is now moving into its ninth year. How big that three year guaranty looked then,—how small it looks today. For three years those signatures were liabilities,—for the past five years they constitute names on the Roll of Honor in our State's leading industry.

Your Association's voice, until we meet again in the fall of 1949, will be your Directors, your President, L. E. Kopitzke, your Field Manager, H. P. Mulloy and myself. We have all given the

best we knew how for the past year.

May I close by urging you to turn your attention toward the coming year,—that you will do your part in getting a one hundred per cent membership in your respective counties. We will furnish you the names of non-members. By doing so you will permit the time now spent soliciting and collecting by officers, to be spent in calling on those needing our help and our time. Tomorrow it may be you.

(Applause.)

PRESIDENT KOPITZKE: That is a great report, George. I am sure you all enjoyed it. Since we are having reports, next I think I am going to call on our good friend, Horace Mulloy, to give us his report.

(Applause.)

MR. MULLOY: Mr. Chairman, fellow members: I have a couple of announcements I want to make. We have here the envelopes that contain the drawings for the bowling party tonight, and as soon as this meeting adjourns, any of you interested will draw to bowl on the first shift at 7:30, or the second at 9:00. Prizes will be awarded. There will be entertainment over there, and a little of the amber fluid that cheers, which will be supplied for us by the Winnebago Cheese Company and the Dow Cheese Company here in Fond du Lac.

I would like to make a few comments on the cheese exhibit. We have a vacant store building two blocks south of here where we have the cheese display set up, and it would be nice if you could all find time to drop down and look it over. The cheese itself runs especially good this year. We had a lot of average cheese 92, 93 and 94; and when the graders are grading this cheese, it doesn't take long to realize that they have an average cheese, but when they have a 95 or 96, or from there on up, it's more difficult than with the average run of cheese. You can't help but realize that when one spends as much time as I have with graders for the past 9 years, the one thing that makes it a little better than the average run of cheese is the application of the skill that the cheesemaker has at the time he makes the cheese. That's all there is to the difference. The flavor in the average run of cheese is just as good, but the texture, make-up, finished appearance, etc., stand out in the better run of cheese. That is something you should all think of when you are preparing your cheese, or selecting your cheese for

exhibition purposes. I wouldn't limit it to that, for I think it would pay us dividends to apply the skill we have every day in the operation of our cheese factories.

Now, another thing regarding the cheese coming in to the convention: A lot of it comes in in bad shape as far as the containers are concerned. When you get it ready for the convention, be sure it is in a good box. It is handled pretty roughly, in fact when you get down there today, look at the condition of those boxes. Another thing, the shipping tags and entry blanks are sent out soon enough to all members so that you can use the shipping tag and have it on the box, and one inside. It makes a tremendous lot of difference. Frequently the entry blank is not there. You could mail it a day or two before you ship the cheese. It makes quite a problem when the entry blank is not there on time, at least when it is graded; and you have to make out a temporary blank, and you have not all the necessary information. In the future all of us that are going to show cheese, let's do a better job in that respect. Too many of our exhibits are coming in with the members name or address written on the boxes with pencil or painted or stamped on paper firmly glued on the box. Don't ship them in that way. It takes a lot more work so that the grader doesn't know whose cheese he is handling. That is why we have the tag. Put it on, and one in the box. You will make it a lot easier for myself and the graders if you handle it that way.

Now George has given us a good report on the activities of the association. The hour is getting late and I don't want to take up your time, but I would like to say this: the history of our association is something to be proud of. Every member, I am confident feels that way. I know too that we have to do a lot of work that results in benefits to non-members as well as members. That is unfortunate, but it can't be helped. I would like to urge you, like George, to do what you can to talk to that neighbor of yours who is not a member. Get him to be a member and carry his fair share of the burden, the operation expenses of the organization that is working for him as well as you. Three hundred thirty cheese factories have gone out of existence. Now better than 50 per cent of the 330 were members of this association, so we have lost this membership and the resulting dues; and in a lot of instances the milk from those plants went to other cheese factories, with the result that the member factories have had their supply increased, and they should go in correspondingly higher dues brackets.

For some reason, some of our members are reluctant to report

that increase and to pay that proportion. Fellows, it is worthwhile, and if we cannot make enough money running the cheese factories to keep the dues paid, we are in bad shape; and I am sure that that is not the case with the majority of the good cheesemakers of this state. We don't know how far this trend of fewer factories and larger ones is going to go, but it's a well known fact that today factories can handle from 100 to 150 thousand pounds a day. Two hundred twenty-five, or three hundred of those can produce all the cheese we are producing today. Those 225 cheese plants will support this organization as well as the large number we have today. We have a lot of things to do about this trend.

It is also well known throughout the industry that many of the large plants do not make the quality of cheese that is being produced in Wisconsin today and has been for generations. There are many reasons for that. The milk is trucked long distances, spends hours on the road in the tanks; and the quality of the milk isn't as good as when it gets to the plant two or three hours earlier in the morning and is immediately made into cheese. We in Wisconsin have to take a determined stand on letting the powers that be know that we have in Wisconsin that certain something in the production of cheese which very definitely belongs with the average or medium size factories, and not in those too-large plants.

Your association is putting up all the fight it can to protect and increase and keep in operation each and every one of the plants that we have today. Unfortunately, in some instances the boys are not even trying to cooperate with us, because they seem to be in a big hurry to go broke and pay too much for milk, too much for butterfat, and pay no attention to the far-reaching effect of their particular activities on the industry as a whole.

Now I said that I was not going to make a speech, and I am not going to. I am going to quit right now. We have election of officers this afternoon, and we may find time tomorrow to pursue this line of thought a bit further. If not, I will be around and visit with you and talk with you; and if you want to hear a speech some afternoon, I will sit down and give you one personally.

(Applause.)

PRES. KOPITZKE: Thanks a lot, Mr. Mulloy. Now I am not going to give my report this afternoon, because most of the report has been covered by the resolutions. Don't run away any of you.

We have with us this afternoon a man who has done a lot for

the industry. Whenever we went to Madison, we could go and see him at any time, and he was always ready and willing to cooperate with us in every way. That gentleman is Mr. Charles Ebert, who was a member of the assembly, and on the agriculture committee. We have always found him most cooperative.

(Applause.)

MR. EBERT: Mr. Chairman, friends: As you know, I ran second best in the last election, so I will not be at the next legislative session; but I was rather impressed while I was down there. I was on the agriculture committee throughout the four years I was there. That committee considered all problems in the cheese industry as well as those relating to other phases of agriculture. I must say I was always favorably impressed with the way your interests were taken care of by your officers. I think they did a swell job and they deserve your commendation. I thank you.

PRES. KOPTIZKE: Thank you, Charley. I wasn't going to mention that he ran second best, but I can't understand it. We woke up the next morning, and I learned that he had been defeated.

Now I would like to call on the chairman of the nominations committee.

HANS SCHEIDIGGER, Chairman of the Nominating Committee: We hope that we found the right type of names for you to vote on for the year 1949.

PRES. KOPITZKE: I think you should read the nominations you have there, and then we will give the group an opportunity to make such nominations as they desire from the floor.

MR. SCHEIDIGGER: Your nominating committee submits the following names for the respective offices:

President—Mr. Leonard Kopitzke

Vice-President—Mr. C. C. Brick

Treasurer—Mr. George E. Hernke

Secretary—Mr. A. H. Graf

Director to succeed E. E. Marten (3 years).

Lloyd Dickrell

Emil Marten

Director to succeed Emil Hanson (3 years).

Emil Hanson

Marse Wegner

Director to succeed Harry Smith (2 years).

Arnold Fuhrmann

Arthur H. Woldt

PRES. KOPITZKE: There is no opposition for president, but I would welcome some young fellow that would take over.

(Pres. Kopitzke turns the gavel over to Vice-President Brick.)

MR. BRICK: I would like to tell Mr. Kopitzke that he better keep his mouth shut.

MR. GRAINGER: I believe Len. should continue. There are important things coming up and we need him.

MR. KOPITZKE: Thanks, but I am getting old.

MR. GRAINGER: I second the nomination of Mr. Kopitzke for president and move that the nominations be closed.

MR. BRICK: There is a motion to close the nominations for president. Those in favor will signify by saying aye. Opposed, no. The motion is carried.

MR. BRICK: A motion is now in order to suspend the rules and cast a unanimous ballot for Mr. Koptizke.

On motion duly made, seconded and carried, the rules were suspended and the secretary instructed to cast a unanimous vote for the re-election of Mr. Kopitzke as president of the association.

MR. KOPITZKE: Thank you, gentlemen.

(Applause.)

(Mr. Kopitzke returns to the chair.)

PRES. KOPITZKE: Your vice-president is next. We have one nominee for the office. Any further nominations Hearing none, a motion is in order to close the nominations.

On motion duly made, seconded and carried, the nominations for vice-president were closed.

PRES. KOPITZKE: A further motion is now in order to suspend the rules and instruct the secretary to cast a unanimous ballot for Mr. Brick.

On motion duly made, seconded and carried, the rules were suspended and the secretary instructed to cast a unanimous vote for

the re-election of Mr. Brick as vice-president. The ballot was so cast.

PRES. KOPITZKE: We have one nominee for treasurer, Mr. Hernke. Further nominations for that office?

On motion duly made, seconded and carried, the nominations for treasurer were closed.

PRES. KOPITZKE: A motion is in order to suspend the rules and cast a unanimous ballot for the election of Mr. Hernke as treasurer.

On motion duly made, seconded and carried, the rules were suspended, and Mr. Hernke was unanimously re-elected treasurer.

PRES. KOPITZKE: We have one nominee for secretary, A. H. Graf. Further nominations?

On motion duly made, seconded and carried, the nominations for the office of secretary were closed.

PRES. KOPITZKE: A motion to suspend the rules and instruct the secretary to cast a unanimous vote for the re-election of Mr. Graf is now in order.

On motion duly made, seconded and carried, the rules were suspended and the executive secretary instructed to cast a unanimous ballot for the re-election of A. H. Graf, secretary. The ballot was so cast.

PRES. KOPITZKE: We have two nominees for the office of director to succeed E. W. Marten. This is for a three year term. The nominees are Lloyd Dickrell and Emil Marten.

We also have two nominees for the office of director to succeed Emil Hanson. This is also for a 3 year term. The nominees are Emil Hanson and Marse Wegner.

For the office of director to succeed Harry Smith, which is for a two year term, we have two nominees, Arnold Fuhrmann and Arthur Woldt.

Nominations are now in order from the floor. Further nominations? Hearing none, a motion is in order to close the nominations.

On motion duly made, seconded and carried, the nominations for the office of director were closed.

PRES. KOPITZKE: I will appoint a couple of tellers: John Fischer, Harlan Watt, Mr. Herman and Mr. Zillmer, will you please act as tellers? (Tellers come forward and secure ballots for distribution.)

PRES. KOPITZKE: While they are voting, Mr. Mulloy has an announcement on the bowling party.

MR. MULLOY: I would like to have you draw your tickets for bowling, and when you draw, you are going to bowl with 4 other fellows. The idea is to have a little fun and a good mixer, to get acquainted with those you have not met before. We will have prizes for the high team, etc., but we have the drawing to prevent the possibility of five good men getting together and cleaning us up. I bowled 90 Sunday. Don't let anybody trade with you. Hang on to your own number and we will have a lot more fun fellows. Just take your number. You know what time you bowl, either 7:30 or 9:00. When you get to the alley, I will be there to touch your pocketbooks a bit.

PRES. KOPITZKE: Ready to pick up the ballots?

There will be a drawing of prizes very shortly. Before that, I would like to see how the group feels about the next year's convention site. As you know, we have not had the room to have the machinery exhibit; and when I was working up in the northern area, the boys said, "Well, if it's going to be in Fond du Lac, we will be there." The cheese makers wanted it in Fond du Lac, but I see that some are here and some are not, and I certainly would like to see you fellows vote and direct us where you want to have the next convention. We have been criticized plenty, and I would like to hear from you. (The discussion that followed is omitted.)

VOICE: I think it would be a good idea to leave it to you officers to decide where to hold the next convention. I so move

PRES. KOPITZKE: Thank you, but I want to hear from some of you. If you want to go back to Milwaukee, it won't be hard for the officers to make up their mind, but if you want a convention for the cheese makers, we can have it most any place. Wisconsin Rapids is a very good central location, but lacks in hotel accommodations. They would have to go to Marshfield or Stevens Point. We have had conventions in Sheboygan. There too, they have limited hotel accommodations. If you want to leave it to the officers, that is all right; but if you have a preference, or want to go to Milwaukee, that is O.K. with me.

MR. RAASCH: I second the motion. I believe that the people here should express themselves, because we had it in Milwaukee last year, and the report was that we had the biggest crowd that we ever had.

PRES. KOPITZKE: It has been moved and seconded that we hold it in abeyance until the regional association meeting is called. I think it is a good suggestion. Are you ready for the question? (Question called for.) All in favor will say aye. Contrary, no. The motion is carried.

We will now have the drawing for the Door Prizes. (The following prizes were awarded to the individuals whose names were drawn by the reporter.)

1st—\$5.00 awarded to Mr. Otto Burrow, Fremont, Wis.

2nd—\$5.00 awarded to Mr. Arnold Thuli, Blue Mounds, Wis.

3rd—Two steak dinners, donated by Stetzen's Cafe, awarded to Mr. Reinhold Pipping, Glenbeulah, Wis.

4th—A fifth of Seagrams, donated by Becker's Tavern, awarded to Frank P. Baker, St. Cloud, Wis.

PRES. KOPITZKE: Tomorrow at 1:30 P. M. we are going to award some door prizes. They will be awarded at 1:30, and not 1:35. You have to be here to pick them up.

We are now ready to announce the results of the balloting. Seventy-nine votes were cast.

For director to succeed E. W. Marten (3 years)

Emil Marten71

Lloyd Dickrell 7

For director to succeed Emil Hanson (3 years)

Emil Hanson71

Marse Wegner 6

For director to succeed Harry Smith (2 years)

Art Woldt48

Harold Fuhrman12

Mr. Marten, Mr. Hanson and Mr. Woldt were declared elected as directors for the respective terms.

On motion duly made, seconded and carried, the meeting adjourned.

(Adjournment thereupon taken.)

WEDNESDAY, OCTOBER 20th

Retlaw Hotel

PRES. KOPITZKE: Come in, friends. There are a lot of seats up in front. (President raps for order.)

The 1948 annual convention will come to order. We are still very fortunate in this country for the freedoms we enjoy, and one of those is freedom of speech, another freedom of religion. The pastor who is going to give the invocation this afternoon is Dr. Becker from this city, Fond du Lac. I am happy to present to you Dr. Becker.

Invocation by Dr. Becker.

PRES. KOPITZKE: Thank you, Dr. Becker. Since there is nobody here to volunteer to lead us in singing the National Anthem, we will go on with the program.

At this time I want to present our executive secretary, who will introduce the first speaker and make a few remarks.

MR. MOONEY: Mr. President, members and friends: I made a report yesterday afternoon to the meeting, so that will mean that I will not go into any detail now. I would like, however, to call your attention to the trophies on the table. They will be presented this evening by Governor Rennebohm to the winners of the high score in the 7 varieties of cheese. The Governor donated the trophies. You now have the score sheets in your hands, and you can tell from those sheets who are the Wisconsin centennial cheese champions.

We had a problem discussed yesterday afternoon that had to do with pollution of waters and streams within the state, resulting in the killing of fish. Responsibility has already been placed on the shoulders of some cheese factories and dairy plants charging them with liability for polluting the waters. It is a problem not new to us, because two years ago we had a member of the state board of health address us on that subject. It covered two phases: the proper disposal of dairy plant waste, and the prevention of the pollution of streams. We are taking the matter more seriously now, because Wisconsin as a state has already started suit against one of the cheese factories. It involves a certain amount, based on a statutory liability that sets specifically the price of fish—\$2.00 for perch and pan fish, \$3.00 for trout, and \$4.00 for other larger game fish.

Knowing that we are facing this problem, we are going to do all we can to correct and remove any objectionable features immediately. We have called in today to address you the president of one of our state laboratories, who has given a lot of study, and helped solve some of the problems of some of the dairy plants in the state in handling their waste, and seeing that the drainage into the streams is safe to go into the waters. I present Mr. Coenen, president of the De Pere Development Laboratory.

MR. COENEN: Mr. Chairman, Members of the Wisconsin Cheese Makers' Association: Well, I got off my day today, in a rather peculiar fashion. I woke up this morning, and had butterflies in my stomach. I was coming to Fond du Lac to talk to this convention. The second was, I got to combing my hair, and I saw the approaching baldness, and third, I got a pretty well developed carbuncle on my right knee. I just wonder what I am going to do for you fellows.

The topic I am to present to you concerns the waste resulting from processing milk. While I fully realize the problem of waste disposal is a headache to many of you, I will not endeavor to solve your problem, but I will try to help you more fully understand the problem.

When the world was created, The Designing Engineer, had no equal and will never be equalled. The magnitude and sheer beauty of the job assure that point. We have been provided with an unlimited number of resources to assure life and happiness on the earth. In the broad classification covered by the term "natural resources" we find lakes, rivers and streams. All of which provide us with a means of livelihood, transportation and entertainment. God intended it to be that way. Certain fundamental facts have been established which prove conclusively that pollution of rivers and lakes was anticipated by our Creator. Therefore we find our rivers and lakes able to accept a certain amount of pollution without seriously upsetting them. The fundamental facts to which I refer were utilized by sanitary engineers years ago in what was known as disposal by dilution. This procedure was satisfactory up to a certain point, a point man failed to recognize and consequently man is now confronted with a serious problem. Human brains and ingenuity must be applied at the point where nature's gift ends.

We have no more right to discharge endless amounts of waste into a stream and expect the stream to purify itself of waste than we have to expect a kernel of wheat to produce a finished loaf of

bread for us to harvest. As in all other circumstances, our God-given intellect must be applied to form the gifts of nature into the most satisfactory form for the intended end use.

Let us take a look at a stream and find out what is available and also the limitations that exist. It would be well also to study the terms applied and ascertain their meaning. We will take the last on first. What does D. O. mean. It means dissolved oxygen, it has no connection whatever to the oxygen which is a component of water. The chemical formula for water is H_2O , but water containing no D. O. cannot support aquatic life. The oxygen with which we are concerned is atmospheric oxygen dissolved in water, just as sugar is dissolved in coffee. Concentrations of D. O. are always measured in P.P.M. (Parts per million). P.P.M. is a definite expression of a ratio, exactly as the name plate of a speed reducer expresses a ratio when it is rated at 100-1. 8 to 9 P.P.M. dissolved oxygen in water is the ideal situation. In terms we can all understand that figure represents 8 to 9 pounds of oxygen in 120,000 gallons of water. This concentration will support all species of fish life.

The term used to measure the strength of waste is Biochemical Oxygen demand. (B.O.D.) This term covers the amount of oxygen required to stabilize a waste both by chemicals and biological action, and is again measured in P.P.M. The Biochemical Oxygen demand of waste is measured in this way. Distilled water is aged for four weeks during which time the oxygen content is brought up to approximately 8.5 P.P.M. Mineral salts and supplements are added just prior to use to stimulate the receiving stream water in perfect condition.

A critically measured amount of waste is placed in a known amount of dilution water, the D. C. of which is known. The specimen is then incubated for 5 days at 68°F. At the end of the five day period the amount of dissolved oxygen remaining is determined. The difference in D. O. after 5 days is multiplied by the dilution factor (if 300-10 equals 30) to give the B. O. D. in P.P.M.

If the receiving stream contains 8 to 9 P.P.M. of dissolved oxygen, we then have 8 to 9 pounds of oxygen per 120,000 gallons of stream flow. The waste from cheese making in many cases has a B. O.D. of 2,000 P.P.M. per 1,000 pounds of cheese produced, and the volume of waste is about 1,800 gallons.

On the intake side of a cheese plant, for each 1,000 pounds of

milk taken in, wash water and waste to the extent of 180 gallons per 1,000 pounds of milk with a B. O. D. of 2,000 P.P.M. will result. Those figures just quoted assume the whey is not discharged.

The fundamental measure, on the basis of population equivalent is domestic sewage which amounts to 50 gallons a day per person and has a 5 day B. O. D. of 400 P.P.M. This figures to an oxygen requirement of .17 of a pound per person per day. By the same method of calculation 1,000 pounds of milk processed into cheese will produce 33 pounds of oxygen demand, or a waste equivalent to the sewage of 198 people. Why is this figure so much higher than domestic sewage? Let us look at the B. O. D. of milk in various end products.

Whole Milk.....	102,500	PPM
Skim Milk.....	73,000	PPM
Buttermilk	64,000	PPM
Whey	32,000	PPM
Domestic Sewage.....	400	PPM

These figures are graphic proof of what can be accomplished in your plants merely by cutting your losses to the sewer. I am sure many of you men are operating plants on receiving streams where a bit of care would greatly alleviate a polluted condition.

If you discharge the waste from making 1,000 pounds of cheese to a stream having 8 P.P.M. of oxygen it will require approximately a half million gallons of water from the stream to furnish the oxygen requirements of that waste. And that will leave 500,000 gallons of water in which all oxygen has been depleted. It leaves no margin for fish life. Fish seek the most practical environment for their survival. From 9 P.P.M. oxygen down to 5 P.P.M. some perch, crappies, etc. will stay around. Down to 2 P.P.M. very few fish can survive. The bullhead and carp being able to stand as low as 1 P. P. M. for a not too lengthy period.

In the majority of cases involving fish kills, the fish are trapped in an area during high stream flow and oxygen content and do not escape in time to avoid being suffocated when the stream flow goes down, or an oxygen consuming waste is discharged. In most cases fish die from suffocation and not from poisoning.

What I do want to stress to you men is the amount of good you can accomplish in watching your loss to the sewer. With proper care and consideration you can save yourself money and cut the oxygen consuming load to the stream. The things to watch are;

Proper draining of milk cans.

A completely reliable system for handling fluid milk.

Non-leaking tanks and vats, tight pump glands, valves, unions, etc. Exercise the same care in handling whey that you do with whole milk. Fifty gallons of whey more or less to you may mean little, but it means an unnecessary added load to the stream.

Your plants are spread over the entire state, and I know the conditions vary widely from plant to plant. Some will discharge waste to a small creek, others to a fairly large river or stream, and others into large or small lakes. Again others will discharge into open ditches, or swampy areas. Regardless of point of discharge, a faithful vigil to cut losses will help materially.

In view of the many variations in the problems I believe, we can get a pretty lively discussion going here by devoting the next few minutes to questions and problems you men may care to submit. (Applause.)

PRES. KOPITZKE: Thank you very much. I am sure the members appreciated your message.

Now we will have Mr. Aderhoid draw the tickets. \$5.00 door prize - awarded to A. Graf, of Zachow. \$5.00 door prize - awarded to Elwood Mitchell, Clintonville. \$5.00 door prize - awarded to Gus. E. Plate, Brillion. \$5.00 door prize - awarded to Walter F. Mueller, Verona.

PRES. KOPITZKE: At this time, while Horace is up here, I am going to have him make a few announcements.

MR. MULLOY: We had a little party last night, and I want you to know what you have coming, and to ask that you come over and get your cash.

The high score of the evening was 2294 made by a team composed of Paul Pressig, Louis Ringel, Leo Loehr, Art. Jepson and O. R. Thompson. The prize for high score is \$10.

Second high score, 2191, was made by the team composed of Lloyd Dickrell, P. H. Michels, Ed Tisdale, Larry Stark and Marvin C. Strey. The prize, \$7.00.

Third high score, 2163, with a prize of \$5.00, was made by Carl

Eicher, L. W. Grainger, E. W. Jung, Harry Pankow, and Ewald Jung.

Carl Eicher was high man with a score of 211, for which there is a \$3.00 prize.

Second high man, with a score of 209, was a tie, P. H. Michels and Roy Grebe having tied for the prize which is \$2.00, so each will receive \$1.00.

Ladies - High Series Score 444, Prize \$3.00, Mrs. Alice Gobeli.

Ladies - Second High Series Score, 427, Prize \$2.00, Yvonne Zinkgraf.

Ladies - Low Series Score, 260, Prize \$3.00, Mrs. Alfred Henning.

Ladies - Individual High Game, 165, Prize \$3.00, Yvonne Zinkgraf.

Ladies - Low Series Score, 255, Prize \$1.00, Mrs. Wilma Schultz.

It would appear that Mr. and Mrs. Schultz had better do a little practicing. Now if any of you run into me at any time during the rest of the convention, I will give you your cash. (Applause.)

MR. MOONEY: We are reversing the usual procedure this afternoon, and I am going to present a man who has served the cheese makers for years. He has served as your president for nearly 10 years, and yesterday afternoon he was rewarded by those he served by being re-elected president for the ensuing year. In that same action they again drafted him for service for the coming year. I don't have to go into detail relative to the work he has done for you, but will merely say that your president, Len Kopitzke, is ready to present his fine annual report, and also to say that we extend to him our best wishes for the coming year. We will now listen to his report. (Applause.)

PRESIDENT'S ANNUAL REPORT

It was my hope that when I gave my report for 1948, I could give it to a contended group who could feel that they were actually at peace and well on the road to recovery. However, it is far different.

The world is in a greater turmoil now than it was before World War II. War clouds are hovering over our heads. People are dis-

satisfied. Strikes are plentiful. Prices of farm products are declining and in many instances, workers are demanding increases in wages. Oh yes, I will admit we must expect prices to go down. We cannot expect this to go on forever. What I fear is that before things get adjusted, producers and manufacturers of farm products will suffer to the extent that it may cripple the financial structure of our nation.

Farmers cannot produce two dollar milk and still be able to buy \$3000 tractors, \$2500 cars, or pay five times as much for their help as they did in normal times. Nor will they be able to pay the taxes necessary to get rid of the terrific debt we owe.

Cheesemakers cannot make cheese for two or three cents per pound and pay three hundred per cent more for their supplies and their labor although some, to their sorrow, have tried it during 1947 and '48.

In some sections of the state, I am sorry to say that I have found conditions terrible. In the later part of 1947 and the first few months in 1948, I saw plenty of red figures. This has been the most serious problem your officers have been confronted with since the last convention. It seems almost unbelievable that in a free country like ours there are still some who believe in making slaves of their families and themselves just to have the pleasure of working with a few more thousand pounds of milk.

Cheese making is not just a job. It is a profession. You can learn how to make cheese in a day, a week, or a year. In fact, many of us have been in the business from thirty to forty years and are still learning. This will continue until we retire.

The producer working sixteen hours per day is entitled to every cent you are able to pay him. I have still to meet the first one that does not realize that if the manufacturer does not set aside enough to pay his operating expenses the local market for his milk would soon be destroyed. I have discussed this problem with my patrons at our annual meetings and I know how they feel about it.

In my report, I want to discuss a few of the other problems which we have been and with which we still are dealing.

The most important one, of course, is quality. In order to produce good quality cheese, we must have: first — cool clean milk; second—good help; and third—good equipment. Number three ties in with the problem I have just discussed with you, that we set aside enough so we can purchase good equipment,

Number one—We must strive to get the co-operation of our patrons in producing the milk as cool and clean as possible. The various tests necessary to determine the quality of the milk must be made regularly and the patron must be kept informed. This can be done in such a way that the patron will be happy to work with you. It is true that occasionally you will have one who will not, but not many.

Number two—Deals with the problem which I am going to discuss next—namely Selective Service. George and I have been working on this for some time and we will continue. About two months ago, I attended a meeting of the Wisconsin Dairy Federation. This organization has members representing all branches of the industry. There was considerable discussion in regard to the Selective Service Act and what effect it would have on the dairy industry. I thought this would be a good opportunity to start the ball rolling, so I moved that we ask for some consideration for men of the Dairy Industry in that age bracket. This motion was promptly seconded by Mr. A. J. Glover Editor of *Heards Dairyman*. The motion was strenuously objected to by some in the industry and although I am not going to mention any names, sometimes I feel as though I would like to. The motion was defeated.

There are still well over twelve hundred cheese factories in operation. Each factory operator employs from one to ten men. Everyone knows that it is hard to get men to work in a cheesefactory due to the amount of hours and days they must work and to the nature of the work. It is very hard work, especially if trucking milk is included. This is the case in most instances.

As for the army, the amount of men which could be drafted for service from the industry is negligible but if an operator of a cheese factory who has one man loses that man, he is losing about seventy five per cent of the man power in his factory.

In the last session of the legislature, we supported a bill to allow the use of a limited amount of calcium chloride to improve milk which at times is deficient in calcium and to aid in the coagulation.

It has been brought to my attention by numerous dealers and others that in many instances this privilege has been abused. Some have used too much calcium chloride and have decreased the amount of rennet used to such an extent that it has seriously injured the quality of cheese. Although a little calcium aids in coagulation, when too much is used it retards the curing of cheese. On the other hand, rennet aids in the curing of cheese. If you want a

nice soft cheese with a meaty texture do not try to save on rennet or remove butterfat from the milk before making cheese. It is peculiar that many feel that if a small amount of anything is good a large amount is better. Salt is absolutely necessary in cheese making but we know what would happen if we used too much. While a small amount of properly prescribed medicine may cure a patient, a large amount could be fatal.

It is not necessary that this law be repealed, if we use a little judgment and common sense.

Another problem which is causing some concern is the Bonding law. I do not consider it serious but it has been giving my friend Clyde Wilson as well as some of the other officials in the Department of Agriculture a few unpleasant moments.

Clyde has been doing a swell job. He is sincere and at times I believe he takes things too seriously. At any rate it has been a pleasure to work with him. There are a few milk companies and factories in trouble right now but when you consider the enormous size of the dairy industry the per cent is very insignificant.

In this problem as in others, I want to ask for your co-operation. It was your officers, acting on your suggestion and direction, who fought long and hard to amend the law so it would be possible to secure a license by filing a financial statement. This does not mean that anyone using the money received for part of October cheese to pay for September milk can qualify. You must be operating in the black and not the red. This again shows the importance of setting aside enough for operating expenses.

When making out the statement be sure to include the value of all cheese and other products on hand as well as that sold and not paid for. Many have failed to do this so Mr. Wilson does not get a true picture of your financial ability. The value of cheese on hand and sold but not paid for usually amounts to several thousand dollars.

The past year has again been a busy one. As you know, I was a member of the Wisconsin Dairy Federation and the Wisconsin Centennial Committee which required many extra trips to Madison and Milwaukee.

The total miles traveled from October 1, 1947 to October 1, 1948 (mostly by car) attending meetings, hearings, and visiting members was approximately 20,000.

It has again been a pleasure to work with the officers, directors, and members during the past year. I want to thank you for your splendid co-operation.

President Kopitzke

(Applause).

PRES. KOPITZKE: We are switching things around a little bit. We are going to have the last speaker first, because he has to be in Wausau at 6:00 this evening.

As you know, during the war, before the war, and after the war, we had many problems to deal with in Washington, D. C., and some of the men down there were certainly a real help to us. One of those men is the speaker we are going to hear this afternoon. He is chairman of the appropriations committee, and he must have had a lot of work the way they have been spending money there for the past few years. Any time George and I would go to Washington we would stop in at his office, and he was always ready and willing to give us a helping hand; and it takes a good sharp senator or congressman down there to help you when the bureaucrats start kicking you around. I am very happy at this time to present our Congressman Frank B. Keefe.

MR. KEEFE: President Kopitzke ladies and gentlemen: Can you hear me without this thing (refers to microphone)? I hate the echo I am getting back from it.

You know you have been hearing a lot of technical talks about cheese, the dairy industry, and cheese making, and I am not going to talk to you about that this afternoon, because what I know would not be of any particular help to you. That is your business.

I want to talk to you for a moment in the beginning about the organization known as the Wisconsin Cheese Makers' Association. Now I have observed and had intimate contact with the officers and members of your organization for many years, and I know George Mooney and Len. Kopitzke, and you know Len. and George. One of the reasons why you were always received so cordially at Washington by the Wisconsin delegation, and other members of Congress, is because there never was a time when those representing the cheese industry in Wisconsin ever came to my office, as chairman of the Wisconsin delegation, that I found them asking for anything that was not in the interest of the dairy industry of the state of Wisconsin.

We have had some pretty severe problems to deal with, as you

I recall. Some difficult ones during the war, and you know it's one of the strangest things that in the Congress of the United States there are very few people who know very much of anything about cheese, and it is difficult to interest the Congressmen in the problems of cheese, when their specific interest may be in cotton, soy beans, raisins, dried fruit, wheat, or something else. An overwhelming majority of Congress know nothing of the intricacies of cheese making, and I remember one day when I took the floor and talked for an hour trying to interest the Congress in the problems of the dairy industry and cheese, and I was kidded no end by any number of members of congress because I dared to take the floor and talk of the problems of the cheese maker of Wisconsin on the matter of ceilings and pricing and controls, that were then the things that were bothering us during the early days of the tremendous controls that you were under.

Well, gradually, we began to cultivate an audience when discussing the question of cheese, and then we began to see the fight that was looming on the horizon, and it is a real threat to the dairy industry of Wisconsin. I won't localize it to the extent of discussing the petty thinking involved in the taxation of cheese substitutes and milk substitutes and butter substitutes, but I do call your attention to the fact that there is a growing threat in this country today looming on the horizon that tends to place vegetable oils and fats in the diet of the American people in direct competition with the fats from the dairy industry and the cow, and we have to face that problem sooner or later; and how to face it is a very monumental question. I assure you that the scientists are at work in an effort to substitute for butter fat from the cow, soya oil or cotton seed oil copra oil.

They are already doing it in milk, and they are doing it in the field of butter; and to a state that is so dependent on the dairy industry for its wholesome economy, the whole question of how we are going to deal with this threat of substitution of vegetable oils for butter fat from milk is one that should concern you people who are engaged in the cheese industry of Wisconsin.

Now I am not one who is going to tell you what to do about it, but I want to tell you this, that if the time should ever come in the gradual process of scientific evolution that the utilization of vegetable oils in human nutrition will supplant the fat taken from milk produced by the greatest machine that God ever made, the cow—if that ever comes, I am one of those who believe, and I think I know, that scientists are at work today in providing for the utiliza-

tion of milk, the primary product of Wisconsin, by which in the predictable future there will be a new market provided that may compensate for any loss that we may now think of. I further predict that within the next couple of years the scientific minds will bring forth a product made from milk that will influence the dairy industry of Wisconsin beyond anything we have experienced heretofore. So I am not pessimistic about the situation. I believe in evolution. I think things have to change, and we have enough brains and inventive genius in this country to keep abreast of the time. But let's give proper and due consideration and not try to pass it over as something temporary, because there is a real threat to the entire dairy industry in Wisconsin in this proposal to utilize oils and fat in human nutrition and diets as opposed to the fat produced by the dairy cow.

Now you have been discussing technical subjects and your plans for the future. You have heard your president state that there are some people in trouble. Prices have been going down. Many people are applauding, and it would be a good thing if certain prices could come down. It would be a good thing if they could come down gradually all along the line. The difficulty I see in the picture, despite all the cries of inflation and high prices, the situation that is appearing on the horizon now is the devastating effects of deflation, with all of its loss to people engaged in business in this country. We must as a people be able to control our economy so as to prevent that type of deflation which caused so much trouble in the past, in shrunken inventories and ultimate loss all along the line.

So we have quite a problem there to bring into proper relationship the price of farm commodities and food prices with the price of things which the agricultural industry is compelled to buy. If that gets out of line to the extent that the producer and fabricator of farm products can no longer operate, then we are in for real trouble; and one of the great efforts that is being put forth is to try to prevent a catastrophic deflation in an effort to compensate for the inflation and high prices which we have been experiencing.

Now already a lot of people are complaining about high prices, and millions of the people complain very justly. Prices have been too high. You and I know it. Let me tell you that in my mind the people who have been crushed between the millstones of fixed incomes and rising prices are the ones that have suffered the most, the annuitants, those who have been compelled to live on fixed incomes; those whose incomes have in no sense kept pace with the ab-

normal inflationary situation. The heart of anyone goes out to the millions of people struggling along on diets that are no better than the diets we are giving the people whom we feed in foreign countries. There are millions of people in America today who are living on diets that have no more caloric content than those receiving our gratuity in other parts of the world. Something has to be done about that:

There are some people who say that Congress should pass a law bringing the prices down. And it's too bad that we cannot discuss economic questions that vitally affect you and me except in the heat and hysteria of a political campaign. I wish we could discuss them free from the political implications that might be involved. I think we solve no problems by attempting to say that the democrats are responsible for the high prices; and it is equally unfair to say that the Republicans are responsible for high prices. Any fair appraisal of the situation must give due consideration to the fact that a combination of circumstances beyond the party or individual or nation are economic factors which are responsible for inflation today. Don't forget that. Surely, we as a people do not believe that we can spend the billions and hundreds of billions of dollars of the two great wars and not be expected to pay for those wars. Certainly we cannot expect to feed the people of the world and not expect that to have some effect on your diets here at home.

There are many things involved in the question of high prices that contribute to inflation. We fought the war largely by inflating the money system of the nation through the banks, and then we produced no real wealth. We shot it away on the battle fields of the world, but the money wasn't put into circulation; it was used to fight a war. We increased it tremendously as a result of the war efforts, and the people had money to pay for a shrinking and diminishing supply of the goods we wanted. We were producing for war and not for peace. When the war was over everybody had a pocketful of money, and bidding for a car, a refrigerator, a stove, and what not, when the supply wasn't there to meet the demand. The supply just wasn't there. When the supply catches up with demand, then you watch out. It is catching up. Already auto trucks are not selling so easily. My friends in the tire business say they are now in the competitive market. You can buy tires now. There are all kinds of items in the consumer goods brackets that are going to come down in price, because competition in America is going to force those prices down; and the American people play a great hand in that proposition by either buying or not buying, as they desire. But in the

American system of profit, the capitalistic system as it is known, we must expect that when we have a great supply of money with which to buy goods prices are going to remain high until the supply catches up with the demand.

Now I like to think of this thing in a very simple manner. I have a dollar bill in my pocket. I used to have a lot more than I now have, before I went to congress, but I have one here. It's a piece of paper. Look at it. What is it? That is money. Why, it's worth intrinsically nothing. It represent the faith and credit of the United States, and that is what makes it worth something in exchange for a commodity. I like to think of it not as a dollar bill, but as a warehouse receipt issued by the government to Tom, Dick and Harry, entitling the borrower to a share of whatever there is in the United States. I like to think of the United States as a warehouse.

Now let's reduce it down to terms of what we understand. If there are 50 bushels of wheat in the warehouse the holder of a receipt can go and get one bushel. Now suppose you have 500 of these warehouse receipts and still only 50 bushels of wheat. Then what? Then you would only get a tenth of a bushel with this warehouse receipt. And suppose we have a thousand of them. Do you see what happens to the price of a bushel of wheat. But as soon as you start putting the stuff back into the warehouse, so that there is enough to meet the receipts that have been issued, you will get the products which this dollar ought to buy. The whole thing is exactly like that.

Why is it that tires are selling near pre-war prices today? I say that because I used to scratch around all over to get any kind of a tire, and I used to have them recapped so often I was afraid to drive any distance. Well, the picture has changed, and today you can go to any filling station and find them stacked up there; and they are running short hours in the factories; and there are tires available; and the product is selling for a fair price.

What happened to sugar? I remember after the last war how the price sky-rocketed, and it was said that if the price celing were taken off, sugar would go to 47 cents a pound. The ceiling was taken off and it didn't. Why? Because there are oodles of sugar. There is enough sugar to supply the demand; and in the American system of free enterprize, when there is a sufficient supply of goods and things we want, the price will be kept in proper line by the competitive spirit of free enterprize. We have been shipping a lot out, and giving it away, and I want to tell you that I have had some

opportunity to learn some things about that situation. I happened to serve on the sub-committee of the appropriations committee that handled all the appropriations for foreign relief. I heard all the testimony in respect to Greece. I heard all the testimony in respect to the Near East, in respect to Korea, Japan, Italy, China, Austria, France, and all the other nations that have been the beneficiaries of our gratuity; and I have had a chance to talk intimately and ask all the questions I wanted to of Marshall, Ambassador Grady in Greece, Foreign representatives in the Near East, and our representative in Korea, as well as all the other representatives. Talked for hours with General Clay and discussed this problem with people from all over the world, people that are in charge of our affairs. An opportunity that seldom comes to one, came to me, so that when I voted for the appropriation of money to spend in the relief and rehabilitatin of foreign nations I could do so with some degree of intelligence and be able to answer the questions which would come up when I came home.

What is this thing going to do for us? What is it going to do to America? Is it going to have any benefit at all, or any influence in stopping this threat of another World War? And so I sat for 9 weeks, day in and day out, in listening, and probing the witnesses and getting answers as best I could, in order to be able to answer the questions: Are we throwing money away? Or is there a prospect that in the future, as a result of our action, we may be able to prevent the recurrence of another war? I want to hold out a little word of encouragement to you who are worried. As you drove in today and viewed the countryside, could you help but appreciate the beauty of your country? Is there a more magnificent country on the face of the earth? Is there any place or spot on the face of the globe where people have more opportunity to live in peace and freedom, liberty and happiness, than here in the great state of Wisconsin? This same spirit should apply to all people all over the United States. God has been good to us. He has given us the things to make plenty possible, bountiful crops, and the ability and genius of a people to use them in the interest of peace. What a terrible thing it is that so many thousands of our people wake up every morning and tune into the news broadcasts in fear! Fear of What? Fear of the headlines, and commentators that say war is just around the corner, The United Nations isn't able to solve the Berlin problems. It looks as if war is inescapable. Have you heard that? Have you thought that? Well, I guess you have. I know, I run into it wherever I go.

Now I want to say to you, ladies and gentlemen, and I don't say this without some background or reason or experience behind it—I think the American people are entitled to a fair appraisal of the situation, because, let me tell you something, if we are to go into another war it will mean the end of civilization on this earth as you and I know it. The potential forces of destruction that are available now, if put to work for war purposes would destroy the civilization of the earth; and all the planning, and all the thought of the future, and all the genius of a great people can be wiped out in the twinkling of an eye.

So it becomes a very important question, this question of war or peace. Is there nothing but inevitable war on the horizon? Are we planning our lives now day after day with nothing to look forward to, with nothing but a world conflict to look forward to again? Is that all I have to raise my grand children for? I have raised my own family? Is that going to be the inheritance of my grand children? Is that all I have to look forward to for my grand children, to have to tell them that in 1, 2 or 3 years, they are going again into a world war?

For months now I have been searching for the answer from every source of information that has presented itself. I have not listened to the professional people who have all the answers and can spread them out every day in comments in the newspaper and on the radio; but I have tried to analyze to my own satisfaction the conflicting elements that are involved in the great titanic struggle between the communistic fellows on one hand and those of us who believe in freedom and liberty in our own country. It would appear that when these two bodies are immovable sooner or later they must come into conflict, and that means war. But I say to you, my friends, I am one of those firmly convinced that war is not inevitable or necessary, and I don't believe anybody who has the slightest real knowledge of the situation is convinced that we have to go to war.

Now we are going to have a lot of trouble. Russia is probing us on all fronts. We are standing firm. A lot of incidents are going to occur in Berlin. A lot are occurring in Greece. A lot of instances are going to occur in the Near East. They will occur in China. They will occur in India. These incidents are bound to occur. They are all part of the Russian plan to stir up the people of the world, a nation that neither wants war nor peace. But we are not going to go to war, in my humble opinion. Not because we are not prepared. Not because we are cowardly or servile. Not because we are no longer going to just placate and continue to

placate this foreign aggressor. Oh no! We are prepared and we will be greatly prepared within the next few months. We are preparing for the inevitable, not for purposes of war, but in order to demonstrate to any possible aggressor, and there is only one, the Union of Soviet Republics, that it had better not step too far. My friends, this peacefull nation, these peace-loving people who pray for peace every night can be driven too far. Don't forget, they are pretty smart over there; and they know that. And in the meantime, what of the people of Germany? What of the people in Austria? What of those in Italy, Poland? What of the people in Greece and in other nations of the world? We have been putting food in their bellies, and God has come to our assistance and given them bountiful crops to enable them to raise a large part of their needed food. And those people who love freedom and liberty as you and I do are getting the spirit revived inside of them of resistance to this powerful force which threatens all of Europe. And when that love of liberty that burns in the hearts of people all over the world bursts forth under the leadership of this great nation of ours, I am convinced that it will be of such a potent character that even Russia will recognize that war would only mean the ultimate destruction of that country.

And so we are going to keep our powder dry, and we are going to be prepared; we are not going to be bullied. We are not going to stop supporting education; we are not going to stop supporting health programs, out of fear that tomorrow there may come another world war. America is going to proceed, my friends, and it is going to proceed to the greatest heights imaginable, in my opinion, and I only hope God will permit me to live for another 20 years. It doesn't seem possible, but I hope I can live to see the accomplishments of the next 20 years.

Here in your country and mine, the greatest on this earth, we are going to harness and put to work the greatest force that God ever gave to humanity in the form of the cracking of the atom and the release of the terrific energy that is going to be made available for peace time pursuits. And if we as a people can use these God-given gifts to elevate humanity rather than annihilate it; if we can do that, we need fear nothing for the future. Your country and mine will proceed at a rate never before dreamed of; and all the little petty worries that are agitating us today will fall off in discard, and we will see the real destiny of America proclaimed in a great symphony of peace and harmony, a nation where all creeds, all races and all colors, join together to preserve and defend and protect fundamental liberty not only at home but throughout the world. Thank you.

PRES. KOPITZKE: Thank you, Congressman Keefe. It was a wonderful address. I am sure we all enjoyed it. We can feel fortunate that we have congressmen like Mr. Keefe in Washington, D. C.

You have probably noticed the advertising posters around the room here, and at this time I want to say that they were put up by the American Dairy Association, which is doing a wonderful job in advertising dairy products; and I think we should all help this cause along. You know it wasn't so many years ago when we had a per capita consumption of 3½ pounds of cheese, and now we have over 7 pounds; and I am sure that a lot of the increase is due to the advertising program.

Don't run away. We have one more speaker. The next speaker very graciously gave up his time so that Congressman Keefe could speak first and get on his way.

Most of you know the next speaker. Some of you dealt with him as a member of the Department of Agriculture down in Washington, D. C., and at the present time he is executive secretary of the National Cheese Institute. I am very happy to present Dr. Gaumnitz of Chicago.

DR. GAUMNITZ: It is always a pleasure, as far as I am concerned, to come to Wisconsin and meet with this group. I was particularly interested in listening to some of the previous speakers, both because Len and some of the others brought up some of the questions which have been troubling us, and also I was particularly interested in hearing Congressman Keefe. I suspect that all of us are concerned with the international situation, and yet it is one of the subjects which, as he indicated, most of us don't know much about.

CHEESE INDUSTRY PROBLEMS

Periodically, it is perhaps desirable to review the situation in dairying, attempt to appraise the shifts which are taking place and try to evaluate the factors which are of concern. Presumably, the only reason for speculation of this character is that of setting forth more clearly the problems which are ahead and possible means of meeting them or at least alleviating some of the difficulties.

In approaching this kind of a review it is perhaps well to recall the situation which existed prior to the war, some of the developments which took place during the war, the changing situation since the war, and then to look at some of the difficulties which may well face us.

It will be remembered that prior to the war approximately 40% of the milk produced was sold as butter, approximately an equal amount for fluid milk and cream, and with cheese, evaporated milk and ice cream together utilizing about 12 or 14%.

During the war not only was milk production expanded by about 14% but the percentage of milk produced used for consumption as milk and cream increased to about 55% of the total, butter to about 27% of the total, and cheese, evaporated milk and ice cream utilized some 20%.

Much of the increase in the production of cheese and evaporated milk, as well as in nonfat dry milk solids and dry whole milk (which latter two have not been mentioned so far) was occasioned, of course, by the necessity of making available food for oversea shipment. Peak exports during any of the war years were: cheese 306 million pounds in 1942; almost 14 million cases of evaporated milk in 1941; and 254 million pounds of nonfat dry milk solids in 1944. These exports exclude military shipments.

Many of us anticipated that exports would be reduced quickly and materially following the end of the war. It was generally assumed that postwar adjustment in agriculture, in foreign countries as well as in the United States, would not be difficult and would occur within a period of twelve to twenty-four months. However, we are all aware of the fact that exports of food, including dairy products, were deemed necessary in each of the years following the war—first through the United Nations Relief and Rehabilitation Administration and later directly or indirectly through loans and gifts, with the Marshall plan being the current method.

It is interesting to note that in 1946, the first full year after the cessation of hostilities, exports of cheese amounted to 180 million pounds, evaporated milk over 20 million cases and nonfat dry milk solids around 185 million pounds. In 1947 exports of cheese totaled 185 million pounds, evaporated milk over ten million cases and nonfat dry milk solids about 145 million pounds. Exports in the latter part of 1947 and the early part of 1948 were in part attributable to the unfavorable crop conditions in a large part of Europe.

With the passage of the Foreign Assistance Act of 1948 and in view of the budgetary estimates that were presented in conjunction with appropriations to carry out the purpose of the Act, it was anticipated that exports of dairy products in 1948 might remain on a level comparable to that of 1947. As you all know, exports of dairy products have been materially less than was indicated earlier. Not

only have exports of dairy products been reduced but likewise exports of other agricultural products, notably wheat, flour and feed grains have also been reduced. These facts coupled with continued good crops in the United States have resulted in prices for wheat and corn going to price support levels.

The problem now facing the industry is what to expect by way of production and consumption of milk and dairy products. It seems clear that after a year when dairy product prices were unfavorable in relation to prices of feeds we are now in a period when feed prices are reduced materially, and, while prices of some dairy products have also been reduced materially, on an average the ratio of milk prices to feed prices has been favorable to increased milk production. Furthermore, it appears that national income may remain at a high level not only because of domestic demands for products which it was not possible to supply earlier, but also because of the material exports of manufactured products under the Marshall plan and also because of military expenditures.

Regardless of the fact that milk prices have declined to some extent, ordinarily dairy products tend to fall less than prices of agricultural products generally.

In this connection, however, there are at least a few things that are to be noted. We are all familiar with the fact that total butter production during the war decreased from a level of something around two billion 200 million pounds to about one billion 700 million pounds in 1945, has since declined further, and in 1948 may approximate one billion 400 million pounds. The butter section of the dairy industry has been the section through which adjustment as between products was commonly made, the demand for butter apparently being of such elasticity that increases in quantities available, while causing reductions in prices, caused less of a reduction in butter prices than would have been the case for other dairy products. With the total quantity of butter now being sold much less than was the case prewar it is apparent that 100 million pounds of milk fat put into butter means a much larger percentage increase than would have been the case when more than two billion pounds was being produced and sold annually.

Meanwhile, the production of other dairy products has increased. A small percentage shift of milk going into these products and appearing in butter would mean a much larger percentage increase in butter than was normally the case. In addition it is possible that even a given percentage change in available butter might

have a larger price effect than was true prewar. The point I wish to make is that should there be a reduction in the consumption of milk or other dairy products, the price effect on all dairy products may be greater than usual.

Another factor to which attention should be directed is that pertaining to nonfat dry milk solids. During the war the production of nonfat dry milk solids increased from around 300 million pounds in 1939-1940 to over 600 million pounds in 1945, with 1947 production being 676 million pounds and production in 1948 being somewhat less. Of this very large quantity exports reached 254 million pounds in 1944 and may approach 150 million pounds this year. In addition relief feeding in occupied areas has accounted for large quantities.

When it is remembered that the prewar price of nonfat dry milk solids ranged in the neighborhood of six to seven cents per pound wholesale, with returns to producers for the skim milk used for drying being in the range of ten to twenty cents per hundredweight and that these wholesale prices at present are around 14½ to 15½ cents per pound for dry milk, with skim milk prices having increased sixty or seventy cents per hundredweight of skim milk, the importance of nonfat dry milk prices as related to the entire dairy price structure is apparent. Should exports of this product again become negligible question is raised as to the price level at which the product would be absorbed in domestic channels.

What is said with reference to nonfat dry milk solids applies rather directly to dry whole milk and to a lesser extent to cheese and evaporated milk.

One other factor should be noted—during the war the consumption of fluid milk and cream increased materially. This meant that the areas from which city milk was drawn were extended. In order to extend milk sheds, differentials paid for milk for fluid use over milk for manufacturing purposes were also increased. At the present time, therefore, such differentials are abnormally high. With some reduction in milk consumption being reported recently and with milk production in many fluid sheds being well maintained so-called "surpluses" are beginning to appear. Normally, under such conditions fluid milk differentials over manufactured milk prices should be decreased below the usual relationship. However, usually there is resistance to such a procedure and it remains to be seen how this situation will be handled should the present situation continue, or fluid milk market surpluses become any greater.

The point to be noted is that if fluid milk prices are maintained artificially high several things follow, namely—milk production for the area tends to be increased, consumption tends to be decreased and the amount available for non-fluid milk purposes is increased.

With these uncertainties in regard to the milk price structure it becomes increasingly important that the quantity of milk used in fluid milk, evaporated milk and cheese should not be reduced but rather should be increased. Otherwise prices may need to be drastically reduced or the demand for these products must be increased.

In the case of cheese an important factor in holding or increasing the demand is to supply a greater variety of cheese in higher quality. While the per capita consumption of cheese, at around seven pounds, is well above that of prewar, there seems to be no good reason why this consumption cannot be increased further.

In improving quality one of the first essentials is to assure that the milk used is beyond criticism from a quality standpoint. The industry, in developing an overall quality program, has placed particular emphasis on extraneous material in milk. Considerable effort has been expended by the operating companies in informing the farmer of the necessity for producing clean milk and insisting that each company's operating units buy only such milk as meets the established standards.

In order to consider the effectiveness of the Institute's Milk Quality Program and to determine what further steps should be taken to improve milk supplies, spot checks were made in some of the major milk producing states this spring and summer. This work was done in cooperation with the respective state Departments of Agriculture and College Extension Staffs where these were concerned with quality improvement work. In this connection we have been much interested in the quality work done in Wisconsin through the Wisconsin College of Agriculture Extension Service, the State Department of Agriculture and the Patrons Field Service Program.

The spot checks conducted by the Institute in Missouri, Wisconsin and Illinois showed that of 127 plants checked, 37 had less than 5% rejected milk, and 52 had less than 7% rejected milk, but 57 had over 10% and 19 over 20% rejected milk. That satisfactory results can be obtained without serious loss of volume is demonstrated by the 37 plants where rejections were less than 5%. As 19 plants had more than 20% of their milk rejected it is evident that milk

quality improvement efforts have not been uniform. It should be noted that the 127 plants involved in this survey included all kinds of manufacturing plants as well as fluid milk plants.

Similar spot checks are currently being made in some of the other leading milk and cheese producing areas.

Operators and Managers seem to be fairly well agreed that better milk can be obtained if top management insists on buying only satisfactory milk and rejecting that not meeting established standards. Generally speaking it is agreed that to obtain better milk supplies it is necessary—

1. To inform the producer of the need for improvement.
2. To show him how better milk can be produced without involving large financial outlays.
3. To accept only milk of satisfactory quality.

While the methods used in carrying out milk improvement programs vary in different areas, most people agree that field work to improve farm methods is helpful and desirable and that rejection of milk not meeting established standards is absolutely essential. Best results are apparent where there is industry cooperation. Methods followed in securing such cooperation varied. Good results were observed in areas where trained men supplemented the work of state regulatory officials.

In reviewing the quality improvement work of the National Cheese Institute, the Quality Committee at its meeting on September 13 suggested that efforts be made to stress further the necessity of additional improvement in milk supplies by aiding the producers in their efforts to produce better milk and by rejecting all milk not meeting standards.

I think we are all aware that high quality raw milk is not the only essential in the production of high quality cheese. We are all aware that a clean, sanitary plant, correctly constructed and properly maintained is essential. Much progress has been made in this direction. Many new plants have been constructed and much remodeling has been done.

Assuming that a satisfactory milk supply is available and that it is handled in a clean, sanitary plant, it may well be that it will pay to examine further the manufacturing methods that are being used.

Certainly, there is a wide variation in the quality of American Cheddar cheese sold in different parts of the country, which brings up the question of whether there is not considerable opportunity for increasing the salability of the product by making more cheese of the type the consumers prefer.

In this connection it is generally agreed that one of the essentials of making a uniform high quality cheese is a dependable and active starter. With the introduction of the use of pasteurized milk for cheese, undoubtedly the use of an active, dependable starter has become increasingly important. Our research Committee feels that more attention should be given to the handling of starters to assure a finished product of excellent quality. On the recommendation of that Committee, the Institute has sponsored research work at certain state institutions, supported in part by Institute funds, to study the relation of bacterial cultures used in starters to flavor found in the finished product. While some of the results of these investigations have been published, additional material will soon be published, which we hope will be of benefit to you industry.

Much progress has been made, but also much remains to be done. Continued work is essential on such things as quality, improvement of varieties and of packaging, and reduction in manufacturing and handling expense. Much work remains to be done

PRES. KOPTIZKE: Thank you, Mr. Gaumnitz, for your very interesting address. We all enjoyed it, and we are all glad to have you back with us.

We have some people here, I understand, not only from other states, but from another nation. We have a delegation of four or five from Canada. I wonder if they are in the room right now?

MR. LESLIE: I think that they went to look at a cheese factory and didn't get back.

PRES. KOPITZKE: We have a few here from Pennsylvania and Tennessee. Would you kindly stand up, so that we can give you a hand?

(Representatives of Pennsylvania and Tennessee stand and are applauded.)

PRES. KOPITZKE: We have some one here from Colorado. Will you please rise?

(Colorado visitor not present).

We had a very interesting session yesterday afternoon. It is too bad that this group couldn't have been here. We had a large crowd. We had Mr. Weavers, Mr. Madler and Mr. Wilson, and we discussed three or four problems confronting the industry. The session was most interesting, and it wasn't over until after 6:00 last night.

I would like to have Harvey Weavers and Tony Madler stand and take a bow.

(Applause).

O. K. boys. I know we have a few graders and inspectors present. Will they please rise so we can give them a hand.

(Inspectors and graders stand and are applauded.)

Thank you very much. We are glad to have you here with us.

Well, we sure must have a few more from Illinois besides Mr. Gaumnitz. Illinois? Indiana?

(Representatives of the two states stand and are applauded.)

Are there any others from out of state? If so, would you kindly rise and tell us where you are from?

(Two individuals arise and are applauded.)

We are glad to have you with us, and we want you to come again.

Now I believe that our good friend, Horse Power Mulloy would like to give you a little talk on the American Dairy Association, so I am going to call on Horace to talk for a few minutes. Our meeting will be over soon. After Mr. Mulloy speaks, we have a few door prizes.

MR. MULLOY: I am good for an hour and a half, so hang on to your seats. I want to comment on something that happened here yesterday. The three gentlemen from the department of agriculture told you how welcome the representatives of your association were in attempting to solve the problems in the industry at Madison and elsewhere around the state. That is not only a compliment to our officers; it's a compliment to the membership of the association. The same thing happened this afternoon in Congressman Keefe's discussion, when he told you in practically these

words: "Not once did the representatives of your association come to Washington requesting anything that was not absolutely right and sound and in the best interest of the industry." I say that is a compliment to the members of this association. Tell it to your non-member friends and it may wake them up.

Take a look around the room and see the ads, telling the world about our dairy products. The American Dairy Association is not an orphan. It is gradually growing up each year. Last year we had 36 states cooperating in the program; this year 40. We have but a few more to go, and we will have all 48. Last year the American Dairy Association spent \$1,200,000 in this kind of work, telling the nation, the world, about our dairy products and inducing the people of our country to use more of these dairy products.

As you know, that program is supported by the producers of milk in the 40 states cooperating in the association. Last year about 70 per cent of all the producers of the nation supported the program. The other 30 per cent we have to go after, and again it's the members, the grass root members, of the American Dairy Association that are going to have to put their shoulder to the wheel to get the 30 per cent rounded up. I am positive that we don't have to take any time to sell the producers of dairy products on the value of advertising. They know the value of advertising, but some one is going to have to do a little missionary work to get them sold on the idea of doing their share toward getting a market for our products. The statistics presented by Mr. Gaumnitz a few minutes ago point out the necessity for developing and increasing the market for the products. It warns us of a necessity to defend our products against the inroads of other products which are competing for the market. There is only one organization that is capable of doing that for us, and that is the American Dairy Association; and so I sincerely urge each and every one of you for the best interest of the industry to sell your own people on supporting the ADA in the future. Thank you.

PRES. KOPITZKE: Thank you, Horace.

MR. MOONEY: Regarding banquet tickets. (Mr. Mooney reads the names of those for whom he is holding tickets.)

PRES. KOPITZKE: We did have a drawing of prizes this afternoon, but since I announced that there would be prizes drawn at the close of the meeting, these prizes will be given by the association.

We have a telegram: "Congratulations and best wishes to your association on the occasion of its centennial convention. R. Steinhauer." He is president of the Wisconsin Creameries Association and I had hoped that he would be with us. Perhaps he will be tonight, but if he is not, we are glad to have the wire. He has not been feeling too well. He has been very cooperative down through the years.

Maybe it will be O.K. to announce the prize winners:

1st prize—Cheddar Cheese, Edgar Peters, with a score of 98½.

Congratulations Edgar. Are you in the room (No response.)

1st prize—Class IV, Colby Cheese, Harvey J. Pankow, with a score of 95.

1st prize—Class V, Drum or Block Swiss Cheese, Arnold Zumkehr, with a score of 98.

1st prize—Class VI, Limburger Cheese, Emil Gertsch, with a score of 97¼.

1st prize—Class VII, Brick Cheese, Walter Huegli, with a score of 96½.

1st prize—Class VIII, Munster Cheese, Carl Eicher, with a score of 95½.

1st prize—Class X, Italian Cheese (Soft Type), Harlan W. Brux, with a score of 96¼.

1st prize—Class XI, All other cheese not included above, Art Woldt, with a score of 96.

The banquet will be at 6:30 sharp.

Now we will have the drawing of the door prizes. Then if you have any questions or suggestions that you would like to discuss in the group, would you please present them?

Mr. Aderhold, will you help us out again? Mr. Aderhold has attended every one of the 57 conventions we have held. He attended the first convention of this association, and every one since. (Applause.)

Names were drawn and door prizes in the amount of \$5.00 each were awarded to the following individuals:

A. Graf, Zachow

Elwood Mitchell, Clintonville

Gus. E. Plate, Brillion

Walter F. Mueller, Verona

MR. MULLOY: Congratulations, boys. Those who have money coming on the bowling event will kindly see me.

I also want to announce that station WLBL has been taking the program.

PRES. KOPTIZKE: I certainly want to thank you for the fine attendance we have had. We have had a good crowd. If there is nothing further to come before the convention, we will adjourn.

(Adjournment was thereupon taken.)

IRENE JENNINGS BUCHEN,
Reporter

BANQUET AND DANCE

A capacity crowd of 450 attended the evening banquet and dance in the Main Ballroom of the Retlaw Hotel.

A table was set aside for the Centennial Cheese Champions and was occupied by the winners of the following varieties.

Edgar E. Peters, Plymouth—Cheddar Champion

Carl Eicher, Mt. Horeb—Munster Champion

Walter Huegli, Woodland—Brick Champion

Harlan Brux, Greenwood—Italian Champion

Harry Pankow, Hortonville—Colby Champion

W. A. Stewart, Greenwood—Winner of National Honors at the Dairy Cattle Congress at Waterloo, Iowa.

Champions not present were:

Arnold Zumkehr, Monroe—Swiss Champion

Emil Gertsch, Juneau—Limburger Champion.

Directly opposite at the speakers table were President L. E. Kopitzke and Governor Rennebohm. The Governor was presented by Mr. Kopitzke who announced that the beautiful trophies to be awarded the champions were donated by the Governor, who then personally presented the trophies to the winners.

Introduction of visitors followed and after the banquet the music of Reggie Barber and his Orchestra was enjoyed by the dancers until the close of the evening.

ACKNOWLEDGEMENT

We gratefully acknowledge the generosity and support of the many friends of our Association who assisted in making the convention an annual event in Wisconsin.

Special mention is due those who contributed to our "Prize Money Pool". On the following pages we furnish a list of the cheese scores and prize pool contributors.

CHEESE SCORES

WISCONSIN CHEESE MAKERS' ASSOCIATION

ANNUAL MEETING AND CONVENTION

Fond du Lac, Wisconsin

OCTOBER 19 and 20, 1948

We are grateful for, and publicly acknowledge, all cash donations for prizes. A list of the donors of prize money will be found in the official program. The donations have all been pooled and permit payment of \$4.25 for each full point scored, commencing with 92.

CLASS I—Any Style American Cheese Made Prior to Jan. 1, 1948

Entry

No.		Score
101	John Tryback, Two Rivers.....	93½
102	A. F. Schulz, Phlox.....	95½
103	C. F. Heckman, Newton.....	93
104	Paul Viktora, Muscoda.....	92½
105	E. W. Jung, Juneau.....	94
106	P. J. Thompson, Arena.....	92½
107	Ray Wifler, Glenbeulah.....	95
108	Claude Loehr, Calvary.....	95½
109	Val Kohlman, Malone.....	93
110	Leo Loehr, Calvary.....	96
111	Henry J. Loehr, Calvary.....	95
112	A. N. Kanstrup, Madison.....	91½
113	Reinhold Pipping, Glenbeulah.....	95
114	Fred Luethy, Fond du Lac.....	93
115	Harry J. Pankow, Hortonville.....	94½
116	Steve Suidzinski, Denmark.....	94
117	Edgar E. Peters, Plymouth.....	98½
118	Arno Sass, Plymouth.....	93½
119	Gus E. Plate, Brillion.....	92½
120	Leland Pagel, Luxemburg.....	95½
121	Ray Grebe, Glenbeulah.....	95
122	C. E. Hruska, Luxemburg.....	96½
123	I. J. Koschak, Owen.....	96½
124	Ruben Laack, Brillion.....	91

125	Alphonse Schneider, Malone.....	95½
126	Steve Koenigs, Fond du Lac.....	93
127	Erhardt Brandt, Kewaunee.....	92½
128	Walter H. Miller, Bear Creek.....	94

CLASS II—Any Style American Cheese Made Between January 1, 1948 and July 31, 1948 (Both dates inclusive)

201	Ed. Erikson, Menomonie.....	94
202	Lloyd F. Dickrell, Junction City.....	94½
203	C. F. Heckman, Newton.....	91½
204	Leo J. Loehr, Calvary.....	96
205	Henry J. Loehr, Calvary.....	94
206	August Suemnicht, Plymouth.....	95½
207	John Trybeck, Two Rivers.....	93
209	Claude Loehr, Calvary.....	96
210	Vernon Gerbig, Marion.....	93½
211	Myron Rohde, Zachow.....	93
212	John Sibilsky, Algoma.....	93½
213	Reinhold Pipping, Glenbeulah.....	94
214	Val Kohlman, Malone.....	94½
215	A. N. Kanstrup, Madison.....	93
216	Richard Daun, Luxemburg.....	93
217	Bernard Moldrem, Boscobel.....	97½
218	A. F. Adsit, Richland Center.....	94½
219	P. J. Thompson, Arena.....	96
220	E. W. Jung, Juneau.....	93
221	Fred Luethy, Fond du Lac.....	90
222	I. J. Koschak, Owen.....	96
223	Arno Sass, Plymouth.....	95
224	Edgar Peters, Plymouth.....	93
225	Otto Mellenthin, Marshfield.....	94
226	Steve Suidzinski, Denmark.....	98
227	Ray Grebe, Glenbeulah.....	92½
228	Wm. J. Kusta, Bonduel.....	96
229	Harlan W. Brux, Greenwood.....	91
230	Donald Crary, Cazenovia.....	93
231	John Fischer, Richland Center.....	94½
232	Wilbur Stewart, Greenwood.....	93
233	Otto H. Yordi, Soldiers Grove.....	94½
234	Gus E. Plate, Brillion.....	91
235	Ewald Grunwald, Sheboygan Falls.....	92½
236	Ruben Laack, Brillion.....	90
237	Alphonse Schneider, Malone.....	94

238	Steve Koenigs, Fond du Lac.....	95
239	Rudy Vogel, Glen Haven (Corp.).....	92
240	Walter H. Miller, Bear Creek.....	95
241	Erhardt Brandt, Kewaunee.....	95½
242	Rudy Vogel, Glen Haven.....	93
243	Arnold Thuli, Blue Mounds.....	92½
244	John Wenger, Merimac.....	93½

**CLASS III—Any Style American Cheese Made On Or After
August 1, 1948**

301	Lloyd F. Dickrell, Junction City.....	93½
302	A. F. Schulz, Phlox.....	95
303	Kenneth Bonney, Eastman.....	95
304	Arnold J. Thuli, Jr., Ridgeway.....	94
305	Max Radloff, High Bridge.....	95
306	Ronald Johnson, Mt. Sterling.....	92½
307	Reinhold Pipping, Glenbeulah.....	96
308	Leo J. Loehr, Calvary.....	93
309	Claude A. Loehr, Calvary.....	93½
310	Kenneth Luther, Knapp.....	94½
311	Kenneth Luther, Knapp (Comp.).....	93
312	Val Kohlman, Malone.....	90
313	E. J. Zillmer, Shawano.....	91½
314	Edward J. Tisdale, Cross Plains.....	94
315	Henry J. Loehr, Calvary.....	94
316	August Suemnicht, Plymouth.....	95
318	John Fischer, Boaz.....	95
319	Harry Buelow, Bowler.....	91
320	Victor Herrmann, Whitelaw.....	91½
321	Wm. J. Kusta, Bonduel.....	95
322	Arno Sass, Plymouth.....	93½
323	Edgar Peters, Plymouth.....	93½
324	Eugene Schreiber, Cecil.....	93
325	Walter Liebetrau, Plymouth.....	96
326	Harry J. Pankow, Hortonville.....	92½
327	Steve Suidzinski, Denmark.....	96
328	C. E. Hruska, Luxemburg.....	92½
329	Frank Meske, Thorp.....	98
330	Randall Olm, Manitowoc.....	93
331	I. J. Koschak, Owen.....	97½
332	Gerhard Koehler, Forestville.....	93
333	Gus E. Plate, Brillion.....	91
334	Ewald Grunwald, Sheboygan Falls.....	92

335	Ruben Laack, Brillion.....	93
336	Steve Koenigs, Fond du Lac.....	94½
337	Alphonse Schneider, Malone.....	93½
338	Arnold Beyer, Greenwood.....	95½
339	Erhardt Brandt, Kewaunee.....	95½
340	Maurice Raasch, Shawano.....	92½
341	Walter Roelli, Shullsburg.....	94
342	Louis Ringel, Shawano.....	95
343	Virgil Ammerman, Readstown.....	94

CLASS IV—Colby Cheese, Any Style or Age

401	Henry J. Loehr, Calvary.....	94
402	Leo J. Loehr, Calvary.....	94
403	Claude Loehr, Calvary.....	93
404	Harry J. Pankow, Hortonville.....	95
405	Arno Sass, Plymouth.....	92

CLASS V—Drum or Block Swiss Cheese

501	Arnold Zumkehr, Monroe.....	98
502	Walter Jergerlehner, Darlington.....	95
503	Franz Grand, Monroe.....	92½
504	Arnold Gudel, Middleton.....	96
505	Gottlieb Oberholzer, Albany.....	95½
506	Fred Ochsner, Juda.....	96½
507	Casper Furrer, Hollandale.....	92
508	Werner Zimmerman, Warren, Illinois.....	94
509	John Marty, Browntown.....	95

CLASS VI—Limburger Cheese

601	Emil Gertsch, Juneau.....	97¼
602	John Von Allmen, Beaver Dam.....	97
603	Walter Minnig, Monticello.....	96½

CLASS VII—Brick Cheese

701	Steve Suidzinski, Denmark.....	96¼
702	Ruben Laack, Brillion.....	94
703	Walter Huegli, Woodland.....	96½
704	Charles Kueffer, Rio.....	95¾

705	Milton Bruni, Iron Ridge.....	93
706	Walter Minnig, Monticello.....	92½
707	Gust Drackenberg, Watertown.....	92½
708	Adolph Gurtner, Rubicon.....	96
709	Fred Bleuer, Cambria.....	93
710	Carl G. Drachenberg, Hartford.....	94
711	Arnold Thuli, Blue Mounds.....	93¾
712	John Liechty, Juneau.....	96

CLASS VIII—Munster Cheese

801	Ruben Laack, Brillion.....	93½
802	Fred Bleuer, Cambria.....	93½
803	Fred Stuber, Verona.....	95¼
804	Carl Eicher, Mt. Horeb.....	95½
805	Carl G. Drachenberg, Hartford.....	93
806	John Liechty, Juneau.....	95

CLASS IX—Italian Cheese (hard type)

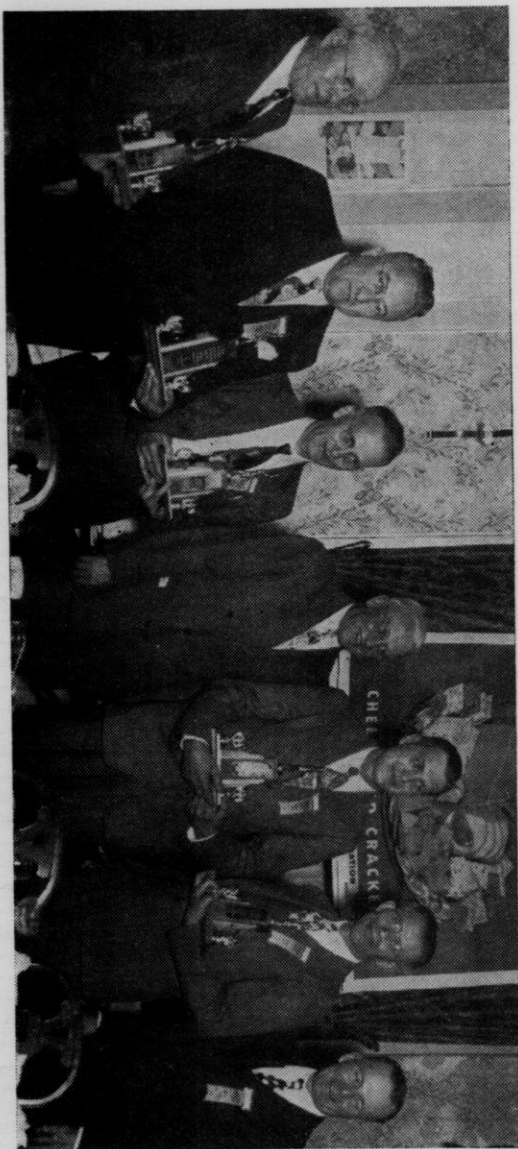
901	Frigo Bros., Lena (Comp.).....	95
902	Frigo Bros., Lena (Comp.).....	94¾
903	Frigo Bros., Lena.....	95½
904	Frigo Bros., Lena (Comp.).....	95

CLASS X—Italian Cheese (soft type)

1001	Harlan W. Brux, Greenwood (Comp.).....	96
1002	Harlan W. Brux, Greenwood.....	96¼
1003	Ernest W. Jung, Juneau.....	95½
1004	Frigo Bros., Lena (Comp.).....	95
1005	Frigo Bros., Lena (Comp.).....	95¼
1006	Frigo Bros., Lena (Comp.).....	95
1007	Frigo Bros., Lena (Comp.).....	95
1008	Frigo Bros., Lena (Comp.).....	95¼
1009	Frigo Bros., Lena.....	95¾
1010	Frigo Bros., Lena (Comp.).....	95¼

CLASS XI—All Other Cheese Not Included Above

1101	Art Woldt, Reedsville (Comp.).....	95
1102	Art Woldt, Reedsville.....	96
1103	Arno Sass, Plymouth.....	95½
1104	Walter Roelli, Shullsburg.....	95¼
1105	Walter Roelli, Shullsburg, (Comp.).....	95¼



CENTENNIAL CHEESE CHAMPIONS

The Centennial Cheese Champions, winners of the statewide competitive contest held at the Centennial Convention in 1948, were awarded trophies by Gov. Oscar Rennebohm, center above. The champions are (left to right) Carl Eicher, munster; Edgar E. Peters, cheddar; Walter Huegeli, brick; Gov. Rennebohm; Har-

lan W. Brunx, italian, and Harry J. Pankow, colby. At the extreme right is W. A. Stewart, Greenwood, winner of national cheese exhibit honors at the annual Dairy Cattle Congress, Waterloo, Iowa, in 1948. Centennial Champions not on the picture are Arnold Zumkehr, Swiss, and Emil Gertsch, limburger.

CONTRIBUTORS OF PRIZE MONEY

C. E. Zuercher & Co.....	25.00
Joe Burns, Schwarz Mfg. Co.....	\$10.00
Klenzade Products	25.00
Wheeler Cheese Co.....	100.00
Suhm Company, Inc.....	10.00
Geuder, Paeschke & Frey Co.....	10.00
Kusel Dairy Equipment Co.....	25.00
Chr. Hansen's Laboratory.....	200.00
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National Wax Company.....	20.00
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Kaestner Henze Company.....	25.00
DeLaval Separator Company.....	20.00
L. O. Rehm.....	10.00
J. S. Hoffman Co.....	25.00
Armour Creameries, Neenah.....	25.00
Armour Creameries, Monroe.....	25.00
The Diversey Corporation.....	10.00
Dow Cheese Company.....	50.00
Damrow Brothers.....	25.00
Pauly & Pauly Cheese Co.....	200.00
Lakeshire-Marty Company.....	100.00
Schmitt Brothers.....	50.00
Wisconsin Dairy Supply Co.....	10.00
Dairy Belt Cheese and Butter Co.....	25.00
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Midwest Creamery Co., Plymouth.....	20.00
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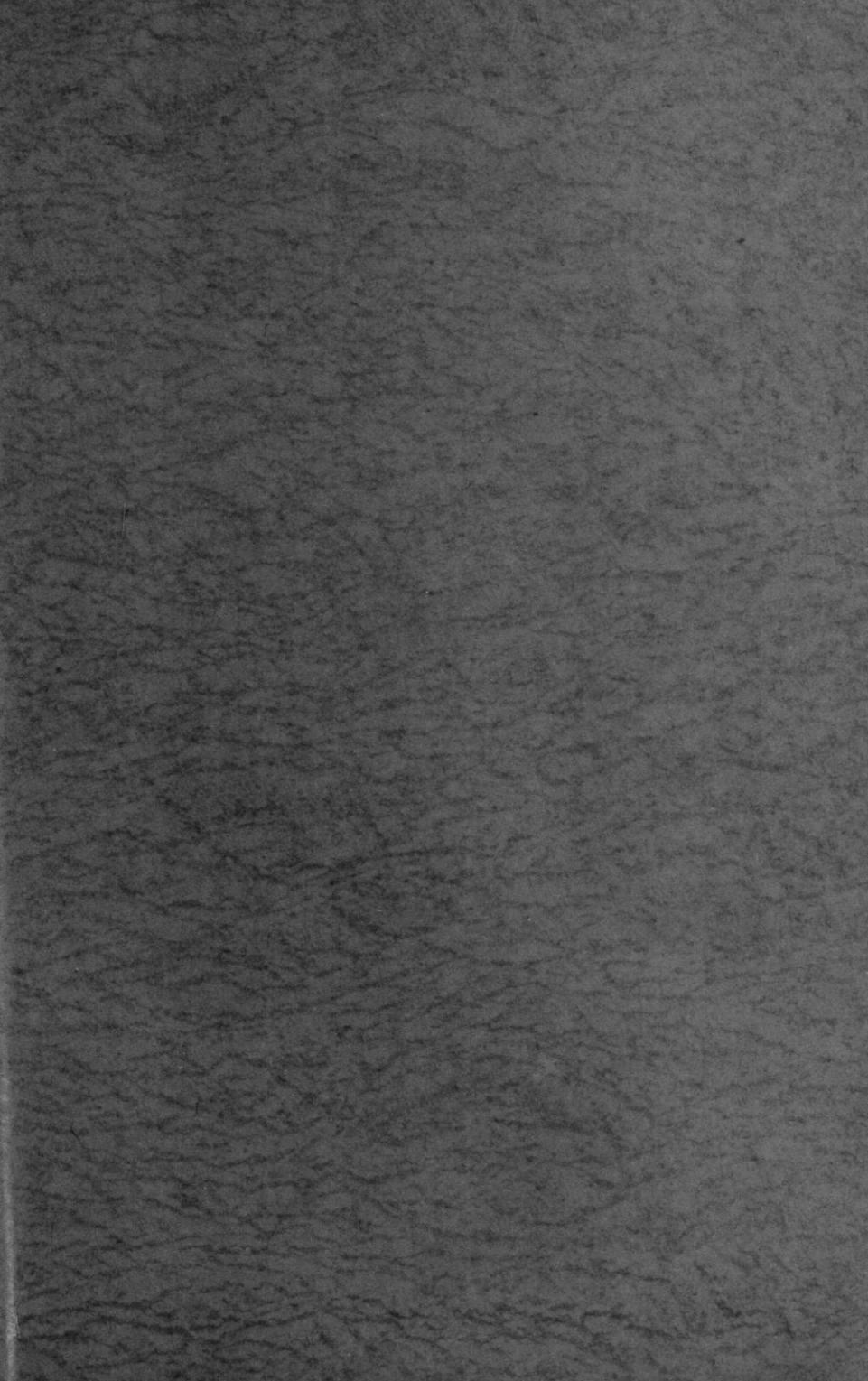
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