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**Proceedings of the Wisconsin Cheese Makers'
Association fortieth annual convention
November 18, 19, 1931 forty-first annual
convention November 16, 17, 1932
assembled in the Milwaukee Auditorium,
Mil...**

Wisconsin Cheese Makers' Association
Madison, WI: Cantwell Print. Co., 1933

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PROCEEDINGS
OF THE
WISCONSIN CHEESE MAKERS'
ASSOCIATION

FORTIETH ANNUAL CONVENTION
November 18, 19, 1931

Forty-first Annual Convention
November 16, 17, 1932

Assembled in the Milwaukee Auditorium
Milwaukee, Wisconsin

J. L. Sammis, Secretary



Madison, Wisconsin
1933

WISCONSIN CHEESE MAKERS' ASSOCIATION FORTIETH ANNUAL MEETING

Milwaukee Auditorium, November 18, 19, 1931

1931 OFFICERS AND DIRECTORS

F. A. FLYNN, President.....	Pulaski, R. 2
A. H. GRAF, Vice President.....	Zachow
J. L. SAMMIS, Secretary.....	Madison
E. F. HORN, Treasurer.....	Beaver Dam
M. M. SCHAE TZL, Director, 40, 41, 42.....	Athens
J. H. PETERS, Director, 40, 41, 42.....	Plymouth
EARL B. WHITING, Director, 39, 40, 41.....	Gillett
J. GEMPELER, JR., Director, 39, 40, 41.....	Monroe
ARNO SCHMIDT, Director, 38, 39, 40.....	Sheboygan Falls

JUDGES OF CHEESE

American Cheese

A. T. BRUHN.....	Madison
JOHN CANNON.....	New London

Swiss, Brick, Limburger Cheese

FRED MARTY.....	Monroe
X. BUHOLZER.....	Monroe

SUPERINTENDENT OF CHEESE EXHIBIT

J. W. CROSS.....	Milwaukee
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LIFE MEMBERS

E. L. ADERHOLD, Neenah	FRED MARTY, Monroe
P. H. KASPER, Bear Creek	W. F. HUBERT, Sheboygan
J. D. CANNON, New London	MATH. MICHELS, Fond du Lac
J. W. CROSS, Milwaukee	C. E. REED, Plymouth
JOHN KIRKPATRICK, Richland Center	J. L. SAMMIS, Madison
JACOB KARLEN, JR., Monroe	OSCAR DAMROW, Sheboygan Falls
AL. WINCKLER, Cumberland	A. T. BRUHN, Madison

NOVEMBER, 1931, HONORARY MEMBERS

JOHN H. PETERS, Plymouth	A. H. GRAF, Zachow
M. M. SCHAE TZL, Athens	HENRY NOLTE, Cleveland
C. J. FOKETT, Manitowoc, R. 4	L. E. KOPITZKE, Marion
JOHN F. LENS MIRE, Marathon	P. H. MICKLE, Arena
S. D. CANNON, Neenah	ROBT. HERRMANN, Dallas

Official Reporter, ALEX KAEMPFER, 438 Caswell Block, Milwaukee
 Official Organs, The National Cheese Journal, Milwaukee, Wis.
 The Cheese Reporter, Sheboygan Falls, Wis.
 Official Cold Storage, Terminal Warehouse Co., Milwaukee, Wis.

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LETTER OF TRANSMITTAL

Office of the Secretary,
Wisconsin Cheese Makers' Association,
Madison, Wis., 1933.

TO HIS EXCELLENCY A. G. SCHMEDEMAN:
Governor of the State of Wisconsin.

I have the honor to submit report of the fortieth annual meeting of the Wisconsin Cheese Makers' Association, showing the receipts and disbursements reported, also containing papers, addresses and discussions had at the annual convention held at Milwaukee, in November, 1931.

Respectfully submitted,

J. L. SAMMIS, *Secretary.*

ARTICLES OF INCORPORATION OF THE WISCONSIN CHEESE MAKERS' ASSOCIATION

Incorporated February 2, 1899

Article I

The undersigned have 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 cheesemaking; 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 butter fat which it contains.

A further aim is to unite the 2000 or more cheese makers, and all associations of cheese makers in Wisconsin under a state wide plan for united action, on all state wide problems affecting cheese makers. (Adopted 1931.)

Article II

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

Article III

The association shall be a corporation without capital stock.

Active Membership. Any cheese maker, past or present, in Wisconsin, but not a helper, may become an active member in this association, with the right to vote and speak in all association meetings, and to receive legislative bills, annual reports, etc., by paying the annual membership fee of \$2.00 in advance to the secretary of the association, for the current calendar year. (Adopted 1931.)

Associate Membership

Any other person, not eligible to become an active member may become an associate member of this association, with the right to receive legislative bills, annual reports, etc., and to attend all meetings of the association, but not to vote or speak, by paying in advance the annual membership fee of \$2.00 to the association secretary for the current calendar year. (Adopted 1931.)

Subscribing Memberships

Any other person, such as a farmer, or butter maker but not a cheese maker, may become a subscribing member, to receive legislative cheese bills, etc., but not to attend state association meetings, by payment of \$1.00 for the current calendar year, in advance to the association secretary. (Adopted 1931.)

Article IV

Section 1. The general officers of said association shall consist of a president, vice-president, secretary and treasurer, and the board of directors shall consist of three members of the association.

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 the first meeting of the members of the association there shall be elected a director for the term of one year, a director for the term of two years, and a director for the term of three years, and thereafter there shall be elected at each annual meeting a director for the term of three years, and each director shall hold his office until his successor is elected and qualifies. 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 cast 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 and sign all orders drawn on the treasurer. 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 this association shall be to keep a complete and accurate record of the proceedings of the Board of Directors and of the association and to attend all

meetings, keep a correct account of the finances received, pay all moneys into the hands of the treasurer and receive his receipt therefor, and to countersign all orders for moneys drawn upon the treasurer. 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 of membership, and every person joining the association shall receive one signed by the president and countersigned by the secretary.

Section 4. The principal duties of the treasurer shall be faithfully to care for all moneys entrusted to his keeping, paying out the same only on receipt of an order signed by the president and countersigned by the secretary. He shall file with the secretary of the association all bonds required by the articles of incorporation or the by-laws. He shall make at the annual meeting a detailed statement of the finances of the corporation. He must keep a regular book account, and his books shall be open 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 and make arrangements for reception committees, hotel rates, halls, and all necessary preliminary arrangements for each and every meeting.

Section 6. The committee on programs 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 officers or officer, or such other person or committee as the corporation or Board of Directors may authorize.

Article VI

The treasurer of the corporation shall give a bond in the sum of one thousand dollars with two sureties, 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 first meeting of this association for the election of officers and directors shall be held on the 3rd day of February, 1901, and such corporation shall hold a meeting of its members annually during each calendar year at such time as may be determined by the Board of Directors.

Article IX

(Adopted 1931)

Section 1. To promote united action by all cheese makers and associations within the state, any organized association may become a branch of this Wisconsin Cheese Makers' Association, by a two-thirds vote of its paid up membership at any of its regular meetings, and report the vote to the state association secretary. Each such branch shall aid in the state wide work of this association as required by these articles and by-laws, but each branch shall be independent and self-governing in all of its own local affairs and business.

Section 2. It shall be the duty of the state association, through its officers and members, to promote and aid in the organization of new branches, local and district in all parts of the state where none exist.

Amendments Adopted

(See Annual Reports)

(1) The secretary shall qualify for office by filing with the president a satisfactory bond in the sum of \$4000, at the expense of the Association. (See 1929 Annual Report, page 90.)

(2) The Board of Directors shall consist of five members instead of three. (1925, page 61.)

(3) Persons who in the future are found guilty of repeatedly violating our state laws shall be barred from membership in this Association. (1920, page 98.)

(4) Rule on the financing of new projects. Appropriations of association funds shall not be made by the convention, unless means for raising the necessary funds are also provided at the same time, but new projects requiring expenditures shall be referred to the Board of Directors in the form of recommendations. (1921, page 71.)

(5) New score card to be used. (1921, page 136.)

(6) License numbers of the maker and the factory shall appear upon all entry blanks of exhibits for prizes. (1911, page 104.)

(7) Prizes for cheese exhibits shall be awarded to the makers of the cheese only, and the maker's name must appear on each entry blank. (1907, page 148; 1908, page 232.)

(8) Pro-rata premium fund established. (1907, page 149; 1908, page 231.)

(9) Hereafter, Class 1 of the prize exhibits shall be American cheese made before September 1. Class 2 shall consist of all styles American cheese made during September and October. Class 3 shall consist of all styles American cheese made during November and December of the same year. Class 4 shall consist of Colby type cheese. (1922, page 17; 1923, page 78.)

Further slight changes in the exhibit rules have been made from year to year, as conditions required, at the direction and with the approval of the Board of Directors. (See entry blank used in 1929.)

(10) A half day's session of the convention shall be set apart for discussions by licensed cheese makers only. (1926, page 58.)

(11) By vote, the convention recommended to the Board of Directors that the dates of the convention be changed to early in December, providing halls can be secured. (1924, Jan., page 60.)

(12) *Resolved:* That this Association in order to do greater honor to our best prize winning cheese makers, adopts the following rules:

1. A special class of honor cheese makers shall be created from our membership during the past twelve years.

2. Every cheese maker who, by the records in the secretary's office, is shown to have received either three first sweepstake prizes on American cheese, or three first prizes on Swiss cheese, or three first prizes on Brick cheese, or three first prizes on Limburger cheese shall be placed in this honor class.

3. Members of this class shall hereafter compete only for such prizes as may be offered for this honor class. (1928, Nov., page 73.)

Fortieth Annual Convention
OF THE
Wisconsin Cheese Makers' Association

Held at Milwaukee, Wisconsin

November 18 and 19, 1931

In the Milwaukee Auditorium

The first session was called to order November 18, 1931, at 10:00 o'clock A. M., by President Flynn.

ADDRESS OF WELCOME

By MR. A. T. BRUHN, Madison

Mr. Chairman, Ladies and Gentlemen: In this year's State Fair Premium list there was among others a class for cheese having four premiums, one of \$125, one of \$100, one \$75, and one \$50, and not a cheese entered in the class. What was the reason? I am referring to the county or group class in which 10 or more cheese makers from a county could each send a cheese with a good chance to have the cheese displayed in an ideal show window properly refrigerated, labeled, with name of county, the score of the cheese, the premium received, and where between 150,000 and 200,000 walked past it. Do you think any other line of industry would let a chance like that slip away from them? Most of them pay big sums of money for advertising and here the state actually offered you money trying to get you to advertise and this year not a single one took advantage of it.

A year ago one county took advantage of this opportunity and this year I expected that at least six or seven counties would have exhibited. What was wrong anyhow? Were the secretaries of local units or organizations asleep? Didn't you receive a premium list? Didn't you read it to see what premiums were offered or couldn't you agree with each other long enough to get ten cheese together from a county? If that is the case then it appears you are worse than farmers when it comes to cooperation.

If you want to judge the future by past history then allow me to call your attention to a few facts. During the last legislative session,

the Hon. Joe Schmittfranz with the assistance of the Hon. Wm. Olson of Monroe, your secretary Mr. Sammis, and a lot of you who wrote to the senators and assemblymen of your districts, managed to get the so-called whey butter labeling law repealed.

The objection to this law appeared to be that it placed a stigma on whey cream butter. Be that as it may, permit me to tell you of a little incident that happened late this summer. A manager of a certain creamery asked me if I could tell him of a creamery that had a surplus of cream during the summer and early autumn months, that was within trucking distance of his plant. He was willing to pay a fair price for the cream providing it was of fair quality. To a question as to what he considered fair quality, he said it must be reasonably clean in flavor, not over .5% acidity preferably less than .4%, and absolutely no whey cream. This butter maker has built up his business on a quality basis, gets a premium above Chicago extra for his butter, and has his creamery in a cheese factory section where he could get whey cream considerably cheaper than he has to pay for the cream he has been buying. It appears to me that it is up to us to produce and take care of whey cream in such a way as to make it equal in quality to farm skimmed cream. Some of it is, but it is a well known fact that the greater part is not.

It is rather hard to understand the workings of a cheese maker's mind when you hear him complain about the lack of care his patrons bestow on the milk, and then find that he leaves the whey cream to stand uncooled from day to day, and runs fresh warm cream direct from the separator into a partly filled can of cream some times several days old, often well colored with flies. Then he wonders why the public in general and the butter maker in particular should object to it. This is not a rosy picture but one that it would seem to be worth while thinking and doing something about.

RESPONSE

By VICE-PRESIDENT A. H. GRAF, Zachow

Mr. Chairman, Ladies and Gentlemen, Members of the Wisconsin Cheese Makers' Association:

I wish to take this opportunity to thank Mr. Bruhn for the cordial welcome he has extended to us for this our fortieth annual convention.

We appreciate this all the more seeing as it comes from a man like Mr. Bruhn, who is one of the oldest members of the association and has served in many capacities for the past 20 years. Acting as president, secretary, director, and cheese judge, he has always worked for the best interests of the cheese makers and the cheese industry.

I am sure that we will be well repaid for coming down here for this meeting. We will receive our reward through the knowledge we will gain. *Knowledge is power.* This has never been more true than at the present. We can gain this knowledge through experience, schools, and through attending conventions, where we can listen to

the talks, take part in the discussions and rub elbows with our fellow cheese makers and other friends.

This is an age of experts and we have to be experts in our line if we are to compete with experts. The cheese business is a changing business in one sense of the word and we have to be prepared to meet conditions as they arise.

The men in the small plants have to be prepared to meet almost any emergency, because we may have to be boilermakers, firemen, cheese makers, mechanics, managers and do a hundred other things in the cheese factory. This goes to show that we have got to be trained in our chosen line of business.

I also feel that we should urge all prospective cheese makers to attend the dairy school if they intend to keep on in the business. And all experienced makers should attend the sectional schools that are being put on by the University of Wisconsin in different parts of the state.

In closing I wish again to thank Mr. Bruhn for the kind words he has spoken in welcoming us here. In view of the before mentioned facts, I believe this is a good time to make Mr. Bruhn a life member of the Wisconsin Cheese Makers' Association. I am now making a motion to make Mr. Bruhn a Life Member of the Wisconsin Cheese Makers' Association.

SEVERAL MEMBERS: I second the motion.

THE PRESIDENT: Gentlemen, a motion has been made that Mr. Bruhn become a life member of the Wisconsin Cheese Makers' Association. I think it is hardly necessary to put it to a vote, because I know it will be unanimous. All in favor of making Mr. Bruhn a life member manifest it by saying aye.

Seconded. Carried. (Applause.)

PRESIDENT'S ANNUAL ADDRESS

By F. A. FLYNN, Pulaski

Ladies and Gentlemen, Members of the Wisconsin Cheese Makers' Association and Friends:

Look back over the forty years since the Wisconsin Cheese Makers' Association was first organized, and note the changes that have taken place. Many of those men, who were instrumental in the founding of this great organization, have passed on to their reward. Those men saw the necessity of such an organization. They realized that the cheese makers and the cross road cheese factories dotted here and there throughout the state were to be the foundation of the nation's greatest industry. They led the way to prosperity.

History

If I am correctly informed, the first man to make cheese in Wisconsin was Chas. Rockwell of Koshkonong, who had a factory in his house ninety-nine years ago. Our state became prosperous due to

co-operation among the farmers in their own way, before the days of the racketeer, the politician, and the county agent. Those farmers believed in making their living by the sweat of their brow, not by the sweat of their neighbor's brow. These pioneers of industry made Wisconsin rise until it became the greatest cheese producing state in the Union and Universe. Then came the World War with its destruction. Then came the highest prices for cheese in the history of the industry. Then the farmers of a nation looked toward Wisconsin and came here to buy our cows. Then the big co-ops started and our greatest cheese dealers saw that there might be a possibility of the co-ops getting control of Wisconsin cheese, and they turned their eyes to the south, east and west that they might be ready for any emergency. What a sad day for a state that survived the depression of the World War better than any other state, to see that great heritage slowly and surely taken away. No politician, no co-operative marketing organization, no federal farm board nor any department of markets can ever bring back that industry.

Present Problems

I wish to call your attention to some of the problems that have come up in the past year, such as the Fair-Price committee. Has our present system for marketing cheese on the Plymouth Exchange and the Farmer's Call Board been unfair? Was that the direct cause of a new proposed marketing system? Or was that a smoke screen to fool the public? I had the pleasure of sitting in on the committee of thirteen. I listened to the arguments and I have not as yet been able to understand why such a committee was necessary. The impression left on the farmers' mind, after the meeting in Fond du Lac, was that the farmer should fix a price on his product; but under the plan of the new Fair Price Committee, I can see that he will have nothing to say.

I cannot understand why, during the drafting of by-laws for the new Fair Price Committee, some members had to consult the packers and processors, who have been condemned as the men who reap unjust profits from the farmer. This market committee is composed of men affiliated with the packers and the cheese federation. The cheese maker is left out. Also, the independent farmer whose cheese is to be sold by this new price committee is not represented.

I say, gentlemen, if you believe in co-operative marketing and price fixing, that's your business; and if your neighbor believes in the freedom to market his produce independently, that's his business. But I believe that the law of supply and demand governs the price of cheese or any other farm or dairy product and that the new Price Committee cannot control it any better than our present system of marketing has done.

Cooperative Contracts

Many a poor farmer is being misled by the so-called promoter and organizer. They call on the farmer and slander the cheese maker and

his factory in every way possible. They propose the remedy of co-operation, flexible milk plants, and legislation. They get his name on an iron-clad contract and a note for \$50.00, and then they are gone leaving the farmer to study his contract, which causes him many sleepless nights. Then he goes to a lawyer for advice to find out if he cannot be released from the contract. Many times during the past year the farmers have come to me for advice, but the only thing that I can say to them is to consult an attorney before signing a contract and not afterward.

During the past few years, prominent men have canvassed the state trying to arouse sympathy toward co-operative marketing. Many of these men know little if anything about marketing, and have chosen co-operative marketing merely as a part of a political platform, caring nothing about the real value to the industry. We can refer to any number of instances in which banks failed. The man who proved to be the loser in each case was the man who deposited his money because he trusted the officials who talked to him and persuaded him to make the deposits. The principles of co-operative marketing, if properly carried out, are undoubtedly, an excellent subject for the politician to talk on, and thus draw votes. But, owing to the depressed condition of the industry at the present time, we should have higher objects in view. Anyone who really has the welfare of the industry at heart will not do any such experimental work, costing the farmers thousands of dollars.

A statement was made by Mr. Kirsch that the Consolidated Badger Milk Plant at Shawano, Wisconsin, one of the first consolidations to take place in the state on a large scale, can be operated more economically than the small cheese factory. What authority has any organizer to make such a statement, when it's only an experiment? We find that the actual cost of delivering the milk to the various plants will come very near to what it will cost to manufacture a pound of cheese, not saying anything about the hundreds of thousands of dollars invested in the plant itself. The only security the farmer has is the buildings. He himself is tied down with a contract that is holding from generation to generation. In case this experiment does not prove successful, the farmer will be burdened by having to send his milk to that plant at a loss for over a period of years. Who will be to blame, since we cheese makers have no right to block any co-operative movement? The Department of Markets grants us a license to make and manufacture cheese, and to operate a cheese factory. Hundreds of cheese makers own and operate their own cheese factories, and in turn, are dealing with the public. But, no matter how efficient a cheese maker may prove himself to be, how economically he operates his factory, or how well he is liked by his people, he can block no co-operative movement in his community, even though he knows it's going to be a failure. They have a right to break up his business and his home. The very privileges which are granted by the Constitution of the United States to its citizens are taken away from the cheese makers. If that's what we call co-operation, then I

say that co-operation is against the fundamentals of good citizenship. I say that we, as cheese makers, should start a fight, right to-day. We should get the farmer interested, make an investigation, and find out whether the Department of Markets has at heart the cheese industry of the whole State of Wisconsin, or just the chosen few that represent co-operative marketing.

Management

J. L. Kraft, who became America's greatest cheese dealer and manufacturer, started at the bottom. He employed men who were efficient. If it were possible for J. L. Kraft, who started twenty years with a horse and buggy valued at about sixty dollars, to become the world's greatest cheese maker and manufacturer, then in comparison what goals should not and could not have been attained by the co-operatives had they had the management that was attained by the Kraft Cheese Co.?

Grading

In the past year the Department of Markets has adopted a new system of grading, which may be all right. However, it will be a long time before the people of the United States can be made to understand that the Wisconsin State Brand is the best cheese made in Wisconsin, when the difference between the Wisconsin State Brand and the Wisconsin Standard Brand is so slight that the consuming public will be at a loss to detect which is the fancy cheese. I still maintain that the department made a mistake when they took the word "Fancy" from the cheese label.

Read Legislative Bills

In regard to legislation, Secretary J. L. Sammis has worked out a plan to make it possible for the association to send to members copies of all cheese bills which come up during the session of the state legislature. No doubt this plan will help, providing the cheese makers take an active part in writing to their respective senators and assemblymen, but my own experience has taught me that a great majority of those letters are not given the attention to which they are entitled. I would suggest that many of the cheese makers should attend some of those sessions of the legislature. Perhaps by doing so they can demand some attention. However, I believe they could do the most good by presenting copies of those bills to the farmers in their communities just before election time and it might influence the farmer to cast his vote in the right direction.

I think it would be well at this time for this association to adopt resolutions to send to our various senators and representatives asking them to vote for the repeal of the 18th amendment.

All Associations Cooperating

While some may say that real constructive progress is slow, I however firmly believe that we are all waking up to a keener desire to

better our position as cheese makers. After much careful study of the activities and progress made by the several cheese makers' associations in this State, and realizing that the separate associations would never attain the ultimate objects we cheese makers are entitled to, I presented a definite proposal in my address before the North-eastern Wisconsin Cheese Makers' and Buttermakers' Association at Clintonville, and in substance repeated it at Milwaukee last year at the Wisconsin Cheese Makers' Convention. This proposal was that we take steps either to merge by outright merger or that the various units retain their present individual identity, but that at least one of their members be made an executive member of the Wisconsin Cheese Makers' Association, or any practical method which would in effect develop a more unified and coherent State organization. I am more than gratified to know that while little support was given to my proposal a year ago, determined sentiment has crystallized and there is now every prospect before us that a complete unification of the various associations is to result. If all cheese makers get together to support worth while objects, the time and money we spend on association activities will be returned to us many fold.

Dairy Products Show

At this juncture I will deviate a little and formally propose that we endeavor to make our 1932 Wisconsin convention a State wide affair. Let's call it A Greater Wisconsin Dairy Products Show. I believe that it is high time that all the various Wisconsin Dairy Products should rub elbows and meet for a week at Milwaukee, I mean the buttermakers, ice cream makers, bottled milk dealers and cheese makers.

Then we could get a good selection of booth space by commercial exhibitors, for we all know that it is unreasonable to ask commercial exhibitors to set up for the several gatherings and then also at Milwaukee. I believe a combined show of this kind would attract National attention and the publicity attained would more than offset any expense we might be put to. I sincerely hope that this suggestion will have the support of the membership and that other Wisconsin Dairy interests will join in.

In 1933 the Chicago World's exposition will be in progress and it may be that during that year our activities should be limited. So let's all pull for 1932.

REPORT OF AUDITING COMMITTEE

THE SECRETARY: Mr. Chairman, somebody might wonder why the Auditing Committee has no report to make now. They have been auditing the books of the past year for some time, and the report of that audit will be printed in this annual report book, which you will get.

REPORT OF THE TREASURER

THE SECRETARY: Mr. President, the Treasurer, Mr. E. F. Horn, is detained this morning. As you know the treasurer of the association is a kind of an honorary position since the association is obliged to keep all of its permanent funds in the State Treasury, and so the real Treasurer of this Association is the Treasurer of the State of Wisconsin. So that if Mr. Horn were here I presume he wouldn't have any other report to make.

PROGRESS REPORT OF THE SECRETARY

THE SECRETARY: Mr. President, I don't feel interested in discussing what is passed and gone. It is all down in black and white and there is nothing we can do to change it, but I am much interested in what we may do in the days and years to come.

Forty years ago Article One of our Constitution stated one of the purposes of the organization was, "To institute a regular crusade against the unjust practice of pooling milk at cheese factories by weight regardless of the amount of butter fat it contains." After forty years this object is pretty nearly obtained, and it seems to me this Association might now think of some new enterprises which should be undertaken, and it ought to amend this Constitution by putting in some new objects for its work in years to come.

United State-Wide Action

In the forty years past we have seen six or eight other associations arise in the state. They are each driving at some definite goal and each one is conducting their own business in their own locality with considerable success. The one thing needed is more cooperation among all these associations on state-wide problems. I am sure nobody would want any association to give up its name or its business or its treasury or stop electing its officers or anything else that it is now doing, but there does seem to be room for all these organizations, on top of their present work and in addition to what they are now doing, to cooperate in some way to carry out new and larger pieces of state-wide work that have not been undertaken before.

I want to mention briefly a couple of these state-wide jobs. On this map of the state of Wisconsin with the various associations marked off upon it, you will notice first that there is more space in the state not organized than is already occupied by associations. There are probably a thousand cheese makers in the state that don't belong to any association whatever and they are not helping in the work of any association. How can we get them organized, to aid in the work? The state association can very easily undertake to go into this unorganized territory, start new organizations and promote them. This

is a job for the state-wide association which every association throughout the state can aid, can boost, if you think it is a good thing to do.

Read and Discuss Legislative Bills

A second state-wide job which demands prompt attention is the work on legislative bills. Out of two thousand cheese makers in the state, about one in six has really become interested in this work so far. Any machine that does only one-sixth of the work it ought to do is not a very good machine. We would throw it out of the factory; we would have nothing to do with it. It is really up to us all to work to get more of our neighbor workers reading the bills. It is up to you and the members coming tomorrow to decide and approve, and I assure you if you don't decide and approve these things, they won't be done. The officers and directors of this Association don't undertake to do anything except what they are told to do by the members.

The officers and directors of the Association, if I may speak for them briefly, have given a lot of thought during the last year or two to find out what kind of work could be undertaken by a state-wide cooperative movement among all the various associations. The first piece of work is this, to get makers organized in the unoccupied territory and, second, set up a system which will deliver legislative bills to every maker. Under that system the central office in Madison will send out printed copies of all legislative bills to every cheese maker who is cooperating. We want to get two thousand of them organized and cooperating. When a cheese bill is introduced in the legislature Monday morning, that bill ought to go in the mail to you by Tuesday and reach you by Wednesday or Thursday, so that you can read it. The next step is for your local association President to call a meeting immediately to discuss this bill. You get twenty-five or thirty or forty of your members in one locality, who live within ten or fifteen miles of the town, all coming to this meeting to discuss this bill, to decide in an hour or two what to do with it. If there are a few people at the meeting who are wrong on the proposition and don't agree with the rest, they will soon be set straight on it at the meeting. The last and final step is for every man or every group to write a letter or post card to the assemblyman and a letter to the senator from that county and say, Dear Sir, I am opposed to Bill No. (). Please vote against it. Then sign your name. If that is done in every county in the state, every Senator and every Assemblyman at Madison in the Legislature will have next morning a pocket full of letters and postal cards from cheese makers telling him how they want him to vote, and when this bill comes up for a vote in the next week or ten days every legislator will have heard from the folks back home telling what they want done with the bill. A lawyer in the legislature may have no knowledge as to the merits of a cheese or milk bill, but if he has letters from the people back home, he will know how to vote. These two cent letters are the best and cheapest means to let the Senator and Assemblyman know what the people back home want.

To get this map filled up with state associations in the next year is a big job, but it should be started now to get ready for the 1933 Legislature which will run five or ten months and may have a dozen or twenty cheese bills. So we hope this general plan will meet your approval. These legislative bills for 1933 will cost each of you about a dollar, as we found by past experience, and also it costs about one dollar per member to run this convention. Apparently at the next convention in December, 1932, a year from now, in order to prepare for that legislative session in 1933 we will have to charge \$2.00 a membership, if you vote favorably on that proposition. Out of that every single member who pays \$2.00 will get copies of all the legislative bills in the 1933 Legislature by mail at his own home.

I would like to stress the value of cooperation by every association in the state. Already six local associations covering a county or less and three large associations have expressed by practically unanimous vote their approval of these plans for next year. All this is entirely optional with you. It is merely a suggestion as to how we can make cooperation effective. Perhaps some better plan will be presented. Nobody should hang back. The most important thing, more important even than the work of your local association, is this state-wide cooperation. If you can get that into your horizon, if you can see that as the big thing ahead of us and put your wholehearted support behind it, then the thing will be successful. There isn't a cheese maker in Wisconsin whose help isn't absolutely essential to the success of this cooperative work. Every association can help to make it a success. The Secretary's report then is a few suggestions for the future, and if you will help to discuss these views with the people who come in later, I know there will be an opportunity tomorrow for a much more complete discussion of it and to vote on it.

Appointment of Committees

THE PRESIDENT: The Resolutions Committee appointed will be Herman Bilgrien, Iron Ridge, to act as Chairman; Ed. Malczewski, Pulaski; Axel Madsen, Manitowoc; R. H. Sampe, Osceola; and Emil Buholzer, Juda, Wisconsin.

The Nominating Committee appointed is Albert Graf, Zachow, Chairman; E. W. Martin, Spencer; E. C. Brown, Wausau; H. A. Kalk, Birnamwood; W. J. Dehn, Unity; and Herman Bilgrien, Iron Ridge.

MR. HORN: Mr. Bilgrien can't be present. He lost his wife yesterday and you will have to appoint somebody else on this committee.

THE PRESIDENT: Well, in his absence then I will appoint you, Mr. Horn.

**REPORT OF THE AMERICAN CHEESE
MAKERS' ASSOCIATION**

By R. H. SAMPE, Osceola

MR. SAMPE: Mr. Chairman, Ladies and Gentlemen, Brother Cheese Makers: I see a lot of ladies present so I am going to call them brother cheese makers also. The American Cheese Makers' Association has been coming down here for six years. Our membership takes in only American Cheese Makers, but we have today five units and we have put on five or six conventions. We had a meeting of each unit as a group, and they gave the officers instructions just what they should do. Those are the instructions I have today. I have been coming down here to this convention, I think about twenty-five years. I came down here the first time when they used to give us those watch fobs, and when they put up some pillars on the Avenue like a land mark so that we could find our way back to the hotel in the evening. We went home with the watch fob and a bunch of tickets in our pocket, which reminds me of the story they told on Mr. Damrow. When he got home, his wife went through his pockets and found a lot of watch fobs and things and she found one ticket on which was written Florence, 1408, and she said, "Ah ha, what are you doing with Florence, 1408 down at Milwaukee?" He did some very fast thinking and he said, "I got interested in a horse race down there and I got a ticket." That went over all right and he left Monday morning to go on the road and Saturday evening when he came back and asked his wife if he got any mail, she said, "No, but that horse called up from Milwaukee."

State-Wide United Action

This is going to be a real cheese makers' meeting this year. I expect a big crowd this afternoon. If the cheese makers have ever had a problem, they surely have it this year. This is one year we are writing history. Somebody said we had eight associations. Does it work efficiently? Could you for example take the American Legion today and have all over the United States little units without any central office, and call them any kind of an organization? They might be all working for the same object but all controlled individually, without a head to it, or without a system to it, with everybody making their own by-laws and rules and regulations. Would that thing function? No, you wouldn't get anywhere. That is what you have got here, now. You gentlemen are going to vote on something new today or tomorrow. And when you see the future, the end of the road, you will get somewhere. You are going to have one state-wide machine that is going to work, and it is going to function well. You have got the best opportunity right in the next two days you ever had in your whole history, to get these things we have so long desired. The American Cheese Makers have given me authority

to express this thing. They have said that next year there will be no such a thing as the American Cheese Makers' Association, because next year, we will all sit down here together. Somebody will push this thing. I say, if you ever get a man that is willing to go out and spend the time and the grief and get the thing working without getting any pay and no thanks for it, let's start this thing. I know it will work. You will have your local Association at home. We want all your members to be members of the Wisconsin Cheese Makers' Association. That is the only way it will work.

Price Fixing Committee

You hear about a proposed cheese price fixing committee. I would like to hear both sides of the thing. The cheese price fixing commission doesn't sound right to me. I wish I could call that group here and ask them just why the state of Wisconsin wants to come into Plymouth and tell the farmers to quit doing business and let them put up a price fixing commission. Those farmers are perfectly satisfied. That is what they tell me. That is a serious problem, cheese price fixing. How do I know why they want to abolish the cheese board?

Cheese Grading

When I get back home the boys will ask me what you voted on the grading law, what you think about the price fixing commission. In the next two days we vote on some of these things. I tell you now, if you have an association for cheese makers only, if you adopt the unit plan, we will throw in five units next year. There will be no more American Cheese Makers' Association. It will be a unit plan for all of us. I told you this some years ago and you laughed at me. They got sore at our secretary. I told you a couple of years ago that some day there will be only one state-wide cheese makers' organization in Wisconsin and I make that same remark today.

ATTEND THE SIX O'CLOCK DINNER TONIGHT

THE SECRETARY: If there is anyone here who doesn't know what this six o'clock dinner is for, just turn to your program and read all about it. We hope to have the officers, directors, the boosters and live, active members from every association in the state, from every group, come up to the Republican Hotel, second floor, at six o'clock tonight and eat dinner together; we will spend a couple of hours talking over plans for next year, try to get them down into practical shape, to be presented to the Convention for voting on. These meetings in past years have been very helpful and interesting, and now we must find out about how many expect to come, so we can provide for them. So will you kindly hold up your hands if you expect to come? Thank you. Mr. President, under the rules of the association in order to make an amendment to the Constitution, the amendment

has to be read the day before. These amendments are really being formulated tonight at this meeting after supper, a very important meeting and I hope you will all be there, but in order to conform to this rule of the Association that they must be read the day before, I am going to ask somebody to make a motion to dispense with the rules and to permit reading the amendments by title only, instead of reading them in full this morning. That will save a lot of time and will conform to the rules if that motion passes. Then I will read these amendments and we will be able legally to pass upon them tomorrow.

MR. SCHMITTFRANZ: I move the rules be suspended, and the titles of these amendments be read at this time. Motion seconded and carried.

AMENDMENTS READ BY TITLE

THE SECRETARY: Mr. President, the first is an amendment to Article One of the Constitution on the general subject of the purposes of this Association. The second amendment is an amendment to Article Three, changing the membership requirements for the Association as to who may be members, and the membership fee and other parts of it. The third amendment is to create a new section in the Constitution Article No. 9, which has to do with branches of the Association, which will include changes in the methods of the Association, such as may be necessary. I think we have now complied with the rules of the organization. I thank you.

REPORT OF THE CENTRAL WISCONSIN ASSOCIATION

By PRESIDENT E. W. MARTIN, Spencer

MR. E. W. MARTIN: Mr. President, Ladies and Gentlemen: I am going to ask you folks to excuse me. I contracted a cold a few weeks ago and the contract has not yet expired and that is one reason why I was unable to attend the Northeastern Convention, but I am glad to be with the Wisconsin Association today and as President of the Central Association I want to extend the most cordial greetings to this Association. I thank you.

REPORT OF THE SOUTHERN WISCONSIN ASSOCIATION

By MR. FRED MARTY, Monroe, President

MR. MARTY: Mr. Chairman, Fellow Cheese Makers: I have no special report this morning pertaining to our organization, but I will say this, I will do what I can and everything in my power that we get started on a new system and proper working basis whereby a Wisconsin Cheese Makers' Association will represent all the cheese makers of Wisconsin. I can assure you that this has not been done

in all these years. Referring back to the constitution and by-laws of the organization as read by your Secretary this morning, we in southern Wisconsin lost out on that one statute, about the payment for milk by test. I think this movement that is on today for your kind consideration, that each organization should become a unit in order to get actual representation, that each unit should first be informed of what is going on in the state and then have their council meeting right there at home. Then bring in your report here to the head organization where we will get results. What is the use of each man going to Madison appearing for a bill? You may put up a tremendous line of talk before that legislative committee of five, six or eight men. There are one hundred thirty-three men in the legislature and the most that you can reach at a hearing is a handful. You may convince that committee that your argument is a proper one, but you are still speculating with about a hundred and twenty votes by members that have not heard you. But under the new plan your letter goes to the lawmakers. A little postal card to your representative from your section, asking him to vote so and so, on a bill, and when that particular man begins to read his mail, and letter after letter comes and card after card comes, don't you think that that man is going to sit up and take notice. He wants to go back again to Madison and he will have to satisfy his constituents. There is considerable lobbying being done and pressure is brought upon the representatives, even by mail that reach them right at the capitol. This movement we are starting through different locals is going to be an instrument in your hand. I think we all agree that after forty long years we are getting something that we haven't had before. I thank you.

REPORT OF CHEESE MAKERS' ASSOCIATION OF RICHLAND CENTER

By JOHN FISCHER, Boaz

Mr. President, Fellow Cheese Makers: On October 5th, the cheese makers of Richland County met at the court house and organized what is known as the Richland Center Cheese Makers' Association. We have the usual four officers and a board of directors. The membership fee is 25¢ and meetings are held once a month. We now have a membership of 39 and we are trying to get 100% membership. Prof. Sammis was with us at this meeting.

At this meeting, we also decided to join the state association whenever the state saw fit for us to become a branch of said association.

On October 26th, we held a second meeting, and we discussed the Cheese Grades.

Our small associations are just a link of the state association. By meeting once a month we can solve our problems locally, keep in touch with the cheese industry and improve the quality of Richland County's Cheese. I thank you.

THE FACTORY STATEMENT LAW

THE PRESIDENT: Mr. Louis Prange from Sheboygan Falls will serve on the Resolutions Committee in the place of Mr. Axel Madsen. The first thing on the program is the discussion of the factory statement law. I am going to read you the law, Chapter 399 of the laws of 1931. "The Department of Agriculture and Markets shall prescribe a form of statement to be furnished at every regular payment date by every cheese factory, butter factory, condensery plant or milk receiving plant to any person from whom milk is purchased or received on a butterfat or cheese basis on and after July 1st, 1931. Any person, firm or corporation in charge of such cheese factory, butter factory, condensery plant or milk receiving plant who shall fail to furnish such statement to every person from whom milk is purchased or received shall be guilty of a misdemeanor and upon conviction thereof shall be fined not less than twenty-five dollars nor more than one hundred dollars. This law shall take effect upon passage and publication." I am going to call on Assemblyman Joseph Schmittfranz from Thorp.

ORIGIN AND HISTORY OF THE STATEMENT LAW

By ASSEMBLYMAN JOS. SCHMITTFRANZ, Thorp

MR. SCHMITTFRANZ: Mr. President, last winter during the session of the Legislature I got so I talked pretty loud. I was trying to convince ninety-nine other assemblymen that I was right and they were wrong on some of these bills. The statement law is one of them. Of course, I have my assemblyman's bible with me again today. We will look and find out who the originator of the bill was.

It says here that the bill number 718 A, was introduced March 26th, 1931 by Mr. Lohrfeld. I wonder whether he was a cheese maker, farmer or what. We read here, John Lohrfeld, Manitowoc County, First District, Progressive Republican, Bank President. Now I have a lot of respect for bank presidents, but I don't see what one of them wanted to delve into this statement law for. I don't blame Mr. Lohrfeld for all of that though. I don't think that Mr. Lohrfeld drafted this bill. I am going to say here and now that this bill was drafted by one of the men employed in the Department of Agriculture and Markets. It seems to me that some fellows employed by the Department of Agriculture and Markets like to go over to the reference library and have a bill drafted and then take it to some assemblyman or senator and get him to introduce it. I contend that those fellows are receiving a salary for enforcing the laws that are put on the statute books, and not for coming up there and having bills drafted, and appearing before committees and telling these committees what is what. I have no objection of seeing any one of those men appear before those committees if they are asked, but for everlast-

ingly coming up there and appearing like some of them do and saying that this is all right and this is all wrong, I don't think it is the place for them, but I don't know how we are going to stop them. On this statement law particularly I am sorry to say there were many more men appeared from the Department of Agriculture and Markets for this bill before the Committee of Agriculture and State Markets, than there were of cheese makers, butter makers, condensery men and large milk plant men in the state of Wisconsin. I know in fact that one from the department, Mr. Kirsch, who seemed to be pretty much in favor of this and I don't know why, was up there all the time working on this bill.

I went up to his office and I asked Mr. Kirsch what statement he had in mind to put out for the cheese makers and butter makers and condensery men, and milk plant men to use, and he handed me this paper here. I don't know whether I should undertake this afternoon to read all of this or not, but if I did I am afraid we would be detained here until dark, but I feel as you did, that if we should have to make out the statement that he had in mind, certainly every one of us would need a good looking stenographer working for us more than eight hours a day, and I know there isn't a man here that wouldn't like to do that, but can he afford it?

This bill was roughly drafted at first, and it was referred to the Committee on Agriculture and then after all this hasty proceeding, they saw they were going to have some opposition. They made out substitute amendment, No. 1 A to bill 718 A, wherein they changed some of their wording and then there was so much opposition from myself that they drew up a new amendment 1 A to substitute amendment 1 A.

The bill was introduced on March 26th, read first and second time, and referred to the Committee on Agriculture. On May 21st, it was reported out and laid over, and on May 28th it was laid over to June 5th. Amendment A 1, by Mr. Gehrmann was adopted and on the same date indefinite postponement was refused, ayes seven, noes sixty-three. On the same date it was ordered engrossed and read a third time and on June 10th reported correctly engrossed and referred to committee on third reading. On June 11th it was reported correct. On June 16th it was read a third time and passed, ayes sixty-two, noes ten. By that time I had gotten three more votes for indefinite postponement, but that wasn't enough. On June 17th it was received by the Senate from the Assembly, read first time and referred to calendar. On the 19th it was read a second time and ordered to a third reading. The rules were suspended, and the bill was voted on by the Senate and concurred in. It was published July 1st as chapter 399 of the statutes.

State-Wide United Action Needed

You heard a whole lot this morning about united action. I am for that one hundred per cent. I am more for it now than I ever was, after the experience that I went through last winter. I had different

senators and assemblymen come to me and inform me they had received a letter or a telegram from a certain cheese maker that was opposed to bill so and so, and every one of those that came to me informed me that certainly he was going to comply with the wishes of that particular man because, he says, he is a pretty influential man in the community. If there is in a community only one cheese maker or butter maker that is influential, I miss my guess a long way. I know there are twenty-two hundred of them in the state and if we all get back of a proposition and wake those fellows up at Madison with letters and telegrams and cards that they are going to sit up and take notice. On this particular bill, as I told you before, there were only ten that voted for indefinite postponement. Now I don't hold any grief against these other legislators because I know that if they had received cards and letters and telegrams, as I stated to you before, this statement bill would have gone down in defeat the way it should have. I don't want you to blame the representative from your district if he voted for it. I want you to blame yourself.

There was one assemblyman asked me if I had the names of all the cheese makers in his county. I gave him those names and he wrote a letter to them, eighty in all. He received twenty replies only. He came to me and said, Joe, I have got to vote for that bill because it seems to me that there are sixty cheese makers in my county that are in favor of it, because I never heard from them. Now are you going to blame your representative, or are we going to blame ourselves?

You should bring pressure down upon these men and tell them what you want, and they will sit up and take notice.

MR. SAMPE: Can that statement law be enforced, or is it enforced?

MR. SCHMITTFRANZ: This law was to be enforced beginning July 31, 1931, but to date nothing has been done that I know of. Then you ask me if it can be enforced. When Mr. Kirsch appeared before the Agricultural Committee on this bill, I said to him, "Mr. Kirsch, when you will convince me that you are going to make the large milk plant men and the large condenseries in the state of Wisconsin put out a uniform statement that every farmer can lay beside the cheese factory statement or creamery statement and figure the two out, I will take off my hat to you and I will be with you one hundred per cent, but until you can do that, I am going to fight you in any way, shape or manner, and I still hold to that same rule."

Now is there any cheese maker or butter maker in Wisconsin that has a large enough factory that he can put out anything over one-tenth of what is on this statement form that Mr. Kirsch gave me? Here is what they had in mind. He has some things underlined that they were going to stress more than anything else. If the Legislature sees fit to put some law on the statute books I wouldn't think much of him if he didn't do his duty and enforce it, but to come in there and be the instigator of something of that kind, I am not with him. He can rest assured of that fact.

A THIRTY-EIGHT-LINE STATEMENT PROPOSED IN 1920

By MR. C. N. WILSON, Wisconsin Department of Agriculture
and Markets

MR. WILSON: Mr. President, I have here a number of bulletins which were prepared back in 1920. Some of you people possibly will remember that back in 1921 or 1922, at the Cheese Makers' Convention in this building, there was considerable discussion with reference to a uniform cheese factory statement. A certain statement was given to the cheese makers at the Convention, and their reaction was asked on it. I have been asked to talk this afternoon about that same statement. This statement is the result of a number of group meetings at that time wherein various cheese makers and cheese factory secretaries presented to us their ideas with reference to what should be incorporated in a statement. We received something like eight hundred statements, and there was little or no uniformity in the statements.

A chart was prepared and the statement on the chart was shown to many group meetings, and to the Cheese Makers' Convention here in Milwaukee. It is this same statement, which I have been asked to discuss this afternoon. I have a number of bulletins here in which the statement is outlined on page fourteen. The chances are that no cheese factory would use this statement in its entirety. It is prepared, however, with the idea in mind of suggesting something which might meet the needs of all types of American cheese factories. It is divided into two parts, the factory statement and the patron's statement. The factory statement calls for the total pounds of milk, the general average tests or tests plus. Next are listed the total number of pounds of butter fat, and the number of pounds of cheese from one hundred pounds of milk. We found that most factories' statements with which we came in contact used the term "yield". Some of them were using for yield the number of pounds of milk required to make one pound of cheese, and in order that there might be uniformity we suggested a uniform terminology.

Then we come to a group of lines under cheese sales with a date for each sale that was made, the style and the weight and price per pound and the amount. This was suggested for the satisfaction of farmers so they could determine that the sales were properly accounted for. Then follows whey cream sales and pounds of fat at so much a pound. A number of cheese factories were not making cheese on Sunday, but were making butter out of their Sunday milk. Butter sales, so many pounds and the price, was next inserted in this statement.

Summing up the sales we arrived at the total revenue for the plant. From that, deductions there are made for making the cheese, and in some instances for skimming the whey, or for churning, and any other deductions which were necessary. The total sales, less total

deductions, give the total money due the patrons. That is the factory statement.

Then comes the individual statement. The patron's number of pounds milk, average test, pounds of butter fat, price per pound butter fat, price per one hundred pounds of milk, his money for cheese, and cream, less any deductions which may be made from this patron's check, for cheese or supplies, arriving finally at the check enclosed herewith for the payment. This is a composite statement worked out at the suggestion of the cheese makers and cheese makers' secretaries in a number of group meetings which were held and requested by these people themselves. Many things here perhaps your individual factory doesn't need, but perhaps some other factory does need it.

Some factories adopted this statement about that time, and facilitated that work by providing themselves with a little hectograph duplicating device. Do you want to give your farmer patrons uniform information? At that time we had up for consideration some very lengthy and detailed statements, and some with only two lines. This statement has been adopted by some factories, but on the whole it has not been received in a manner which I rather expected it would, in view of the fact the information on here came from factory people and secretaries themselves.

MR. SCHUJAHN: I understand you are from the Department of Markets, do you think they would enforce any bills of that kind?

MR. WILSON: Mr. Schujahn, I was asked to speak briefly on this statement, and I would rather not discuss law enforcement.

MR. SCHUJAHN: I agree with you, but I understand the Department of Agriculture and Markets was primarily the instigator. I would like to ask whether you or anybody of your department thinks they could enforce a bill of that kind. We have condenseries, for instance on the first and fifteenth, who make the price they are going to pay for the next fifteen days. We have cheese factories surrounding them, the cheese makers probably have five, ten, fifteen, twenty-five thousand dollars invested, if they don't meet that competition, do you think they can stay in existence? Is the state going to force them out of existence by making them issue a statement, or do they wish to enforce a law telling them to make the statement?

MR. WILSON: I am not discussing the law. I am not discussing the enforcement of it, I am discussing this statement.

MR. SCHUJAHN: I realize that. There are a lot of other things that might come up, and I was just wondering why the Department of Markets did not issue a statement on which they based the law. I would like to see it tested out. I don't think the Department of Agriculture and Markets should try to pass laws, unless they show what they understand about the bill or the necessity for it; but when they come to push something down on the industry on which they have no leg to stand on, I do not respect them for that.

MR. SCHMITTFRANZ: Mr. President, I don't want to detain you, Mr. Wilson, but it seems we have got two horses here and they have a different color. You are talking about something that was brought up in 1920, but what we are getting at is something that was passed in the last session of the legislature. Now you stated, I think, that possibly this form of statement would apply in some territories but not in others. The legislature created a subsection of Section 9907 of the statutes relating to a uniform system. Now I take for granted

that does not mean that one group over here can have one kind of statement and another group in another territory can have another system. It says here uniform, and it says further that it applies to "any person, firm or corporation in charge of such cheese factory, butter factory, condensery plant or milk receiving plant, etc." There was the great argument Mr. Kirsch and I had. They are going to go to make the condensery and the milk plant come out with a uniform statement. Mr. Kirsch hasn't informed me yet just exactly whether they will do that or not, and he told me before the committee, that before this would be enforced, that they would have to hold public hearings on it. I haven't heard anything about any public hearings. I can't see why they would have to hold any public hearings on it. It is a law, but I want to see the uniform statement. When the Department will show me a statement that will be uniform for the milk plant, creamery, condensery and cheese factory, and they can all agree on something so that not one of them is being discriminated against, then I am ready to come out for a uniform statement; but when the condensery comes out and says we pay you so much, and so much deducted and here is what you have got left, and we have got to put out a thirty-eight line statement, I don't agree with that.

MR. WILSON: Mr. Schmittfranz, you aren't being asked to put out a thirty-eight line statement.

MR. SCHMITTFRANZ: This here, Mr. Kirsch informed me, is what they had in mind. If he has retracted from that since last winter, all well and good, then we have gained a little.

MR. WILSON: I have tried to explain to you that while this statement does contain thirty-eight lines, I don't know of any operating condition that requires all of these lines in the statement. I don't know why you really need all thirty-eight of them. This is a tentative suggestion.

MR. HORN: I just want to say this for the boys in our section, the Southeastern Association. We have talked over this statement law for quite some time, and we all came to the agreement that if such a thing does come to pass and the Department of Markets and Agriculture puts out a uniform statement, that we will ignore that statement and make a test case to prove whether or not the law passed is constitutional. I think every group which has discussed this matter throughout the state should take that up among themselves and decide what they are going to do about it. I don't think it is fair at all to ask any uniform statement. I even believe there is one word left out there, and I believe that should have been an honest uniform statement. No matter how many lines you have got on that statement, if they are not honest they are misleading and the farmer is fooled just the same.

THE PRESIDENT: The brick cheese people and the Swiss cheese have different statements, but it seems as though I agree with Mr. Horn. The best statement is an honest statement and two lines and plenty of money, that is the one the farmers like. I just can't figure out how and why, when our Legislature is in session, they are just digging up some fool bills that don't amount to anything. And if a man had to make out that statement and he had one hundred patrons, he would have to have twenty-five girls working for him to make it up. It is just something more for the Department of Markets to superintend. I think it would be a good idea if they were called on to get out a thirty-eight line statement of what they are doing down at Madison.

Mr. Mooney is here and he is going to present a resolution that bears on railroad rates on cheese.

MR. MOONEY: Mr. President, Ladies and Gentlemen: I believe that your rules require resolutions to be referred to the Resolutions Committee and they will be acted upon tomorrow and adopted, but I

think the industry would be benefited if you could take action now on this resolution as you saw fit. The reason is that this resolution, to be of any effect, will have to reach Madison tomorrow morning at ten o'clock and if left over for action tomorrow it will not reach Madison in time to help us.

RESOLUTION ON CHEESE FREIGHT RATES

WHEREAS, The Wisconsin Carriers have filed their petition with the Public Service Commission of Wisconsin praying for a general increase in intra-state freight rates, including the present rate on cheese, which said petitions are scheduled for hearing before said commission on November 19-20, 1931; and

WHEREAS, The cheese industry of Wisconsin being one of the largest industries of this state affected by the proposed increase ought to be given an opportunity of presenting its case separately before said commission, opposing any increase in rates.

Now Therefore Be it Resolved, That the members of the Wisconsin Cheese Makers' Association in annual convention assembled, do hereby respectfully request the Public Service Commission of Wisconsin to separately consider the proposed increase of intra-state freight rates on cheese at a later date, and that consideration of cheese be excluded from the hearings to be held on November 19-20, 1931.

Further Resolved, That a copy of this resolution be promptly forwarded to the Public Service Commission of Wisconsin.

MR. SCHMITTFRANZ: I move adoption of the resolution as read.
Motion seconded and carried.

COST OF MAKING CHEESE IN 1931 AND 1932

By E. C. DAMROW, Fond du Lac

MR. DAMROW: Mr. Chairman, Ladies and Gentlemen: I was more than surprised when I tabulated these figures. At this small factory with one million pounds of milk annually, the net cost in 1930, taking the depreciation on equipment, money invested as it was published in last year's annual report was 3.9¢. There is a difference of .3 of a cent or one-third of a cent you might say less cost in your supplies, in 1931. Coal is about fifty cents a ton less delivered to your factory than it has been. But your income from whey cream is also reduced. This year the average price of whey cream, I estimated, twenty-five cents. Last year's average I took forty-five cents.

The actual cost of supplies dropped one-third of a cent, but one-half of the cream money amounted to two-thirds of a cent to a pound of cheese in 1930 and one-third of a cent in 1931. The actual cost of supplies dropped one-third of a cent, but the maker's income from the whey cream also dropped about the same so that the net cost of making cheese is the same as last year, if the cheese factory gets one-half of the whey cream money. When the factories' cost of labor is

COST OF MAKING CHEESE IN A FACTORY HANDLING 1,000,000 POUNDS OF MILK ANNUALLY

	Daisies		Twins		Longhorns	
	1930	1931	1930	1931	1930	1931
Actual cost of making a pound of cheese, including cheese maker's salary: 1930, \$125.00 per month; 1931, \$100.00.....						
Credit from all the whey cream per pound of cheese; average cream price per pound: 1930, 45c; 1931, 25c.....	.03941	.03666	.03502	.03274	.03639	.03351
All cream money used to help cover the cost of making cheese.....	.013	.0075	.013	.0075	.013	.0075
One-half of cream money paid to patrons.....	.02641	.02916	.02202	.02524	.02339	.02761
Cost of making cheese if one-half of cream money is allowed to help cover cost of making.....	.0065	.00375	.0065	.00375	.0065	.00375
	.03291	.03291	.02852	.02899	.02989	.03136

COST OF MAKING CHEESE IN A FACTORY HANDLING 3,000,000 POUNDS OF MILK ANNUALLY

	Daisies		Twins		Longhorns	
	1930	1931	1930	1931	1930	1931
Actual cost of making a pound of cheese, labor figured at 1c per pound.....						
Credit from all the whey cream per pound of cheese; average cream price per pound: 1930, 45c; 1931, 25c.....	.03057	.02730	.02612	.02329	.02900	.02563
All cream money used to help cover the cost of making cheese.....	.013	.0075	.013	.0075	.013	.0075
One-half of cream money paid to patrons.....	.01757	.01980	.01312	.01579	.016	.01813
Cost of making cheese if one-half of cream money is allowed to help cover cost of making.....	.0065	.00375	.0065	.00375	.0065	.00375
	.02407	.02355	.01962	.01954	.0225	.02188

Figuring the labor this year at \$100.00 per month in a factory running over 1,000,000 pounds of milk annually and at 1¢ per pound in a 3,000,000-pound factory, the actual cost of making a pound of cheese is approximately $\frac{1}{4}$ of a cent less than last year. The drop in the price of whey cream from 45¢ per pound in 1930 to 25¢ per pound in 1931 covers but a very small part of the cost of making cheese. One-half of this cream money amounted to $\frac{1}{2}$ of a cent to a pound of cheese in 1930 and $\frac{1}{4}$ of a cent in 1931. The actual cost of supplies dropped $\frac{1}{4}$ of a cent per pound of cheese made, but the credit from the whey cream also dropped about the same; so the net cost is the same as last year if the cheese factory gets one-half of the whey cream money. When a factory's cost of labor is more or less than \$100.00 per month in a small factory or 1¢ per pound in a large factory, the cost of making a pound of cheese varies accordingly. For example if the monthly salary in a factory making 100,000 pounds of cheese annually is: \$100.00 X 12 = \$1200.00 per year = \$.012 labor cost per pound of cheese \$75.00 X 12 = \$900.00 per year = \$.009 labor cost per pound of cheese

more or less than one hundred dollars per month in a small factory, or one cent per pound in a large factory, the cost of making a pound of cheese varies accordingly. For example, in a cheese factory making one hundred thousand pounds of cheese annually at one hundred dollars per month is twelve hundred dollars a year and dividing that by one hundred thousand pounds of cheese gives you 1.2 cents for labor. There are some cheese makers making for seventy-five dollars a month, which amounts to nine hundred dollars a year. That is nine-tenths of a cent, that is practically three-tenths cents difference in labor cost on a pound of cheese. I figure single Daisies boxes this year at twelve cents, Twins at sixteen and Horns at sixteen cents.

Now your fixed expenses, on your depreciation of equipment, depreciation of building and investment, interest on investment, insurance and taxes, really amounts to better than a cent a pound on your cheese. Unless you have a mortgage on your factory, you can go over to the bank and borrow money for four per cent now. Then that money you have invested in your factory ought to be worth pretty nearly as much even if the bank doesn't consider it a safe investment to loan the money on your factory.

THE PRESIDENT: The Nominating Committee will meet tomorrow morning at 8:30 in room 79 of the Republican Hotel.

Our program has been cut kind of short, but I am going to ask Mr. Schmittfranz to talk to you on this eight hour law for a few minutes.

THE EIGHT HOUR DAY

By ASSEMBLYMAN JOSEPH SCHMITTFRANZ, Thorp

MR. SCHMITTFRANZ: Mr. President, Members, Ladies and Gentlemen: There is a bill coming up in the special session of the Legislature which gives me the creeps when I think about it and I only hope it will not be passed. This bill I feel is going to affect the butter makers and cheese makers of the state too much to let it become a law and I know that it is going to take a lot of work to have it thrown out.

We have been told to improve the quality of Wisconsin cheese. I wonder if we can do that and stay within eight hours. Now there are possibly days in the year when we can, but there are a lot of days I know we have to work longer than eight hours to accomplish this. I certainly don't want to see the cheese industry of the state of Wisconsin undermined, but under this bill as it was given to me by a member of the Interim Committee on Unemployment the only ones that are exempt are the farmers and maids. All other classes come under this bill.

In the last session we had bill 90 A relating to an eight hour day in industry and providing a penalty. It was introduced on the 30th day of January and its record goes over here for three whole pages and it finally died because of final adjournment of the Legislature.

This new bill means that if you work one minute after eight hours,

you are a law violator. It doesn't give any exemptions whether if you worked an hour longer you could save the farmers of the state of Wisconsin hundreds of dollars, but it just goes on to say after you have worked eight hours you must quit and you must put another cheese maker or butter maker in your place. I don't know whether you all take this bill or this clause of this bill as seriously as I do. I hope you do. All of us, if we could get along and work only eight hours we would gladly do so, but I feel I would rather work nine or ten hours and keep up the quality of Wisconsin butter and cheese than have to work only eight hours. Mr. Damrow has stated to you the cost of making cheese. If we had to hire another man or two men at the completion of eight hours to do that work, we wouldn't be able to do it. That is why I asked him if he figured that on an eight hour day because if we work nine or ten hours, and we have to hire two men or four men, and work two of them five hours and then work the other two five hours, I don't believe that we can stand it, and I hope that when the special session convenes, you will write in and tell them what you want done with it and I hope that it will be possible to adopt an amendment that will exempt the cheese factories and creameries.

MR. SCHWANTES: I would like to ask Mr. Schmittfranz who was the instigator of that bill or what group actually wanted this thing put through.

MR. SCHMITTFRANZ: During the last session there was an Interim Committee appointed to go into the unemployment situation in the state of Wisconsin. This committee drafted this bill which will be recommended to the special session of the Legislature, and they felt that the only way they can take care of the unemployment situation in the state is to enact an eight hour day law. When this bill 90 A was up, I received letter after letter from canneries in the state of Wisconsin telling me to do all I could to have this bill killed, but they said if it does become a law, it is not going to worry us at all because in the industry that we are in, we will just go to work and hire two five hour crews and we will only pay them for five hours, and who is the burden going to fall upon? Well, that might be all right in the canning industry or a lot of other industries, but I wonder if it is possible to go out and hire twenty-two hundred additional cheese makers in the state and five hundred additional butter makers to go in there and finish up the work or put them on two five hour shifts. And so I think that we should be exempted under this law.

MR. SCHWANTES: No cheese maker has perfect control over his milk. It is controlled by other means, and if he would be working on an eight hour law he would be unable to take care of his work properly and I think there would be good reasons for getting an exemption of that law.

MR. HORN: I happen to be in close contact with one of the assemblers from Dodge County, and I do believe that there is absolutely no use in opposing the eight hour day, but I do think that if enough pressure is brought to bear that we can get the cheese makers and butter makers to be exempt from that law. This eight hour day is coming and you can't stop it. If you ask for an exemption possibly you will get a hearing, but not when you go and say you are absolutely opposed to the eight hour day.

MR. SCHMITTFRANZ: Mr. Horn, I don't know if I stated that I was opposed to an eight hour day or not, but I am opposed to an

eight hour day in the butter and cheese industry. I know that the time is coming when we are going to have an eight hour day in certain industries.

MR. HORN: Mr. Schmittfranz, don't you believe that this association should go on record as to asking the legislative body to exempt them from that eight hour law instead of opposing the eight hour day law?

MR. SCHMITTFRANZ: I favor an amendment exempting the creamery and cheese factory operators and employes.

THE SECRETARY: Mr. Chairman, I know it will interest the cheese makers of this state and everybody present, to know that at a recent meeting of the officers and directors of this association the instructions were given to the secretary to see that a printed copy of that bill or that part of this very long complicated bill, which is necessary to be read, shall be sent to every cheese factory and cheese maker in the state as soon as possible after the bill is introduced, with the recommendation that a maker who gets this should immediately write to the senator and assemblyman in his own county, and urge them to get this amendment attached to the bill exempting the creameries and the cheese factory operators and workers from the provisions of this eight hour law. I have got a lot of faith in the cheese makers of Wisconsin. I believe that they can be awakened to do their share on these things and pretty soon they will see that the seriousness of this proposition is so great that it will arouse them, and they will ask their senators and assemblymen to promote the amendment for this purpose. If it falls down for lack of cooperation on the part of the makers they will certainly have a good strong reason for asking a change in the law later.

REPORT OF THE CHEESE MAKERS OF SPRING GREEN

By PRESIDENT P. J. THOMPSON, Arena

MR. THOMPSON: It is a great pleasure to be here this morning with all you folks. I represent the little association of Cheese Makers in Spring Green. We have been organized now, about six months. I believe there are twenty-two members, and I believe it is a nice thing for the cheese makers to get together and talk over the different laws and so forth and so on, and I think it is a fine thing. We figure on having a meeting once a month and we have arranged with the College of Agriculture for a school to be held in Spring Green the 18th, 19th, 20th and 21st of January, 1932. As far as the expenses are concerned of this organization they are very little. I think so far we have about five dollars in the treasury and it has only cost us so far about a dollar. Of course, after we have this school it will cost us a little, but we figure on still having a little money left after the school is over. I am very glad to know that we can have a man like Mr. Sammis down there to tell us a few things that we don't know anything about. From the way we started out I know we will continue for quite a while.

REPORT OF THE DANE COUNTY ASSOCIATION

By PRES. ANTON KOLLER, Mt. Horeb

MR. SAMMIS: Mr. Koller told me that he has had such a good time in Milwaukee that he forgot his speech, but he says their association has been running about ten years and they have very good regular meetings, and they are very happy about it, and they are going to run on ten years more. At the last meeting they voted to become a branch of this new state-wide organization. Also Spring Green voted the same thing.

IS YOUR WATER SUPPLY SAFE?

By MR. L. F. WARRICK, Madison
Sanitary Engineer, Wis. Dept. of Health

This certainly is a privilege to come over and address this organization on a subject which we feel is of general interest and of vital importance to you as cheese makers.

Wisconsin cheese makers have attained high standards of quality in their products. How many cheese makers are giving attention to the purity or safety of their water supplies? This is a matter which should certainly not be overlooked.

When we speak of the quality or purity of water supplies many persons think only of a clear, cold and at least apparently clean water which sparkles when drawn from a faucet and has no objectionable taste or odor. Those better informed think of the quality of the water also with regard to its bacterial content, or freedom from disease producing impurities. Those of us who are supervising or operating water supply systems must go one step further and consider the best available protection against even the remotest possibility of pollution detrimental to the health of the water consumers and to the quality of the manufactured product.

Many cheese factories in Wisconsin are provided with private water supply systems. Most of these supplies are obtained from dug, driven or drilled wells. Some supplies are obtained from springs and a few are secured from lakes and streams. Lakes and streams, however, are often subject to dangerous pollution. Accordingly, surface water supplies, unless adequately purified, should be avoided by the cheese maker.

In the development of safe ground water supplies three main factors must be considered:

1. Satisfactory location with respect to pollution sources.
2. Proper well construction, and
3. Correct pump connections.

The first two of these factors are more or less interrelated, and although primarily constituting a part of the well drillers' duties should also concern the cheese maker.

A common fault in the development of a large number of private wells is their improper location with respect to surface drainage, flooding during times of high water, and proximity to sources of surface or sewage pollution, such as streams, sink holes or crevices, abandoned uncapped wells, sewers, privy vaults, cesspools, or other devices for sewage disposal by soil absorption. Failure to heed the proximity of such pollitional factors has resulted in a considerable number of typhoid fever and gastro-intestinal epidemics.

In locating a well, therefore, all sources of pollution in the neighborhood should be carefully investigated and serious consideration should be given to determining the probable direction of underground flow and also the extent to which pumping may change such direction. Where the direction of flow is unknown, distance from the well represents the best factor of safety, since the further the well is from sources of pollution the less is the probability of the ground water flow intersecting both the pollitional sources and the well.

In the construction of the well the danger zone, as previously stated, is that portion of the well lying between the surface and the lowest point of the draw down of the ground water table. In protecting wells against pollution, therefore, special attention should be given not only to surface protection, as is now generally recognized, but also to the construction in this danger zone. Leaks, improper seals, or insufficient depth of casing, in this region are potentially very dangerous and all wells improperly constructed or protected in this danger zone must be considered as potentially unsafe. All wells should be cased to a point below the lowest probable ground water table and where such well extends into the rock the casing should be thoroughly and permanently sealed into a hard, compact, uncreviced rock formation. Again special attention should be given to the casing in limestone formations, and generally all formations of this character should be thoroughly cased off, particularly in the case of municipal wells.

Wells extending into rock, furthermore, are more potentially dangerous than wells ending in deep gravel or sand formations, since the diameter of the drilled hole is normally larger than that of the casing, thereby causing an annular opening between the rock formation itself and the well casing. Unless casings are properly sealed into a compact formation the water which gains access to this annular space, due to less resistance to flow, will be drawn into the well more rapidly than water entering through the formation itself. If, therefore, definite assurance may not be had that a perfect and permanent seal is obtained, this annular space should be filled with cement grout so as to close the direct channel. The grouting of this space is desirable even if a perfect seal is obtained, especially in municipal well supplies, since it protects against corrosion in the danger zone. All casing should be of the best wrought iron pipe available since such

casings assure better protection against the corrosive action of some ground waters.

A well when completed should have the casing project above the normal ground surface of the proposed pump room floor to a distance of at least 6 inches so that a proper connection with the pump column may be made. Experience has shown the desirability of making such a water tight seal preferably by use of flange connections so that the possibility of contamination at the surface will be minimized. Well casings should preferably not be used as part of the suction lines for suction pumps or as reduction pipes for air lift pumps, since possibility of deterioration of the well casing will be increased thereby. Well pits or pump rooms below ground level should be avoided wherever practicable and the pumps installed on a properly drained concrete floor or curb located above the surrounding ground level.

Upon the completion of a well, samples should be collected and analyzed by the State Hygienic Laboratory. Inasmuch as the drilling operations tend to contaminate the water, sterilization of the well prior to collection of the sample is desirable. This can be done by using calcium hypochlorite, liquid chlorine, B. K. solution, or some other sterilizing agent. As such chemicals as chlorinated lime lose part of the available chlorine on standing, a fresh supply should be obtained. The procedure of sterilization is as follows:

Estimate the volume of water standing in the well which can be determined readily from the following table:

Diameter of well in inches	4	6	8	10	12	15	18	24
Gallons per foot of depth	0.6	1.5	2.6	4.1	5.9	9.2	12.2	23.5

Then for each 1000 gallons of water use one to 1½ ounces of chlorinated lime. This material is usually sold in 12 ounce cans and one tablespoon (powder about one inch deep in center) weighs approximately one ounce. Rub up the powder necessary with a small amount of water to make a thin paste, taking care to break up all lumps, and stir this paste into a bucketful of water. Let the mixture stand for a short period and pour the clear top liquid into the well. Agitate the water in the well to insure mixing and allow the water to stand at least several hours so that the chlorine may take effect. Then pump the well thoroughly, taking due precaution to prevent the water from going back into the well, using the pump from which the sample is to be collected. The procedure of collection of samples is carefully outlined on the blank data sheet sent with the sample bottle container.

Where there is some reason to believe that contamination of an existing well may occur it is advisable to provide chlorination of the supply as an additional safeguard. The cost of such treatment is nominal and will constitute in many cases cheap insurance against typhoid and other water borne disease epidemics.

Water Analyses Needed

Water supplies now being used at cheese factories should be frequently analyzed to establish their sanitary quality. By means of

bacteriological analyses supplemented by certain chemical tests, dangerous pollution of a water supply can often be detected and corrective action taken before serious difficulties are encountered. The local health officers will, undoubtedly, be glad to assist in the collection of the samples for these periodic analyses.

Laboratories prefer and often require that samples be collected in containers supplied by them. In Figure 1 are shown the containers and shipping cases furnished by the Laboratory of Hygiene of the Wisconsin State Board of Health. Large bottles are used when complete sanitary analyses are desired and small bottles when only bacteriological results are desired. These bottles are thoroughly cleaned and sterilized before leaving the laboratory and do not need further cleansing. They are protected against chance contamination with dirt and bacteria or germs by a cloth cap over the stopper, the bottom of which should not be touched by the hands during the collection of a sample.

In collecting a sample of water for analysis it is essential that it be truly representative. If collected from a drilled well, sufficient water should be pumped to remove all that may be standing in the pipes, while samples from open or dug wells should be obtained after such wells have been pumped long enough to remove a considerable portion of the water standing in them. Where samples are taken from a surface supply such as a reservoir, spring or lake, the container or sample bottle should be immersed several inches below the surface of the water to avoid collection of floating dust or scum. Directions furnished by the laboratory making the analyses should be followed in detail, the accuracy of results depending in large part on precautions taken to secure a true sample.

A sample after collection should be sent to the laboratory immediately. If it must be shipped a considerable distance the container should be packed in ice. The iron lined reservoirs in the center of the shipping cases shown in Figure 1 are provided for this purpose. Change in the character of the sample is prevented or retarded by keeping the temperature of the water low during transit.

All data and information relative to the source of water supply and its surroundings should be furnished with the sample. A sketch showing the relative positions of the source and all factory or house drains, cesspools, barnyards, privys and other such objects in the vicinity which might cause pollution, is of considerable aid to the analyst in making an intelligent interpretation of his results.

Analyses reported as "unsafe" should be immediately followed up by further tests and a thorough investigation of local conditions to locate and eliminate the source of water pollution.

In this connection the State Board of Health will be glad to extend all possible assistance. Water purification facilities should be provided where needed to secure a supply of unquestionable quality. Local requirements will govern type and degree of purification to be provided. Such matters can best be handled with the aid of engineers experienced in the solution of water supply problems.

In conclusion, cheese makers should realize that the purity of their water supplies is of vital importance to the health of themselves, their employees and patrons, and to the welfare of the industry. Every possible precaution should be taken and expense and effort should not be spared in adequately safeguarding water supplies at Wisconsin cheese factories.

MR. SAMMIS: I would like to ask the speaker a question. If a cheese maker suspects his well water is not first class and would like to have it tested by your laboratory, what will be the total cost to the cheese maker to get this done?

MR. WARRICK: The postage on the sample containers or express charges in case large samples are required, that is all.

THE PRESIDENT: Mr. Warrick, are you sure that the water supply in Milwaukee is safe?

MR. WARRICK: The water supply of Milwaukee is continuously supervised and it happens to be chlorinated at the present time. It is drawn from Lake Michigan a distance out from the shore and according to analyses submitted monthly to the State Board of Health it is in first class condition.

THE PRESIDENT: The reason I asked is that I hate to see any of the boys going back carrying any bad germs.

MR. WARRICK: Mr. President, I don't think there is any danger of that, because I don't think there are very many that drink water while here in Milwaukee.

WHAT MAKES FACTORY INSURANCE RATES HIGH?

By MR. CHARLES M. PARK, *Engineer*, Wisconsin Department of Insurance, Madison, Wis.

Mr. President, Ladies and Gentlemen: The Honorable H. J. Mortensen, Commissioner of Insurance, is unable to be with you today and has asked me to speak to you on the subject of "Why Fire Insurance Rates on Cheese Factories are so High". If you will follow me, I believe I can give you a very satisfactory answer.

It is a well known fact that the total premium received by fire insurance companies on cheese factories or any other class of risk, must equal or exceed the losses on that particular class. The National Board of Fire Underwriters, with headquarters in New York City, has for many years maintained a loss record of classes of risks for the entire country. They do not, however, keep a record of any one state nor raise or lower rates in that state as the loss experience would warrant, for the reason that no one state is taken as a unit. Perhaps cheese makers of Wisconsin are fortunate that such is the case. From records of the Fire Marshal's Department of Wisconsin I find that in the past eleven years insurance companies have paid for cheese factory losses in Wisconsin the sum of \$1,800,671, an average of \$163,697 per year. In the eleven years there have been 288 cheese factory fires, large and small, or an average of two fires per month with an average loss of \$13,641 per month. The Dairy and Food Division informs me that there are 2,244 cheese factories of all kinds in Wisconsin. On the basis of these figures, the insur-

ance companies have paid an average annual loss of \$73.00 per factory. The average rate of insurance is approximately \$1.50 per \$100 and the average insurance carried is close to \$5,000 per factory, making an average annual premium per factory of \$75.00 and the average annual loss per factory \$73.00 for an eleven year period. This leaves a gross margin to the companies of \$2.00 per factory. Deducting agents' commissions, running from a policy fee in mutual companies to twenty per cent in stock companies, and taxes, adjustment and inspection expenses, with home office expenses of the companies, we arrive at an expense ratio of from forty to fifty per cent of the premiums per year. Take forty per cent, the low figure, from the average premium of \$75.00 per factory and we have left a \$45.00 net premium per factory on which the companies have paid \$73.00 in net losses. That, gentlemen, answers your question as to the high rates on cheese factories.

I am not here to defend insurance company rates but figures are figures and we have to bow to the result after a correct use of them. Wisconsin has been extremely unfortunate in its cheese factory fire record, but where there is life there is hope and I shall endeavor before finishing this talk to suggest a remedy, but first I desire to give you some further data on losses of this class.

The dairying industry in Minnesota and its output of milk products is a new business in comparison to that of Wisconsin. Minnesota factories are newer, generally speaking, and it is possible that most of them are more modern in construction, at least from a fire standpoint. In any event, the losses are fewer and smaller in that state. Minnesota is paying practically the same rate of insurance on cheese factories as we pay here in Wisconsin but they are complaining, and last year asked a reduction in rate. The rates were not reduced, however, as the losses over the entire country would not warrant a reduction. You may readily see that for the past several years Minnesota has been contributing in the payment of Wisconsin's cheese factory fire losses. That may be all right, as we started them in the business and possibly they owe us something, but they do not seem to like it, nevertheless. Insurance companies tell us that assureds make their own insurance rates. We believe as much of that statement as we care to and no more, but it is true, however, that the underwriting experience on any given class does govern the insurance rate charged for that class.

In the past five years Wisconsin records show that in only one year, 1927, was there sufficient fire insurance on cheese factories having fires to pay the losses. In the four other years the losses exceeded the amount of insurance carried.

We find upon investigation that many fire insurance companies refuse to insure cheese factories in Wisconsin due to the past excessive loss ratio. The Northwestern Cheese Makers Mutual Insurance Company of Juneau went out of business a few years ago. The major part of their insurance covered cheese factories. Many stock companies and a few mutual companies are still insuring cheese fac-

tories. One farm mutual is insuring this class at a rate of \$1.00 per \$100 for five years and is making money, apparently. However, it accepts only a very few risks of this class upon inspection and will not write a factory owned or operated by an individual or corporation, it must be a co-operative plant.

The peculiarities of underwriters are all their own. If they desire, they can refuse to write a factory unless it is colored "red" and has one or two yellow stripes around it, or unless it has a green bird house on the northeast corner. The Commissioner of Insurance cannot say what class of risk a company shall write as long as it complies with the law and its findings. There may be reasons for company peculiarities but many of us do not see them.

A few years ago we all had a good laugh because some companies refused to insure farm barns without grounded lightning rods. We are not laughing today, however. Statistics on farm barn losses show that barns properly rodded do not burn as freely as those without rods. A mutual company located in central Wisconsin recently discontinued writing cheese factories as its loss ratio was above four hundred per cent on this class. In other words, experience shows that they had paid out \$4.00 in losses for each \$1.00 received in premiums.

In the statement that each assured makes his own rate of insurance, we must fall back upon averages again. As many cheese factories are located outside the corporate limits of villages and cities and are hard for strangers to locate, the physical conditions found in a number of factories inspected are averaged according to charges for additional hazardous features and credited for exceptionally good conditions. The average rate thus obtained is used for outside factories unless there may be particular conditions which would warrant further attention.

In 1912 our present Commissioner of Insurance Mr. H. J. Mortensen, was appointed a member of a legislative investigating committee to investigate fire insurance rates and practices in the State of Wisconsin. At that time he made a somewhat exhaustive study of the use of the Analytic Schedule, the measuring stick of the fire insurance companies, in ascertaining rates according to hazards. This schedule, in succeeding issues which I, myself, have applied in rate making, has, by additions and changes, developed into a volume of nearly three hundred finely printed pages and has become so complicated that experts who have used it constantly are not at all sure of their work. It is now simply a voluminous mass of detail. Not long since, a man who has made a study of fire insurance matters in Wisconsin, wrote to our department and stated that he would like to find two Analytic Schedule experts who could obtain the same rate on an unexposed and isolated barn consisting of no unusual hazards. This case may be slightly overdrawn but it is a fact that by this complicated schedule no two raters seem able to obtain the same final result. The Commissioner of Insurance of Wisconsin has made some suggestions to the owners of the Analytic Schedules and they have listened to such

suggestions with considerable interest. The Commissioner states that if, during his term of office, he can bring about the elimination of a part of the detail of the present Analytic Schedule and accept for filing a schedule that will not be so complicated but that it can be used with confidence by rating experts, he shall feel that he has accomplished something for the insuring public of Wisconsin.

However, a simplified schedule will not do for the cheese makers of Wisconsin. What we would like to promise them, is, a better fire insurance rate, but if each of you when you return to your place of business will check up conditions in your risk and endeavor to assist in reducing the loss ratio on this class, equal to or lower than that of other states, I can promise you that your Commissioner of Insurance will take action along the lines of a rate reduction for this class.

In going back to figures again, you might be interested in knowing the causes of cheese factory fires. Fifty-five per cent of the cheese factory losses in Wisconsin for the past eleven years was caused by defective boiler arrangements, smoke stacks, and roof fires. This percentage could be greatly decreased with care and watchfulness. Roof coverings of an incombustible nature could be provided. Metal protection too closely exposed wood in roof or sides would be advisable and other improvements that, in your estimation, would better the risk. Twenty per cent of the fires was due to poor housekeeping conditions, such as accumulation of rubbish in boiler rooms or basement. This condition could be easily remedied. Ten per cent of the fires was of incendiary or suspicious origin and in fifteen per cent of the cases the cause is given as unknown. Possibly a considerable portion of this last named item might be charged to defective electrical wiring, cigarette hazards, etc. Underwriters have adopted standards for boiler, stack and wiring conditions and if any of you might be interested in bringing your risk up to or nearly to the standards set by underwriters, we will see that you are supplied with these booklets free of charge, if you will write to the department. The only way that I can see to better your rate is to decrease the losses, and these booklets give you the benefit of hazards learned by underwriters in years of experience.

There is one particular reason why I ask all of you to improve your risks from a fire standpoint, and I will state that reason as briefly as possible. The legislature of 1931, upon the recommendation of the Legislative Interim Committee, passed a rate regulation law which provides that the Commissioner of Insurance shall compile and file in his office an experience classification for the State of Wisconsin, and we are hastening to comply with that provision of the statutes. For some years we have had in mind a classification that would separate writings of companies into classes, according to the combustibility of the occupancy as shown in the Analytic Schedule. If the schedule is the correct measuring stick for the many hazards in the various risks throughout the state, it should also be correct as to showing the premiums and losses on each particular class, according to the combustibility shown in the rate making. With this end

in view, we have worked on a classification based upon combustibility and I am happy to inform you that we are making progress. This classification will show the Wisconsin experience in addition to the National experience and I hope that beginning with the year 1932 cheese factories may show a lower loss ratio.

At the recent Insurance Commissioners' Convention at Portland, Oregon in September, a committee was appointed to draft a new National Experience Classification to submit to the National Board of Fire Underwriters for the use in all states. A rough draft of our classification, as a Wisconsin idea, has already been submitted to underwriters for criticism. While Wisconsin risks and values may form but a small proportion of the values of the entire country, Mr. Mortensen is going to submit this classification at the meeting in New York in December.

LOCAL, FOUR-DAY SCHOOLS FOR EXPERIENCED MAKERS

By PROF. H. C. JACKSON, Madison, University Dairy Department

MR. JACKSON: Mr. President, Ladies and Gentlemen: I just have a short statement to make. It is our business down at the school to carry on educational work. I would like to talk to you just a short time and present a new plan that we have worked out.

Developments are taking place within this industry that are revolutionary in their nature and although the noise of battle may not be heard, the economic effects of these changes may, perhaps, be as far reaching as those of a more spectacular revolution.

Of all branches of the dairy industry the cheese division has experienced the least change. Up until a few years ago the cheese maker and his family in his factory home was a self sufficing economic unit. At the present time this citadel is being stormed by the economic forces of industry. Changes are taking place that vitally affect the individual cheese maker and perhaps make his position less secure. No matter whether we like it or not, these changes are in motion. In the year 1921 Wisconsin had 2,807 cheese factories. In 1930 there were 2,245, twenty per cent decrease in nine years. In 1925 Wisconsin made the largest amount of cheese that was ever produced in a single state. Since that time the annual make has shown a decrease and at the present time the production is slightly in excess of that of 1921. This means that the output per factory has increased and the development which had its inception ten years ago is still going on.

Many cheese makers have already suffered as a result of these changes. Many have lost their factories and many their positions. Various schemes and ideas have been advanced for the promotion of the welfare of the maker and the meeting we are attending at the present time is one of the methods that the cheese maker is employing to advance his interests and that of the industry. While the size of the economic units of manufacture may increase, the

cheese maker should be safe in assuming that the industry will always need well trained and well informed technicians. With this in view the Dairy Department of the College of Agriculture at Madison has for a number of years offered courses of study which will enable the cheese maker to get this necessary additional training. Experience is a great teacher, but in addition to the knowledge acquired in this way, it is possible to couple with it information gained by a systematic study at the Dairy School. Courses are being offered which should fill the need of all the men in the industry. One of the courses is a four year course in which a man graduates with a degree and, in addition to work in the dairy industry, gets other fundamental training in Bacteriology, Chemistry and Economics. Another course is known as the "middle" course which runs for a period of ten years and which gives a man similar training. One of the first courses given at the college was a twelve weeks winter course in Dairy Manufacturing and many of the makers gathered here have taken this course. This course has been changed considerably and at the present time it is possible for a maker who has taken a previous twelve weeks course and who would like to come back for further study to spend three weeks in studying cheese factory operation and management. The course will be given this year January 18 to February 6, 1932, and all those who have taken a previous twelve weeks course are eligible to enter. There is no tuition for residents of this state and the fees are small.

For a number of years a five day course for experienced American cheese makers has been given at the school. This has usually come the first week in February. This year we gave it the first week in November, thinking that perhaps it would be more convenient for the cheese maker to be in attendance at that time. We have just completed this course and while the quantity of students was not large, the quality was exceptionally good. Everyone in attendance felt that they had received a great deal of aid.

Some makers have felt that they could not bear the expense or, perhaps, be away from their work long enough to attend the course given at Madison and so this year for the first time we have planned to give several four day courses in the various sections of the state. It is realized by members of our department that it is a little more difficult to give such a course out in the field due to the lack of facilities. In view of the depression, however, and the fact that many of the makers have suffered a decrease in salary, we are trying this out for the first time. Whether or not it will be repeated in future years will depend upon its acceptance by the makers. We are planning, of course, to continue our regular twelve weeks course and our regular five day courses at the school.

These special four day courses for American cheese makers are scheduled as follows:

Shawano, December 1, 2, 3, and 4, 1931.

Wausau, December 8, 9, 10, and 11, 1931.

Fremont, December 15, 16, 17, and 18, 1931.

Spring Green, January 19, 20, 21, 21, and 22, 1932.

Richland Center, January 26, 27, 28, and 29, 1932.

Last year for the first time a brick-cheese makers' course was given at Beaver Dam. This met with such enthusiastic support that a similar course will be given this year at that place on March 1, 2, 3, and 4, 1932.

For a number of years a special ten day course has been given for Swiss cheese makers. For several years it was given at Madison. Later on it was moved to Monroe and this year such a course will be given at the Green County Normal School at Monroe, February 8 to 19, 1932.

Announcements of these courses should be in the hands of every cheese maker and if anyone present desires further information, either Prof. J. L. Sammis or I will be glad to furnish it.

MR. SAMMIS: Mr. Chairman, we are able to buy the use of a loud speaker at the cost of five dollars an hour, so that the people at the back part of the room can hear, but we think it would be a little cheaper if you could walk down here and save five dollars an hour.

CHEESE FROM OVER RIPE MILK

By PROF. WM. SAUNDERS, Blacksburg, Va.

Mr. President, Members of the Wisconsin Cheese Makers' Association: I esteem it a privilege to appear before you people again. I have made I think appreciable advancement in the method I outlined to you at your last meeting of making American cheese out of high acid milk. The cheese I have made experimentally since then have turned out better than those made a year ago.

The method followed in a case of our cheese made in August was as follows: We used four hundred pounds milk, and five per cent starter (twenty pounds). The temperature of the milk was held at eighty-five degrees F. until the acidity showed three-tenths per cent and at this point the rennet was added, about three and a half ounces per thousand pounds milk. In ten minutes the curd was cut and water added at a temperature of ninety degrees F. until the diluted whey showed an acidity of .06 per cent. The temperature was raised to one hundred degrees F. in about fifteen to twenty minutes. In an hour and a half after adding the rennet the acidity was .18 per cent and the whey was drawn, the curd was then piled and a few pails of water dashed over it at a temperature about one hundred degrees. From that time on the procedure was in no ways different from what would be the case with any batch of good milk. The curd firmed up well and went into the hoops in good shape and so

far as appearance goes turned out to be good cheese. These cheese were plugged from time to time and the ripening seemed to go along in good shape and the cheese showed quality all along. It was somewhat soft, however, but at temperature from forty to fifty it was firm enough for most of the trade with us.

The water content of each of the cheese made in August was found by our experiment station in one case to be thirty-eight per cent and in the other thirty-nine per cent, when determined about the middle of October. The cheese carried likely forty-one to forty-two per cent of water when first made. We have had our cheese makers diluting the whey for some time with marked success, be believe. Our suggestions are about as follows:

With milk	.30%	acid dilute the whey to	.06%
	.28%		.07%
	.26%		.08%
	.24%		.09%
	.23%		.10%
	.22%		.11%
	.21%		.12%

We believe the whey should be drawn when the acid is .18%, however, should the curd seem to be not dried out enough when the whey acidity has reached .18% we add water from time to time so that the whey acid does not get higher than .18% at any time. The idea is that to a certain extent the acid in the curd can be drawn out if the acid conditions in the whey is low enough. It appears that cheese, made as has been indicated with certain acid conditions in the milk, will be of good marketable quality as to both texture and flavor.

I have made cheese of good quality when the acidity in the milk had risen as high as .35%. This we know is getting near the coagulating point of the casein at the temperatures used, and if the casein has been even partly coagulated by the acid the rennet will not act on that casein that has been coagulated.

THE PRESIDENT: We have with us this afternoon a man of statewide reputation as a public speaker, a man who has the dairy farmers and the dairy cow and the dairy industry at heart. I take great pride in having the honor of introducing to you Mr. C. E. Broughton of Sheboygan, Wisconsin.

ADDRESS BY MR. C. E. BROUGHTON

Sheboygan, Wisconsin

Mr. President, Members of the State Association, Ladies and Gentlemen: Just before leaving home this morning I picked up an editorial comment from a Madison paper in which it was charged that there was a political issue in this state between Charles Hill and your humble servant, who is here this afternoon. Now there can be no political issue between the two of us, because Mr. Hill is as dry

as the Sahara Desert and I am as wet as a rainstorm—and we had an awful one yesterday.

Then again they said that Mr. Kohler couldn't make the mistake in appointing Mr. Hill, so he must be good, and I answer that by saying that the people elected Mr. Hoover, but there is a wide difference of opinion today as to Mr. Hoover's qualifications.

Now again, with reference to Mr. Hill, I will concede not only for the sake of argument, but as a fact, that as a judge and jury and examining witnesses he is one hundred per cent, and that was demonstrated at the Call Board examination.

On October 17th a year ago charges were preferred against the Wisconsin Cheese Exchange and incidentally reference was made to the Call Board, but only indirectly. The marketing division was going to Plymouth to make an examination and then we didn't hear anything more about that until the 26th of February when they called a mass meeting at Fond du Lac, and at that time sent out notices that the Wisconsin Cheese Exchange had been guilty of gross misconduct. This meeting over at Fond du Lac was for the main purpose of reading the indictment against the Wisconsin Cheese Exchange, they said. They got farmers from far and wide and they came there. What happened? They read—yes, they read eleven indictments. They started off something like this:

Number one. Although the average production of cheese in Wisconsin is six million pounds a week, only about one hundred eighty boxes are offered week after week.

Number two. Only lots of thirty boxes are offered, regardless of what dealer does the offering.

Number three. Every lot offered generally receives one bid.

Number four. All bids are alike the majority of the time.

Number five. Only one style is offered.

Number six. Cheese is offered only by dealers.

Number Seven. Quantities week after week are the same for the greater part of the year.

Number eight. The supposed buyers are the same week after week.

Number nine. The buyers allegedly purchase cheese from dealers who are the same parties week after week.

Number ten. The group that allegedly offers the cheese and the group that allegedly buys, consists of a ridiculously small number of individuals.

Number eleven. A disgruntled individual can upset the whole machinery as a matter of spite or vengeance.

In making these recommendations Mr. Knipfel, who was connected with the state of Wisconsin, and who I understand is now with the Federal Farm Board, another unnecessary adjunct in the United States of America at this time, said at the investigation by the Department of Agriculture and Markets, that "there is a widespread antagonism on the part of the various interests connected with the cheese industry or the Wisconsin Exchange. And it has also found,

as was mentioned today, that at one time or another sound investigations were conducted in regard to the operations of this board. The present investigation by the Department resolved itself largely in the confirmation of the results obtained by previous investigation. However, the Department also found that outside of the efforts made by Henry Krumrey eighteen years ago to devise a remedy for the situation, nothing was done at any time in spite of a great deal of talk and notwithstanding the existence of a comprehensive report of the Federal Trade Commission.

"Many of the facts relating to the operations of the Board have been known far and wide to cheese makers, dealers, farmers and others, but no concerted effort has ever been made to do anything in a practical way to remedy the conditions under which the price on cheese is established."

There is your indictment, an official statement against the Wisconsin Cheese Exchange. At that same meeting officers and members of that body appeared in person and said that they had never had an opportunity to testify. As soon as there was appearance of the members and testimony disputing the charges the Department of Markets dropped it like a hot coal. They were not there to investigate anybody that day. Their object was to sway that meeting to a point where a committee might be named, and they won their point. This committee was to consist of thirteen, and when named the work was delegated to a subcommittee, dominated by the Department of Agriculture and Markets.

The report of the subcommittee was accepted by the committee of thirteen with certain modifications. Nobody has ever told us what those modifications were.

I remember the famous Wickersham report. They had spent one million dollars in investigating the facts and they found out what the facts were and submitted them to President Hoover. He said between the 20th of January and the 7th of February, "Gentlemen, I don't like your report."

Now for the composition of the cheese committee,—and whoever heard of a set-up like this? I am going to analyze this as I go along and I want every one of you to digest it and I want you to take it back home to your patrons and the farmer friends you have in the community and find out whether the Department of Markets under the domination and control of men such as Charles Hill, are working for the farmers of Wisconsin or are they working for the great interests, the packers and processors who are grinding up the reputation of Wisconsin cheese?

The Cheese Market Committee shall consist of seven members representing the various branches of the cheese industry and appointed in the following manner:

One member is to be appointed by and is to represent the packers and their indirect connections. Can you imagine Henry Krumrey in this audience today and hearing me say a state committee is going to

be appointed and his old enemies, the packers, are going to sit on it? Why Henry would turn over in his grave.

One member is to be appointed by and is to represent the processors and their indirect connections and the chain stores. Have we so far forgotten our interests in Wisconsin that we have to appoint a representative to act for the chain stores? They do not have a representative to handle the independent stores of Wisconsin, that pay the taxes and support our institutions.

One member is to be appointed by and is to represent the independent dealers, H. G. Davis. I have the highest regard for Mr. Davis. At the hearing in Plymouth he came to bat because he is an independent dealer. He not only stood four square for his exchange, but for the Call Board; but tell me, where is your Department of Markets consistent when they file charges against the Wisconsin Cheese Exchange and then have three members of the Wisconsin Cheese Exchange on this price committee, and not a member representing the Call Board?

One member is to be an official of and is to represent the National Cheese Producers' Federation.

Two members are to be appointed by and are to represent the five recognized farm organizations and the Farmers' Call Board, the Tri-County Cheese Makers' and Dairymen's Association, and the Wisconsin Cheese Makers' Association.

Felix Pauly of Manitowoc is named as the representative for the packers.

The member to represent the processors and their indirect connections is W. F. Hubert. I want to read the testimony of Mr. Hubert later on in this investigation wherein he answered that he was head of the Lakeshire Company in Plymouth, a Borden subsidiary, and I want to read it because you are going to get a good kick and a good laugh out of it. One minute Bill is "yes", and one minute he is "no". He is going in both directions and you can't do it when there is only one animal.

There are on this committee: Mr. Hubert, Mr. Pauly, and Mr. Davis of the Wisconsin Cheese Exchange, against which charges were preferred but not sustained. Also, F. A. Corniea, representing the Federation, and last year Mr. Corniea sold the greater bulk of his cheese to Borden & Company, through W. F. Hubert, who is on this price fixing committee. And then besides these there are Mr. Richardson of Dodgeville and Ed. Malcheski of Pulaski, and the one appointed or named by the Division of Markets, B. J. Gehrman.

You know when the organized farmers were meeting Mr. Gehrman lost out and Mr. Malcheski won, and then Mr. Hill said, "The great state of Wisconsin needs somebody else," so they put Mr. Gehrman on—for the organized farmers, and in this state the organized farmers have a membership of less than twenty thousand out of one hundred and eighty thousand farmers.

How about that great group that is unorganized? How about this Call Board that has no recognition?

And here is a fine thing, the quorum of the committee shall be five. Of a committee of seven the quorum is five. Mr. Corniea, Mr. Hubert, Mr. Gehrman and Mr. Pauly would dominate that committee any and all the time.

I wouldn't be here pleading for a little Call Board if it were a matter of just a community affair, if the lines were drawn at the boundary of Sheboygan County I wouldn't appeal to you. But this Call Board is state-wide. It is not only that, it is national, because the price published weekly is the dominating price in the whole United States. Do you know that every farmer reads in the morning or afternoon paper the price set by the Plymouth Dairy Board—and you can't get a fairer price than is obtained through the auction system?

I am not here to defend the Call Board as perfect or anywhere near perfect, but it is the best set-up that we have up to this time.

Now then, when they found that the Plymouth Call Board wouldn't quit—and they didn't say they wouldn't, they said: "We will not give up the ship until your new price committee has proven its worth,"—what did the Department do? They went out and started an investigation against the Call Board. This time they come in with the judge, Charles Hill, presiding, and the jury, Charles Hill,—and the judge says to the jury, "The Call Board is guilty", but Mr. Hill is a diplomat. He said, "Now we can't hand down that decision right away. We will wait a while." He hasn't handed down that decision yet, and now they are going way up to Marshfield out of the region of this Board.

Mr. Hill went over to Plymouth and started examining, with Mr. Wylie, deputy Attorney General, and Mr. Orchard, both of them examining officers of this Call Board—farmers. They went there with one object in view—to humiliate and browbeat the farmers of Wisconsin who are helping to support the Department of Markets through taxation. One hundred and eighty-two pages of examination and cross-examination upon the phases of this Board. A few questions like this: "You offered cheese last week, you offered cheese the week before: How many?" and they went on with that kind of question and then they would say, "Can't you recall? Can't you remember?"

I am running a newspaper and I don't know who paid their subscriptions last week. I wish I did. They could have gone to the secretary's office, the paid secretary of that board, and they could have gotten every bit of that information and it wouldn't have cost the state a cent. No, that wasn't their object. They wanted to show up these farmers, show that they weren't business men. That is the whole thing.

I wonder if Mr. Hubert is here today? I am going to read his testimony and I want him to listen to it. I don't think he would have spent the amount I did for this copy, and if he doesn't hear it from me I don't know how he is going to hear it.

William Hubert is sworn. Mr. Orchard is examining him, and then he is cross-examined by Mr. Haugen.

"Q. Where do you live, Mr. Hubert?

"A. Sheboygan.

"Q. What is your business?

"A. I am president of the Lakeshire Cheese Company and Secretary of Schmidt Brothers, Incorporated, both Borden subsidiaries." Let him take that back if he can.

"Q. How long have you been in the cheese business?

"A. Since May, 1893.

"Q. Do you hold a membership in the Plymouth Exchange?

"A. Yes, sir.

"Q. For which company?

"A. For Lakeshire and also for Schmidt Brothers.

"Q. Do you have a membership on the Farmers' Call Board?

"A. We do not.

"Q. Does your company buy on commitments?

"A. Yes."

Now we will step to the cross-examination side.

"Q. So that you found that there was competitive bidding on that Call Board at that time, didn't you?

"A. Certainly was that day.

"Q. There were all those days that you were trying to buy cheese, wasn't there?

"A. There certainly was competitive bidding.

"Q. You have no reason to believe that the bidding on the Call Board isn't just as free now as it ever was?

"A. It didn't show it two weeks ago.

"Q. Well, there was competitive bidding two weeks ago, wasn't there?

"A. Certainly."

We will get him both ways if we keep on.

"Q. So that from your observation the competitive bidding still continued?

"A. I wouldn't say there is competitive bidding on that Board, only when there is a flare-up. Outside of that I don't think there is competitive bidding.

"Q. Well, you haven't attended the Board, have you?

"A. I have not.

"Q. Now would you say that the bidding last week brought the price of cheese above what you would have considered a fair market?

"A. Yes, sir.

"Q. Now then, the farmer got some benefit of that, didn't he?

"A. He did.

"Q. And the loss fell on the dealer?

"A. Yes, sir.

"Q. Why don't you take a membership on the Call Board and go in and bid what you think cheese is worth?"

This is good.

"A. If I did it would go above what I think they are worth. If I went and took a membership on the Call Board they would go above what I think they are worth.

"Q. Do you know of any better way of making a market for cheese than this bidding on the Call Board?

And here is where you see Bill going both ways, trying to run for the front door and can't get out of the back door. No chance. Held right there. This is a ringside decision. (Applause)

"A. If the Call Board bids—I am a believer and have been a believer in actual sales, but there should be a safety valve there. There

is no safety valve today. If there were a safety valve there they would never have had—"

"That fellow ought to be in the machine business. (Applause)

"A. If there were a safety valve there they would never have had—"

And he stops again.

"---this has been my own personal opinion. I have never been able to put it across."

I don't know what his personal opinion is after you get all through with this.

"---I have never been able to put it across."

No, and Bill Hubert or anybody else will never put this across in the state of Wisconsin. (Applause)

"That by bidding on the Board, if there were a committee that could sit there like our committee over here and discuss the price of cheese and that committee had the power when the cheese was too low or too high, to step in and if any goes too high, raise the bid and fix a Board price, or in case of too low say the price will be so and so much; that has been my personal opinion, but it never will go over."

I don't think it will, Mr. Hubert.

"Q. Your idea is that there should be . . ."

Bill is a great fellow to break in. He thought about something at this time and after he recalled that he thought about something else.

"Q. Your idea is there should be?"

"A. I want to get a fair market price for the farmer."

He wanted to get a fair price for the farmer. Borden's representative looking out for the farmer. Funny, isn't it?

"Q. Do you remember some time ago when the Wisconsin Cheese Producers' Federation sold a couple of cars of cheese through Bamford on the Exchange in order to break the price?"

"A. There was some talk of it.

"Q. Well, you knew that those were sold and that it belonged to the Cheese Federation?"

"A. Yes, I don't know who bought them."

Well, who the devil asked him who bought them? They were just trying to find out if some cheese had been sold. He says. I don't know who bought it. (Applause)

"Q. That was done deliberately by the Federation in order to bring the price down, wasn't it, as you understand it?"

"A. It looked that way from the road. I don't know what their intention was.

"Q. If the facts should show that they have paid their farmers' factories less than the Call Board price of cheese and have lost considerable money during the last year or two, you would be persuaded that the tendency of the Federation would be in favor of lower prices to the farmer and factory man, wouldn't you?"

"A. I will answer that in this way, that up to a very short time ago it has been that some of the Federation men in the field have made the statement that they could not pay the same prices that were paid by the dealers. Now, by having a Federation man on the Committee of Seven that could never take place again.

"Q. But what I meant was this, that that Federation man would be in favor of reducing the price of cheese, wouldn't he?"

"A. He may be.

"Q. Well, you testified that you thought the market was too high, didn't you?"

"A. I did.

"Q. And still you are paying a quarter of a cent over the market for cheese?"

"A. That is because I can't help myself. Some of the Competitors compel me to do that."

There is competition for you. (Applause)

"Q. Then in one sense at least it is worth that much to you, isn't it?"

"A. No, it isn't worth that much to me.

"Q. Well, then, it is worth that much to you to hold that factory, isn't it?"

"A. Well, I held onto the factory hoping some day to come out even on it.

"Q. Then you are constantly losing money, is that it?"

"A. We do that. We are used to that in the cheese business."

MR. HAUGEN: "The Borden Company looks like it, doesn't it?"

Later I am going to read the financial statement of the Borden Company this afternoon for the benefit of the Borden employees who perhaps don't know how wealthy that concern is.

"Q. Now, Mr. Hubert, the fact is that when cheese was at a good fair price, the Borden Company converted its surplus fluid milk into cheese, didn't it, and it broke the market?"

"A. We didn't make any cheese last spring.

"Q. When did you start making cheese up at Manawa plant?"

"A. A year and a half ago.

"Q. Yes. And that was because you had a surplus of fluid milk?"

"A. Yes, because they were going to ship to the Chicago market. That has been changed recently. We are today shipping to the Chicago market."

Now I am going to come down to the part that deals with the Siamese Twins.

"Q. Haven't you and the officials of the Borden Company been working along that line with the A. and P. Company?"

"A. No, sir. I have never discussed that with the A. and P. Company."

Well, the A. & P., I don't believe would consult Bill. They would probably go to Mr. Borden.

"Q. Have you ever had any meetings or any conversations with representatives of the Kraft-Phenix Company?"

"A. In what way?"

"Q. In regard to this cheese board, I mean in regard to this cheese committee?"

"A. I only went down as a member of the committee to Chicago."

Just think of all these fellows going to Chicago to get them to stay off the Call Board. They thought if they could get buyers to stay away, the great interests, Mr. Kraft, Mr. Borden and all interested, the Call Board would have to close shop. Well, the Call Board is doing business at the old stand. We are getting quotations week after week.

Now listen to this:

"Q. How do they feel about it?"

"A. I don't know. The Kraft-Phenix people, you know as well as I do, came up here to kill the board, and it was only through the independent dealers and some of us others that held the price together, the Plymouth Exchange together at that time."

Now you see Bill wanted to get in the company of his former partner, Mr. Brinkman, and Mr. Davis, because he thought that was better company than the processors. So he wanted to take on some new co-partners, but lord, they don't want to be with him.

"Q. Now, you would be in favor of seeing the Boards stop?"

"A. I would like to see the Boards stop and give the committee market a chance.

"Q. When you say they came up and tried—

"A. They did, they did come up here—"

And then he stopped with a dash again, he thought better. Then he thought a second thought, and he went on.

"...and tried to kill the Board."

Is it any wonder that the people throughout the state of Wisconsin are up in arms against Mr. Hill and the Department of Markets, when a state department sustained by the people of the state of Wisconsin goes out and plays into the hands of our enemies in the cheese business, the National Dairy Products, who control Kraft-Phenix and Borden's?

I think I have taken up enough time with this testimony. Now, Bill Hubert said the Borden people lost money on cheese and I have some of their losses here to show you. This is from R. G. Dun & Company, verified and sworn to for the National Dairy Products, who control Kraft-Phenix and for the Borden Company.

The Borden Company has four sub-holding companies, all of which are one hundred per cent owned by them: Borden's Food Products, Borden's Dairy Products, Borden's Ice Cream and Milk Company, and Borden's Product Company.

Now then, the total assets for the year ending December 31st, 1928, were \$119,283,580.20, and two years later in 1930 had jumped from a hundred and nineteen million to \$188,043,752.00—a losing proposition, wasn't it?

The net worth on December 31st, 1928, was \$85,902,359.00, and for the year ending December 31st, 1930, \$141,912,000.00. How the depression struck them! The net gains for the year 1928 were \$5,217,000.00, and for the year ending December 1st, 1930, \$12,079,138.00, and during this time there was an increase in the capital stock from \$92,668,000.00, on December 31st, 1929, to \$105,000,000, and a stock dividend declared.

Then we will take the National Dairy Products Corporation that controls Kraft-Phenix, owning and controlling them almost one hundred per cent.

Kraft-Phenix is producing various types of cheese, sold under trade names of Kraft, Nu-Kraft, Philadelphia, Phenix and McClaren.

Good will on December 31st, 1932, they carried on their books as \$12,027,000, and on December 31st, 1930, \$22,391,853. Some moisture in that, wasn't there? (Applause)

Sales for the year ending December 31st, 1928, were \$212,632,000, and for the year ending December 31st, 1930, \$374,558,000. Oh, that business isn't profitable, is it? Is it any wonder they are around buying up plants, closing up the corner cheese factory and gradually putting them out of business?

Now I am going to get down to a few exhibits and then I'm through. I hold in my hand the Kraft-Phenix price list. Here is their whole outlay, all this wonderful ground up Wisconsin cheese that they have tried to make a little better by putting pickles and mustard and peppers and a few other things into it and offering it back to the people of Wisconsin at a higher price.

Then you go to the Borden's, it is the same way, and on the extreme

back, after they have listed all of their process style, Swiss and American, they come over to bulk cheese. Here is an exhibit I am ashamed of, yet it is necessary to produce it at every meeting in order that those who are supporters of the Federation will go back to Mr. Corniea and the officers of the Federation and insist that they take process cheese off of their shelves if they are going to protect Wisconsin industry.

The National Cheese Producers' Federation last year sold great quantities of cheese to Borden through the Lakeshire Company, and from the Lakeshire Company they bought process cheese and had it labelled "Federation and Factory Brand" and put it on their shelves and offered it in competition against Wisconsin pure cheese. I can't blame Kraft-Phenix for trying to absorb the earth. I can't blame Borden for trying to squeeze the life out of everybody else and become a monopoly, but to think of the National Federation, founded by that old patriot, Henry Krumrey, who was fighting for the interests of the farmers in the Legislature, think of that same organization today under the leadership of Mr. Corniea of the State Cheese Committee, offering to the Nation a substitute for Wisconsin cheese. If I can do nothing more in this campaign, going up and down the state, than to shame that Federation to a point where they will recognize again that Wisconsin cheese is better than any substitute that you can offer, I will have done a service amply compensating me. It is costing me time and money. I am away from my business. I am asked to come here and I am asked to go there, and I am doing it. I got back at one o'clock this morning from a meeting and I left for Milwaukee this morning. If I have any business left when I get through I will be the luckiest bird in Wisconsin, but I was born in the state fifty-eight years ago. I grew up here and I learned to love the people, and I learned to love those things that have made Wisconsin great.

Why friends, you cheese makers that are here, you know that you have so many rules to live up to, you have so much interference from Madison, you have so much attempted regulation of your business that you don't know where you are at. Why, a cheese maker now is afraid to go outside for a drink of water for fear he will be charged with additional moisture in the cheese. (Applause) But the processor can come along with a leeway. He can sail along with little or no regulation. They ask the cheese maker, "Where are you selling your cheese?" You must have a list of names so that they can follow the sale of the brand, but the processor can sell anywhere unrestricted, they don't care. The cheese industry is handicapped to start with, and then with that handicap the Federation comes along and says, "We have something, a substitute for cheese, that we are offering from Wisconsin." Just think of it, the Federation doing this. I am glad they changed the name to National, because that will help some. We have so much National interference anyway.

Now in closing let me say, as I mentioned a few minutes ago, after they gathered all the testimony on this investigation, after the lawyers appeared both for and against, Mr. Hill announces that they are

going to have a further hearing at Marshfield. Now that hearing is in a section of country where there are no independent deals. Kraft-Phenix, Borden, Armour and all the interests, and the Federation all buy cheese up there, but the independents, they are not there at all. So they will have a meeting, a sort of love feast, but let me tell you that if Charlie Hill comes back from Marshfield and he attempts to put it over on the state of Wisconsin, killing the Call Board, I venture the statement that there are enough patriotic, loyal Badgers here in Wisconsin interested in the cheese industry to rise up and go down to Madison and settle Mr. Hill's case right there. I am not one that is willing to say that because Governor Kohler appointed Mr. Hill that he is all right. If Mr. Kohler had fired him the next day after he hired him it would have been one of the greatest services of his administration. He didn't do it and so we still have him with us, but let me say to you in closing, that old Call Board isn't going to die and to you men and women, if the Department of Markets wants to render a service to the state of Wisconsin, let them stop mingling in politics and let them try and work with the cheese makers and the farmers of this state in improving their product. For years they have been sitting idly by and playing into the hands of the processors, all the time recognizing that this little package of goods was winning its way on the shelf in the corner grocery store. I used to go into a grocery store, the grocery man would have a large cheese cover with a rope through a pulley on the ceiling, and up the cover would go and he would take the knife and cut you a pound of American cheese. Efficiency is here now. Package goods have come to stay.

Today the Department of Markets ought to be out working for the cheese industry of this state with the idea of having a convenient form of package so that we can say to the processors and the grinders, there is the Wisconsin brand and there is the processors' brand, and if they were packages of convenient size there would be no choice. We would win and Wisconsin cheese would get the break.

Tuesday I was coming down from Clintonville and I stepped into the Conway Hotel and I said to the young lady, when I got ready for my dessert, "I want Wisconsin cheese", and along it came. I looked at it and there was that mustard and all these combinations, and I said to the young lady, "This isn't Wisconsin cheese. I wish you would take this back and give me a piece of Wisconsin cheese." And she brought it back, and she said, "That is Wisconsin cheese, they bought that across the street". Here is an opportunity for you when you go into a hotel. Insist on Wisconsin cheese. Ask that you have it, and if they give you some of that other stuff do just what I did, send it back.

Now, I am just going to give you a line or two of thought and I am through. Your problem, and the problem of every producer of cheese in Wisconsin is that of combating process cheese. We are now in the grip of the National Dairy Products Corporation and Borden's, both out to kill the cheese market. The committee recently set up is

under the control and the domination of those interests combined with the packers, and the producer of cheese faces a situation more serious than has ever confronted him in the past. You must pry loose the shackles, you must serve notice upon the State Department of Agriculture and Markets that they are the paid servants of the people of this state, and as such refuse to be hamstrung by those great interests that Henry Krumrey fought against, and which today include not only the packers, but the grinders and the chain stores. By what rule of reasoning is it permissible to have prices fixed by packers, processors and milk concerns whose sole aim and ambition is to kill the cheese industry? You have heard of the marvelous system of cooperative marketing achieved in other lines, namely, Associated Salmon Packers, American Cranberry Exchange, California Fruit Growers' Association, Hardwood Manufacturers' Institute, National Kraut Packers' Association, and numerous others. We must coordinate to put on the market a package of cheese of convenient size that will compete with the substitutes offered by processors.

We have fought butter substitutes and yet we find, under this new alignment, manufacturers of substitutes for cheese sitting in and fixing a market, yes, ladies and gentlemen, fixing is the right word to use, and if you don't wake up they are going to fix things to their own liking, and the once heralded state noted for cheese will find it has been absorbed by imitators and not manufacturers of pure cheese. Let us cut loose from this price throttling and destroying system, and through cooperative marketing, a principle for which we have always fought, standardize and offer to the world Wisconsin cheese in desirable packages that will discard from the shelves grinder's profit.

You are here today meeting as an Association. Recently some branches have voted to affiliate. I appeal to you this afternoon that every one here, ought to join before you leave this hall and then go out through the state of Wisconsin and organize, organize one hundred per cent, and you can go down and you can accomplish anything.

ELECTION OF OFFICERS

MR. GRAF: The nominating committee wishes to report. We have spent several hours discussing the conditions and affairs of the Association and we took into consideration all suggestions that were offered the committee and the committee is going to nominate one man for each office, I am going to read at this time the name of the man we have nominated for President, Mr. F. A. Flynn, of Pulaski.

It was moved and seconded that the rules be suspended and Mr. Flynn be reelected as president of the Association.

Motion carried.

THE PRESIDENT: The next nominee is A. H. Graf for vice-president.

It was moved and seconded that Mr. Graf be unanimously elected vice-president of the Association, and carried.

MR. GRAF: For the office of secretary for 1932 the committee nominates E. F. Horn.

MR. HORN: Mr. President, I am not a nominee for the office of secretary. I positively must refuse to take that office. I have per-

sonal reasons and others that it would be impossible for me to do justice to the office so I am not a nominee for that office.

MR. SAMPE: Mr. Chairman, I nominate our former secretary, Mr. Sammis. He did all the hard work and got no thanks for it and is willing to do it. I would like at this time to nominate Mr. Sammis.

Motion seconded.

MR. SCHMITTFRANZ: Mr. President, I move that the rules be suspended and Mr. Sammis be elected unanimously. Mr. Sammis was elected unanimously as secretary for 1932.

THE SECRETARY: Mr. President, thank you. I hope that we may have the utmost cooperation, all working together in 1932. If any of you think I am doing wrong for the Association, write me a letter and say so. If you want something different done say so. Let's get together. My aim is to carry out the wishes of the Association. Last year, the last thing I said was, "I will positively not do anything as secretary without the instructions of the Convention assembled or else of the board of directors, between conventions." I repeat that and I promise you my best services.

MR. GRAF: For the office of treasurer for 1932 we have nominated Walter Schmidt of Sheboygan Falls. Are there any other nominations?

Moved that the nominations be closed and the chair instructed to cast the unanimous ballot for Mr. Schmidt. Motion seconded and carried and Mr. Schmidt was elected treasurer.

MR. GRAF: This year there only happens to be one director to be elected and the nominating committee did not come to a conclusion in order to make a nomination, so no doubt the house will have to make a nomination.

MR. PETERS: I nominate Mr. Horn.

Nomination seconded. Motion made to close the nominations seconded and that the rules be suspended and the secretary cast the unanimous ballot for Mr. Horn as director for three years. Motion carried.

THE PRESIDENT: I wish to thank the cheese makers of Wisconsin for electing me their president again for another year, and I promise you at this time that next year I will not be a candidate. I feel that because of the fight that I have carried on against the Federation, that I am involved in a lawsuit right now and they made threats against me that they were going to make an example of me to the cheese makers of Wisconsin; I feel that I should be elected and carry out this fight, and I surely am very thankful to the cheese makers and I assure you now I will not run any more. I thank you very much.

REPORT OF THE RESOLUTIONS COMMITTEE

By CHAIRMAN E. F. HORN

MR. HORN: Mr. Chairman, Ladies and Gentlemen: The Committee on Resolutions had several resolutions that covered the same grounds and in unscrambling them we have set up resolutions here either for your approval to adopt or reject.

RESOLUTION NO. 1

Be it Resolved, By the Wisconsin Cheese Makers' Association: That we extend a vote of thanks to the management of the Milwaukee Auditorium, the Milwaukee Chamber of Commerce and to all

other firms, organizations and individuals, whose efforts have contributed to the success of the 1931 Wisconsin Cheese Makers' Convention. Motion made to adopt Resolution No. 1, seconded and carried.

RESOLUTION NO. 2

WHEREAS, The 1931 Statement Law is in our opinion obnoxious, unreasonable, impractical, unconstitutional, and unnecessary,

Therefore be it Resolved, That we recommend the repeal of this law.

Motion made to adopt Resolution No. 2, seconded and carried.

RESOLUTION NO. 3

WHEREAS, The cheese seizure law has been given a trial, and is in our opinion unreasonable and detrimental to the best interests of the cheese industry, therefore be it

Resolved, That this law should be repealed.

Motion made to adopt Resolution No. 3, seconded and carried.

RESOLUTION NO. 4

WHEREAS, Cheese makers with the best of intentions may occasionally make a vat of cheese containing more than the legal percentage of moisture, therefore be it

Resolved, That such high moisture cheese should be legal for sale in this state, if it has been rubber stamped in a suitable manner as proposed by Assemblyman Schmittfranz, to show that its moisture content is above the legal limit.

Motion made to adopt Resolution No. 4, seconded and carried.

RESOLUTION NO. 5

WHEREAS, This association favors the continuance, and possibly the improvement of the Farmers Call Board and cannot consistently subscribe to the proposed plan of the price suggesting committee until this medium has proven itself superior to the Call Board System.

WHEREAS, This association opposes the tactics used by the Department of Agriculture and Markets, under the leadership of Commissioner C. L. Hill as detrimental to the Dairy Industry as a whole, therefore be it

Resolved, That this association resents such tactics and asks the resignation of Mr. Hill as a member of the Department of Agriculture and Markets, and be it further

Resolved, That the Secretary of this association be and is hereby instructed to send a copy of this resolution to said C. L. Hill and to the Governor.

Motion made and seconded.

MR. MALCZEWSKI: Ladies and Gentlemen, I want to spend a couple minutes on that resolution. I did not agree with the committee although a member of the committee, for this reason. As I understand, you are going to be a statewide organization representing every corner of Wisconsin. You are asked to pass your judgment on something that you do not thoroughly understand. You have heard here this afternoon one side of it only. You have not been given the opportunity to hear the other side and I am sorry that Mr. Broughton—I don't doubt his sincerity, I think that man is honest in his convictions, and I admire any man that will get up and fight for his convictions,—but I will tell you right here he was misinformed on a lot

of facts on this matter. The question is that you are asking Mr. Hill to resign, and I think that is absolutely a personal question and we shouldn't go into personal affairs in an Association like this, that is a statewide organization. I want to tell you Mr. Hill isn't running that all alone; there are three men in that department. Why pick on one particular man? I think that is unfair and unjust and that is unbecoming to a group of men like this.

MR. DAMROW: Mr. Chairman, I think that is a good motion, Mr. Malczewski, put them all out.

MR. MALCZEWSKI: I have no objection, but when you pick out one man of a three-man Commission I think it is unreasonable.

MR. GRAF: There is a motion before the house and we have got to stick to this motion. Now if you want to discuss this particular motion you may do so.

A MEMBER: Mr. Chairman, I move you that you put the question on the first motion and we vote on it.

MR. GRAF: The motion is that we adopt resolution No. 5 as read. All in favor of this motion signify by saying Aye.

Motion carried.

RESOLUTION NO. 6

WHEREAS, There will come before the special session of our legislative body, a bill pertaining to the eight hour day wherein it is proposed that domestic watchman and farm labor only be excepted.

WHEREAS, The eight hour day would seriously affect the dairy industry,

Resolved, We the members of the Wisconsin Cheese Makers' Association ask that we be exempt from the eight hour day law.

Motion made to adopt Resolution No. 6, seconded and carried.

AMENDMENTS TO THE CONSTITUTION

MR. SAMMIS: Mr. Chairman, the officers and directors of the Association offer you two or three amendments which are intended to go into the Constitution, in line with the new plans for united action for 1932. I am going to read what I am directed to read by the officers and directors of this association. After getting all the views and all the discussion they can, this is what they recommend to you.

First, to add to Article 1, which is about the aims of the Association, "a further aim is to unite the two thousand or more cheese makers, and all associations of cheese makers in Wisconsin under a state wide plan for united action, on all state wide problems affecting cheese makers."

I move that that amendment to the Constitution be adopted.

Motion seconded.

A MEMBER: Mr. Chairman, I believe that addition to the Constitution is nothing more than a restatement of what the purposes of the Association should be and so far as it is such, ordinarily any Constitution just covers that in a general way, and if you want to make it more definite you can do so without specifying it in your Constitution.

THE PRESIDENT: The motion has been made and seconded that we adopt this in the Constitution. Carried.

MR. SAMMIS: Now the second amendment that we propose goes into the matter a little deeper. The amendment reads as follows: To create Article IX, Section 1.

To promote united action by all cheese makers and associations within the state, any organized association may become a branch of this Wisconsin Cheese Makers' Association, by a 2/3 vote of its

paid up membership at any of its regular meetings, and by reporting the vote to the state association secretary. Each such branch shall aid in the state wide work of this association by endeavoring to get every cheese maker in its territory to become a member of the state association, to receive the legislative bills by mail, etc.

I move the adoption of this amendment.

Motion seconded and carried.

MR. SAMMIS: One more amendment to the Constitution and that is very short. The amendment reads as follows:

This Association shall be a corporation without stock. Any person who is a practical cheese maker and such other persons as are directly or indirectly interested in the manufacture and sale of unadulterated cheese may become active members of this corporation by paying one dollar membership fee annually in advance and one dollar per year in advance to cover the cost of printed matter to be sent by mail. Any person such as a farmer, or butter maker, or cheese maker, may become a subscribing member, to receive legislative cheese bills only, etc., by payment of one dollar for the current calendar year, in advance to the Association Secretary.

I move the adoption of this amendment.

Motion seconded: Carried. Convention adjourned.

A. J. KAEMPFER, *Convention Reporter*,
533 Caswell Block, Milwaukee, Wisconsin.

PROCEEDINGS
OF THE
WISCONSIN CHEESE MAKERS'
ASSOCIATION

FORTY-FIRST ANNUAL CONVENTION

November 16, 17, 1932

Assembled in the Milwaukee Auditorium
Milwaukee, Wisconsin

J. L. Sammis, Secretary



Madison, Wisconsin
1933

WISCONSIN CHEESE MAKERS' ASSOCIATION

FORTY-FIRST ANNUAL MEETING

Milwaukee Auditorium, November 16, 17, 1932

1932 OFFICERS AND DIRECTORS

F. A. FLYNN, President	Pulaski (resigned)
A. H. GRAF, Vice President	Zachow
J. L. SAMMIS, Secretary	Madison
W. SCHMIDT, Treasurer	Sheboygan Falls
E. F. HORN, Director, 41, 42, 43.....	Beaver Dam
JOHN H. PETERS, Director, 40, 41, 42.....	Plymouth
M. M. SCHAETZL, Director, 40, 41, 42.....	Athens
EARL B. WHITING, Director, 39, 40, 41.....	Gillett
J. GEMPELER, JR., Director, 39, 40, 41.....	Monroe

JUDGES OF CHEESE

A. T. BRUHN, American cheese	Madison
FRED MARTY, Swiss, Limburger Cheese.....	Monroe
WALTER KRAMER, Brick Cheese	Madison
J. W. CROSS, Supt. of Exhibits.....	Milwaukee

LIFE MEMBERS

E. L. ADERHOLD, Neenah	AL. WINCKLER, Cumberland
P. H. KASPER, Bear Creek	FRED MARTY, Monroe
J. D. CANNON, New London	W. F. HUBERT, Sheboygan
J. W. CROSS, Milwaukee	MATH MICHELS, Fond du Lac
JOHN KIRKPATRICK, Richland Center	J. L. SAMMIS, Madison
JACOB KARLEN, JR., Monroe	OSCAR DAMROW, Sheboygan Falls
	A. T. BRUHN, Madison

NOVEMBER 1932, HONORARY MEMBERS

M. M. SCHAETZL, Athens	ED. J. SCRAY, DePere
A. H. GRAF, Zachow	JOHN KOWALCZYK, Denmark
H. J. HOWE, Nye	ED. M. MICHELS, Brillion
ANTON KOLLER, Mt. Horeb	NORMAN FIEDLER, Brillion
SIMON ZWALD, Riley	L. J. LAMM, Hilbert
S. D. CANNON, Neenah	C. J. FOKETT, Manitowoc
O. R. SCHWANTES, Clintonville	F. W. MOLDENHAUER, Greenwood
F. A. WENDTLAND, Fremont	ANTON HUBING, Loyal
J. H. WAGNER, West Bloomfield	EDGAR LIEBL, Luxemburg
ED. GRIMM, Two Rivers	JOHN REYNOLDS, Luxemburg
ERNST ZERMUEHLEN, Two Rivers	OTTO JANKE, Platteville
ROBT. HERRMANN, Dallas	G. W. BASS, Platteville
I. E. KOPITZKE, Marion	T. H. GORDER, Platteville
W. J. PFUND, Sherwood	L. A. DEDERICH, Plain
HAROLD KENNEDY, Boscobel	VAL. MILLER, Spring Green
CARROLL, CLARSON, Boscobel	ALB. WALSTAD, Spring Green
J. N. FELTON, Black Creek	E. G. EVERSON, Soldiers Grove
JOHN GREINER, Appleton	MIKE SCHMITZ, Soldiers Grove
MARTIN KUBITZ, Edgar	A. T. STEWART, Thorp
CLARENCE READY, Edgar	F. J. GOTTER, Thorp
A. L. JANSSEN, Edmund	O. W. FREIMUND, Thorp
R. L. MOORE, Dodgeville	E. B. WHITING, Gillette
STEVE SUDZINSKI, Denmark	

Official Reporter

ALEX KAEMPFER, 438 Caswell Block, Milwaukee

Official Organs

The National Butter and Cheese Journal, Milwaukee, Wis. The Cheese
Reporter, Sheboygan Falls, Wis.
Official Cold Storage, Terminal Warehouse Co., Milwaukee, Wis.

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LETTER OF TRANSMITTAL

Office of the Secretary,
Wisconsin Cheese Makers' Association,
Madison, Wis., 1933.

TO HIS EXCELLENCY A. G. SCHMEDEMAN:
Governor of the State of Wisconsin.

I have the honor to submit report of the forty-first annual meeting of the Wisconsin Cheese Makers' Association, showing the receipts and disbursements reported the past year, also containing papers, addresses and discussions had at the annual convention held at Milwaukee, November, 1932.

Respectfully submitted,

J. L. SAMMIS, *Secretary.*

PROCEEDINGS
OF THE
Forty-First Annual Meeting
OF THE
Wisconsin Cheese Makers' Association
November 16 and 17, 1932
At
Milwaukee, Wisconsin

The convention was called to order by Vice-President A. H. Graf, at 10:00 A. M., Nov. 16.

ADDRESS OF WELCOME

By MR. CHAUNCEY YOCKEY

Ladies and Gentlemen, Mr. Chairman: Of course, like everyone else I am awfully sorry that I am not Mr. Joseph Grieb, and he has asked, and the Governor has consented to send his state greeter here to you, whom I have the pleasure and the honor and distinction of speaking for and welcoming you to not only Wisconsin but to this city of Milwaukee.

This Auditorium building is a piece of masonry and steel but its manager has a heart of gold, the friendship of many years of cultivation for men and women like you. You will find just everything you need, everything you want, and everything you care for not only in the building through its manager, but through the hospitality of its people. I am very happy to be here.

THE PRESIDENT: Mr. E. F. Horn was to take care of the response but in his absence I have asked Mr. J. Gempeler to give the response to the welcome.

RESPONSE TO ADDRESS OF WELCOME

By MR. J. GEMPELER, Monroe

Mr. President and Mr. Speaker: We appreciate the courtesies shown us and which have always been shown us in years gone by. We are the Wisconsin Cheese Makers' Association, representing the entire cheese industry in the state, which in itself consists practically of 70 per cent of the total production of all cheese in the United States, and naturally our convention is a clearing house organization for the entire cheese industry of the state of Wisconsin, not only the state of Wisconsin but the entire country.

Things that come before this convention this year and in years gone by are a sort of criterion for the entire cheese industry of this country and no doubt a lot of things will be discussed here in the next two days which will have a vital bearing on our industry in the future.

We appreciate the courtesies of the city of Milwaukee. We have always liked Milwaukee. You have the accommodations both in the Auditorium and hotels. I wish to thank you.

REPORT OF THE AUDITING COMMITTEE

By MR. E. B. WHITING, *Chairman*

MR. WHITING: Mr. Chairman, Ladies and Gentlemen: We have audited the books of the Secretary and we find them to be O. K.

REPORT OF TREASURER AND SECRETARY

THE PRESIDENT: Next we will have the report of the treasurer, if he has anything to report. Possibly Prof. Sammis can say a few words in regard to the report of the treasurer.

MR. SAMMIS: Mr. President, as you all know the state treasurer at Madison, in the state capitol, is required to hold all the funds belonging to the association. We used to have an association treasurer who held the association funds, but at the present time the duties of the treasurer, Mr. Walter Schmidt, of Sheboygan Falls are such as you have seen downstairs. He sits at the door and takes in your money and accounts for it. And at the close of this convention that money is deposited in the State Treasury. Therefore, I am sorry Mr. Schmidt isn't up here to speak to you, but he hasn't any report to make as treasurer. The office of treasurer in the association has been continued for a number of years because the work done downstairs is very important and we are very fortunate to have a man like Mr. Schmidt to take care of it.

THE SECRETARY: Mr. President, as usual the financial report of the secretary is somewhat lengthy and we don't usually read it at this time because it is printed in the annual report and distributed to all the members of the association so that they can read their names there and see that the entries are correct.

I might mention a few matters of interest in connection with this financial report. It is not the practice in this association to carry

over from one year to another any very large amount of money. The aim is to make the expense, the membership fees, and everything as low as possible and just about come out even and carry forward a small sum of money to start the work of the coming year's convention. I have here some figures showing the comparative results for a number of years past. At the close of business in 1931 we had \$1475. This is about the usual figure.

Annual Balances

1902	-----	\$61.52	1918	-----	\$975.45
1903	-----	368.48	1919	-----	1,111.39
1904	-----	301.97	1920	-----	789.03
1905	-----	145.70	1921	-----	757.74
1906	-----	90.07	1922	-----	607.99
1907	-----	212.68	1923	-----	463.67
1908	-----	-----	1924	-----	335.40
1909	-----	-----	1924	-----	713.85
1910	-----	511.58	1925	-----	695.10
1911	-----	436.33	1926	-----	1,088.65
1912	-----	586.92	1927	-----	1,521.04
1913	-----	121.40	1928	-----	2,387.95
1914	-----	736.72	1929	-----	2,006.56
1915	-----	1,381.27	1930	-----	1,545.12
1916	-----	911.43	1931	-----	1,475.32
1917	-----	463.32			

Some people have expressed fear that we might go bankrupt. With reference to that I will point out that during the past six years our annual cash balance at the close of business averaged \$1500 and for the last convention it was \$1475, so that we are about at an average position.

The association is in good condition financially, and we shall be able to start off the next year's convention in good shape, with careful economy.

The records show that on American cheese two years ago we had 216 exhibits. Last year we had about 50 more, 266 exhibits. This year we have 50 additional, making 316 American cheese exhibits. In the matter of exhibits the interest among the cheese makers appears to be increasing during the past few years. It seems that a cheese exhibit with prizes and cheese judging is an essential part of this convention.

Cheese exhibits and judging are expensive. It costs money to get the hall to put these cheese in for a week to have them judged, to have them taken care of when they arrive at Milwaukee, put in a cold storage warehouse and kept there safely until the judging begins. The cheese judging side of the convention is the most expensive part of it financially. However, there seems to be a very certain demand that we continue that.

Perhaps this suggestion might be a good one for you to consider as a matter of state-wide economy, to use the printed lists of exhibits and scores from this convention as the basis for distributing prizes in any group, in any association, in any part of the state. This year there are located around the state about twenty-five county associations, as shown on this map. Nearly all of these groups have collected local association prizes. These prizes are not awarded here at Milwaukee, but after this convention is closed these people in the various counties at their first meeting will take the printed prize list and the score sheet from this convention and will award their prizes on the basis of those scores, instead of having twenty-three different scoring contests all over the state with a lot of work for all the local

secretaries and judges. This one convention scoring contest seems to meet the needs of all of them. Perhaps that is a very good thing for the sake of economy.

This financial report can be examined by anybody who would like to look at it and it will be printed and mailed out so that it is entirely public property.

LIST OF HONORARY MEMBERS

THE PRESIDENT: The list of the forty-five Honorary members is here in plain view on the wall. You can look them over, and you can see who really has been doing some work to make the convention and the organization a success. All of these men who appear here have done something, they have gathered prizes or done some other work that is for the best interests of the convention and also of the association. If Secretary Sammis has anything to add to that, we would like to hear it.

MR. SAMMIS: Mr. President, I would like to say there are a great many people, in fact I think all of us have done something for the association. We might have made up a much larger list of people who have done helpful work one way or the other for the convention, but these are the people who have solicited and collected prizes which your cheese exhibits will win. There are more than we have had in any previous year, showing that more people are willing to help in this line of work. We find there is a growing desire or willingness on the part of everybody to lend a hand. This feeling of cooperation and good will, of course, is what makes an association or a convention successful. It would be entirely impossible for the secretary or anybody else by writing letters to collect the long list of over five hundred prizes printed in the book this year. But for you people in your home towns knowing personally the merchants and bankers and other people, it is a simple matter to take half an hour and collect a list of prizes to be given to your cheese makers who live right around your town. More people are doing it every year. In this way you are boosting your own game and doing things that nobody else can do. I think the tendency at the present time and in recent years is to emphasize the importance of each individual. Every man perhaps has felt in the time past that he was a very small unit, just a single individual in a state-wide enterprise, and that what he could do was almost insignificant, but we are gradually learning that this is not the case. That what every man can do is an important thing, and that success in any line is brought about by the cooperation of a large number. If any important subject is up for discussion we don't depend upon one or two speakers to get up and tell us all what is to be done about it. We depend upon having hundreds of people express their views. The state legislature, for instance, doesn't care what I may happen to think or what Mr. Graf thinks, or what any one individual may think about a proposition. They want to know what the cheese makers of Wisconsin think about it. They want to know what the people in your county think about it. They want to know how many of you there are, who are in favor of a certain proposition. United action requires every cheese maker to take part. There ought to be over the top of this platform the motto, "united action." That is the real aim of the whole institution, and we are gradually approaching that ideal year by year. There are a lot of people who aren't here, and you know people out in your county who never go to a convention and never take any particular interest in what is going on. They just stay at home and make cheese. But I want to say to you that every year more and more of those people are taking interest.

At the monthly meetings you are holding in twenty-five counties in the state during 1933 you will be able to discuss any legislative bills

that may come up and write your opinions to your senator and assemblymen. You will have a lot of cheese makers present who had never known anything about those bills, if it were not for your meetings. And so I believe we are making progress and this line of 45 Honorary members is one indication of that progress.

RESOLUTIONS COMMITTEE APPOINTED

THE PRESIDENT: I will appoint on the Resolutions Committee, Jake Gempeler of Monroe, Chairman; H. J. Howe, Nye; Ed. Malczewski, Pulaski; H. P. Malloy, New Holstein; C. W. Martin, Spencer; Frank Wendtland, Fremont; Mr. C. Wachsmuth, Antigo and Mr. E. F. Horn of Beaver Dam, and Steven Suidzinski of Denmark. I will call on Mr. Gempeler for a few words.

MR. GEMPELER: Mr. Chairman, I would say that anyone having resolutions should hand them in not later than nine o'clock tomorrow morning and if you cannot reach anyone of the members or don't know any of the members, they can be handed to Secretary Sammis at his office at the hotel. At nine o'clock we will meet in that hall that you mentioned in the Republican Hotel.

THE PRESIDENT: Now, there has always been a certain amount of discussion and sometimes dissatisfaction in regard to a nominating committee. I feel that I don't want to take the responsibility of appointing a nominating committee if you folks don't want one. I would like to have somebody express themselves whether you want a nominating committee this year or not and then we will take a vote on it. If nobody wants to express themselves I would like to say a few words. The nominating committee has always been appointed with the thought in mind of furthering the best interests of the association, to try to nominate men that were capable, if you want to put it that way, of holding office and the purpose of the committee is not to limit action but to encourage action. Now, if I don't hear any objections I am going to appoint a nominating committee this afternoon, but I will promise you if we have a nominating committee I will give you every opportunity to make nominations from the floor in addition to the nominations made by the committee.

The next is the first reading of proposed amendments to the constitution. If anyone has any proposed amendments to the constitution they will have to be read at this time or shortly after noon today. Otherwise they cannot be acted upon this year. If we don't hear of any we will pass on.

BOOSTER MEETING

We have had what we call a booster meeting at the Republican Hotel practically every year on Wednesday night and I would like to know at this time how many of you will attend that meeting. We have always felt it was a fine thing to meet there and discuss plans for the work to be done for the association for the following year. The charge for the supper is only fifty cents this year. Raise your hands and let us know whom we can depend upon being at that meeting tonight, so we can order the plates. By courtesy of the Morton Salt Co., the Swiss yodeling glee club will sing at the supper and also several times during the convention sessions. The members of the glee club are: Fred Boesiger, Fred Glauser, John Brunner, Ernest Eisenhut, Gottfred Augsburg, Arthur Spoerry, Jacob Meier, Joe Rohner, and Christ Klarer.

November 16th Afternoon Session, Three O'clock

NOMINATING COMMITTEE APPOINTED

THE PRESIDENT: We will begin the session this afternoon and I will appoint the Nominating Committee, as follows: E. C. Brown, Wausau; L. E. Kopitzke, Marion; Herbert Honick, Elkhart Lake; Victor Malueg, Shawano; and Mr. Colsted, New Richmond. I will leave it to Mr. Brown to take it up with the rest of the members as to where he wants to meet.

PROGRAM OF DISCUSSIONS BY MAKERS

THE PRESIDENT: This afternoon's program is mostly a matter of discussion, of some of the topics suggested in the printed program.

MR. SAMMIS: Mr. President, as far back as I can remember at these conventions, we have had pretty nearly every year requests that we should have plenty of discussions by cheese makers. Now, we might very easily have filled up the whole program with a lot of speeches by Doctor this, and Professor that, and Commissioner so and so, and somebody from across the state or across the nation, but we believe that it is the desire of the cheese makers to spend this time talking among themselves about things they are interested in, and this list of subjects was put here with the approval of all the officers and directors simply to suggest to you some things you might want to talk about.

Now, we might divide everybody here into two classes, those that want to learn, and those that already know, and so if you are one of the men that want to learn about any of these things, why not get up and ask a question. On the other hand, if you are one of the men that has had some good success this year in getting patrons interested in better milk, why not tell how you did it for the benefit of the other fellow, and we will all be glad to hear you.

METHYLENE BLUE TEST—TWO PARTS

THE PRESIDENT: We made a few methylene blue tests and it worked out pretty good. We found at our place making a methylene blue test and putting it on a chart shows the patrons how good every one's milk was, and it did a lot of good to improve the milk because when the farmer sees his name on the list among those who had poor milk, he is ashamed of himself. He doesn't want his name in that section.

A VOICE: Where do you make your division line?

THE PRESIDENT: If the milk turns white inside of twenty minutes it is very bad. Of course if it stands up longer than twenty minutes and turns up white during the hour, that is considered poor and if it stands up two hours it is considered fair, and four hours is good, and six hours is considered very good. We put a chart in the intake and then every one of the farmers can tell exactly what his milk did during the time we made the test. And we find it works out very good. Of course, if you run into some real bad gassy milk the curd test is the thing that will detect that the quickest, showing just what kind of cheese you can make out of every farmer's milk. How many have used the methylene blue tests? Hold up your hands. Well, there are quite a few. It goes to show it is being used all

right. How many used the curd test? It shows most of you are testing all right.

MR. SAMMIS: Let's ask anybody that has used the methylene blue test, is it successful, is it helpful, are you going to keep on using it?

A VOICE: I think the curd test is better than the methylene blue test, it tells us our trouble.

MR. SAMMIS: Just what kind of trouble do you detect?

A VOICE: Gas.

MR. SAMMIS: All right, didn't the methylene blue test tell you anything about the gas?

A VOICE: No.

MR. SAMMIS: How could you run the methylene blue test to find out whether the milk was gassy? How many use a methylene blue test and hold the test all night? Well, there are quite a few. Now Mr. Whiting, does that show gas the next morning?

MR. WHITING: Yes, it did in my case. I think when we hold the methylene blue test after it turns white, it certainly shows gassy milk. I used the methylene blue test during the summer months. In the winter I have never used it so much, never had cause to use it. I find it is a great help in the summer time. Another thing I think helped me to get good milk was the differential in price between the state grade and standard. I always impress that on the farmer's mind that if they expect to get state grade cheese they had to bring good milk and one half cent a pound I told them was a good differential that was being paid, and I think that was quite a help.

MR. WACHSMUTH: I have had a great deal of trouble this summer and have been using the methylene blue test and sediment test and curd test all at the same time and of course, I found some milk that is very bad. After we got a little rain and a little grass there was a difference in cheese making.

MR. WACHSMUTH: During that long dry spell, it seems nothing would help, the cheese wouldn't work right and as soon as we got rain it started working fine.

THE PRESIDENT: It surely helps a lot, the cheese works much better after rain, but nevertheless I feel those tests are one of the greatest helps we have, and just like Mr. Whiting says, it truly shows there is undesirable bacteria in the milk when the milk turns white so quickly after you put in the blue solution. I used the curd test because I agree with the gentlemen over there, because you can tell whether you have gas, but with methylene blue you can tell whether the milk is approaching the danger line or isn't. Are there others who wish to express themselves? I would like to hear from some of the state men.

MEMBER: Isn't it a fact a sample of milk that runs quite high in acid regardless of undesirable bacteria turns white very soon, and would lead the maker to believe it was undesirable bacteria instead of high acid.

THE PRESIDENT: Whenever the milk turns white early it shows there are too many bacteria there.

MEMBER: I have taken a good sample of fine pasteurized starter and used the methylene blue test on it and had it turn white in a few minutes.

THE PRESIDENT: That goes to show that you have plenty of bacteria, but they are the desirable kind of bacteria.

MR. SAMMIS: Mr. President, if a farmer keeps the milk around the farm warm enough and long enough so that it gets over-ripe, every germ that is in there will grow, and it may contain a lot of gas germs too. When you run a methylene blue test, did you ever hold the sample over night? Well, after your samples have all turned white, you simply put the tubes back in the box and keep them warm

over night the same as you do a curd test. They all get thick, and they will show the gas in that curd in the morning about the same as it would show in a curd test. Of course a curd test is all right. The only complaint I ever heard about it is that it is too much work. It is so much work to get all these jars ready and put in rennet and stir them up, and then take a knife and cut the curds up and wash that knife every time. The maker said he hasn't got time to do all that, but he would hold those methylene blue tests tubes over night without much trouble, and I believe that matter of saving time is one thing that makes the cheese makers like the methylene blue test. I have been running around this state for quite a few years and I believe I could count on one hand the places where I have walked into the factory and actually found the man making a curd test. Now I am not criticizing curd tests at all, but the thing that seems to please the makers about the methylene blue test is that it tells them about the same thing as the curd test, and when they have got those tubes into the warm box they don't have to touch them any more until next morning. In making curd tests some makers have discovered recently that it is a good deal safer not to put a knife into the curd at all because sometimes they forget to wash that knife and then they carry germs from one jar to another. Instead of using the knife they put the lid on the jar and shake it up. That mixes in the rennet and breaks the curd up quicker than you can do by cutting with a knife and answers every purpose. It works very nicely and saves the danger of carrying the knife over from a jar of dirty milk to a jar of clean milk.

MR. MARTY: I would like to say something about the methylene blue and the fermentation test. I have had the opportunity of making hundreds of methylene blue tests and I went right on with the same tubes of milk and made a fermentation test in every instance. My records today will show in every instance where I have a methylene blue test turn white under three hours, I had a good fermentation test, and where I had a methylene blue test of five or more hours, I had a poor fermentation test. Hundreds of my tests through a section of two counties in the state of Wisconsin in various different cheese factories show that when the methylene blue stayed blue over four hours, that milk sample showed up very poor in the fermentation test. That is my finding.

MR. SAMMIS: Mr. Marty means by fermentation tests that he has held the milk samples over night. After he saw the methylene blue tests turn white he put the tubes away and let them stand warm over night, and that process of holding the tubes warm over night is what he means by fermentation tests. Years ago, long before there was any methylene blue tests, we used to have fermentation test. We simply took a tube of milk and let it stand warm over night to watch it curdle. Well, you can do that just as well now using the methylene blue sample. That is the second part of the methylene blue test and I think everybody ought to use both parts of the test. One part is just as important as the other, and if you only use one part you are apt to be misled. The sample of milk that stands up four or five or six or seven, or eight hours and remains blue certainly contains very few bacteria, but it may contain a few gas germs that may show gas in the test the next morning, but we are happy to know that there are only few of them. I agree with Mr. Marty that we ought to use both parts of the methylene blue test. It is so little trouble to finish the thing up, to look at it again the next morning and make a record.

MR. MOORE: Mr. Chairman, I would like to ask Mr. Marty about the milk that stayed blue five hours, and then showed gas the next day.

MR. MARTY: They looked them all over at the State Department of Agriculture. I had to keep quiet for nearly two months and I scratched my scalp time and again. Why does one test contradict the other? I couldn't get head or tail out of it after I made a test. The milk passed the test under methylene blue, and went haywire under the fermentation test and vice versa.

A VOICE: What would you do with the farmer if you caught him after you make the test?

MR. MARTY: It is a hard thing to approach that farmer. If he is up against a shortage of pasture, what can you tell him. The best thing is to wait until it rains and use a good starter and work accordingly.

MR. SAMMIS: Mr. Chairman, it seems too bad that we have to wait until it rains. Now, there are two parts to the methylene blue test. They tell different stories. One doesn't contradict the other, because they are talking about different things. Of course, they are both talking about milk, but they tell different things about the milk.

The first part of the methylene blue test is intended to tell you something about the number of bacteria present in the milk. When the milk turns white in ten or twenty minutes, we say it has a tremendous number of bacteria in it. The first part of the methylene blue test is simply to tell us about the total number of bacteria in the milk. If the milk stays white for six or seven hours, you say the number is very small, and that looks good. Now, the second part of the methylene blue test talks about something totally different. It tells you what kind of bacteria predominate in that milk. If there are more gas bacteria in that milk than there are lactic bacteria, then the second part of your methylene blue test will show you a gassy curd. So we are looking for two different things. The first part of the test showed the number and the second part shows the kind, and we can't say there is any kind of contradiction between those two parts of the test because they are talking about different things. From that combination of two tests we draw some conclusion about milk which we are testing. We may say that this first can of milk contains very few bacteria because it remains blue and doesn't turn white for six or seven hours, and this other can contains very many bacteria because it turns white in an hour or two, and when we have got that recorded, then we put the tubes away and leave them until next morning and find out the other half of the story, which is whether the gas germs predominate in that tube or not. If the gas germs are in the majority then you will have a gassy curd. A tube turns white very quickly and contains large numbers, and then in the morning shows you a gassy curd, the conclusion about that can of milk is that it contains enormous numbers of gas bacteria and putting that in your cheese will do a lot of harm. That will give you a gassy cheese any time. But if it stood six or ten hours blue, and in the morning you find gas in the curd, then you say that in this can the majority of them are gas bacteria, but there are very few of them, so that adding this can of milk to the vat is not going to do anything like as much harm. The few gas germs that are present may easily be held down by the starter you are using or by the acid germs which come from other lots of milk that go into the same vat. An interesting point is that a tube of milk which contains a very few gas germs may give you a gassy curd, which will look, just the same as another tube which contains a great number of gas germs. You can't tell by looking at a gassy curd in a tube whether there are many gas germs or few, but to find out the number you have to go back to the first part of the test. I don't think there is really any contradiction, since both tests tell different stories, and if you will use them both together, you get a clearer idea of the kind of milk you are using. There has been a

great deal of misunderstanding about the methylene blue test in this respect. People have said "well, the milk turns white in five hours, it must be pretty good," and then when it shows gassy they say "it must be very bad." That doesn't follow.

MR. JOHNS: I would like to tell you some of the experiences I have had. The milk comes in properly cooled in the morning and shows up good on the methylene test and still my old smeller tells me it didn't smell very good, and I thought it was pretty gassy. I went to work and made a gas test and it was gassier than the "Old Harry". So I just asked permission of this farmer to visit him and see if I could find anything that didn't look right to me on his premises. I went over there shortly before milking time when the cows were in the barn and everything looked pretty good around there, but I just examined his cooling tank, which was a small tank that held about three barrels of water at the most, and he had a lot of loose sediment in his tank. He also used this tank after the milk had been cooled to wash his milk cans. He used to take a rag to wash his cans with and he dipped the rag in the tank, thus getting some of the milk from the can he washed into that tank. Some of that milk and they would stay in the tank, and it would get pretty stale and the cows would come along and drink that water every evening before they went into the barn. On top of the tank it looked pretty nice and clean because the cows would drink it very nearly dry with the exception of a few pails at the bottom. We scrubbed that old tank out, and I made a curd test of that same milk the second day after we done this and it showed up finer than silk. Now, I don't think that there is any doubt in any of the makers' minds here that we are able to find milk that is gassy or make the methylene blue test or fermentation test as you call it. We can easily find the gassy milk but the thing we need most of anything else is to try to get that milk in better shape before it ever gets to the factory. I would say that if our county agents' time, at least 50 per cent of it, could be spent examining conditions on the farm, taking care of milk and looking after the kind of drinking water the cows had in the dry season, that we would have a whole lot less headaches. I think it is one thing that ought to come a lot sooner than it is coming, where we have the County agents.

HELP FROM COUNTY AGENTS

MEMBER: Have you any experience with County agents?

MR. JOHNS: Some.

MEMBER: Have they done your cheese factory any good?

MR. JOHNS: I have asked him to inspect farmers' conditions as far as milk is concerned. That is one thing that would have to be asked from the State authorities, because I have no right to ask him. Mr. Chairman, we are seeking for an ounce of prevention instead of a pound of cure. The County agents are instructed from their department in their line of work and I don't see why they couldn't as well be instructed to give the farmer considerable assistance in taking care of their milk as well as any other line.

MR. KOPITZKE: Mr. Chairman, I believe in what the gentleman over here said. If we intend to get any prevention from the county agents we are just out of luck. I don't see how he can teach the farmers to get better milk when he is interested in putting the cheese makers out of business. The only way to remedy it is to kick him out.

MEMBER: I believe it is all right to have a county agent but if he wants to help the farmer with his milk, let him get into the cheese business and then he knows how to clear up the milk. The only way

I can see is to get some of these cheese makers that know their business to be county agents.

MR. SAMMIS: Mr. President, it is a fact that the county agent is hired by the county board and every spring the county agent gets his instruction from the county board, as to what he should work at, and in the past he hasn't had much instruction about inspecting milk from the farmers. He has been working on live stock and soils and potato bugs and thistles. I think as Mr. Johns said, as long as he has worked on matters of live stock he should probably know how to help the farmers with their milk. My idea is that if the farmer would take care of the night's milk we would have much better milk. The biggest source of trouble is they do not take care of the night milk through the summer time. What cheese maker has had success working with his farmer to improve conditions at his factory? I think that is an important question.

MR. KOPITZKE: Mr. Chairman, while we are talking about the county agents I think we should get down to the root of it. What good does it do if the county agent comes and takes milk away from us and gives it to some cooperative?

THE PRESIDENT: The fact remains as Prof. Sammis said, the county agent gets his instructions primarily from the agricultural committee of the county board, and if I am correct, the chairman of the county board is one of the members of the agricultural committee, and they give the county agent these instructions at the beginning of the year what he is to do. That is the way I understand it.

MR. KOPITZKE: Mr. Chairman, do you believe our county agent Baumeister got his instructions from the county board to put the cheese makers out of business in Shawano County. I think those instructions came from Madison, Wisconsin and not from the county board. As a matter of fact I know they did because they admitted it.

MR. JOHNS: I would like to make one remark on account of this great depression. If we help vote out the county agent entirely, we would have a hard time coming back to get a field man or inspector to look after conditions in taking care of milk. If we use our heads and keep the county agent and get him instructed so as to be able to look after milk conditions the way he ought to, and know something about it, we can get results a whole lot quicker.

THE PRESIDENT: I believe we have discussed this enough this afternoon and we will go on with the program. Next is the discussion of cheese making methods. What have you learned this year? Take your program books and go down the line and pick out whatever subject you wish to talk about. Which is better, hot iron or acidimeter, when drawing whey? Which do you use? That is another subject for discussion.

ACIDIMETER OR HOT IRON TEST

MR. SAMMIS: Mr. Chairman, just as a matter of interest would it be all right to ask how many people use the hot iron when they are drawing the whey. Hold up your hands. There is about one-tenth of you; and how many of you use the acidimeter when you are drawing the whey. Well, there are considerably more.

HIGH OR LOW TEMPERATURES

MR. JOHNS: I think most every maker finds different variations in his milk. He may have to change his temperature in the vat for setting even down to 83. At the present time we have been setting the temperature down to 83 with a guaranteed thermometer, and

with less than three ounces of rennet and different times we have to go back to 85 and 86 and use over three ounces of rennet. I think every maker has to vary that according to the conditions in his own factory.

MR. FELTON: I don't quite agree with Mr. Johns on that statement. I haven't found any time that my milk didn't curdle in twenty minutes by heating to 83 and there are times when you have to add a little more than three ounces. I would rather use a little more rennet but I have just come to the conclusion I wouldn't heat over 82 or 83.

THE PRESIDENT: If there isn't any more on that we will take up the reasons for heating to 102, 110 and 115. Which is the best and why. In fact, I have never heated to 110 or 115 and I don't see any reason for heating that high. The highest we have ever had is 104 where we have a fast working curd, unless your thermometer would be off.

MR. WINTER: Mr. Chairman, I think there are times. Supposing we cook our curd to 104 and we find our acid coming very fast, there are times if you heat to 115 and draw immediately, it checks the acid on the curd.

THE PRESIDENT: When you heat it that high you automatically kill the lactic acid and the gas germs only work. I have had that happen.

MR. WINTER: Sometimes while I am cooking I will test it and I know by heating higher at times it checks the acid and at the same time it has still enough.

THE PRESIDENT: I never had the experience. Sometimes if you see it isn't firm enough you can hand stir it.

MR. WINTER: Where you don't truck milk you haven't that difficulty but where you get your milk on trucks you have that difficulty. At least I do.

MR. FELTON: I would like to ask Mr. Winter, does he recommend cooking up to 115?

MR. WINTER: I never cook to 115 but I did up to 110. I stop it at 104, and when I see my acid is coming very fast I immediately draw the whey and then check the acid in the cheese.

MR. MULLOY: I have always been under the impression if you cook much over 110 you are seriously retarding the development of acid.

MR. BRUHN: Mr. Chairman, last winter I had the privilege of watching an experimental vat of cheese that was set with a high amount of acid and at the end of an hour it had sufficient acid to draw the whey. It was then too soft to draw. It was heated I think to about 112 degrees and it was held for two hours after that without developing any more acid. So I think in the neighborhood of 110 or 112 will practically kill the lactic acid bacteria. It will not kill many of the other bacteria but it will kill the lactic acid.

THE PRESIDENT: I find that whenever I heat too high and check the acid bacteria too much, then the gas develops.

MR. BRUHN: Development of that acid absolutely stops when you heat to 110 or 112 degrees. I am not certain exactly which because I didn't pay so much attention to it at the time.

THE PRESIDENT: The next subject is, Slow or Rapid Heating of Vat, Which is Better? Effect of heating too early, too fast, or too high? Anyone wish to discuss that? That is about the same thing we have here.

MR. KOPITZKE: Mr. Chairman, I think that depends entirely on how your curd is working. I think it is better to cook it slow a lot of times.

THE PRESIDENT: That is what we do if the curd is sweet and at the beginning we move it along very slowly but after the acid is com-

ing fast you have to heat it a little bit more. When is hand-stirring necessary before matting. Mr. Bruhn, have you anything to say on that?

MR. BRUHN: Years ago we used to use the hand-stirring but I doubt if it is done a great deal these days, and not very often is it necessary. Just heat a little higher and you can regulate the firmness of your curd at the time when it has the right amount of acid. If it should be you get too much acid before you get it cooked then I would say hand-stir it. In other words, keep it loose while the whey is running off. If you keep it from cementing together while the whey is running off it will drain off well and that is all you need. Naturally if you are not going to hand-stir your curd you must have it firm enough so that it won't break under your fingers. As long as it breaks under your fingers it is an indication there is too much whey. I think that is one thing about rapid heating. If you heat too fast you form a sort of coating, then it is mighty hard to get it firm enough. As a rule I don't see any necessity for hand-stirring providing you have the proper cooking and the proper temperatures and the proper time. In the ordinary process I don't think it is necessary. It may be necessary where you have bad flavors, you might be able to overcome that but again if you know you have bad flavors you can probably heat a trifle higher and get the moisture out that way. It is a well known fact where you have a high moisture content, your cheese troubles intensify. If you have undesirable flavors in there to begin with, the softer you make the cheese the more intensified it will be when you make it up.

Rinsing Curds

THE PRESIDENT: The effect of rinsing curd before matting. Do you do this and why? Sometimes the curd is working fast and you are trying to wash out the acid. I would like to hear some discussions on that because I feel it is quite important.

MR. WINTER: Mr. Chairman, I have already tried that. When I have a fast worker, the only reason I did it was to rinse out any whey that might contain acid, so that the cheese wouldn't develop any more acid than what the curd had.

THE PRESIDENT: You are right, rinse out the acid when you are rinsing out the whey.

MR. FELTON: I believe in rinsing the curd. I claim that rinsing curd is good at any time. If you have a firm curd you can use cold water and I believe rinsing is good at any time.

THE PRESIDENT: Are you referring to rinsing the curd after milling or before matting?

MR. FELTON: After milling.

THE PRESIDENT: Mr. Winter, I believe was referring to before matting.

MR. FELTON: I think that is a good idea and I am going to rinse before matting.

THE PRESIDENT: We might as well take up rinsing after milling to see whether it is good for the cheese or not.

MR. ADERHOLD: I believe when you are milling a curd, it should be rinsed before salting. I think when you are getting old milk you should go a step or two further than that and use hotter water and more of it, just enough to warm up the surface of the curd as well as cleaning. You find where they do that there are five or six advantages. I am talking now about cold weather cheese and cold milling that you all get at this time of the year. Where you make cheese of old milk it needs improvement in flavor as a rule. If you will use about a pail full of water at 140 degrees or about that for each hundred pounds of curd, spread your curd out first, then put on water,

fork it lively for a couple of minutes and drain it, you will find that the flavor is improved and the curd knits together better, and makes a closer body and surface closes up better, the color is more clear, the texture is smoother, the flavor is better, and the cheese breaks down quicker which is an advantage in cold weather. In cold weather your cheese is always in a cold place, and it usually goes to the market pretty young. I am sure that is a good practice, and I sometimes think if any cheese maker doesn't avail himself of it he isn't trying to do a good job.

THE PRESIDENT: Mr. Aderhold, is it a fact some of the cheese dealers insist on having the curd rinsed by the factories that make cheese for them?

MR. ADERHOLD: Yes, some of them have insisted upon it for a long time, especially this hot water treatment. Now, the curd is pretty well matured and mealy, it doesn't need so much of it or not so hot as the curd is rather course or rough, and it is better to use the water a little hotter and leave it in a little longer and get your surfaces warmed up a little.

MR. FELTON: Mr. Chairman, I understood Mr. Aderhold to say washing the curd improves the flavor. I also believe in that myself, although I had an argument with our secretary here for making that statement, and for that reason I would like to have this explained. He asked me how I figured on improving the flavor when the water doesn't penetrate.

MR. ADERHOLD: We are making cheese every day and have milk only one day old and the flavor is pretty good. I don't see any particular reasons for giving it so much of the hot water, but I think it ought to be rinsed clean before salting, and some of them when they use water on curd make the mistake of throwing the salt on too soon while the water is still running out of it. That carries out a lot of salt.

THE PRESIDENT: I believe, Mr. Aderhold, it is a good thing to rinse the curd. Does piling a curd affect acid development. What kind of curd needs deep piling? Has anyone anything to say on that? If not, we will take the next subject. When is a vat cover needed? Have you a vat cover in use?

Use of Vat Covers

MR. WINTER: Mr. Chairman, I believe a vat cover should be used at all times, more so I believe in the winter, but I use a vat cover at all times of the year, and the reason is not to let the air get to the curd because I find if air gets to the curd it changes the top of the curd to a more yellowish color and makes a streaked cheese.

THE PRESIDENT: I have heard that expressed by cheese dealers, but they agree with you that it affects the color of the finished cheese. Even after it is two or three weeks old; you can still see it.

MR. FELTON: Isn't it a fact, it also takes moisture out of the cheese if you don't cover it up? I think with a dry curd you certainly ought to use a cover.

MR. WINTER: I think he might be right on that. I will tell you what I tried at one time. I tried to put live steam into the vat and under the covers, that is if I had a firm cheese, to keep my curd warm and that worked very successfully. I couldn't tell you just why it did but it kept the curd real warm and turned out wonderfully.

MR. FELTON: I did the same thing, turned steam under the cover with a firm curd or where it didn't have too much acid, but with a soft curd and which has a little too much acid I have had some experience along that line. It will put more moisture in your cheese by putting steam under the cover.

Pasteurizing Curd in the Vat

THE PRESIDENT: The next is: When is a Curd Ready to Mill, Early or Late and Why. How many makers have tried pasteurizing curd at 145 degrees for a half hour before salting? That is worth discussing. Possibly some of the high scored cheese are made that way, I don't know. Mr. Aderhold, can you give us something on that?

MR. ADERHOLD: I haven't any experience on that.

MR. WINTER: I have tried it. I got my idea from Mr. Aderhold. I heard Mr. Aderhold talk about that one time, I don't remember just what he said, but I tried it and mine didn't work out as Mr. Aderhold thought it would. It might be I didn't have just the right curd for that temperature of hot water. I think he stated at that time, I am quite sure he said to leave the curd set but don't fork it, and I did that.

MR. JOHNS: Even 160 degrees, if it stood there for about fifteen or twenty minutes why it will come down to about 145 degrees, and when you run your water down and drain the curd you will need a number of pails of cold water to bring the temperature down to say anywhere between 90 and 100 and as soon as you go and drain and start working and when the temperature is low enough it is not going to stick so much.

THE PRESIDENT: Would you say that would be practical for every day work or just for prize winning cheese?

MR. WINTER: I like it very well.

THE PRESIDENT: For every day?

MR. WINTER: I will say it is a little bit too much work and takes a little more time, and I don't think everybody is willing to do that for every day practice. If you run the rinse water through the separator it won't cut in at all because you will get the lost fat, that is the only thing that would be lost is the fat. I have done it on different gassy stuff and had the temperature around 175 and never showed a hole. After a while when it does cool down it will be around 145 anyway. It makes a mighty nice plug. It all depends on how much moisture you will have.

MR. BRUHN: Mr. Chairman, a few years ago I judged quite a little experimental cheese with Dr. Sammis, where they divided the curd from one vat and pasteurized some of it and the rest was not pasteurized, and if I remember most of it was real gassy curd, and there was considerable difference in some of those cheese. As near as I remember now some of those that have not been pasteurized scored as low as 87 and 88, and some of that which was pasteurized scored as high as 95 and 96. As far as objecting to pasteurizing the curd, we find often where cheese is made from pasteurized curd as they grow older they get better for some unknown reason. We have nothing solid on that yet. Lots of times we get wonderful results, and then on occasions we get what I say is bad tasting cheese, so don't be too hasty about pasteurizing good curd. It is a lot of work and you have some loss in yield and you do run the chance of getting better flavored cheese out of it. Especially where you have bad, gassy curds, that have the regular old cow barn flavor, you can improve them wonderfully.

Curing Rooms

THE PRESIDENT: Does your curing room get too warm for cheese in summer? What methods of cooling your curing room have you used? Do you plan to rebuild your curing room? The discussion is open on cheese curing rooms.

MR. ADERHOLD: The statement was made at the Shawano convention, I believe, that the factory that is going to continue to exist

and give good service will have to have a proper place for their product all the year around. They have it now when the weather is just right, but when the weather is too warm they have it not. And cheese is ruined very quickly if it is kept at a too high temperature. Some of the cheese makers claim that we can't afford to put in cooling apparatus during the heat. When we had the big years, and the high prices we could put them in but we didn't. I don't blame cheese makers for neglecting that part of their business, I believe the farmers back of them should have insisted upon that a long time ago, at the co-operative factories. The private owner of course is rather fearful about investing a lot of money.

A few factories have an ice house alongside of their curing rooms. The ice house must be well insulated. The ice houses of that kind give good satisfaction, the walls are built on 12-inch joists and the ceiling the same way. That 12-inch space is filled, and the ice is packed right against the walls. That keeps the ice fine, and that kind of an ice house alongside of the curing room, takes care of temperatures and moisture, which is not the case in your present curing rooms where you want to ventilate them in hot weather. You are warming up the room and increasing the moisture content, whereas if you ventilate that room with air that is colder than your room you are cooling off the room and keeping it dry enough so that the cheese will not mold. You can get the same results with artificial cooling apparatus. I think that every cheese maker ought to partition off as much of his old curing room as he needs, and thoroughly insulate it, and then if he lives anywheres near the ice supply it is a good idea to build the ice house, or put in a cooling apparatus.

I talked to a man lately that was selling cooling apparatus; I asked him what it would cost to install such apparatus and I pictured to him a room 15 feet square and 8 feet high, to be held at a temperature of about 50 degrees in hot weather, and he said it would cost about \$700.00 for such as an ice machine, and that was an air-cooled machine. That is a little something for you to think about and figure on. We have a man here that has one of these ice coolers; I am going to call on him.

MR. ADAMSKI: Mr. President, I think that it is a very nice thing, and I don't believe you can go back to the old time curing room. I think I would have had an awful time making cheese without the cooler, for the last eight or nine years. It doesn't cost such a great deal, about \$155.00 or \$160.00 a year for the ice supply, which I think is a very good investment. That is about all I have to say.

MR. SCHWANTES: Mr. President, there is no question in my mind, after listening to Mr. Aderhold's talk, but what the cheese factory would have to come to something like that. If they can't afford it individually we have to do it co-operatively. There is nothing to prevent a dozen or two dozen of us to rig up a cold storage or a place where we can hold our cheese, and paraffin it and then hold it as long as we want it and sell it. The quicker the cheese makers make up their minds to finish their products for the market the better; they do their own holding.

MR. SUIDZINSKI: We had good satisfaction last summer with the cooling part. We had a room 16 feet by 8 and we cooled it with well water, in two Ford radiators, and had good air circulation in the room. We had good service on that, but I think the ice machine would be best if you can afford to get it. We have two radiators hooked together, and the water circulates from one to the other. There is a fan in the center, and we got about 57 degrees in the room.

MR. ADERHOLD: You have to run your pump while that is operating?

MR. SUIDZINSKI: Yes, we run it about a couple of hours in the morning and a couple of hours in the afternoon. I believe all fac-

tories should have it if they can. The state should watch when they open up any kind of a new place, they should see that they are equipped.

MR. ADERHOLD: You could have your ice house, or your ice machine, or use several automobile radiators, hook them together and run water through them and put the fan behind them. But an insulated room is good for winter as well as summer.

THE PRESIDENT: Another thing we have to take up is, Does Your Curing Room Get too Damp for Cheese? When? What Methods Have You Used to Make it Drier? That is an important subject to discuss. There are quite a few of us have trouble with the curing room being so damp that the cheese won't dry at all during the hot summer time.

MR. FELTON: Moisture could be removed by ventilation, but of course that won't help the temperature much. As a rule when it gets too damp it is also too hot.

MR. ADERHOLD: Part of the time the air conditions are all right as they are, but in warm weather the only way you can regulate moisture in the curing room is to ventilate it with air that is colder than the room. That cold air warms up as it comes into the curing room and it has a drying effect. In the winter time you can regulate the moisture by putting a little artificial heat in the curing room.

Holding Orders

THE PRESIDENT: What kind of a holding order are you in favor of, for all factories? Should there be any holding order issued by the state? This subject was voted on by 15 branches. It is now open for discussion.

MR. SCHWANTES: Mr. President, we are one of the branches that voted against the holding order. Why should there be a holding order? We all know that P. H. Kasper was a good cheese maker, and he says he never had any trouble with rind rot or anything of the kind, but he says he will never hold cheese four days, and there isn't anyone else going to tell him how long to hold it because he has stored it for two years, and he was never troubled with rind rot or anything of the kind. Why should some men be punished with a law because other fellows are careless? In other words the holding law is only a billy club for the cheese dealers, when they get a maker they want to prosecute.

MR. ADERHOLD: Mr. Schwantes is talking about Mr. Kasper; I have never heard him talk that way, I have seen him lots of times. I would like to hear from Mr. Kasper.

MR. SCHWANTES: I hope he is here.

THE PRESIDENT: Gentlemen, in order to be able to cover everything that we've got to cover this forenoon, I would like to have you present the resolution on it to the resolutions committee, and we will act on it this afternoon when the resolutions come up for discussion. The next subject is, the Cheese Moisture Standards for Factory and Processed Cheese. This subject was voted on by three branches.

Cheese Moisture Standards

MR. SCHWANTES: Mr. President, I will give the stand which our association took. It is a fact that we don't need, we should not have any moisture law for the reason, that we have at least 90 per cent of the people that want a high moisture cheese, which is now an out-law cheese. I can say that because I have evidence to prove it, that at the time we sent out these sample cheese, I got a stack of postal cards back, and the cheese that run over 39 per cent moisture was

criticized because it wasn't soft enough, and the cheese with 36 and 37 per cent moisture was criticized as being too dry.

Well, if the little cross-road factory cannot make a cheese which the consumer wants, why do you blame the consumer who buys soft cheese, process cheese, something that he likes, and will not buy the factory made cheese. Now we have cheese makers, right up in my locality, who have some credit coming because they created a demand and sell over 2,000 pounds a month, they tell me, of that soft cheese. The people like it.

THE PRESIDENT: We will refer this subject to the resolutions committee and you can discuss it this afternoon. The resolution can be presented now and we can have a discussion right now.

MR. SCHWANTES: I have a resolution here which was passed by our organization for the state legislature to repeal the moisture law.

MR. WALLACE: How are we going to meet the Federal moisture law when we ship outside the state?

MR. SCHWANTES: The federal law was adopted from the Wisconsin law. Wisconsin is making over 60 per cent of the cheese. Some other states in the Union have a 40 per cent moisture law. We've got plenty of cheese to export without trying to export the high moisture cheese, but if you sell it only in the state of Wisconsin you can sell it legally. Now every cheese maker in the state of Wisconsin will some time in the year exceed 39 per cent of moisture in their cheese. And as I say if we got the law repealed you would not have to sell cheese as moonshine, which the people like. You can sell it in the state of Wisconsin, and do it legally and be a law-abiding citizen. Where does the federal law confront us if we sell in the state of Wisconsin? When we export them, that is when the Pure Food Act goes into force. But we have plenty of Wisconsin people, and plenty from Illinois that are sending in mail orders now, that want this Wisconsin high moisture cheese.

MR. HORN: Is this a federal law or is it the United States Agricultural Department of Markets order on the moisture?

MR. MOORE: It is not a statute, it is a standard of the United States Department of Agriculture.

MR. SAMMIS: That standard is now in force with reference to interstate commerce, whenever a cheese crosses a state line. It is not a statute, but it has all the power and effect of a law and it is in force; it is practically a federal law.

MR. HORN: The state of Wisconsin is big enough to make a petition to withdraw such an order, if the state itself sees fit to withdraw part of that moisture law, but personally I am not in favor of taking off that moisture law entirely. Most sections ought to have, I believe, a moisture law. What the limit would be I don't want to say. I say myself that the present limit isn't sound. I believe a 40 per cent moisture in American cheese would make a very fine product if the common precautions were taken at the time of making, so that a moisture limit should be just to hold the whip over some of these boys that would go to 45% and unload on to some people a bunch of cheese that inside of five months he would be unable to sell or eat.

MR. SCHWANTES: There is no reason why a dealer could not say he doesn't want any cheese if it goes over 38 to 39 per cent.

MR. HORN: I agree with Mr. Schwantes, and I have always contended that anyone making cheese who can't make it as his customers or buyers demand, is no cheese maker. The companies buy it now on the moisture basis. I can never figure it accurately, couldn't say where there is any edge, but very recently I had those figures made for me and you are getting into figures there that are mighty deep. Sell cheese on its merits; when you have a bad batch of cheese take your hard luck, but if you have good stuff, you can go out on any market and demand your price for it.

I believe that is one resolution we should adopt to petition our next legislative body to put process cheese and American cheese on the same moisture basis.

MR. FELTON: Mr. President, I do believe, as Mr. Horn says, that we should have a statute that would limit the process cheese to have the same content as American cheese.

Cheese Grades and Graders

THE PRESIDENT: Next is a Discussion of Present System of Cheese Grades and Graders. Is the present system of three grades satisfactory? Is the present system of grading by buyers at warehouses, or by makers at factories, satisfactory? Is the present system of supervising graders satisfactory? This subject has been voted on by seven branches. It is now open for discussion.

MR. FELTON: I believe I have asked this question once before, and see some of the state graders here. I asked them how they can grade cheese accurately the way it is being done at present. The reason for this question is that even on scoring cheese they vary on the same quality of cheese, and on the same cheese; in fact they vary three or four points in scoring. On that account I can't see myself how they can grade cheese properly. Besides, when the cheese is being graded I don't believe it is in proper condition to be graded accurately. For that reason I can't see where the grading is going to do us any good.

MR. SCHWANTES: Mr. President, I will tell you the view of our organization. We feel that it is the best proposition for the little crossroad made cheese on the market because we know that the processors don't want our cheese graded as it goes on the market. The grocery man buys the cheese and he is a judge of the repeating orders. Now if we sell cheese to a grocery man, and we have no grading proposition in the cheese, the big fellows will undersell me to that grocery man, give them a better quality of cheese without a print or label on it until I am out. After I don't sell to that grocery man any more, then they come and they sell an undergrade to the same grocery man and tell him that is the best Wisconsin can make, and if that grocery man doesn't get his repeating orders the consumer will buy processed cheese.

MR. FELTON: I would like to answer Mr. Schwantes on that question. He says if the cheese is branded, the grocery man will again order that same cheese if he finds out the cheese was all right. In that case, the brand would have to say the quality of that cheese. They will buy it because it is stamped or branded, but if the same cheese is branded and still doesn't stand up to the brand I think it will hurt the trade. The grocery man isn't so apt to buy again unless the state brand shows the quality of the cheese. For that reason I say if it is not graded right I can't see where it is going to do any good, because although you've got the brand, you have not the quality. I don't think you are going to repeat orders very much, on that plan.

MR. SCHWANTES: If the cheese isn't branded or graded right, then they can rebrand them.

THE PRESIDENT: Mr. Felton, do you feel that there is cheese being misbranded?

MR. FELTON: Yes, I do. I don't think they can grade it properly, or are grading it properly, for the reason that the cheese when it is being graded is too new, when it is ten days old or less, because that cheese is liable to change either way. The cheese may improve or the cheese may get worse. For that reason I say the law, the way it is being done, is not right. I think, if it should be branded, there should be some way to brand it not before it is thirty days old, prob-

ably more, but I don't see how that can be worked out. Then again, too, if they can't score cheese any closer than three or four points variation when it is six months old, then I don't think we've got a very good system of grading, or very accurate grading at all. I can't see for the life of me if they can't score it any closer than three or four points on the same cheese, I don't think it amounts to much.

MEMBER: I figure the grading law is about as good a thing as can be worked out. It may not be perfect, but very few things are.

THE PRESIDENT: I am also of the opinion that if we are going to tear something down we should have something to offer in its place. If we can offer something better why then possibly we can tear down, but until that time I personally feel we can leave it the way it is.

MR. FELTON: My suggestion was that if there could be some way that this cheese could be graded after it is older, that is what I really had in mind because then we could depend on the grading, but I don't know how it could be worked out. I am afraid we don't get the effect that we should from the grading as it is being done now.

THE PRESIDENT: I believe it would be impossible to grade most of the cheese after it is thirty days old because most of it is sold before it is thirty days old.

MEMBER: When you grade cheese three or four days old and the flavor and texture is all right, then it will be right when it is six months or a year old.

MR. WALLACE: I am going to suggest that we pass a resolution not to sell any cheese before three months old, and we would get a whole lot more money, with proper grading. If we would pass a resolution not to sell any cheese before we had them in storage three months, we would be increasing the market, making better cheese so the people like it, and then they could properly grade it.

MR. KOPITZKE: I would like to ask who is going to hold that cheese three months?

MR. WALLACE: Cold storage.

MR. KOPITZKE: Yes, but who is going to foot the bill? Who is going to hold that? The cheese maker, the farmer or who?

MR. WALLACE: It is only a matter of getting started and then you will get more money for your cheese; you will be well paid for your trouble.

MR. KOPITZKE: There's part of the public who want cheese old, some want it fresh and some medium. Some people wouldn't eat cheese after it is three months old.

MR. WALLACE: They wouldn't but we are spoiling our market; our buyers are actually only dumping. They are selling young cheese, that isn't cheese at all. It is only curd, and if we would only sell cured cheese the people would consume more cheese, and there would be a better market for cheese.

MR. KOPITZKE: I think you've got to leave that for the consumer; if a person wants cream cheese, sell it; if he wants the very old cheese, sell it to him. That is the way I feel about it.

THE PRESIDENT: I believe you are right at that.

MR. WALLACE: There are a lot of customers, who say they want fresh cheese, new cheese, because they have never seen any other; when you teach them old cheese can be good, they will come back for more.

MR. FELTON: Mr. Chairman, I would like to hear Mr. Aderhold on that.

MR. ADERHOLD: I didn't want to enter into this discussion because I am one of the supervising graders, and the question as to whether cheese shall be graded or not, I want to leave to the other boys in the audience.

I think Mr. Felton is a little in error in deciding that cheese cannot reasonably be well graded, because sometimes the judges disagree three or four points. It is very rare that cheese judges will disagree four points. I know one time it happened when they disagreed over ten points. One of the judges found a spot of mold inside of the cheese; the other fellow didn't get to that. But if cheese cannot be judged, then what is the use of cheese dealers.

MR. FELTON: I can make it a little plainer regarding that scoring of cheese. I exhibited the same day's cheese at three different places, and in that case of course there were three different sets of judges and they made a variation of just about four points on the scoring of that cheese. It wasn't a case of disagreement between the judges in a certain place, but it was disagreement at three different places in the scoring of that cheese. In the first place I exhibited that cheese and it scored 95; then 96%, and then it scored 93, the same day's make. There was a period of time between.

MR. ADERHOLD: How much?

MR. FELTON: There were about six weeks.

Price Quotations on State or Standard Brand

THE PRESIDENT: The next subject is Price Quotations on State or Standard Grades. This subject was voted on by three branches. We would like to have some discussion on that if you are interested.

MR. SCHWANTES: Mr. President, our association voted for state brand for the reason that the majority of cheese made up in the state at all times should be, and has been in the past a state brand, and is the standard according to supply and demand. We prefer the state brand at the present time.

Consolidated Plants

THE PRESIDENT: The next subject is a comparison of large consolidated plants with the present factory system. This subject has been voted on by 13 branches. Which pays farmers the highest price for butter fat? Have you a list of prices paid by a consolidated plant in 1932? What is the best way to convince farmers they should stay with your factory? This is only a suggestion by the board of directors. If you don't wish to discuss it it's perfectly all right with us. We don't hear anyone making any remarks, we will just pass on.

The next is the co-operative marketing law. You can read this law on page 14 of your program books if you are interested. Is it the duty of the Department of Markets to aid and promote all co-operative marketing projects that ask for aid?

MR. SCHWANTES: Our association has voted for that law to be repealed, or amended so that they promote only the co-operative movements which are of benefit to the farmer.

MR. FELTON: Our association decided to have the law amended so that the Department of Markets will have the same duties or obligation toward the cross-road factory as they have to the larger plants. It isn't really shown to be a benefit, to any farmer so far to have the larger plants, and our association fought to have the law amended so that the department would have to show the same consideration to the cross-road factory, and help them as much as the larger plant.

THE PRESIDENT: Is any distinction made, under the law, between co-operative marketing projects which have adequate financial backing, and probability of success, and those which have not? Are co-operative marketing projects, promoted now or in the past by the department, under the marketing law, liable to cause loss to farmers?

MEMBER: It isn't liable to cause more than it has caused them already.

MR. FELTON: I guess the figures that have been published regarding the price paid to co-operative plants show that farmers have lost money the last year by hauling milk to the large companies, they show that they were below the factory prices.

MR. SCHWANTES: At the time we had that Clintonville meeting in regard to that, we discussed which was most profitable, the big co-operative or the small factory. I don't know whether Commissioner Hill is present in the room, but I wish he is to hear this. He made the statement that he didn't know who was giving out this statement that you read in the Cheese Reporter, this big statement that co-operatives pay so much more. He didn't know that any of those men were under his jurisdiction. He didn't know if there were anything like that going on. Now if there is anything of that kind ever appears again in any of your territory, tell the Commissioner what is going on and who is paying these liars for coming around, so you do him a favor.

MR. HORN: I am rather surprised there isn't more agitation on this marketing law. We can do all the resolution passing here, and we can talk about it as much as we want but that isn't going to bring us anywhere. You had all these laws when you weren't organized as you are now, with a lot of these small locals throughout the state. Probably when the time comes you are going to accomplish something, but if you are going to sit back and say, let John do it, you are going to be in the same old rut. And that political gang will just do nothing. I hope they are railroaded out, but nevertheless, there will be plenty of them there yet. When you come to that co-operative law, I want to tell you that's going to be a fight, that's going to be mighty hard, and you can't do it only by passing resolutions, you've got to get your farmer patrons enlisted to help you. That is very easily done through your locals provided you don't forget about it when that time comes. But your biggest and best asset in amending that law is the differential. Show your farmers they have been losing thousands and thousands of dollars for the last few years on co-operative marketing. Yes, the Federation did that, and they swung thousands and thousands of farmers, and they will never pay that farmer back the millions of dollars, and it is your money and my money.

THE PRESIDENT: I have been requested to read a letter from the National Butter & Cheese Journal, with relation to this same article.

National Butter and Cheese Journal

505 West Cherry Street, Milwaukee, Wis.

November 11, 1932.

Mr. W. A. Schenk, Secretary
 Lincoln County Cheesemakers' Ass'n.,
 %Prairie River Co-op. Dairy Co.,
 Gleason, Wis.

Dear Mr. Schenk:

The writer has been out of the city and this explains the delay in acknowledging receipt of your kind favor of the 1st inst.

I have carefully read the article which you enclosed and I want to tell you, Mr. Schenk, that I am in full sympathy with your sentiments. We have been notified, however, by the management of the big consolidated plants not to publish prices paid by them for butterfat un-

less along with their prices, we would publish the prices paid by all the cheese factories in the state.

We have been advised by our attorney not to publish comparative prices unless we complied with their demand and included the prices paid by all cheese factories. This would be impossible, of course.

We don't like to be placed in the position of refusing to publish your article, particularly in view of the fact that we are in sympathy with what you are attempting to do, but we do not want to become involved in a law suit. It would be easy to convince a jury that the prices you quote as being paid by the consolidated plant pointed to the plant at Antigo. You do not state the name of the factory whose prices you use in comparison. The management of the Antigo consolidated plant could easily prove that publication of such comparative figures was for the purpose of injuring the reputation of the company. This, in the minds of the jury or the judge would make us liable for damages, regardless of the merits of the controversy. You would also be personally liable for damages, if the management of the consolidated plant felt disposed to bring suit. Some times, when a business is slipping, the manager welcomes an opportunity to bring suit for damages.

I am sure that the members of your association do not expect us to go contrary to the advice of our attorney. Please make this point clear to them.

With kindest regards, I am

Yours sincerely,

NATIONAL BUTTER & CHEESE JOURNAL,

EDWARD K. SLATER,

Editor.

EKS:D

MR. PERRY: I am from the Cheese Reporter. We published that letter from the Lincoln County Cheese Makers' Association, which the other organ of the Wisconsin State Association would not publish. We are pulling for the small factory, and we believe that information should be gotten out through the cheese makers, and therefore we did publish it.

MR. HORN: In connection with this particular letter, I would propose right here and now that if any papers that are published by cheese makers should get into difficulty, if there is such a thing as a lawsuit, that this association support that particular cheese maker to fight that particular outfit.

MR. SCHWANTES: Just a word on this, from the Clintonville meeting; there are a number of these small organizations that have passed resolutions, that the state department should publish these statements in their bulletin as they are putting out a co-operative bulletin, and I asked Commissioner Hill whether or not they would do it. We got to this point. If we would give him twelve months of small cheese factory prices in comparison with the large co-operatives, and agree that we would furnish it to him for twelve months continuously, then the state bulletin would publish those statements. I want to tell these cheese makers passing these resolutions, asking the state department to do it, if you don't go after it you get nothing. You pass a resolution and forget about it and the other fellow will too.

The Century of Progress Dairy Exhibit

MR. PIPER: Gentlemen, the cheese industry should be interested in knowing what the dairy industry is going to do in the World's Fair in Chicago.

The Fair of course is financed by private Chicago citizens and has been amply financed, and will open on June first, next year. The dairy industry, inasmuch as it is one of the largest industries in America, was asked to participate in this activity.

In the cheese industry with its small units, it has been quite a problem to work out a plan to call on them all; but I have talked with some of the officers and directors who favor the idea which we are submitting. This is in reality a subscription plan. The cheese maker is requested to contact the patrons of his plant. The farmers who produce this milk which is made into cheese, are those who will benefit most from an exhibit of this kind, if we can increase the consumption of cheese. We have suggested that a deduction be made of twenty-five cents from the moneys due each patron of the plant, and that the money be assembled at the factories and then sent to Mr. Sammis, the secretary of the Cheese Makers' Association, and forwarded to the Century Dairy Exhibit. It is absolutely up to the cheese makers. They represent the leading influence in their community, especially among the cheese industry, and we would like to have them get behind this idea and see if we can't get some real money from the cheese industry to help build up this exhibit. Thank you.

THE PRESIDENT: I am sure that we want to avail ourselves of every opportunity that we have to put on a good cheese and dairy exhibit at the World's Fair, and I feel that Mr. Piper's suggestion is a good one, to take twenty-five cents from every patron; surely it isn't very much if we can convince them that it is the thing to do. I believe we should go through with it.

MR. HORN: Mr. President, I would say that there should be some resolution handed to that effect. If anyone has an idea, he should present it to the resolutions committee.

SECRETARY'S REPORT OF PROGRESS

MR. SAMMIS: Mr. Chairman, at the last convention this association adopted a resolution in favor of a movement that cheese makers in every county should organize themselves for the purpose of holding monthly meetings for discussion, in order to get better acquainted, and to discuss their views, to learn what is going on, and for their own benefit.

That resolution that you adopted became an order to your officers to put it into effect. As a result of that we now have twenty-three branch associations around the state which are holding monthly meetings regularly. I believe that any group of cheese makers in any county can get the most benefit of their organization if they will arrange to meet regularly once a month.

None of these twenty-three associations has died, they are all alive and meeting every month with great regularity, and they are having great times.

These meetings in any county contribute to the success of the conventions that you may hold anywhere, at Marshfield, Shawano, Milwaukee, or anywhere else. I am quite sure that much of the success of this convention in Milwaukee in this year of depression is due to the fact that many men have become thoroughly interested, who in the past years paid little or no attention to conventions and wouldn't

be here today if they hadn't already gotten interested in their local association.

In any county where two or three of you would like to start an organization in this way, drop me a line.

One other feature of the work during the past two years is the work with the legislative bills. We are all interested in what the legislature does.

Most cheese makers would like to know about a bill before it becomes a law; they would like to express their views on it to their legislators so that cheese makers will be properly represented in the legislature, and their opinions will have some weight, when a law is passed.

For this purpose, during the last session of the legislature this association started the proposition of supplying printed copies of all legislative cheese bills to any cheese maker or farmer or anybody else, that wants them and who pays a dollar in advance to cover the expense of postage and printing.

These two things are the main evidence of growth, of progress in the association work during the past year. Both of them seem to be going vigorously, and I don't know that it is necessary to do anything except keep them moving.

MR. WACHSMUTH: I think that we have had great benefit by these local organizations. As Mr. Sammis said we get together once a month, we get acquainted, and we work together, at the same time we are working together with the whole state organization.

MR. SCHWANTES: I feel it is the only system. If we only meet once a year, and pass resolutions and shove them in the desk, that is what we have been doing in the forty years that we have been coming down there, not followed it up, that is why we didn't get any results, but if we take an interest in there and meet once a month and follow it up and keep posted, we can follow them all up and run our business.

MR. MULLOY: Mr. President, I would suggest that if there was to be any improvement it would be along the line of dues, instead of having dues twenty-five cents a year, couldn't we have the local dues large enough so that each and every member was automatically put on this mailing list to receive those bills?

LOCATION OF NEXT CONVENTION

THE PRESIDENT: I have a telegram here I received from Sheboygan, I am going to read to you at this time.

President A. H. Graf, Wisconsin Cheese Makers' Association, Milwaukee Auditorium. It was my intention to be present personally and extend an invitation to your association to meet in Sheboygan next year, but I find it impossible to get away from a pressing engagement today. However, I want your association to come here and will furnish the Eagles Auditorium which has a capacity of three thousand to you without cost. We have ample hotel accommodation and from a publicity standpoint I assure you that you will be given every attention by my entire staff. Sheboygan County is so closely identified with the cheese industry that every one will feel it an honor to have you here in 1933. To me it will be a pleasure. C. E. Broughton, Editor, Sheboygan Press.

MR. MULLOY: I would make a motion that we accept Mr. Broughton's invitation to hold our convention in Sheboygan next year.

THE PRESIDENT: The motion has been made and seconded that the assembly here accept the invitation of Mr. Broughton, and recommend to the board of directors to have their next convention in Sheboygan. All in favor of this motion make it known by saying Aye. Contrary? The motion is carried.

CRITICISM OF EXHIBITS

MR. BRUHN: Mr. Chairman, in years past, I have often been criticized for not scoring cheese high enough as it has been sent in for judging or sent in for exhibition purposes. It has often been said, why can't I score good cheese 98 or 99, just as well as 96? If I followed that standard, I would have had to score one cheese about 102, and the officers of this association didn't provide me with a score card, that I could use for that purpose. In other words, I would have to lie every time I signed my name to a score card in the past, or at this convention. It gives you a little idea perhaps of what a judge is up against when he is judging cheese. The cheese, that won first prize this year, was as near ideal cheese as I have seen in a good many years, and yet it wasn't perfect. There were flaws in the texture, and faults in the flavor. So even though it is the nearest ideal, that I have seen for a good many years, still it is not perfect and consequently I could not score it 100 points.

In the aged class, or class 1, we had in the neighborhood of 20 per cent, that scored better than 94½; in other words, as far as I was concerned, or the average cheese maker or the average cheese eater is concerned, they were perfect cheese. It is only by comparing those cheese with one another that you would test which one was the better.

In class 1, or the aged class, I think there are about 75 to 80 makers in the state that seem to be fighting for the honor of getting first and second and third, or for the money that is in it. I don't know which it is, but they are trying and they have tried for a number of years. It is a commendable thing to do, but isn't it worth while to get the average of all of them a little higher, rather than have a few for the sake of advertisement? Perhaps it is better as it is now. We could probably show cheese from 80 or 100 factories when it comes to sending cheese to national contests. Then that is the thing to do. If we can send 100 cheese to a national contest with scores better than 95, we have a ball with a downhill pull on it as far as cheese is concerned. However, the dealers have got to sell the rest of the cheese from their 1500 or 1800 American factories in the state, and if the other 1700 could not come up anywhere near the level of these 80 or 100, they are somewhat up against it. I think that was what the association had in mind when they started to get the local organizations to get together premiums in the local organization and to drive out (if I may say) the premiums into the local organizations for the cheese that they had got together there. Most of those cheese came in class 3, and for that reason the average score of the cheese from class 3 was scored nearly as high as the cheese in class 1. Class 2 was somewhat of a mixture of the two types.

There is one thing in particular I want to call your attention to at the present time. In the shipping directions on page 35 you will find it says each package should be securely boxed in order to insure safe delivery, wedge the boxes, do not drive tacks or nails into the cheese. In spite of these directions, 16 per cent of the cheese in class 1 was damaged by tacks or nails. In class 2, 28 per cent of the cheese was damaged by driving in nails, and in class 3, 31 per cent or about one out of every three. Didn't you take time to read these directions, or didn't you care whether they were damaged or not? This year I did not deduct any on the score for damages of that kind, but I certainly recommend to the directors of this association that in the future any cheese that is damaged from that reason or from the effects of nails and tacks being driven into the boxes either to hold the cover

on, or to hold the shipping tag on, should have a deduction made there from one to five points, as the judge may see fit.

Another thing I would like to recommend to the officers and directors of this association. I intended to bring up here three cheese sent in by one exhibitor that were not made the same day. I am satisfied of that. But there wasn't anything to indicate on what month, or what date of the month they were made, or when the cheese was made and paraffined. The aged cheese had absolutely nothing to show on which date, which month they had been made, paraffined or anything else done to it. 1932 was all that appeared on the stamp. In class 2 the paraffin had been scraped where the month and date were supposed to be, and the month of August stamped on it. On class 3 what was paraffined had been scraped and the month of October stamped on there. I have my doubts whether the cheese that is stamped for the month of October was made in the month of October, unless it was a year ago in October. Some of the cheese had neither factory number, date or anything else. There was absolutely nothing to indicate that they were made in Wisconsin; there was nothing to indicate in which month they were made, unless it came on the shipping tag. I don't know what was on there. That was turned over to the superintendent and later to the secretary, but I don't know what that said.

I will recommend to the officers and directors of this association that in the future any cheese coming to this association for judging shall be given a complimentary score, unless the factory number and the date in which it was made have been put on it before it was paraffined.

The reason for that is this. As far as I am concerned it is immaterial when they are made, or what the factory number is as that is scraped off, by the superintendent, but it isn't fair to put this exhibit in class 3 with cheese that was made after October first. If a cheese that is three or four months old is entered in this class it is taking advantage over the boys that are doing the fair and square thing. The time is late and I think I will stop right here, but thank you very much.

Election of Officers

THE PRESIDENT: Next we will have the report of the nominating committee; in other words, the election of officers for the year 1933. I will appoint as tellers: Harold Winter, Mr. Wachsmuth, Mr. Felton and Steve Suidzinski. First there will be the nominations for president.

MR. BROWN: Members of the Wisconsin Cheese Makers' Association, I am chairman of the nominating committee. As I said yesterday I think it is the duty of the nominating committee just to suggest such men as in their opinion will work for the best interests of the association, but that wouldn't bar you from nominating anybody you wish to nominate from the floor. Am I correct in that?

THE PRESIDENT: Yes.

MR. BROWN: The nominating committee has suggested A. H. Graf for president.

THE SECRETARY: Are there any other nominations from the floor for the office of president? Any other nominations for the office of president? Then we will declare the nominations closed.

MR. MULLOY: In view of the fact that we have only one man nominated for president, I would suggest that the rules be suspended and the secretary cast a unanimous ballot for Mr. Graf for president.

Motion seconded. Carried unanimously.

THE PRESIDENT: I wish to thank you for bestowing this honor upon me. I realize the responsibilities of this position but I will try

and do the best that I possibly can for the interests of the Association and for the interest of the cheese industry and the dairy industry in general. I thank you.

MR. BROWN: For vice president the committee suggested L. Kopitzke of Marion, Wisconsin.

THE PRESIDENT: Are there any other nominations?

A VOICE: I nominate Roland Radloff from Hustisford.

THE PRESIDENT: Will Mr. Radloff please rise?

MR. RADLOFF: I will withdraw from that nomination and second the motion for Mr. Kopitzke.

MR. MULLOY: Mr. Chairman, I move that we again suspend the rules and that the secretary cast a unanimous ballot for Mr. Kopitzke, seeing that we have only one nomination. Motion seconded. Carried. The president, after vote, declared Mr. Kopitzke elected vice-president.

MR. BROWN: For secretary the committee suggested J. L. Sammis of Madison and C. J. Ebert of Gresham.

THE PRESIDENT: Are there any other nominations?

Moved and seconded that the nominations be closed.

THE PRESIDENT: Motion has been made and seconded that the nominations be closed. All in favor will signify by saying Aye. Contrary by the same sign? The tellers will now pass out the ballots.

The result of the ballot is, total of 165 ballots cast, out of which Sammis receives 134. I declare Professor Sammis elected for the ensuing year.

MR. SAMMIS: Well, let us carry on.

MR. BROWN: For the office of treasurer, held by Walter Schmidt, the committee recommends Walter Schmidt for the ensuing year, to succeed himself.

THE PRESIDENT: Are there any other nominations for treasurer? Walter Schmidt, the present treasurer, has been nominated. Moved and seconded that C. C. Brick be nominated.

Moved and seconded and carried that the nominations be closed.

THE PRESIDENT: The result of the ballot is, total votes cast, 150, out of which Mr. Schmidt receives 126, Mr. Brick 24.

MR. BROWN: There are two directors whose office expires. The first is Earl B. Whiting of Gillet, Wisconsin. The committee recommends the nomination of Earl Whiting of Gillet, Wisconsin, and H. J. Howe of Nye, Wisconsin in the northwestern part of the state.

Moved that nominations be closed. Seconded. Carried.

THE PRESIDENT: In the ballot for director the total number of votes cast was 126, out of which Mr. Whiting receives 77, Mr. Howe 41, and 8 blanks. Mr. Whiting is elected for another term of three years.

MR. WHITING. I thank you very much.

THE SECRETARY: Mr. Carswell has just given me the names of three leading cheese makers in Minnesota, who expressed the desire to call a meeting and to organize them over there, somewhat as these associations are over here. Now that is outside of the state, and what do you think about it? It is up to you, would you invite them to form associations and to become affiliated with this organization? What do you think?

Moved and seconded that the Association welcome the Minnesota cheesemakers. Seconded. Carried.

MR. BROWN: The last director to be voted on whose term expires is J. Gempeler, Jr., of Monroe. The committee suggests J. Gempeler, Jr., of Monroe, as nominee to succeed himself.

THE PRESIDENT: Are there any other nominations?

A VOICE: I nominate Mr. Howe.

THE PRESIDENT: Mr. Howe of Nye.

MR. HOWE: I refuse.

THE PRESIDENT: Mr. Gempeler is really representing the southern cheese section of the Association. I am just saying that as a word of explanation. Are there any other nominations?

Moved and seconded that nominations be closed. Carried.

MR. MULLOY: I move the rules be suspended and that we instruct the secretary to cast a unanimous ballot for Mr. Gempeler, director for three years. Seconded. Carried.

MR. SAMMIS: Mr. President, I have a little piece of news here that will interest you. The committee of cheese makers in Sheboygan county has called a meeting for Friday, December 2, at the City Hall in Plymouth, for the purpose of organizing a new branch of the Association.

THE PRESIDENT: Next in order will be the report of the resolutions committee. Mr. Mulloy is chairman. We will now hear from Mr. Mulloy.

REPORT OF THE RESOLUTIONS COMMITTEE

RESOLUTION NO. 1

Be it resolved, By the Wisconsin Cheese Makers' Association: That we extend a vote of thanks to the management of the Milwaukee Auditorium, Chamber of Commerce, and to all other firms, organizations and individuals, whose efforts have contributed to the success of the 1932 Wisconsin Cheese Makers' Convention. Adopted.

RESOLUTION NO. 2

WHEREAS, God, in His infinite wisdom has removed from our midst Charles Reed, a past president of this Association; and

WHEREAS, As President of this Association for several years, Charles Reed contributed generously of his time and experience for the good of the cheese industry;

Therefore resolved, That we convey to his widow and family our sincere sympathy, and

Further resolved, That we perpetuate his memory by spreading this resolution upon the permanent records of this Association. Adopted.

RESOLUTION NO. 3

WHEREAS, We believe that Wisconsin cheese can be successfully advertised nationally if supported by the organized effort of all factors in the industry; and

WHEREAS, The cheese makers of Wisconsin, through their state association, should take the lead in this campaign; and

WHEREAS, Provision should be made for the financing thereof, by the contribution of a certain amount per pound of cheese.

Therefore resolved, That the Wisconsin Cheese Makers' Association endorse and approve a National Advertising Campaign and agree to take the lead by directing our officers to promptly call a meeting for the consideration thereof; and

Further Resolved, That farmers, cheese makers, cheese dealers and all others interested, be invited to attend. Adopted, and the chair was given authority to appoint a committee to look into this matter.

The chairman later appointed Mr. Ed C. Malcheski, Pulaski, chairman, with Mr. Geo. L. Mooney, Plymouth, and Mr. Charles Laack, Plymouth, as members of this committee.

RESOLUTION NO. 4

Resolved, That we are in favor of the present system of holding orders. Killed.

RESOLUTION NO. 5

Resolved, That we ask our next legislature to repeal the cheese moisture law (committee not in favor). Tabled.

RESOLUTION NO. 6

Resolved, That we request that the legal moisture content of process cheese be made equal to that of factory cheese. Adopted.

RESOLUTION NO. 7

Resolved, That we favor changes in the law to define washed curd cheese and Colby cheese, so as to contain up to 41% moisture and 1% tolerance, and to permit the manufacture and sale of such cheese with a distinguishing mark pressed with the surface of the cheese (no recommendation). Tabled.

RESOLUTION NO. 8

Resolved, That the present system of cheese grades should be continued. Adopted.

RESOLUTION NO. 9

Resolved, That the grading of cheese should be done by cheese buyers or cheese makers as at present, and that the system of supervising graders be continued. Adopted.

RESOLUTION NO. 10

Resolved, That we recommend the repeal of sections 96.60 to 96.66. Adopted.

RESOLUTION NO. 11

Resolved, That we ask the Department of Agriculture and Markets to work for the establishment of a National Cheese Week. Adopted.

RESOLUTION NO. 12

WHEREAS, In spite of the depression the loyal firms still exhibit at our convention.

Be it Resolved, That we especially thank these firms and instruct the Secretary to send a copy of this resolution to each firm that exhibited.

RESOLUTION NO. 13

Resolved, That the Dairy Industry Exhibit now being built at a Century of Progress Exposition is one of the greatest advertising efforts ever undertaken by any industry and is approved and endorsed by the Wisconsin Cheese Makers' Association, who urge that all members co-operate and endeavor to secure the co-operation of each plant, patrons to contribute Twenty-five Cents (\$.25) from each cheese maker to assist in building this exhibit which will show the progress, development and value of cheese as a food. Wisconsin as the largest manufacturer of cheese and a leading dairy state in America should take the lead and do their share and be strongly represented at the World's Fair in Chicago next year, due to the benefit which should result from the Collective Dairy Exhibit. Adopted.

THE PRESIDENT: Here is the trophy that was offered last year by the Northeastern Wisconsin Cheese Makers Association. There was a string tied to it. The man that would receive it would have to win it twice in succession in order for it to become his permanent property. Last year Mr. Wiskow won it and he has had it at his home for the period of one year. Now this year the Northeastern didn't have any cheese exhibit and so they decided to send it down here and leave the Northeastern members compete for the cup at the Milwaukee convention.

Now I wish to say that the string has been torn off the cup and Mr. Wiskow is the owner of the cup for the second time. He has the highest average score of all entries that were exhibited by Northeastern members. I wish to present that to Mr. Wiskow at this time, if he is here.

We want to pass out the prize cheese now. Along with the prize cheese we will pass out to you the score sheets, which are donated by the Olsen Publishing Co. of Milwaukee. If you will come up to the front here you can all help yourselves.

The convention will stand adjourned.

1932 WISCONSIN CHEESE MAKERS CONVENTION

Exhibits by Counties

Adams -----	1	Manitowoc -----	30
Barron -----	3	Marathon -----	26
Brown -----	17	Oconto -----	9
Calumet -----	6	Outagamie -----	18
Crawford -----	10	Polk -----	5
Chippewa -----	1	Richland -----	14
Columbia -----	7	Rock -----	1
Clark -----	27	Rusk -----	1
Dane -----	20	Sheboygan -----	20
Door -----	6	St. Croix -----	4
Dodge -----	22	Shawano -----	19
Fond du Lac -----	16	Sauk -----	14
Green -----	18	Vernon -----	3
Grant -----	11	Waupaca -----	12
Iowa -----	17	Washington -----	1
Jefferson -----	1	Waushara -----	1
Kewaunee -----	11	Winnebago -----	9
Lafayette -----	12	Wood -----	1
Lincoln -----	3		
Marinette -----	3	Total -----	400

SECRETARY'S 1931 REPORT

Read at 1932 Convention

PART 1. STATE TREASURY ACCOUNT

Receipts

1931			
April	Balance forward from last report	-----	\$1,398.61
July 1	State appropriation	-----	600.00
Nov.	Deposit membership fees	-----	450.00
1932			
May 6	Deposit collections	-----	500.00
	Total	-----	\$2,948.61

Disbursements

1931			
Mar. 4	C. E. Shaffer, 1931 Secy. bond	-----	\$14.00
May 15	State printer, 750 100 page annual reports	-----	232.69
	Superintendent public property, mailing, postage	-----	18.09
	State printer, 1000 mailing envelopes	-----	7.42
July	State printer, 500 Plan Now circulars	-----	4.22
Aug.	Milwaukee Auditorium rental	-----	230.00
Sept.	Adcraft Mfg. Co., convention badges	-----	15.20
	State printer, statements	-----	5.84
	State printer, letter heads, etc.	-----	21.47
Nov.	Pay roll to exhibitors, classes 5, 6	-----	436.82
	Fred Marty, judge, expense	-----	20.95
	Alex. Kaempfer, reporter	-----	100.00
	Office Specialties Co., office supplies, rental	-----	18.50
	Republican Hotel bill	-----	63.70
	Convention prize bags, trunk repairs	-----	74.03
	Milwaukee Auditorium, 17 booths \$170.00, shelves up and down \$30.75, electrical \$2.50, loan tables, rails \$21.00, paint shelves \$48.75	-----	273.00
	Convention prize chairs and express	-----	89.75
	A. T. Bruhn, judge, expense	-----	24.43
	Balance forward to 1932 report	-----	1,298.50
	Total	-----	\$2,948.61

PART 2. SECRETARY'S DONATION AND PROGRAM FUND

Cash prizes, offered for fine cheese exhibits at the convention are awarded and paid to exhibitors as directed by the donors, the Secretary acting as the agent of the donors for this purpose. As these funds are at no time the property of the Association, and as they are paid out to winners at the Convention, or returned to the donors, these donations are not deposited in the State Treasury, but the receipts, and disbursements are published here, and in the list of prize winners.

To raise additional funds for the support of the Convention, the Secretary, acting as a private individual, published a Convention program, and rented booths and the proceeds from this enterprise were used for Association purposes, the balance to be finally deposited in the State Treasury, as a donation to the Association, from the advertisers. The program receipts and the disbursements of this fund are shown below.

The Convention cheese exhibits were sold by the Secretary, acting as the agent of the exhibitors, and the proceeds paid at once to exhibitors as shown in the list of exhibitors in this report.

Receipts

1931	Miscellaneous		
Sept.	Balance forward from 1931 report	-----	\$146.51
	Schmitt Bros. & Walther, prizes	-----	10.00
	Two Rivers Savings Bank, prizes	-----	5.00
	Bank of Two Rivers, prize	-----	5.00
	State Bank of Manitowoc, prizes	-----	10.00
	Manitowoc Savings Bank, prizes	-----	10.00
	First National Bank, Manitowoc, prizes	-----	10.00

	Citizens Bank of Juneau, prizes-----	\$10.00
	Aug. H. Raoher, Watertown, R. 8, prizes-----	5.00
	Farmers State Bank, Beaver Dam, prizes-----	5.00
Nov.	Memberships sold at convention door-----	403.00
	Memberships paid by mail at Milwaukee-----	47.00
	Dinner tickets sold-----	36.70
	J. W. Cross, cheese sales-----	124.46
	Sheboygan Co. Bankers Assn. prizes-----	70.00
	Morton Salt Co., prizes-----	5.00
	J. S. Hoffman Co., exhibit cheese-----	1,371.23
	1 travelling bag sold-----	7.00
	Dairy Belt Cheese and Butter Co., prizes-----	6.00
	Robt. Herrman, Dallas, R. 3, Wis., membership-----	1.00
	J. F. Reynolds, Mosinee, paid amt. due-----	.23
	Exhibit Booths at Convention	
	Damrow Bros. Co., Fond du Lac-----	105.00
	Chris Hansens Laboratory, Milwaukee-----	50.00
	D. & F. Kusel Co., Watertown-----	100.70
	Schwab Boiler and Machine Co., Milwaukee-----	50.00
	Stoelting Bros. Co., Kiel-----	50.00
	Diamond Crystal Salt Co.-----	50.00
	J. B. Ford Co., Wyandotte, Mich.-----	50.00
	Erwin Schwenzen, Plymouth-----	55.00
	Ohio Salt Co., Chicago-----	50.00
	Marschall Dairy Laboratory, Madison-----	50.00
	Morton Salt Co., Milwaukee-----	50.00
	DeLaval Separator Co., Chicago-----	100.00
	United Coal & Dock Co., Milwaukee-----	50.00
	Gender, Paeschke & Frey, Milwaukee-----	50.00
	Pages in Program	
	Dairy Supply Co., Minneapolis-----	10.00
	Chris Hansens Laboratory, Milwaukee-----	20.00
	Triangle Cheese Co., Monroe-----	10.00
	Creamery Package Mfg. Co., Chicago-----	25.00
	Mojonnier Bros. Co., Chicago-----	10.70
	Damrow Bros. Co., Fond du Lac-----	20.00
	Wis. Dairy Supply Co., Whitewater-----	25.00
	Pauly & Pauly Co., Manitowoc-----	10.00
	Marschall Dairy Laboratory, Madison-----	20.00
	Colonial Salt Co., Chicago-----	10.00
	Morton Salt Co., Milwaukee-----	10.00
	C. A. Straubel Co., Green Bay-----	20.00
	Republican Hotel, Milwaukee-----	20.00
	Bingham & Risdon Co., Green Bay-----	10.00
	DeLaval Separator Co., Chicago, Ill.-----	25.00
	Bandage Corporation, Sheboygan-----	20.00
	Louis F. Nafis, Inc., Chicago-----	10.00
	Cherry Burrell Corp., Chicago-----	10.00
	Winnebago Cheese Co., Fond du Lac-----	10.00
	J. B. Ford Co., Wyandotte, Mich.-----	10.00
	Paper Makers Chemical Corp., Milwaukee-----	10.00
	Ohio Salt Co., Chicago-----	10.00
	Midwest Creamery Co., Plymouth-----	20.00
	Stoelting Bros. Co., Kiel-----	20.00
	National Cheese Institute-----	20.00
	Cheese Maker Book Co., Madison-----	10.00
	Nat. Cheese Journal, Milwaukee-----	20.00
	Kiel Woodenware Co., Kiel-----	20.00
	C. E. Blodgett Cheese Co., Marshfield-----	10.00
	D. & F. Kusel Co., Watertown-----	20.00
	Erwin Schwenzen, Plymouth-----	20.00
	Schmitt Bros., Inc., Blue River-----	10.00
	Union Terminal Cold Storage Co., N. Y. C.-----	10.00
	Midwest Cold Storage Co., Green Bay-----	20.00
	Cheese Reporter, Sheboygan Falls-----	10.00
	Vacuum Sediment Test Co., Madison-----	20.00
	Wis. Dairy Laboratory, Green Bay-----	10.00
	Johnston Tin Foil & Metal Co., St. Louis-----	20.00
	Ruggles and Rademaker, Manistee, Mich.-----	10.00
	Reynolds Metal Co., Chicago-----	20.00
	Torsion Balance Co., New York City-----	20.00
	Diamond Crystal Salt, New York City-----	10.00
	J. S. Hoffman Co., Chicago-----	10.00
	Buckeye Chemical Co., Akron, Ohio-----	20.00
	Walter Voehching, Sheboygan-----	10.00
	D. Picking & Co., Bucyrus, Ohio-----	10.00
	Sheboygan Falls Creamery Co.-----	10.00

FORTY-FIRST ANNUAL CONVENTION

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Cooley Mfg. Co., West Bend-----	\$10.00
Dairy Belt Cheese & Butter Co., Spencer-----	10.00
John Kirkpatrick, Inc., Richland Center-----	10.00
Gueder, Paeschke, & Frey Co., Milwaukee-----	20.00
Total -----	\$3,902.93

Disbursements

1931	To correct error in 1930 report-----	\$ 33
April	W. A. Devine, P. M., postage stamps-----	10.00
May	Addressing 700 Annual Report envelopes, etc.-----	3.50
	Addressing and filling "Plan Now" circulars-----	5.00
June	Business Cartoon Service Co., cuts-----	3.75
	W. A. Devine, P. M., postage-----	10.00
	State printer, circulars-----	15.99
	Express charges and addressing 2500 envelopes-----	11.00
July	Storck Art Service, Chicago, cuts-----	9.50
	Schwaab Stamp and Seal Co., Milwaukee, stamp-----	1.28
	W. A. Devine, P. M., postage-----	21.29
Sept. 17	W. A. Devine, P. M., postage-----	20.00
	Paid O. R. Schwantes on 1930 voucher-----	4.75
Oct.	Schwaab Stamp and Seal Co. Stamps-----	1.04
	Phone call, Milwaukee-----	.75
	Express charges-----	.32
	Convention ad, Nat. Cheese Journal-----	20.00
Nov.	Programs, envelopes, entry blanks, postage, etc.-----	319.00
	Convention signs-----	8.00
	Postage at Milwaukee-----	30.00
Nov.	Refund Schmitt Bros. & Walther, prizes-----	7.00
	Refund First Nat. Bank, Manitowoc-----	10.00
	Refund, Manitowoc Savings Bank, prizes-----	10.00
	X. B. Buholzer, judge, expense-----	20.43
	F. A. Flynn, expense bill-----	70.75
	Hammersmith & Kortmann Co., song books-----	4.00
	M. M. Schaetzl, expense-----	41.42
	Otto Weyer, treasurer-----	10.00
	J. H. Peters, expense-----	18.45
	A. H. Graf, expense-----	32.71
	Frank Baumann, helper-----	20.00
	J. D. Cannon, judge, expense-----	28.46
	C. J. Fokett, helper-----	17.80
	J. W. Cross, Supt. and expense-----	106.19
	Postage, 2250 1c envelopes-----	28.80
	A. J. Schmidt, expense-----	18.70
	Juliette Deutsch, office help-----	29.00
	Myrtle Lindner, office help-----	29.00
	Mrs. H. Landgraf, chief clerk and expense-----	145.00
	Transfer at Milwaukee-----	1.30
	W. H. Evans, addressing-----	3.00
	John H. Peters, prize 314-----	10.00
	H. J. Dirkse, prize 315-----	4.25
	Al. E. Dedow, prize 315-----	4.25
	A. J. Reiss, prize 316-----	7.00
	Geo. Wussow, prize 317-----	1.25
	L. F. Perrone, prize 317-----	1.25
	E. A. Meinert, prize 317-----	1.25
	E. O. Wunsch, prize 317-----	1.25
	L. J. Breher, prize 318-----	5.25
	Wm. F. Meyer, prize 319-----	5.25
	E. E. Peters, prize 320-----	4.00
	Geo. Zimmerman, prize 321-----	4.00
	John Lemkuil, prize 322-----	4.00
	D. G. DeBuhr, prize 323-----	3.50
	H. W. Behrens, prize 324-----	3.50
	Aaron Lammers, prize 325-----	3.50
	Hugo C. Kaufman, prize 326-----	3.50
	F. W. Nussbaumer, prize 327-----	3.50
	H. G. Wiskow, prize 107-----	2.50
	John Lensmire, prize 107-----	2.50
	Typing, addressing, filling-----	7.50
	Milwaukee Cheese Co., boxes and cartage-----	8.25
	Fred Feutz, refund overcharge-----	2.00
	W. A. Devine, P. M., postage-----	5.00
	Terminal Warehouse Co., cartage, etc.-----	4.90
	J. S. Hoffman Co., Chicago, damage-----	19.35
Schwaab Stamp and Seal Co., badges, stamps-----	8.00	

WISCONSIN CHEESE MAKERS' ASSOCIATION

Jos N. Berres, prize 258	3.00
F. A. Wendtland, prize 262	3.00
E. B. Whiting, expense	18.30
Robt. Kohli, refund	2.40
Cheese Reporter, convention ad	20.00
Pauly & Pauly Co., to bal. 1930 cheese bill	12.50
Olsen Publishing Co., score cards	12.50
Arnold Gudel, refund overcharge	1.00
D. W. Grothe, refund overcharge	1.00
Checks to class 1, 2, 3, 4, 7, 8 exhibitors	640.71
Secy. convention expense 1929 account	101.18
Secy. convention expense 1931 account	53.53
A. J. Schmidt, 1930 expense account	14.70
W. A. Devine, P. M., 2500 1c envelopes	28.80
J. Gempeler, Jr., expense to date	27.00
State Treasurer, membership fees	450.00
Ed. Grimm, Two Rivers, prize 335	5.00
Netherwood, mimeographs	.75
C. E. Shaffer, 1932 Secretary bond	14.00
O. R. Schwantes, item of 1931 settlement	11.39
O. R. Schwantes, item of 1931 settlement	40.00
Postage on programs returned	.36
Additional premium, secretary bond	6.00
Postmaster, stamped envelopes	11.29
Secretary record book, Netherwood	1.80
Phone calls in March	1.85
Secretary, 1931	400.00
Deposited in State Treasury	500.00
500 stamped envelopes	11.32
250 stamped envelopes	5.66
Schwaab Stamp and Seal Co., stamp	1.35
Balance forward to 1932 report	109.56
Total	\$3,902.93

SECRETARY'S FUND FOR LEGISLATIVE BILL DISTRIBUTION, 1931 SESSIONS

Receipts

Subscriptions from members at \$1.00 each	\$264.00
Marschall Dairy Lab. for ad in paper	20.00
Total	\$284.00

Disbursements (classified)

State printer, 5900 copies of 17 bills	\$59.42
Netherwood, 4200 copies of 8 reports	25.25
6750 stamped envelopes, 1142 postals	125.60
Machine addressing 5700 envelopes	7.00
Rubber stamps, twine, phone calls	3.97
2500 4-page "Wisconsin Cheese Makers"	30.00
Postage 2000 copies	20.00
Machine addressing 2000 copies	3.50
Balance forward	9.26
Total	\$284.00

SECRETARY'S FUND FOR LEGISLATIVE BILL DISTRIBUTION 1932-1933

Receipts

Balance forward	\$9.26
Subscriptions paid:	
H. L. Siewert, Dale R. 1, Wis.	1.00
A. H. Zander, Fremont, R. 2, Wis.	1.00
Fred Zeichert, Weyauwega, Box 453, Wis.	1.00
Frank Wendtland, Fremont, Wis.	1.00
Edwin Danke, Appleton, R. 2, Wis.	1.00
H. E. Rehbein, Larsen, R. 2, Wis.	1.00
Ed. Wohlt, Fremont	1.00
J. H. Wagner, West Bloomfield	1.00
G. R. Bartel, Dale, R. 1	1.00
Francis M. Mulvey, Fennimore	1.00
Edw. N. Heinen, Junction City, R. 1	1.00

Frank Kovatch, Dorchester, R. 2	\$1.00
G. A. Stallman, Watertown	1.00
Arthur Roegner, Poy Sippi	1.00
Joe Schmid, Beaver Dam, R. 4	1.00
Fred Krummenacher, Oshkosh, R. 5	1.00
C. J. Ebert, Gresham	1.00
F. F. Buss, Withey, R. 2	1.00
H. B. Luethy, Byron	1.00
Earl M. Spengler, Readfield	1.00
Wm. F. Teschke, Mattoon, R. 1	1.00
Ed. M. Michels, Brillion, R. 1	1.00
P. H. Martens, Cornucopia	1.00
Christ Dethlefsen, Colby	1.00
Cheese Reporter, Sheboygan Falls	1.00
E. B. Whiting, Gillett, R. 1	1.00
W. J. Kusta, Bonduel, R. 3	1.00
Henry Egli, Pardeeville, R. 1	1.00
W. J. Dehn, Unity	1.00
Emil Sonnenberg, Cato	1.00
Wm. Christman, Phillips	1.00
John Greiner, Appleton, R. 1, Box 56	1.00
R. B. Giese, Loyal, R. 1	1.00
Aug. H. Kautz, Clintonville, R. 5	1.00
Anton Motz, Monroe	1.00
P. H. Mickle, Arena	1.00
Chas. H. Good & Son, Cashton, R. 3	1.00
Joe Schmittfranz, Thorp	1.00
Henry W. Dehn, Bonduel	1.00
Oswald Schneider, Jr., Allenville, R. 1	1.00
L. N. Dederich, Plain	1.00
J. P. Zenren, Coleman, R. 2	1.00
Alvin C. Wolfmeyer, Brillion, R. 1	1.00
G. C. Stecker, Hilbert, R. 4	1.00
Julius Heusser, Clear Lake	1.00
Adolph Yoss, Mineral Point	1.00
Wm. Meyer, Oostburg, R. 1	1.00
Arthur H. Berth, Sheboygan	1.00
Wm. O. Nussbaumer, Sheboygan, R. 1	1.00
Wolfgang Wittman, Dodgeville, R. 1	1.00
John Aune, New Richmond	1.00
Ray Faurot, Andrus	1.00
Albert Schwan, Star Prairie, R. 1	1.00
Alfred Nelson, Boardman	1.00
Howard Mallin, Deer Park	1.00
Gordon Bergquist, Deronda	1.00
H. J. Howe, Nye	1.00
J. C. Colstad, New Richmond	1.00
Balance forward to 1932 report	\$67.26
Summary. Balances forward to 1932 report:	
In state treasury	\$1,298.50
Secretary's Donation and Program fund	109.56
Secretary's Legislative Bill Distribution Fund	67.26
Total	\$1,475.32

O. K., Auditing Committee,

EARL B. WHITING,
JOHN H. PETERS,
HAROLD H. WINTERS.

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WISCONSIN
CHEESEMAKERS' ASSOCIATION
REPORT 1931-32

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