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Proceedings of the Wisconsin Cheese Makers' Association annual convention, 1919 assembled in its twenty-seventh annual convention in the Milwaukee Auditorium, January 8, 9 and 10, 1919. 1919

Wisconsin Cheese Makers' Association

Madison, WI: Democrat Printing Company, State Printer, 1919

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PROCEEDINGS

OF THE

WISCONSIN CHEESE MAKERS'
ASSOCIATION

ANNUAL CONVENTION, 1919

Assembled in its Twenty-seventh Annual Convention in the
Milwaukee Auditorium, January 8, 9 and 10, 1919

Compiled by

J. L. SAMMIS, Secretary.

Madison, Wisconsin

Democrat Printing Company, State Printer

1919

PROCEEDINGS

THE
ASSOCIATION
OF
CHIEF MANAGERS

ANNUAL CONVENTION

HELD AT THE
HOTEL

AT
NEW YORK

1911

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WISCONSIN CHEESE MAKERS' ASSOCIATION
TWENTY SEVENTH ANNUAL MEETING
LETTER OF TRANSMITTAL.
Auditing Exhibit, November 1919

Office of the Secretary,
Wisconsin Cheese Makers' Association,
Madison, Wis., 1919.

To His Excellency, EMANUEL L. PHILIPP,
Governor of the State of Wisconsin.

I have the honor to submit report of the twenty-seventh annual meeting of the Wisconsin Cheese Makers' Association, showing the receipts and disbursements the past year, also containing papers, addresses and discussions had at the annual convention held at Milwaukee, in January, 1919.

Respectfully submitted,
J. L. SAMMIS,
Secretary.

WISCONSIN CHEESE MAKERS' ASSOCIATION

TWENTY-SEVENTH ANNUAL MEETING

Auditorium Building, Milwaukee, 1919

Officers

CHAS. E. REED, President	Thorp
C. A. VOIGT, Vice President	Marshfield
J. L. SAMMIS, Secretary	Madison
T. A. UBBELOHDE, Treasurer	Glenbeulah

Directors

JACOB KARLEN, JR.	Monroe
A. T. BRUHN	Spring Green
H. J. NOYES	Muscoda

Judges of Cheese

WILLIAM HUBERT	Sheboygan
JOHN CANNON	New London
FRED MARTY	Monroe
ALEX. SCHALLER	Barneveld

Superintendent of Cheese Exhibit

J. W. CROSS	Milwaukee
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Official Organ

The Sheboygan County News and Dairy Market Reporter, Sheboygan Falls.

**PROCEEDINGS OF WISCONSIN CHEESE MAKERS'
ASSOCIATION IN ANNUAL CONVENTION
MILWAUKEE, WIS., 1919.**

The twenty-seventh annual meeting of the Wisconsin Cheese Makers' Association was called to order Wednesday, January 8, 1919, in the Auditorium Building, Milwaukee, by President Chas. E. Reed. An address of welcome by Mr. F. W. Luening, Assistant Secretary of the Milwaukee Association of Commerce, who spoke in place of Mr. Frank Cleaveland, was responded to by Mr. John LeFebre of Milwaukee.

ADDRESS OF WELCOME

By F. W. LUENING, *Assistant Secy. Milwaukee Association of
Commerce.*

Mr. President, Ladies and Gentlemen:

Yours is an industry spreading over the state of Wisconsin, one of the greatest the state of Wisconsin has, and you have an opportunity to-day to meet at Milwaukee, the metropolis of Wisconsin. An industry like yours, great as it is within the state, agricultural in its aspect, should, if possible, combine the metropolis of Wisconsin with the state, coordinate the industries of the state far more than it has been done in the past. I know that Milwaukee welcomes you with enthusiasm, realizing the importance of your industry to the state and Milwaukee. In recent years Milwaukee has begun to appreciate the value of these industries to the state. While I believe that Milwaukee has come to this appreciation and has endeavored to extend the hand of welcome, not only to you in convention assembled, but wherever you may be in the state, I doubt whether the state realizes the importance of the metropolis. It has been felt at times that Milwaukee is a great industrial city. That she has been built up by the industries of iron and steel, which have in the past been too independent. And yet, no industry of any kind in any metropolis can thrive without agriculture and its allied industries. Milwaukee could not exist without them for more than forty-eight hours.

We have looked with a great deal of interest at northern Wisconsin, recognizing that there are thousands of unused acres upon which

thousands of people might be made happy and contented. We think those thousands of unused acres should be used and we believe it is our duty to make possible their use. We believe that the industries and the men must have vision enough to realize the vital importance of those unused acres and should devote their money to bring about the agricultural possibilities of the north country and the northern part of the state. We believe we should give you every aid and support that it is possible for a municipality like Milwaukee to give. I think that Milwaukee is ready to show you that interest. I think I can speak for all Milwaukee when I welcome you in convention assembled to Milwaukee. And again, I assure you that I speak for all of the city when I thank you for being here, welcome you here to-day and hope you will return to Milwaukee frequently and stay as long as Milwaukee may show you the right kind of hospitality and I hope that may be always. I thank you.

RESPONSE TO ADDRESS OF WELCOME

By JOHN LEFEBRE, Secretary-Treasurer, Milwaukee, Wisconsin.

I have been requested to reply to this welcome, so cordially given, and am glad to do so, more particularly, perhaps, because being a Milwaukeean and an active member of the Association of Commerce, I know that this tribute to one of Wisconsin's most important industries is not simply a happy jumble of meaningless phrases, but that it comes from the heart of Milwaukee's great commercial organization and the spontaneous good will of our citizens, who for many years have gloried in the proud distinction of being residents of America's most popular convention city. It is a pleasure, therefore, to thank Mr. Luening for his warm words of welcome and appreciation, and to congratulate you, gentlemen of the convention, for having selected so fitting and friendly a place as the State's Metropolis, in which to hold your present meeting.

I also have been asked to speak to you this morning of the aims and ambitions of the Wisconsin Dairy Council, a practically new organization whose primary purpose it is to bring into closer relation the numerous dairy interests of the State, and by concerted effort to create a propaganda of education that will carry effectively into every home many valuable economic truths concerning the wonderful nutritive qualities that are contained in milk, cream, butter, cheese and ice cream.

It is a great undertaking, gentlemen, affording to the work a breadth of opportunity that has never been ours before—an opportunity to drive home the facts and to stamp indelibly upon the mind of every parent and housewife the value in health, stamina, energy and economy of these products of the cow.

Never before, in the slow, onward progress of this great National industry, has the door to unmeasured success stood so invitingly

open; never has destiny spurred our desires so sharply and insistently, and never at any time has the public mind been as well prepared to acquire a practical working knowledge of these products and of their unusual value to the human race.

Heretofore, as you are aware, practically all of the publicity given to dairy products has been paid for by the local milk dealer—a needed work of education in which, as a rule, the producer, manufacturer, jobber and storekeeper have taken but little interest or part. And because of this desultory method of procedure and utter lack of cooperation in the work, much of value, in both time and money, has been wasted.

It was this lack of unity, I believe, that first suggested to a few alert minds the necessity for some centralized organization to exploit the interests of the dairy industry. And in this manner, there came into being the National Dairy Council, in the maintenance of which the allied dairy interests for some time have been concerned.

In due course, when National as well as humanitarian conditions demanded that the United States enter the war, the Federal Government found that it was necessary to inaugurate a method for food conservation in order that starving Europe, as well as the home folks, might be suitably cared for. And it was at this time that Mr. Hoover called upon the dairy interests to cooperate with him in the great work of serving and saving humanity. In this manner, following their first few meetings in Washington, there came about the National Dairy Industry War Council, that in Mr. Hoover's cabinet, represented the dairy interests of the Nation.

To this work each branch of the dairy industry gave unselfishly of its time, energies and money, in order that the Government might be fully informed and thoroughly fortified in all of its undertakings.

Naturally, for a time, there was more or less misunderstanding within our own ranks, due to the fact that we had mingled less freely in the past than we should have done.

Indeed, at one time there was grave danger that the dairy industry might suffer irreparable losses, due entirely to the misrepresentations of certain bigoted interests. Happily, however, the Federal authorities were quick to appreciate the situation, and, being satisfied, at once engaged in the great work of initiating the public into the value and economy of milk and its products as food for the family.

And, in this great work of conservation, in which all of us, I am sure, have cheerfully done our bit, we too have learned a needed and salutary lesson. For, have we not witnessed the wonderful effects of friendly cooperation, and deplored the want of success in attempts in which the spirit of unity was missing?

Thus, then, has dawned upon us the necessity for a state organization embodying every element pertaining to the dairy industry; an organization not only strong enough to maintain our prestige, but to increase it. For, we cannot afford to be satisfied because we

are leaders—we must attain to pre-eminence—be known as the most prosperous and prolific dairying State in the Union.

They tell us that a prophet is not without honor except in his own country—and yet I believe that to build up this wonderful industry as it should be built, we must begin at home. It's a life's work, even for the youngest among us, and then some, for in considering the problem, we must remember many things, among them the vast areas still to be occupied and made fruitful; increase in population; development of manufactures. These alone in time would be sufficient to take care of much of the increase in dairy products, to say nothing of the unlimited possibilities afforded by wholesale and export demands.

Even now, scientists tell us that the people of the United States, though the largest consumers of milk among nations, are using fully one-third less than they should in their daily diet. And that means that our present cow population of 23,000,000 should be 30,000,000 at least.

If this is true, then the promotion of dairy products would increase the importance and value of the producing end in cows alone, to the amount of half a billion dollars, making a total estimated value, in cows, for the United States of nearly two billion and a quarter dollars. And, then think of the very natural increase in other departments of the industry, as well.

Following along the same line of thought, we find, according to the United States Dept. of Agriculture Special Circular No. 85, that the entire product of 22,768,000 cows, averaging 3,716 lbs. of milk each per year, amounted in 1917 to a total of 84,611,350,000 lbs. This, if divided among the various interests, would result as follows:

	Pounds of Milk	Per Cent
Fluid Milk	36,500,000,000	43.1
Butter, 1,650,000,000 lbs.	34,663,850,000	41.0
Cheese, 420,000,000 lbs.	4,200,000,000	5.0
Condensed Milk, 975,000,000 lbs.	2,437,500,000	2.9
Ice Cream, 210,000,000 gals.	3,150,000,000	3.7
17,500,000 Calves, etc.	3,660,000,000	4.3

So, you see, by applying even the same approximate average that in the cheese industry, alone, were people to use their rightful and necessary ration, as apportioned by science, the increase in product would amount to nearly 110,000,000 pounds annually.

We also obtain from these figures and from others appearing in this report the fact that the price of dairy products to the consumer is relatively low, as compared with other foods, the increase in price for milk, since July, 1918, being only 48 per cent, while all other articles combined increased 67 per cent for the same period.

It is evident, then, that milk is not only a scientific necessity to human growth and health, but that it is also the cheapest of all foods—and when I say this, it means also cheese, butter and ice

cream, containing as they do, the same vitalizing influences that milk contains, are equally desirable in the dietary of every home.

Taking this subject from an entirely different angle, and without reference to price, we find the Government of France, not long ago, lending 1000 cows to the Red Cross in order that wounded soldiers might be amply supplied with milk. We also during the past two years have felt the increasing pressure of urgent governmental demand for dairy products as a war necessity.

And while now that peace has returned, certain channels of distribution may be closed to us, we have still the famishing nations of Europe to feed and a steadily increasing home demand to care for as well.

All that we need, gentlemen, at this time, is faith and persistency, and with these, I verily believe we can conquer the world.

This process of educating the public is, I know, a tedious one, but it is worth the effort because, aside from its commercial aspects, it is humanitarian in scope—to supply humanity with the choicest and cheapest of foods.

Once upon a time this statement was ours alone and like other manufacturers and merchants, we simply blew our horns for all that they were worth, and for all that they would bring. Nobody in particular took us seriously; few saw the handwriting on the wall, and *none*, certainly, attributed to us any higher motive than a desire to sell our goods at a profit. But see what the past two years have accomplished:

The National Government itself has voiced the praise of dairy products and of their need as a food and economy in every home. There is nothing so wholesome, they say, nothing so essential to the health and development of a nation. And scientists have made exhaustive tests, and educators and economists are teaching these great truths all over the land—because it is good for us, as a people, to know them.

And this is the great purpose of the Wisconsin Dairy Council, in which you and I and every dairy interest is morally as well as commercially interested—to bring to the minds of people a proper understanding of the necessity of dairy products in the home; to stimulate the production of high class dairy products and improve marketing conditions.

You have noticed in the little circulars already sent to you that the Council's board of directors is of the broadest possible scope, embracing Milk Producers, Breeders of pure-bred dairy cattle, Butter Manufacturers, Cheese Manufacturers, Condensed Milk Manufacturers, Dairy Farm Equipment Manufacturers, Dealers in Dairy Products, Milk Distributors, the College of Agriculture, Dairy and Food Commission, State Dept. of Agriculture, Dept. of Public Instruction, the Press, the Consumer, the Wisconsin State Grange, Cheese Makers' Asscn., Butter Makers' Asscn., Society of Equity, Cheese Federation, and Members at Large.

It covers a field of activities big enough to accomplish great things if we all get down into the collar and pull for success. And our object is certainly a laudable as well as a serious one—for we are undertaking, through our combined energies and good will, to add to the commercial prestige and wealth of the State.

The times are ripe for such an undertaking because of the great need for such a crusade of economic education, and, above all, for that best of all reasons—that never before, in the history of Wisconsin and of its great dairy interests, have the various factors comprising those interests been so unitedly agreed upon all of the essentials so necessary as a basis for permanent success.

Today, as a result of all that has gone before, the producers and the cheese men, and butter makers and milkmen are all closer to one another, in spirit and in deed, and as a result of this, we are all of us enabled to do better in our work and to give better service to our customers.

So I feel that we can get together—close together—in this great work, and that because every dairy interest is taking an active part in it, that the demands made upon our time and resources will be light, indeed, as compared with the great amount of good that we are bound to accomplish.

The details of your contribution to the Wisconsin Dairy Council, however, I will leave for discussion by your Secretary, Prof. J. L. Sammis, who also is a member of the Council's financial committee.

I thank you.

PRESIDENT'S ANNUAL ADDRESS

BY CHAS. E. REED, Thorp.

Fellow Cheese Makers:

Again I have the pleasure of addressing the largest association of its kind, the Wisconsin Cheese Makers Association. You are each one a living spoke in a wheel of 3000. Do not forget that this is your convention, and all your difficult problems of the past year, and those that you may think are liable to spring up in the coming year, should be taken up at this meeting, because you are all brothers in the same cause, and as such should consult the opinion of each other. Do not be backward and let a few of the front row fellows do your talking, but enter into the spirit of each discussion yourself, and thereby gain.

Be prompt in attendance and attend each session. One year ago a vote was taken not to hold forenoon sessions. The Board of Directors has taken upon themselves to change this. You will note that we have a session at 10:00 A. M., and again an afternoon session but as was voted, the supply booths and cheese exhibit rooms are closed during the sessions in this hall.

The feeling of the Board of Directors was this, that should we leave the full forenoon to the supply booths and cheese exhibit, that many

would not attend at all in the morning, and thereby the Association as a whole would be jeopardizing these men who are paying a liberal sum for rent of booths to display their goods and sell their wares. Therefore give all your time before opening of sessions and after closing, and before opening again to this part of the convention, and strict attendance to the sessions while in progress.

You note by reading over the program which our Secretary has mailed you, that in compiling this program most thought has been put on the idea of having a rotating program, which in itself brings out the more important parts to be discussed, and also this same program invites discussions on all subjects.

Of the different local organizations throughout the state and their reports, do not leave these reports to only those organizations which have delegates here. If any of you are members of organizations which have not elected and sent delegates, speak up for yourselves and give a report, as the State Association wishes to know the condition of all of these.

The movement is going forward to get the whole state organized locally and this may, and is sure, to be a great thing in the near future.

Some stress was put on an advertising campaign at the last convention. Both the State and National Dairy Industry Unions have in the past year taken this up.

I think the better plan of advertising goods, and thereby increasing consumption of same, especially our good old Wisconsin cheese, is to have this done by the producer and manufacturer. But this project must, if entered into, be financed. "It takes money to make the mare go." Therefore, are we, the Wisconsin Cheese Makers and our factory patrons willing to help to the amount of a very small sum each year. This is the plan under way. Our secretary can tell you more of this as he has attended several conferences on this subject the past year. Something definite should be done in this matter while the association is in session these three days.

Much comment has been heard throughout the State and read in the Dairy Press about our dairy and food laws and the enforcement of them. This is again coming up at this time. Express your views, and perhaps we can get to the bottom and find a remedy so that there will not be as much dissatisfaction as we have been hearing in the past.

Let us not dwell too long on some of the difficult things that have confronted us in the past. We are today stepping into a new era under all new circumstances, now that the greatest struggle the world has ever known has come to its end. There will be a reconstruction along all our lines. The mobilization of the American Army and Navy had a strong effect upon the whole dairy industry, from the dairy farmer milking cows to the cheese maker, and also on even the smallest, as well as the largest of supply manufacturers for the cheese factory and dairy. Therefore, we must look forward to a new era in the way of production, manufacturing, advertising and selling Wisconsin cheese.

Let this Association go on record as passing a resolution of adoration, respect and love for the hundreds of brave boys who laid down their curd rake and closed the factory to respond to the call of the colors, that never has and never will know defeat, the Stars and Stripes.

Shortening of sessions necessitates making addresses brief, and as our worthy secretary has put up one of the very best programs covering a great many subjects, let us all help, and as well as having a three days outing in the metropolis of our great state, make the 27th Annual Convention of the Wisconsin Cheese Makers one of much benefit to all and one never to be forgotten.

The following telegram was read by the secretary: "Spring Green, Wis. J. L. Sammis, Auditorium, Milwaukee, Wis. Greetings to the delegates of the twenty-seventh cheese makers' convention. Hope you have the best convention ever. A. T. Bruhn."

REPORT OF THE BOARD OF DIRECTORS

By J. KARLEN, JR., Monroe.

Mr. Chairman, Ladies and Gentlemen: I can report for the directors of the association that we have examined the books of the secretary and treasurer and found them correct.

REPORT OF TREASURER

By T. A. UBBELOHDE, Glenbeulah.

Money received 1918.

Balance on hand Jan. 9th, 1919.....	\$187.68
Jan. 11 Membership	495.00
Jan. 11 Wisconsin Farmer	5.00
Stall Rent	
Dig. Ferment Co.	35.00
De Laval Separator Co.	50.00
Stearns Resine	25.00
Acorn Mfg. Co.	25.00
Union Oxy. Co.	20.00
W. J. Cross	27.40
H. B. Stanze	589.91
Aug. 24 Gus. Schurick on bad check	3.00
Fred Farar, membership.....	1.00
E. F. Horn, membership	1.00
Harland Young, membership	1.00
R. F. Cornet, membership	2.00
John Weiss, membership	2.00
Herman Kalkofen, membership	1.00
L. C. Dix, membership	1.00
Matt. Meyer, membership	1.00
Aug. Furrer, membership	1.00
Sept. 8 Gus. Schiereck	684.00
The Wolf Laboratory	10.00
Total	\$2,167.99

Expense 1918.

Jan. 10	Hall rent	\$99.00
11	Hall rent	165.65
12	Speakers' expense	85.39
12	Convention expense	91.53
13	Convention expense	42.24
14	Republican House	95.80
23	J. L. Sammis, convention expense	21.33
23	Gus. Schiereck, printing	32.18
23	F. W. Schneck Furniture Co.	4.50
Feb. 2	Loss on bad check	3.00
May 25	Two memberships, refunded to Schaller.....	2.00
June 15	Two memberships, refunded to Schaller.....	2.00
June 15	Albert Drone, membership refunded.....	1.00
17	Louis Rach, membership refunded	1.00
June 20	Carl Liecht, membership refunded	1.00
	For cheese and pro rata	697.93
Sept. 13	H. J. Noyes, expense account	8.85
13	C. E. Reed, expense account	12.47
13	J. Karlen, expense account	7.90
13	J. L. Sammis, expense account	74.16
14	T. A. Ubbelohde, expense account	22.15
14	H. J. Noyes, old expense account.....	11.95
14	J. Karlen, old expense account	8.82
June 15	Nick Engelbert, for cheese	3.70
15	Arnold Schmidt, for cheese	2.70
15	Carl Lennher, for cheese	2.70
		<hr/>
	July 1, 1918, balance in treasury	\$1,500.95
		667.04
		<hr/>
	Total	\$2,167.99

SECRETARY'S REPORT FOR 1917-1918

Prepared for publication

By J. L. SAMMIS, Madison, Wis.

Mr. President, Ladies and Gentlemen: Owing to the particular system—I am not criticising the system used in keeping this account last year by my predecessor, some totals don't agree exactly with the figures given by the Treasurer, but the items do agree and as you have already heard, the board of directors compared the items and found them in satisfactory condition. The former secretary's books show receipts from various sources, including advertisements, etc. as follows:

Cash Received from Program and Booths.

Stoelting Bros. Co., program	\$20.00
Sheb. Bandage Factory, program	5.00
Oakes and Burger, program	10.00
Lincoln Box Co., program	10.00
Stanley Woodenware Co., program	5.00
W. C. Thomas, program	10.00

Sharples Sep. Co., booth	\$25.00
Reinhold and Meyer Mfg. Co., program	5.00
Wis. Dairy Supply Co., program	15.00
S. A. Konz, program	10.00
Kiel Woodenware Co., program	10.00
L. H. Pieper, program	5.00
Vilter Mfg Co., program	10.00
P. J. Schaefer Co., program	10.00
Pauly and Pauly Cheese Co., program	10.00
Marshall Dairy Laboratory, program	10.00
J. S. Hoffman Co., program	5.00
Carl Marty & Co., program	10.00
Woodland Box Co., program	5.00
C. E. Blodgett—C. B. and Egg Co., program	10.00
Plymouth Cheese Co., program	10.00
S. H. Conover, program	5.00
Louis F. Nafis, program	5.00
D. & F. Kasel Co., program	10.00
Republican House, program	10.00
Colonial Salt Co., program	5.00
Neenah Cheese & Cold Storage Co., program	10.00
Quincy Market C. S. & W. House Co., program	5.00
J. B. Fard Co., program and booth	35.00
Parke Davis and Co., booth	25.00
Creamery Package Mfg. Co., booth	25.00
Winnëbago Cheese Co., program	5.00
Brillion Iron Works, program	5.00
Standard Oil Co., program	10.00
Digestive Ferments Co., program	10.00
DeLaval Separator Co., program	25.00
Creamery Package Mfg. Co., program	15.00
Joseph Dusek Co., program	10.00
Fairbanks, Morse Co., program	10.00
Stoelting Bros., booth	35.00
Butter, Cheese and Egg Journal, program and booth	30.00
Damrow Bros., booth and program	35.00
A. H. Barber Co., booth	25.00
H. G. Liebzeit, program	10.00
J. Hanson Co., program	5.00
Luecke Mfg. Co., program	5.00
Rexine Co., program	5.00
Woolf Laboratories, program	10.00
Digestive Ferments Co., booth	35.00
DeLaval Separator Co., booth	50.00
Stearns Rexine Co., booth	25.00
Acorn Mfg. Co., booth	25.00
Union Oxy. Co., booth	20.00
Received from 9 exhibitors at convention	17.00
Received from W. J. Cross for cheese	27.40
Received from H. B. Stanz for cheese	539.91
Received from Wisconsin Farmer	5.00
From State Treasurer	99.00

Total Secretary's receipts, paid over to Treasurer.... \$1,482.31

The disbursements are as reported by the treasurer, leaving a balance in the treasury of \$667.04. In addition the State Treasurer's account with the Association given below shows a balance of \$308.41 on hand, or a total unexpended balance of \$975.45.

STATE TREASURER'S ACCOUNT, WITH WISCONSIN CHEESE
MAKERS' ASSOCIATION

1917				
July	1	Balance forward	\$275.64	
	1	State appropriation	600.00	
Dec.	27	Paid G. W. Schiereck for postage.....		\$60.00
1918				
Jan.	25	Paid G. W. Schiereck for services.....		200.00
Mar.	11	Paid L. D. Mason, stenographer.....		67.50
	11	Paid Schwaab Stamp & Seal Co.		133.90
	12	Paid Auditorium Board		99.00
June	10	Paid State Printer		6.83
July	1	Balance forward		308.41
			<u>\$875.64</u>	<u>\$875.64</u>

The present convention books are being carried forward on such a system that the accounts of the secretary and treasurer will balance hereafter.

In closing up the work of the preceding year, I want to say that we had the entire cooperation of the preceding secretary and his accounts have been closed up to a penny and paid in full. A bill which was outstanding amounting to about \$70.00 has been collected, so that we have even a little more money than we expected to have.

In addition to the foregoing, I would like to mention a few items of our plans for the future. This year we have tried a new plan of issuing prizes, with the intention of attracting a larger cheese exhibit. It seems that with 2700 cheese factories in the state that we ought to have 500 or 1000 exhibits, but we are going along from year to year with something like 200. The whole purpose of our association is educational, and it is our duty to make a strong effort to extend this educational help to a larger number of makers in the state. This year we have tried the plan of offering prizes for every county. In each county which sends ten cheese to the convention, at least one \$5.00 prize will be awarded to the best cheese from that county. Now, this has not been fully taken advantage of this year but we are going to have a little more money to spend in advertising for next year for circulars, for postage, etc., and we are going to make a distinct effort to get "under your skin" a little deeper next year and get every one of you to send a cheese up here and we sincerely hope to get a larger cheese exhibit next year as well as a larger attendance. The county prizes were very well supported by the machinery exhibitors. We have about 75 pages of advertising in the program. We have 22 booths occupied in the supply men's exhibit hall. In addition to that the cheese dealers have subscribed liberally for the county prizes, and in some of the leading counties from \$10 to \$15 have been offered for the best cheese. This deserves your intense activity to see who from your county is going to get these prizes, and I believe that by county prize system we will get out a very much larger attendance, and cheese exhibit.

I would like to say a few words about the subject on which the previous speaker addressed you. The work of the Wisconsin Dairy Council, as put before you by Secretary LeFebre, is intended, not for advertising any particular branch of dairying, nor for advertising the milk dealers or butter makers, but for the benefit of the whole industry. Its results will also be beneficial not only to those who produce but those who consume. The consumer should have a more extensive and comprehensive knowledge of milk as food. I want to illustrate this in a simple way. I suppose that all of you like doughnuts, and that some of you smoke, but you know that the price of doughnuts has gone up and the price of smoking tobacco has gone up. If the idea of value is clearly present in your mind, you do not object to paying the increased price, but if you are doubtful about the value of your tobacco, if you are not convinced of its good quality, you will look around for something else that will take its place. The important thing is to have in your mind the real value of the thing you are going to buy. The same principle applies to milk and milk products. If the consuming public has a clear idea in its mind of the value of milk for food purposes, then those people who have bought daily a quart of milk will not stop now because the price has gone up. If they are educated to know the value of a quart of milk, of a pound of cheese or butter, or dish of ice cream they will use increasing quantities of these foods. The important thing is to convey to the consumer's mind, the food value of dairy products. We want every consumer in the state to know the value of a pound of cheese as compared with a pound of meat as food.

Now, who is going to do this educating. The people who know, who have the information what cheese and butter is worth will have to pass the information along. It takes more than money to do this. There are things money cannot buy—a pleasant smile—a hearty hand grip—these are things that money cannot buy. Your clear, definite statement to your friend and neighbor and those whom you meet is worth more than one hundred and fifty pieces of printed literature sent by mail. So, I say the personal word of those who know the value of milk is a great thing. Let us talk the use of more milk, cheese, butter, etc., to everybody we meet. In addition to that we should not neglect the printed word in this educational campaign because that reaches many people that we cannot reach otherwise. I suppose that the expense ought to be borne in proportion to our interest in the dairy business. If \$100 worth of milk is produced on a farm and sent to a cheese factory, the farmer gets about \$97 and the cheese maker gets about \$3.00, and the dealer probably gets a little. The dealers have been liberal and have done their share but the farmer who gets \$97.00 out of a \$100.00 worth of milk surely can give something to help in this educational campaign. The cheese maker has \$3.00 from which he can take his share. The cheese maker can also help a great deal by getting the farmer to contribute. That is the most important

thing we can do—get our patrons interested in this matter so that there can be a large and general contribution from all parties, which will support this movement very heartily.

I don't know what detailed plans the Wisconsin Dairy Council has for raising funds, but I want to bespeak for them your support and especially your good word when talking to your farmers.

LETTERS AND REPORTS FROM LOCAL CHEESE MAKERS' ASSOCIATIONS

By Mrs. O. E. Dix, Auburndale, Wis.

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

I fully appreciate the honor conferred upon me by your worthy Secretary to give a brief history and report of our local organization.

Wisconsin stands at the top as the greatest cheese producing State in the Union. You are carrying a great responsibility and deserve credit for what you have accomplished.

The cheese maker must receive cost plus a little profit, or he is going to seek other employment, and would be ultimately lost for the factory industry. Local organizations, extended throughout the State, will help to achieve these ends. Let us deliberate at this convention to engender a new purpose in our society.

I will do all I possibly can in the central part to bring about a new policy in regard to local organization work. I am certain that we must strive for a new, better civilization. We must feel within our own hearts a keener sense of justice towards our neighbor. It is high time to resolve this talk into something more than words.

We must federate with other societies, who are doing business as we are, and thereby extend influence and power throughout the entire dairy section. Assuring justice, honesty, and loyalty to our patrons and competitors, let us incorporate into by-laws and constitutions of every society, the Golden Rule, "Do unto others as you would they should do unto you."

I cannot refrain from expressing my ambition to see these great societies so nobly founded and maintained go forward in a great national force.

No year in the history of our local society offered such hardships as the year just passed. To call meetings and make a drive for membership was mighty uphill work.

The best inducement offered since the infancy of the Central Wisconsin Association, was the enactment of our scoring contest. Generally speaking, it increased the interest and activity of the members, also financially helped it to conduct the session. However, we regret that many cheese makers failed to take part in this edu-

ational work. The best and largest exhibit was shown at Marshfield, Nov. 27th and 28th, at which time there were 60 entries, and a large display of different types of American cheese on exhibition by factories of Northern Wisconsin.

The best exhibit was shown by Mr. Math. Meyer of Stanley, which consisted of every type of American style, uniform in color and a fine make-up.

Because the enthusiasm for a Union was so great in the minds of some of the cheese makers, we discussed this at Marshfield, Nov. 27th. Most of the members were opposed to the move after a long, arduous session. Resolutions were adopted to that effect. After a tremendous lot of hard work, we could not accomplish anything.

Mr. Grossman of Dale, who travels this territory considerably, offered the cheese makers of Central Wisconsin his able assistance for future work. He said, after visiting nearly every cheese factory in that district: "Most cheese makers favored the Union, but would say, I won't join unless Mike, my neighbor does, and George must do the work." What good is an association to members who do not give the society the proper support and fail to attend the sessions? Such a member is a detriment to any organization. Does he believe that by the small amount of dues he pays will bring success, and by taking no interest in his society will assist the officers in securing favorable conditions for him? Bear in mind in unity there is strength. Without your able assistance your society cannot and will not live or advance to the high position it deserves.

We have 310 membership names recorded on our books. About 30 per cent fail to pay their dues. In my judgment no society can be successful that depends wholly upon the payments of dues so small as \$1.00 per member.

The weakness of this local is the lack of financial backing. We are not in a position to say to a man of ability, if you will give us some of your time, go out and explain our efforts, we will pay you for such labor. The local secretary is kept busy in the factory and after a hard day's work is often times called upon to do a lot of clerical work. He is not in a position to give the necessary time.

My friends, we have reached a stage in these societies if they are going to live and accomplish some good, we must employ some one of ability who can devote at least part time to go into the unorganized districts, conduct campaigns to increase the membership, correct the ill feeling in the hearts of many Wisconsin farmers. The cheese maker who toils over a vat daily is entitled to his just rights. Knowing what those rights are we dare maintain them.

In behalf of the members of this local organization I want to say we owe abundance of gratitude and thanks to the speakers who have taken part in the programs at the different meetings.

In addition the society has received loyal support by the different towns and its citizens, besides the universal courtesy and kindness extended by the supply houses.

The timely advice given by old pioneers of these societies, they are your noblest treasures, and your most valued assets, and I can assure you the members unite with me in expressing their profound gratefulness. From the time I was elected secretary I have given a great deal of my time towards this work. I have done the work the best I knew how under the circumstances.

Secretary work for me has been a great school of experience. It is the delight of my life to be present and participate at the meetings.

I hope your societies will resolve themselves into one of universal courtesy and kindness. The young cheese makers of Wisconsin must be the future life of your association. Let us work together and raise the standard of our cheese to that degree of excellence. That where our stencil mark is placed it will be accepted as a guarantee of quality. I thank you.

REPORT FROM WAUPACA AND WAUSHARA COUNTIES

By H. A. RINDR, Clintonville, Wis.

Mr. President. I was asked by the secretary to give a short report on our Waupaca and Waushara county locals. We have just organized and there is not much to report. We met several times but on account of the weather being so bad we had a few failures but still the leading members knew that we could accomplish some good work and stuck with it. We have made new efforts, sent out notices and finally got the boys together and gave them an understanding as to the objects of this association, and had a program. We also had fifteen exhibits at our educational contest. We had some local boys doing the scoring and we had all prizes awarded by the local boys. It was a very good educational contest because they had never taken part in such work and seen the great difference in cheese. From then on we worked and organized a local. We have Waushara and Waupaca counties in one. We have 57 members but we ought to have considerably more. But I suppose it is the officers' fault and lack of ambition, although on account of the "flu" and scarcity of help it was impossible for me to attend to this matter. But we are going to do better during the coming year. Our intentions are good and we want everybody to join and we are going to get them. We are going after the incorporated factories and I hope next year to give you a better report of our association.

In regard to this association, I think it is as necessary as anything that has ever been started in our locality. There is one article in our by-laws and that is to promote sociability. We have a different feeling between neighbors to-day. We meet with a handshake and a smile and we used to pass each other by. We have found out that by having a more friendly feeling towards each other it has been a

great help to every man in our locals. By visiting one another, it is going to help the sanitary conditions of the factories and also the quality of the product. In different places you find the cheese made in odd shapes and of poor quality. As it is now, they are afraid that the neighboring competitor may pop in at any time and compare and criticize. A man who entered my factory the other day found many things he did not dream of before and the same was true when I entered his factory.

REPORT FROM SHEBOYGAN COUNTY

By H. M. SCOTT, Waldo, Wis.

Mr. President: I haven't much to say. We had the "flu" in our country also. On that account, we have had no meeting of the cheese makers' association for several months. Mr. Sammis wrote me asking me if I would give you a few of my observations on local organization. Now, I don't like to be a knocker and don't like to be found fault with myself and I think that is one of the great troubles with the world. When you praise anyone they blush and are happy; when you find fault they get white and angry. Mrs. Dix talked of one-third of the membership not paying their dues. That is a very bad thing. The cheese makers talk of unions and raising the price of making. If you will not trust each other, do you expect the farmers to trust you? In my observations, men come to our meetings and are as friendly as can be. Then they go home and skin the other fellows, probably with the aid of some information picked up at the meeting. But they don't tell the other fellow a single thing to help them. I believe we ought to criticize each other more.

Our local organization has accomplished its work and it has been drifting along. Now, we have started the local with the Manitowoc people and we hope to amalgamate them all. But I want to say to them and to all, if you are going to succeed and make the world free for democracy, we have got to go back to the commandments of Jesus Christ. If you don't you are going to wrong someone somewhere.

The president appointed the following committees:

Committee on Resolutions.

H. A. Kalk, Sheboygan Falls.

O. A. Kielsmeyer, Manitowoc.

O. A. Damrow, Sheboygan Falls.

Legislative Committee.

J. B. Linsmeyer, Green Bay, Wis.

H. A. Rindt, Clintonville, Wis.

H. A. Chaplin, Plymouth.

The convention then adjourned until afternoon

THE COST OF MAKING CHEESE

By O. A. KIELSMAYER, Manitowoc, Wisconsin.

Mr. President: There was a time when some of us cheese makers made cheese for $1\frac{1}{4}$ cents a pound. Some made it for $1\frac{1}{2}$ cents and some made it for $1\frac{3}{4}$ cents. The price paid for whey cream then was 1 cent a hundred, some paid 2 cents and some as high as 3 and 4 cents.

The same is true now, some cheese makers get 2 cents a pound for making and all the whey cream money—some get $2\frac{1}{2}$ cents, and $\frac{1}{2}$ of the whey cream—some 3 cents and no whey cream. I have some figures here that will show you the cost of supplies and what it cost to make a pound of cheese for the years of 1914 and 1917.

	1914	1917
Rennet, per gal.	\$1.35 to \$1.60	\$5.00
Color, per gal.	1.15	2.25
Bandages, per thousand Y. A.	9.00	15.00
Caps, per thousand Y. A.	9.00	15.00
Bandages, per thousand Daisy	9.00	12.00
Caps, per thousand Y. A.	1.25	2.00
Bandages, per thousand L. H.	12.00	15.00
Caps, per thousand L. H. ....	.90	2.00
Salt, per bag ....	.70	.75
Scaleboard, per bundle	1.90	2.50
Boxes, per piece Daisy ....	.09	.11
Boxes, per piece Y. A. ....	.15	.18
Boxes, per piece L. H. ....	.15	.18
Acid, per gal. ....	.65	1.75
Circles, per thousand		

The expenses for the years 1914 and 1917 were as follows at my factory:

	1914	1917
Boxes	\$531.88	\$619.17
Bandages and caps	139.55	204.34
Rennet	72.00	225.00
Fuel	200.00	270.00
Helper	200.00	240.00
Depreciation	150.00	200.00
Color and acid	18.00	37.50
Salt	20.00	20.00
Taxes	40.00	50.00
Insurance	40.00	50.00
General breakage	40.00	50.00
Interest on investment	280.00	280.00
Total	\$1,731.43	\$2,246.01

1914—The expense per lb. for making in this case is \$.012.

1917—The expense per lb. for making in this case is \$.0155.

The price for making for 1914 was $1\frac{1}{4}$, for 1917 was 2c and $\frac{1}{2}$ of the whey cream.

Beginning of the year 1918, I gave the following report of 1917 to my farmers:

Total pounds of milk	1,561,431.00
Total pounds of cheese	155,106.00
Average cheese price	23.75c
Pounds of milk to one pound of cheese.....	10.06
Pounds of cheese from 100 lbs. milk	9.94
Total pounds of fat	56,903.00
Cheese to one lb. of fat	2.73
Net receipts for cheese	36,878.17
Expenses at 2c per lb. cheese	\$3,045.38
Average test at factory	3.643%
General average paid to patrons	\$2.166
Plus .06 for whey cream	2.225
Price per lb. fat .....	.5944c
Net amount due patrons for cheese	\$33,832.79
Net amount received for whey cream	1,759.82
Paid patrons for whey cream	879.89
Factory earnings whey cream	879.93
Total expense plus whey cream	3,925.31
Total paid patron cheese and cream	34,710.59
Average paid for 4% milk in 1917.....	2.437
Plus .06 for whey cream	2.50
155,106 lbs. of cheese at .0155 equals.....	\$2,404.24
Total earnings plus whey cream	3,925.31
Net earnings for the year 1917.....	1,520.88

The cost of making a lb. of cheese today includes:

Bandages, L. H., a thousand.....	\$40.00
Bandages, Daisy, a thousand.....	32.00
Bandages, Y. A., a thousand	25.00
Boxes, L. H., each .....	.24
Boxes, Daisy, each at.....	.16
Boxes, Y. A., each at.....	.24
Caps, L. H., a thousand at.....	2.80
Caps, Daisy, a thousand at	13.00
Caps, Y. A., a thousand at	4.00
Rennet average, 4.50 (Hansen) at.....	5.50
(Curdalac)	3.60
Color, at	1.70
Fuel, a year, at	365.00
Helper during summer months.....	365.00
Depreciation, a year	150.00
Salt and acid, a year.....	40.00
Scaleboards	
Washing powder	
Taxes, a year	40.00
Insurance, a year	40.00
General breakage, a year	40.00
Interest on investment figuring property worth \$8,000 at 5%	400.00

The cost of making the different styles of cheese today is, for L. H., bandages, boxes and caps, \$.845. For Daisy, bandages, boxes and caps, \$1.09, and for Y. A., bandages, boxes and caps, \$.8425, Y. A. cheapest to make now.

The cost to make 100 lbs. of young Americas is as follows:

Bandages, boxes and caps .....	.84
Rennet, 4 oz. to a thousand .....	.18
Color .....	.01
Fuel .....	.25

Helper .....	.25
Depreciation .....	.10
Salt and acid .....	.025
Taxes .....	.025
Insurance .....	.025
General breakage .....	.025
Interest on \$8000 at 5% .....	.27
Total	\$2.00

It now takes two dollars to make 100 lbs. of cheese, or to make one lb. of cheese it will cost 2 cents. If you want to earn \$1500.00 a year at a factory running one million five hundred thousand pounds of milk per year you must add 1 cent a pound, which will make the cost of making this following year, 3 cents a pound, to which every cheese maker in this room is entitled. So much for the cost of making. Now, I believe I have butted in a little on the following speaker, but I believe he will clear himself.

After all, what do all these figures mean. To me they mean very little. Tell you why. Supposing after the Spring meetings are held, we have, will say, in Manitowoc County all agreed to charge 2½ cents a lb. for making and each one of us gets 1/2 the whey cream. Along in the month of May or June, reports come to us from the farmers that the cheese maker on the right of us paid \$4.00 for 4% milk. The maker on the left of us paid \$3.60 for 4% milk. I paid \$3.80 for 4% milk. All the boys charging 2½ cents for making and one-half of the whey cream and all getting the same price for cheese, say 36½ cents. The boys are all honest. Now, here we have a difference of 40 cents a hundred, or 10 cents on a lb. of fat. This will naturally arouse some suspicion among the farmers and the result is trouble and dissatisfaction among the farmers and they will call the cheese makers crooks and what not. Now these conditions exist and you all know they exist. Who is to blame. Nobody but the cheese maker himself. There is no honest cooperation, not enough friendship and no organization among the cheese makers. As long as we fight and wrangle among ourselves and try and get that one customer just on the boundary line, there will be trouble. And you find that at nearly every factory, there are one or two farmers that are just looking for such trouble. Now, in this matter of reconstruction the world over, we as cheese makers should get our share. We should organize, cooperate, form a friendship whereby we as cheese makers can make a good, honest living. We should organize so that we as cheese makers at our own factory *are It*. We should know our business, we should not be dictated to by every Tom, Dick and Harry, or by one or two farmers of the factory. If we do we will have trouble. We should be business men and what we say must go, and we should have laws that will protect us. Now, after we are organized and have formed a friendship, we should have some system by which to pay the farmer. Will say 2½ cents for making and one-half of the whey cream, and figure 2.6

to 2.65 cheese to one pound of fat. Adopt some uniform statement and have at the bottom of every statement the price per hundred, net—that is, the cost of making deducted. An honest maker, who gives an honest test and an honest weight at the weigh can does well, if he makes 2.6 or 2.65 pounds of cheese to 1 lb. of fat the year round, dry weight. We should be organized so, and our profits should be such that a maker handling one million five hundred pounds of milk should receive for his services at least \$1500 to \$2000 a year. Every ordinary working man is making \$1000 to \$1500 per year, is not the cheese maker entitled to as much or more? After we get an honest price for making, we then can afford to go to the State Convention. We can send cheese down for exhibit. Our older cheese makers will stay at the business. We can then send men to Madison who can help make laws for the protection of the cheese maker. We can well afford to pay \$10 to \$20 a year towards the cheese makers' organization, that is working for the protection of the cheese makers. It seems to me the time has come when we as cheese makers should take the bull by the horn ourselves. As long as we have somebody else make the laws for us we will never get protection. The bankers are organized and make their own laws, the bakers do, the barbers, the masons, the carpenters, the hardwaremen, the cheese dealers and the farmers are organized. Why not we, who are men holding a world wide reputation as cheese makers?

Wisconsin is classed as the leading dairy state in the United States. We are proud of this and we want to uphold and keep this reputation, but we must not forget the cheese and butter makers who have made cheese in this state for 25 years or more and who are responsible for the reputation this state holds as a dairy state. Men who have gone to this state convention for 15 years and more and have heard this cry every year—"Wisconsin At the Top", "The Greatest Dairy State in the United States"—and have gone home heartbroken and said where does my credit as a cheese maker come in and where is my protection. Let us cheese makers this winter, with the aid of the different associations, the aid of the dairy and food department, and the dairy school and the agricultural department, *make amends* and repeal laws that do not furnish direct protection to the cheese makers. The thing we want to do is form an everlasting friendship with our neighboring factorymen—get the cooperation of the farmers, show him what our expense bill is and then get organized. There is only one thing that holds organization together, and that is friendship and good will.

DISCUSSION

MR. GRUENSTERN: Suppose the factory is located four or five miles from the station and you were to deliver the cream—the cheese makers usually deliver the cream—I should think there would be

an allowance for delivery. I claim there is considerable expense to that.

MR. KIELSMEYER: He may have some means of delivery.

MR. GRUENSTERN: You would figure that in on your cost wouldn't you?

MR. H. J. NOYES: There is at least $\frac{1}{2}$ c difference in the cost of making cheese. We want to bring it out fully enough, so that we know. We do not think that anybody is cutting down things. I think the whey cream makes the difference. But before we get through with the subject, lets understand it. We are here for cooperation and if there ever was a time when factory men should stand together, it is now.

MR. CHAPLIN: There is one thing I don't think he brought out in his figures and that is the fact that he himself has worked in this same cheese factory and that really all the wages he got was the \$600 besides the whey cream, but in the cheese factory proper he only made \$600. I think that a living wage should have been added to the cost of making.

MR. KIELSMEYER: I figured without my labor. I figured helpers' labor.

MR. SCOTT: How did you figure—what profit did you figure on your whey cream, so much per pound?

MR. KIELSMEYER: I paid the farmers 6c per hundred pounds.

MR. SCOTT: You haven't any idea what it cost you to skim it?

MR. KIELSMEYER: I don't know exactly what it would cost.

MR. SCOTT: I know several years ago when we first made whey butter and we figured out every expense and we were handling 18,000 pounds, we were not able to make the whey butter for less than 7c a pound and you must figure that amount in your cost.

MR. SCOTT: You say you gave the farmer one-half, one-half of the finished product of the butter?

MR. KIELSMEYER: No, we figured 12c. Sure, that would be it. I figured without shipping my cream. What I made out of the butter was my business.

MR. HARVAT, BOYD: Don't you think your figure for whey cream pretty high?

MR. KIELSMEYER: No sir. We could not make any money all last summer. It cost 7 to 8c and we skimmed the milk clean.

MR. KALK: How much moisture is there in your cheese?

MR. REED: He does not get over 40%. It is good dry cheese.

MR. RINDT: I would like to ask what you figured salaries for helpers.

MR. KIELSMEYER: \$365 for eight months.

MR. GRUENSTERN: Another thing, a man in a factory ten miles from town, when he figures the cost of hauling his coal and other supplies, I think the figures are low. According to my figures the depreciation is much more; the hired help costs more.

MR. KIELSMEYER: I think the depreciation is not too small on an average investment of \$7,000 to \$8,000. Where you have \$20,000 investment you will have a bigger depreciation.

MR. GRUENSTERN: You figure investment at 5%. I don't see where a man could get money to invest in a cheese factory at 5%.

MR. KIELSMEYER: Yes, that is true.

MR. NOYES: Perhaps he had it.

CHAIRMAN: I would like to hear from Mr. O. L. Schwantes.

MR. SCHWANTES: I have nothing to say.

CHAIRMAN: Any other suggestions concerning the cost of making? The idea was to figure the cost of making and what to do as a whole in charging for making. That varies according to conditions and localities.

MR. ROHDE: A price established according to the price of the cheese? It seems to me that we will have to be holding meetings all the time if the price goes up and down. If cheese goes up I think wages should go up.

CHAIRMAN: We want the cheese maker to earn a living.

MR. HARVAT: I have a factory that got 3c and they got all the whey cream this last summer. I got 2½c and I paid more for butter fat than they did.

MR. KIELSMEYER: I am in the neighborhood of a condensery. This last year we based our price somewhat on the price of the condensery, on the same system as the condensery, and the system seemed to work out pretty well this summer, just a flat price.

MR. NOYES: That is the basis you worked on this last year?

A. Yes sir. At the beginning of the season \$3.80 for 4% milk.

MEMBER: Is that the best price the condensery paid?

MR. KIELSMEYER: They paid \$3.90.

MEMBER: What do you charge them for the whey?

MR. KIELSMEYER: They take it home. I have nothing to do with whey cream or anything. Of course, during June and July their prices were down and I naturally was down. Last winter we had to pay a big price. There are different conditions in different localities. Where you have that kind of competition you must meet it.

MR. M. J. WAGNER: I believe that lots of competition could be done away with if there was a law passed as to the price to be paid for cheese just like the teachers. Now they get a uniform price. They must get \$40. The law is there. Why not have the cheese makers the same way. Right now a farmer will hire a cheese maker at \$50 to 70 a month. If they would have to pay \$125—and any good cheese maker ought to get that—if that law was passed and enforced the same as the teachers, I think we would avoid lots of this trouble. Now when a cheese maker wants 3c for making the farmers say we will build one and get a cheese maker. If they find out they have to pay \$125 per month, they will know better. With the best association we have in Wisconsin, why can't this be enforced? Because the farmers can hire them cheaper.

MR. UBELOHDE: As to the teachers getting a uniform rate of \$40. They do. But you cannot get a good teacher for that. Where we paid \$40 three years ago to get a good teacher, now we pay \$65. The same thing is true with the cheese makers. They set the rate so low

that the cheap man does the work for \$50 when a good man ought to get \$120.

MR. WAGNER: We don't want any but good cheese makers. Set the price high enough.

MEMBER: I believe that we ought to put the thing up to the farmers. Tell them what the cost of making amounts to and I don't think there will be any objection to paying 3c a pound. It belongs to you. It is no use working for 2½c and stealing the other. We want to do business and do it right, get what is coming to us and give what is coming to the next man. I believe in that kind of a proposition. I don't like this idea of making at 2½c. If you can, its all right. But it is not right to make for 2½c and take from somewhere else. It costs me over 2c a pound to make cheese. I have to pay \$8.50 per ton for coal and everything else is three times as high as it was a year ago and every farmer will see that, and I don't believe there will be any objection if these things are put to the farmers in the right way. Most cheese makers let the farmers tell them what they should do. I have not yet had any trouble in telling the people. I got 2½c for making and paid 5c for the whey cream. I believe in putting the thing up to the farmers and they can see what it costs to make a pound of cheese. Take boxes for instance. You cannot buy boxes for less than 25c. Last year I bought my bandages for \$22.25 per thousand. If I have to pay that much this year I cannot afford to make for 2½c. I believe in giving a fair and square deal and doing a fair and square business and I think that 3c a pound for making is not too much. That is, in our locality. Of course, where they are pressed by the condensery they have to be a little cheaper.

CHAIRMAN: I know several neighbors that got 3 cents.

MR. CHAPLIN: I talked to a farmer yesterday and he said "How is it that all the cheese makers are rich?"

CHAIRMAN: If they all get as rich as he thought they were they would still be in the business.

MR. RINDT: These suggestions are all very good; you all understand the idea is to study these things. I have a neighbor factory, and they made at 1¾ cents. He has an investment of \$4,000 and he was compelled to accept what was offered him. They gave him a raise to 1½ cents. It is not right, but what is a man going to do. These conditions exist in many instances. It is a hard problem. Suggestions are good but how are you going to follow them.

CHAIRMAN: These suggestions may enable us to work out some plan.

A MEMBER: I was going to say this, cheese makers ought to get a uniform price. Most factories in our section are chewed down in the price for making by two or three farmers. I don't think we ought to stand for that sort of thing. Turn the factories over to the farmers. Offer to sell to them. To illustrate how the farmers deal with the cheese makers. I have one factory that twelve years ago they furnished me the wood for \$40 to run the factory ten months. This last year I paid \$225 for the wood but they still wanted me to make cheese at the same price. I said: "Nothing doing. The thing was off. You

can take the factory. I must have enough to make a living or a profit or I can't run the factory and will not run. You can take it over and pay me so much for the use of it." I run it this last year at \$2.75 for twins and 2.65 for daisies. That factory pays 3 cents for making this year or stands still. I think we ought to demand and get what is right between man and man and put it up to our farmers so that they may see it right. Do not let 2% of your patrons govern the cost of making but talk this over with your factory men. In all fairness, we cannot make for less than 3 cents. Now that is a better price, nearer what is right than anything we have had this past year. We ought to get together on some plan by which this can be protected. If not by law, then by cooperation.

MR. UBBELOHDE: Regarding what happened at the meeting of the egg, butter and cheese men last summer. I was called to this meeting to represent this organization. A man from our section made the statement that the factory men made a great deal more money than the farmers and I asked a question of this gentleman, if he knew what it cost to make a pound of cheese. He said he knew that the farmer got a great deal less money than the cheese maker did. I am somewhat posted on both sides. The farmer is not making such a great deal of money, but in our factory this last year we farmers made considerably more money than the cheese maker. Now last winter, when the price was going up, I had talked with the farmers and the man who owns that factory. He made a proposition of what he would make for and the farmers had practically agreed to give $\frac{1}{2}$ cent more than what he asked. If he had asked 3 cents he would have got it but he didn't ask for it and didn't get it. How can the farmer know that the cheese maker is making more money than he is, when he does not know what it costs to make cheese.

MR. SCHAEFER: I have been running cheese factories and never held a meeting. When I go to put the price up I tell them at the weigh room that supplies are going up. I am getting 3 cents for making daisies now. A meeting nine times out of ten causes trouble. A store don't have to hold a meeting to get their prices. Why should a cheese factory?

CHAIRMAN: There is a movement on foot that says without saying it that the cheese maker is not a business man, only a servant of the farmer. You are on the right track.

MR. SCHAEFER: I must have something to say as to what I get. If they want to bring their milk there they are perfectly welcome. If they think they are getting too little, let them take it elsewhere.

MR. LINSMEYER: I know one cheese maker that does as Mr. Schaefer, puts out a notice that the making of cheese would be 3 cents. Unfortunately, the farmers also figured on paying 2 cents per pound. Anyway, I went to this particular factory and we had a meeting with the farmers, discussed the thing thoroughly and had no difficulty in getting 3 cents, and half of the whey cream. In reply to the statement of Mr. Noyes as to a law protecting the cheese factories, I want to say that our Protective Association is now working on a bill of

that kind to be introduced in the present legislature. We are sending out petitions to all of our members. Those petitions are to be sent to your senator or assemblyman asking for the enactment of a law putting the erection of new cheese factories under the supervision of the Dairy and Food Commission. That, I think, would tend to curb the unnecessary duplication of cheese factories. I also agree with the idea of putting the matter of making squarely up to your farmers. If you do you will have no trouble. We started in Oconto county, where we are well organized. The cheese makers decided they should have 3 cents for making cheese. Some were afraid. They said: "If we talk 3 cents to our farmers there will be some trouble." I arranged to have a meeting with some of the farmers. We had meetings in five townships to discuss this increase in the cost of making cheese and you would be surprised how little opposition there was to the price of 3 cents for making cheese and one-half of the whey cream. The great majority in Oconto County are getting 3 cents and one-half of the whey cream instead of 2 cents last year. I think the thing to do is to talk this over with your farmer. It has been said that some cheese makers are making cheese for 1½ cents and making a living. This may be like a fellow I met. He said: "I was up against competition. Two competitors cutting prices. We decided to get 2 cents for making cheese. But the other fellow had a meeting first and offered to make for 1⅞ cents. Were getting 1½ cents before. Well, we had to make for 1½ cents but believe me, I didn't make for 1½ cents. I got a great deal more." How did he get it? The only way he could get it is to steal it. Those men will agree to make cheese for a certain amount and when they don't come out right, they will turn around and steal instead of asking for a living wage.

MEMBER: How do they steal it?

MR. LINSMAYER: I don't know. That was the statement made to me. But if that thing exists, it is surely unfortunate. It is time to get together and get on some sound basis.

Mr. Noyes: A year ago the cheese makers called a meeting at Muscoda. At the first meeting they had a few cheese makers there. At the second meeting they thought they would call in some of the patrons of each factory. We had the cheese makers there and they wanted 3 cents a year ago and gave their reasons why, had all figures out. Of course, those farmers put in a big kick and put up a big bluff, and one cheese maker said he would make for 2 1/2 cents and one-half of the cream. That killed the whole thing. They then argued if this man can do it, why can't the rest do it. That same cheese maker still owes me \$200 for last year's supplies and he is making at 2 1/2 cents. I think we ought to get together to obtain uniform prices, so that the cheese maker gets something for his time, something for the wear and tear on the machinery and something for the interest on his investment. I think it is up to the cheese maker himself to show the farmer what his expenses are and stand for what is right.

Member: I had my meeting the first of any one and we wanted 2½ cents and didn't have any trouble in getting it. Then the other fellow went to work and had a meeting and asked 2 cents and he only got 2 cents for making. I talked with one of his patrons and he said that they were willing to give 2½ cents but he didn't ask for it and didn't get it. I met him in the street in the summer and he said "Now is a good time to get more for making." I said: "You pulled down the prices for the others and now you want to raise the price." Of course, some of the farmers will chew you down but that is not the idea. Even if he could not figure, he knew what bandages and boxes were worth and then he asked for 2 cents. If he had asked for 2½ cents and was pulled down to 2 cents it would not have been so bad. And then in the summer time he wanted to raise.

Chairman: Your idea is that in certain territory the neighboring factories all set the same price. But you will find some who will cut the price. The idea of establishing a price is to get it established and make everyone stick to the established price.

Member: Well, it is pretty hard. But, at the same time, suppose you can't get 3 cents for making. Tell them if you want to run it yourselves, here is your chance. Pay me 1 cent for my labor and you pay all expenses and I will guarantee my cheese.

Chairman: They would not run very long, would they?

Member: They would come back and pay 3 cents.

Mr. Jacobs: You do not have to be afraid to tell the farmers these things. They are true.

Member: I don't believe that it pays to keep a customer that wants to take the bread away from you. If he don't want to give you a living, it don't pay to steal it from him. There are two factories 1½ miles away from me; the other is four miles away. I don't think that any cheese maker needs to be afraid of any factory competition. They should not be afraid of each other. What we want is to have a law that will prevent another man from doing a crooked thing. Make them all come right down to it. Find out what is wrong. Have a committee go and investigate and see what he is doing. Then you will stop the trouble. Have his license revoked.

Mr. Rindt: We have laws of that kind. You will find laws against unsanitary factories, for stealing, etc. There is a law for criminals and still people kill one another right along, so I don't think a law will do much good.

Mr. Grimstead: The cheese makers should cooperate and boycott them. Have the supply dealers that belong to this association refuse to sell them any supplies.

Mr. Scott: As to the law that the cheese makers tried to pass two years ago. There was considerable trouble in getting it through—lots of opposition—not only among the farmers and farming representatives at Madison but among the lawyers that were in the

senate. They claimed it was illegal; that it was unconstitutional. We classed it the same as the bankers' law. I contended all the time that this law should be passed under the general utility law. Every law that should be passed for the cheese makers' protection should be passed under that law. Suppose this law is passed. Then the Rate Commission would set a time for hearing. Both farmers and cheese makers would appear before them and it would set a price if the Commission set a price of 3 cents, you must charge 3 cents. A whole lot of cheese makers sat right down at that. They said they were running their own factories.

Chairman: That was the other bill concerning the price of making. That was to put the cheese makers under the same law as street car companies, telephone companies, etc.

Mr. Scott: I believe that is the only way you can force a uniform price for making cheese.

Member: How about street railways and telephone companies?

Mr. Scott: If you go to the railroad to-day, they must sell a ticket to you whether you are black or white, clean or dirty. You can go to a hotel keeper and he has to keep you, but he can't stop you from building a hotel across the street.

Member: Mr. Scott does not get the point exactly. In the first place, if we had plenty of money and wanted to build a railroad, we would first have to go to the Railroad Commission and get a permit. Now, if these people that want to build a new factory had to appear before the Commission and the Commission would ask: "Does the public require this factory or investment?" Somebody has to pay interest on this.

Chairman: The point is well taken. If I am willing to pay 5 cents for a street car ride, I can get it. But I can't build another street railroad to take away the patronage from the other street car company unless the Commission permits it.

Mr. Scott: The Commission sets the price that the railroad and telephone company shall charge but under the bill the cheese makers set their own price. That is where the bill was lame.

Mr. Noyes: The trouble was that the bill was not drafted right. I think there is no danger but that we can get a bill drafted that will go through.

Member: I think that one of the main points underlying Mr. Kielmyer's address regarding cost has been lost sight of. It has been my pleasure to attend several different kinds of conventions, one of them the International Milk Dealers' Convention. One of the speakers said that a great deal had been said about the price of milk in the last year and they had to have the Food Administration make a set price. That it was found a great many milk dealers were not treating themselves right. They did not know what the milk was costing them. I believe that is true regarding the misapprehension as to the cost of making cheese because the cheese maker does not know what it costs. You are not going to have the

farmer in sympathy with any raise in price unless you show him. The best thing is to have a uniform cost accounting system. Along with that we ought to have a uniform price at the factory. The mere fact that we paid more or less per hundred pounds does not make any difference.

Mr. Scott: Take the farmers in our locality. My factory is located right across from the grist mill and from fifty to one hundred teams a day stop there. He keeps me pretty well posted as to what they say. They come in and ask: "How much did you get a hundred for your milk?" The cheese makers figure on that basis.

Mr. Noyes: That should be taken off the statement altogether.

Mr. Scott: Suppose a fellow gets $\frac{1}{2}$ cent above market for his cheese.

MEMBER (interrupting): I have a couple of factories and they have never gotten market for their cheese yet.

Mr. Scott: I know that. We get the Plymouth market.

MEMBER: Well, I haven't as long as I have sold cheese.

Mr. Forman: As far as Mr. Krumrey is concerned, he don't know anything about cheese in the first place. He don't know whether cheese is sour or not. They showed him cheese and he did not know whether it was sour or sweet.

Mr. Scott: Now, Mr. Forman is getting down to brass tacks. Now, then, let him put his factory in the federation under Mr. Krumrey.

Mr. Forman: I know that but he will not buy a pound of cheese from my factory unless he inspects it at my factory.

Mr. Scott: Now, then, he will not buy your cheese. He don't buy cheese. He sells cheese. These farmers pool their cheese at Plymouth and he sells it for them. They formed a stock company. They had $\frac{2}{3}$ of my patrons join that. I simply had to agree to ship my cheese under those conditions.

MEMBER: He is working both ends. Tells the wholesale dealers the cheese makers are getting too much. Then he tells the farmers that they are not getting enough. Who is getting the money? The dealers or the farmers?

A PLAN OF FIGURING COSTS AT ANY FACTORY

MR O. A. JUVE, College of Agriculture, Madison, Wisconsin.

When your secretary asked me to deliver an address at this convention about a month ago, I told him that you cannot make a cheese maker out of an accountant in a month's time. For that reason, I told him that he could put my name on the program for whatever he pleased but I wanted the right if I got down here to talk along my own lines.

After talking the matter over somewhat, I came to the conclusion that the best way to begin was to find out what the field was. For that reason we sent out questionnaires to some six hundred cheese makers in different counties and in order to get some clew as to what cheese makers knew about their business and of course, to find out a little about cost. Now, I have been very much interested in the discussion that has been going on here and I want to say that as far as I have been able to make out from the records that I have received, I think this gentleman here had the argument that was most potent with me—the actual figures. The records that came in I started on in the order that they came and I had 16 records. I classified them in groups over 100,000 lbs. and those under 100,000 lbs., and to my surprise they split even, eight of each. After looking over the records to see what could be worked out of them, I found that all those eight records from factories that produced less than 100,000 pounds were worthless and I could not use one of them. They were incomplete and most of them showed evidences of very poor bookkeeping and accounting and all figures were in round numbers, just estimates and showed that they did not keep books. On the other hand, the figures from the factories making over 100,000 pounds gave the figures in odd numbers and even cents, which seemed to indicate that they were trying to keep some books. I have worked with farmers in the state for ten years and I have come to the conclusion that the farmers do not want to work for nothing, but they do work for nothing out of ignorance and the same is true of the cheese makers. They don't know their cost and as long as they are willing to cut down on the living expenses, refrain from buying this and that, in order to stay in the business, I think you will have a hard time to do more.

There are 2700 factories in the state. The very fact that you men have interest enough to come here shows that you are above the ordinary cheese maker in intelligence. By these discussions of the cost you don't reach a lot of your men and one or two of those ignorant cheese makers will spoil your business, if they are willing to produce cheese at 1½ cents a lb. There is nothing much to stop them.

As to the amount received by the cheese makers. Out of the 16, most of them reported 2 cents for 1918. I had some returns where they said they made for 1½ cents. I don't recall any record of any 3 cent figures.

I think that there ought to be some systematic books or accounting system devised, and that if you have not already appointed a committee to look into this, you ought to have one and get some accountant on that committee, and get some practical cheese makers and work out some system, and it is a large enough proposition to interest any publishing house in printing the books. And furthermore, from my accounting experience, I have come to the conclusion that bookkeeping in cheese factories is about the easiest kind of accounting that I know of because you have very few joint costs. Practically the only joint cost is the cost of producing whey cream. Otherwise your extracts, your boxes, salt, etc., goes into the one product—cheese. You don't find that in many factories. You usually have many by-products. So if there was an interest, if you people that are here can go back and stir up your neighbors who are not keeping accounts, I don't see why we cannot get something done. And I think the system could be very simple and very effective.

I thought I would work out the costs for 1918 according to the figures I received. I just wish to mention a few of the facts brought out by these tables. As far as the costs are concerned, I don't want these figures to be considered absolute because in sending out a questionnaire we cannot ask all questions that we want because if we did, nobody would answer the questionnaire.

Now these figures, although they do not represent the bulk that is necessary for statistical work, surely shows that the cheese making business is pretty sick and you will have to have some remedy applied. I think the makers ought to try to increase their returns in a legitimate way. But there again, you will have to organize. You can kick and complain individually but that won't bring any results. You will have to organize and get those cheese makers that don't come to your conventions; get them into your locals and teach them a little. In order to be successful you must be able to do these things. It is not only necessary to be a good cheese maker but to know whether to stay in the business or get out of it and that cannot be done without records. You need something that is simple. You need something that sacrifices a lot of the bookkeeping technicalities providing it gives you the big facts. The trouble is that bookkeeping is somewhat of an art, that some of you ought to learn more about.

The speaker then showed the following tables of figures, based on cheese makers reports for the year, 1918, and explained them in detail.

TABLE I.
REPORT ON BUILDINGS AND LAND AT 37 FACTORIES.

	Brick, Stone, Concrete	Wood	All
Number.....	10	27	37
Average length.....	53.1	35.2	36.
Average width.....	43.6	25.4	28.0
One story.....	2	12	14
More than one story.....	8	15	23
Average age, 1918 (years).....	7.42	10.25	9.5
Average cost of building.....	\$3,710.00	\$2,980.00	\$3,230.00
Average present value.....	3,050.00	3,160.00	3,270.00
Depreciation (a) in 1918.....	\$111.30	\$149.00	\$146.25
Interest (b) on investment.....	92.75	74.50	81.25
Repairs in 1918.....	17.30	110.00	85.00
Total cost of buildings.....	\$221.35	\$333.50	\$312.50
Investment in land.....			\$220.00
Interest on land investment.....			11.00
Total yearly cost of buildings and land..			\$323.50

Average cost per 100 lbs. of cheese \$.234.

(a) based on original cost: rate 3% for brick, stone, etc.; 5% for wood; and 4% for average.

(b) Figured on one-half original cost.

TABLE II.
EQUIPMENT AT 30 FACTORIES

	Per cent report	Average cost	Average Life	Average depre- ciation	Interest 5%*	Total cost for 1918
						Those re- ported
Boiler.....	87(a)	\$370.00	years 13.6	\$27.20	\$9.25	\$36.45
Engine, steam.....	57	144.00	10.8	13.30	3.60	16.90
Engine, Gas.....	43	95.00	8.8	10.80	2.35	13.15
Scale, intake.....	100	32.00	9.4	3.40	.80	4.20
Scale, counter.....	98	19.80	9.2	2.15	.50	2.65
Tester.....	100	42.00	10.5	4.00	1.05	5.05
Agitators.....	20	84.00	12.0	7.00	2.10	9.10
Vats.....	100	268.00	4.6	58.23	6.70	64.03
Press.....	100	102.00	11.5	8.20	2.55	11.45
Tank, whey.....	100	50.00	7.3	6.84	1.25	8.09
Tank, whey storage.....	73	55.20	5.5	10.00	1.38	11.38
Pump and well.....	94	107.00	13.9	7.75	2.68	10.43
Hoops.....	100	150.00	8.1	18.50	3.75	22.25
Curd knives.....	100	10.75	7.6	1.42	.27	1.69
Tinware.....	100	27.00	4.4	6.14	.68	6.82
Miscellaneous.....	47	87.00	8.0	10.85	2.18	13.03
Total che-se.....		\$1,643.75	8.3	\$196.48	\$41.09	\$237.58
Whey separator.....	80	425.00	8.1	52.50	10.63	63.13
Total factory.....		\$2,068.75	8.2	\$248.98	\$51.72	\$300.71
Belts & repairs.....	90					\$70.80
						\$371.51

Cost of equipment per 100 lbs. cheese..... \$229.

* Interest based on one-half original cost.

(a) Only 80% of these factories reported the cost of boilers.

TABLE III.
EXPENSES AT 30 FACTORIES

	Cost		Per 100 lbs.
	For those reporting	Average for all	
Coal.....	\$298.00	\$139.50	.102
Wood.....	225.00	204.00	.149
Gasoline.....	28.50	12.30	.009
Total.....		\$355.80	.260
Salt.....	\$49.20	\$49.20	.036
Extracts.....	187.20	187.20	.137
Color.....	24.30	23.50	.017
Acids.....	8.24	8.24	.006
Oil.....	8.22	6.93	.005
Wash powder.....	13.95	13.50	.010
Ice.....	41.80	5.56	.004
Total.....		\$294.13	.215
Boxes.....	650.20	\$650.20	.475
Bandages.....	235.20	235.20	.172
Total.....		\$885.40	\$.647
Insurance (a).....	27.30	\$26.35	.019
Taxes (b).....		34.20	.025
Miscellaneous (c).....	79.00	10.56	.008
Extra labor.....	339.00	215.00	.157
Total.....		\$286.11	.209
Grand Total.....		\$1,821.44	1.331
Buildings and land.....			.234
Equipment.....			.229
Total cost per 100 lbs.....			\$1.794(d)

Average No. Days Run, 275; Average lbs. per Factory, 136,938.

- (a) One did not report.
 (b) Two did not report.
 (c) Reported by only 4.
 (d) Excluding maker's pay.

TABLE IV.
BUILDINGS

No. in group	Number		Length	Width	Value		Depr. 2a)	Re-pairs	Int. (b)	Total buildings cost
	Wood	Other			New	Now				
10	9	1	45.3	27.5	\$2,686	\$2,262	\$134.30	\$139.34	\$67.15	\$340.79
8	5	3	54.1	26.0	3,214	4,417	136.64	92.88	80.35	309.87
8	3	5	46.0	28.0	3,556	3,950	133.35	111.67	88.90	333.92
10	9	1	43.8	26.0	2,162	2,700	108.12	129.90	54.06	292.08

LAND					EQUIPMENT					
Common size	No. in group	Value	Int.	Total real estate	Cost	Depr.		Re-pairs	Int. (b)	Total equipment cost
						Per cent	Amt.			
1A	10	\$200.00	\$10.00	\$350.79	\$1923.19	12.3	\$236.88	\$65.50	\$48.08	\$350.46
1A	8	147.00	7.35	317.22	199.51	12.4	239.20	105.29	48.24	392.73
1A	8	175.00	8.75	344.67	1463.41	16.3	238.34	47.58	36.56	322.48
1A	10	167.85	8.39	300.47	1564.17	13.6	213.65	55.60	39.10	308.35

RUNNING EXPENSE

No. in group	Supplies and overhead	Extra labor	Total cost	Ave. lbs. cheese made	Cost per 100 lbs. cheese
10	\$2,270.85	\$431.94	\$3,407.00	206,208	\$1.664
8	1,725.83	395.26	2,831.04	147,568	1.918
8	1,476.04	237.85	2,391.04	121,832	1.954
10	1,072.61	38.20	1,719.63	93,014	1.848(a)

(a) The chief reason for this low cost is due to the drop in amount of extra labor used. If the amount of extra labor had been the same as Group 3, the cost per 100 lbs. would have been about \$2.06 instead of \$1.846.
(b) 5% on original investment.

TABLE V.

SHOWING COST PER 100 LBS. OF CHEESE MADE FOR SAME FACTORIES AS TABLE IV

No. in group	BUILDINGS						EQUIPMENT			
	Depreciation cents	Repairs cents	Interest cents	Total cents	Interest on land cents	Total real estate cents	Depreciation cents	Repairs cents	Interest cents	Total cost cents
10.....	6.51	6.77	3.25	16.53	.49	17.02	11.50	3.17	2.44	17.12
8.....	9.22	6.28	5.44	20.94	.50	21.44	16.15	7.14	3.26	26.55
8.....	10.95	9.54	7.30	27.79	.72	28.51	19.50	3.90	3.00	26.40
10.....	11.60	13.97	5.81	31.38	.92	32.30	23.00	5.98	4.21	33.19

No. in group	Running expenses cents	Extra labor cents	Total cost per 100 lbs	Maker's pay (a) per 100 lbs.	Difference	Return for labor (b)
10.....	110.	21.2	\$1.6534	\$1.97	\$0.3166	\$651.15 profit
8.....	117.	26.7	1.918	2.09	.173	255.19 profit
8.....	121.	19.5	1.954	2.22	.266	324.07 profit
10.....	115.50	4.11	1.851	1.81	.041*	38.14 loss

(a) This does not include return for whey cream.

(b) Above return for whey cream and house rent.

* Loss.

WHEY CREAM

	Ave. amount 100 lbs. of cheese	Ave. value per 100 lbs. whey cream	Ave. value per 100 lbs. of cheese
Group 1.....	9.84 lbs.	\$13.42	\$1.32
2.....	6.22	19.18	1.19
3.....	5.94	24.25	1.44
4.....	5.88	20.79	1.22
Total.....			\$5.17
Ave. four groups.....			\$1.29

I guess I have talked longer than I ought to, but I wanted to say at least enough to let you know that we at the College of Agriculture have been trying to do something, and that we are willing to do more provided there is interest. You cannot do anything with bookkeeping unless there is interest in the subject that you are trying to work in, and there is no interest unless there is education and people have been educated up to it. I thank you."

MR. CHAPLIN: How does he expect to get that man down here to educate him when he is already \$38.14 in the hole?

MR. JUVE: Of course, that is the big thing but you will have to work that out through the small local organization. There are some people who will not be perfect. Some people simply complain because they don't make any money. If you can get the majority started, the rest will follow. You can't get them all at once. Education is a slow process.

DISCUSSION

MR. RHODE: We ought to ask the University of Wisconsin to work up a system of bookkeeping for cheese makers and publish it.

MR. JUVE: Well, of course, if nobody else does it and providing we can get something that appeals to the practical cheese makers, why, of course, we will do that, but I thought perhaps you cheese makers had a committee on that. But if not, and if the cheese makers want that and if we can get time for it, we will try to do it, if there is any interest in it. If the people are interested in it so that we could say that we have a great number of cheese makers who are interested all well and good.

MR. KALT: I think a publishing house right here in Milwaukee publishes a book that shows how to keep books.

MEMBER: The reason we don't want to keep books is because we have too much on the wrong side of the ledger.

MR. JUVE: Yes, we are just filled up with books for farm bookkeeping. But what is the use giving a set of books to a man who don't understand bookkeeping. That is why I say that if we have a system, we must sacrifice the fine points and make it simple.

SHOULD A YOUNG OR INEXPERIENCED CHEESE MAKER BUY A FACTORY?

BY LUTHER J. NOYES, Muscoda, Wis.

Ladies and Gentlemen: The subject given me by the Secretary "Should a Young or Inexperienced Cheese Maker Buy a Factory?" is a hard subject to discuss because there are so many things to consider. The Secretary, in his letter to me, inferred that he knew of

a great many cheese makers who have had considerable trouble in buying a factory and have met with trouble after the purchase.

Personally, I do not think a young cheese maker should buy a factory: A young man generally learns cheese making by spending a few months as a helper in some factory, and then goes to a dairy school or, he may consider himself fitted to go out making cheese without the dairy school training. These men have no experience in the actual running of a factory, and don't know whether they are qualified to own a factory. In my experience I have seen very few inexperienced cheese makers that have made a success of the business without first finding out for himself whether he is capable of getting along with his patrons or whether he is competent to work with his competitors, both of which are very important. Experience also teaches him to figure the overhead cost and the cost of production, another *very* important factor.

The problem of being able to meet competition is one greatly to be considered, especially in buying or building a factory. Not only must he be able to compete with his neighbor factory but, there is the condensery problem, and if the factory is situated close to a city the milk is shipped in and sold by the quart.

Oftentimes an inexperienced maker is talked into buying a factory because he can get it cheap but after he has run it awhile he finds out that his competitors are paying higher prices than he can afford to, or they are shipping the milk to the city to be sold; and he finds that instead of a cheap factory he has one with a small run of milk and competition so great that he cannot meet it, and he is generally dissatisfied.

A young man about to buy a factory needs the following requirements:

1. That he be able to make good cheese.
2. That he be familiar with the care of the cows, and sanitary conditions of the barns and surroundings and be able to tell the farmer what he should do to improve his stock and the quality of the milk in such a way that he will not take offense.
3. He must be a man that the farmers in his community have confidence in and his judgment relied upon.
4. He must be able to get along with his neighbor cheese maker and competitors, because in the cheese making it is necessary for the makers to work together.

In my judgment, if a young maker wants to find out if he is one that will make good in the cheese making business he will work by the month for a year or so, and see if he can meet these requirements, if he can, then it will be safe for him to invest.

An ideal way to run a factory and one in which the farmers take a great deal of interest, is for the patrons to own the building and the cheese maker own the machinery. In this way if a farmer owns a share in the building, he is more apt to stick to the factory and not become dissatisfied or haul to a neighboring factory if they pay a few cents more.

A friend of mine living a few miles from my home town, saw that I was on the program for a talk and he asked me to give to the convention his experience as an inexperienced cheese maker buying a factory. This man was inexperienced to the extreme, that is not even knowing the trade. I will give his experience in his own words:

"I have been "through the mill" myself and realize the mistake which young cheese makers make in miscalculating the cost of manufacturing cheese and found that it affected me in a most vital spot—my pocketbook.

These costs are based on a factory running nine months of the year, with a very little run in the spring and fall with a run of about seven thousand pounds in the flush.

The investment valued at \$4,000 and we manufacture about 100,000 pounds of cheese a year. We have taken interest on the investment at 6% and have taken \$200 for the wear and tear of the machinery and equipment such as boiler, engine, pump, well, vats, press, scales, hoops, tinware, glassware, and the upkeep of the buildings and surroundings and the experienced man knows well that \$200 is not too much.

We have taken one cent a pound for cheese maker's wages, which on 100,000 pounds would leave us \$1000 out of which we had to hire a helper for four months at \$50 per month thus leaving us \$800 for making cheese nine months or \$88 per month which is not as much as cheese makers get, working for wages.

These are the costs of making 100 pounds of daisy cheese at the present price of supplies:

Boxes @ 16½	.....	\$0.82½
Bandages @ \$38.00 per M.	.....	.19
Scale-boards @ \$4.00 per bale	.....	.02
Rennet @ \$5.40 per gal.	.....	.14
Color @ \$1.65 per gal.	.....	.01½
Salt @ \$1.25 per sack	.....	.03¼
Wood @ \$6.00 per cord	.....	.27
Interest on investment @ 6 %	.....	.24
Upkeep of equipment	.....	.20
Insurance	.....	.04
Taxes	.....	.03
Wages	.....	1.00

\$3.008

In totaling the costs we find that it costs \$3.00 to make up 100 pounds of daisy cheese, but the factory owner should get more, for one cent a pound as wages is not enough; cheese makers working for wages are getting more.

I wish to say in conclusion that the farmer should not object to paying the factory owner what is justly due him, for he is getting twice as much for his cheese, butter, live stock and grain as he did a few years ago. He says that he needs it and we admit that he needs it for he is paying twice as much for his land, machinery labor and other expenses as he did a few years ago but we must get

Mr. Farmer to understand that we also face expenses that are twice as great as they were a few years ago. These figures may vary a trifle both up and down according to the location and size of the factory but in a general way I can vouch for their correctness.

I think too much cannot be said at present about the costs of making cheese for too many factories throughout the State are getting paid so low that they eventually will have to get more for making or face ruin.

The young cheese maker is apt to overlook some of the various items that are in the cost and only consider such as boxes, bandages and a few other of the main expenses and thus seriously miscalculate.

DISCUSSION

Mr. DAMROW: How can a young cheese maker be stopped from buying a factory? You cannot stop him. Up our way a boy worked in a factory four or five months and bought a cheese factory. What is the ruling? Is it not that they should be employed in a cheese factory for one year? I think that every one that wishes to buy a factory should be investigated. They only figure how much they can make out of a factory. But usually they have a little more experience and less in the pocketbook a little later on. There should be a law passed that cheese makers should have several years' experience and come up for final examination before being granted a license.

FAIR DEALING BETWEEN DEALERS AND MAKERS

By WM. J. WINDER, Richland Center, Wis.

The topic "Fair Dealing between Makers and Dealers" is a broad and complicated question subject to trade customs, local conditions and the diversified opinions of those engaged in the cheese industry.

In any line of business difference of opinions, misunderstandings, and dissatisfaction are certain to arise due in most instances to carelessness and ignorance of the fundamental principles of cooperation, necessary to successful business.

The business relations between makers and dealers are very close and both are mutually interested in the many details of manufacture and marketing.

We have factory men today that from carelessness, ignorance or pure cussedness or a combination of all three, send in to the dealers' warehouses cheese that if a studied effort had been made could not result in a greater amount of unnecessary labor and expense to the dealer. Cheese of inferior quality and workmanship, pinholes, soft mushy body, high acid, sour, cracked rinds, dirty, unsightly finish, short weights, cheese too large for boxes, mouldy, cheese cemented

together or adhering to boxes, due to lack of scaleboards, are a list of evils the dealer has to contend with.

This does not constitute any part of fair dealing. Placing poor quality cheese on the market tends to lessen the consumption or rather discourage a greater use of this valuable food. Careful and reputable makers who from some unavoidable cause may have a day's make of off-grade stuff, will notify the dealer and mark the boxes and cheese that are faulty and be fair to himself and also the dealer.

To be fair to the dealer, to himself and also to the industry, the maker will at all times have quality as the first consideration. Every day's cheese should be dated and if more than one vat the batch should have some distinguishing mark. Mixing a few cheese of an off-grade batch in with a load of otherwise good stuff is not an uncommon practice and no reputable maker can afford to follow such methods. Such practice is manifestly unfair, and whoever follows such practice will surely weaken the bond of confidence between himself and the dealer. Sooner or later the dealer finds these cheese you have attempted to pass on him, and thereafter your cheese are more closely inspected for the buyer has lost faith in your honesty.

Had you played fair with the buyer and indicated the poor lot, your business relations would be on a much sounder basis, and in the end you would be the gainer.

Inaccurate scales and careless weighing which often results in short weight is another uncalled for evil and one that is generally unprofitable for the maker. Be sure your scale is right; then use them properly and you will have no weight trouble.

In marking weights on boxes every maker has his own private spot and that may be any place on the box, situated according to the various tastes of the individuals doing the marking. Some markings require the full depth of a twin box; others are so small as to require an organized hunt to find them. Pencils and chalk of every imaginable color are at times used and this makes unnecessary labor for the dealer as many customers buying from the warehouses object to these variegated shades. Use a black pencil or crayon and mark the weight with two inch or three inch figures near the bottom of the box on the right hand side of the lap or seam. This to many may seem like an unimportant matter, but to those who handle cheese in the warehouses, indiscriminate marking of weights cause much uncalled for work and uncertainty, to say nothing of errors. Be fair to your dealer and practice uniform and distinct marking. Of late years it has become customary to deliver cheese to dealers' warehouses practically whenever it suited the factory men and that may be from any time Monday morning until dark Saturday night. While this practice may not be in general throughout the state, in some localities it has developed into a very unsatisfactory condition that some dealers now object to, but due to strong competition seem unable to remedy. Tolerated at first in a small way as a matter of accommodation in some exceptional case, the privilege of delivery other than at times decided by the dealer has grown to a point that now creates a real problem for some

dealers, as they find deliveries so heavy especially late in the week as to overtax their help and warehouse capacity. Where factory men will deliver as desired by the buyer he loses nothing and certainly does give the dealer a better opportunity to handle the goods advantageously.

It is an unfair proposition to deliver cheese in dirty wagon boxes whereby the boxes become at times unfit for use and the dealer must replace with clean boxes. The maker who allows cheese to be delivered in wagon boxes with a fresh incrustation of stable filth whereby the cheese boxes become soiled with the filth surely has not the interest of the business at heart and such a practice should be sufficient cause for revocation of his license. Deliver in a cleanly manner remembering you are handling a very valuable food product. Wagon-loads of cheese should be covered with heavy canvas covers to protect them from heat of summer sun, from mud and rains, and from frost of winter.

So far I have mentioned a few of the practices of factory men that I know from experience to be unfair to the dealer and an injury to the industry, but the unfairness is not all one-sided. For years dealers have been lamenting about the large percentage of poor cheese they are compelled to handle. What have they done to improve the general quality of our cheese? They have at times offered prizes at cheese scoring contests. They also at times advised and assisted makers to better their process of manufacture. In recent years they urged legislation in the form of a moisture standard. At times where conditions were favorable they made reductions in prices paid for very inferior cheese.

Cheese dealers as a rule admit that the improvement in the general quality of our cheese has not been satisfactory. Wisconsin cheese is, I believe, the best in the United States today, but it would be folly for us to rest content with such a record. We are making large quantities of ideal American cheese, but in considering the entire make of the state the percentage of such cheese is abominably small. We have on exhibition here in this building cheese ideal in make up, flavor and other requirements necessary to command the high scores, but those familiar with the cheese trade must admit the difficulty in picking out cheese of this high quality from car-loads in storage, at almost any season of the year.

Admitting the comparatively high standard of our goods we are, from a real quality standpoint, simply jogging along in a very careless and indifferent manner. Were it possible for the Dairy and Food Department with their immense multiplicity of duties to perform to fully enforce the moisture law on every batch of cheese, we would still have large amounts of poor cheese. No body of men in the state have it in their power as have the cheese buyers to so promptly and efficiently improve the quality of our cheese. In my mind, no manner of legislation enacted for the purpose of improving the cheese quality, even if perfectly enforced, will accomplish sat-

isfactory results until the dealers unite and pay for cheese strictly according to quality.

Some dealers have answered me in this that they do buy according to quality. Others say it can't be done because the other fellow, their competitor will not do it, and for them to do it would mean loss of trade. Be that as it may, the dealers are and have been for years holding out an incentive to the maker for carelessness and inferior workmanship. Even the most skilled and persistent maker will tire of making first-class goods of a finished appearance when his brother maker in a neighboring factory, making a much inferior line of goods with many hours labor less each week, gets the same price for his efforts.

At times of course when stocks are heavy and trade stagnant, the buyer may in a spasm of disgust make a small reduction in price on a few boxes of such disreputable stuff that any cheese eater would have to receive pay for eating it. If the factory output happens to be large, and convenient to another buyer, this reduction is made with fear and trembling. The trouble is that $\frac{1}{4}$ cent profit on \$1000 of poor cheese is just as much as $\frac{1}{4}$ cent on \$1000 of the finest, providing he can dispose of the poor stuff without losing a valuable customer.

The lack of discrimination in price is the greatest injustice the dealer perpetrates upon the makers. Competition between dealers rarely ever goes to the extent of openly paying a premium for fancy quality, or if it is done it is not on the open market. It is not unknown however for a dealer to have paid more for a lot of poor cheese than his competitor would pay with the hopes of securing the factory output for the rest of the season. So long as makers can dispose of the make to dealers that will accept and pay the top price for other than the finest, we will continue to have excessive quantities of undesirable cheese that will be an injury to the future of the industry.

There is one thing necessary to just dealing between men. That is confidence. And there is only one way to gain and maintain it. Deal justly.

DISCUSSION

MR. WINDER: I just make these suggestions to the makers and dealers and I ask you makers to resolve here and now to go back to your factories to make a better cheese and of uniform quality. I believe that from now on we are going to see that higher grades are required and better prices paid for the better grades and the dealers in their meetings of their associations will try to adhere to certain prices for certain grades.

MEMBER: I don't think that can be done until they buy cheese by the score. At the present time, the man who makes poor cheese gets as much as the one who makes good cheese.

HOW TO INCREASE THE USE OF CHEESE AT HOME

By H. A. KALK, Sheboygan Falls, Wis.

When our worthy Secretary, Mr. Sammis asked me to give you a little talk on "How to Increase the Use of Cheese at Home," at first I was going to tell him I had cold feet, and he should get someone else, but then the other fellow might do the same as I did. That is why you see me standing here today, trying to tell you why I sell so much cheese to my home folks, as every cheese maker can do the same as I did. Very little did I dream what a big job I had undertaken, as the job is bigger than anything I have ever thought of taking.

Make a good cheese, the best you know how, white or colored, that doesn't make any difference. Put that cheese in a cooler until well cured, it must have a nice pleasant flavor—a cheese that melts in your mouth—it should not be bitter or have a sharp taste, that is what they call the true American Cheddar Cheese.

At quite a few cheese factories they cut up the poorest cheese they make and say it is good enough for the home trade. The other day a farmer of a neighboring cheese factory came into my place and wanted to know if I had a good piece of cheese that he could eat, as he could not get a good piece of cheese at his own factory. He took a small cheese along with him. In a little while he came back and took a whole box of cheese, and said that he was beginning to like cheese again, because he got such poor cheese at his home factory that even his dog would not eat it, and it was too high priced to feed to the chickens. This is not the only case I might mention, as I can name a dozen similar instances.

If someone comes to my factory and calls for cheese, I give him the best cheese I have. He will always tell his friends where he bought his good cheese, and they will come to try it. That is why I sell more cheese to the home trade than any cheese factory in the county. Even Professor Lee and Mr. Wiegel, our Dairy and Food Commissioner, buy cheese once in a while. I do not know if it is the good cheese I am making, or they simply think they are getting something better, if they get it here.

Well, boys, keep sending cheese all over the United States, enter cheese at every state fair or convention you can. Show them that we can make better cheese in Wisconsin than in any other state. That will give you the advertising and the people will see what you are doing. It will also give you a bigger home trade for your cheese, as people will all want to try some of your Fair cheese, and will eat more of it. If you give them the poor cheese that is when you are working for the Almighty dollar as most cheese makers do now, as any kind of cheese goes these days for the same price.

Better think it over; after this war is settled and conditions are normal again, and more cheese made in other states, you will have to make a better grade of cheese than has been made in the last few years, and the home folks will have to eat more cheese. Or you may get an over-production of cheese in a year or two. What will happen then you all know. Ask any of our inspectors, and they will tell you that if the Wisconsin cheese makers do not make a better grade of cheese soon, the other states will take our trade away from us, and then we will have to eat more cheese at home. I thank you.

DISCUSSION

MEMBER: How long do you age it?

MEMBER: Have you a cooler of your own?

MR. KALK: Yes but you can put it in cold storage.

MEMBER: Do you sell the cheese for the same price that it cost?

MR. KALK: Yes, for what it costs. Have to do that to make people eat more cheese at home. Further away you get from home the better cheese you are supposed to have.

MR. ADERHOLD: This is long horn cheese. I think the long horn cheese or the young America cheese is the ideal cheese for home consumption and if everybody knew it and knew just how to handle it, I think it would help a whole lot if they got more consumers for their cheese at home. The best way to handle long horn cheese in the home is to cut off a slice,—we cut it the same as we would a sausage—right across one end—and the thickness depends upon the herd you have to feed—the bigger the herd, the bigger the slice you will cut off at one end. We use a bread knife. Cut it straight across. We turn the cut face of the cheese on the dish and it will not mold. The slice you have cut off you can turn over a little and cut it in pieces and put it in a bowl or a little narrow jar like a three pound butter jar and cover that with a saucer. The air cannot get at that and there will be no evaporation or mold there. When that jar is empty, you will repeat that operation and cut off another slice from the cheese. In that way you will use up the whole cheese and it will all be as fresh as when cut off from the cheese. I think this association ought to get out a little advertisement and put in a few cuts just to show people how to handle longhorn or young America cheese to best advantage.

MEMBER: How about spreading butter over it?

CHAIRMAN: Moisture in the butter will evaporate and the mold will go right into the cheese.

MEMBER: How much vinegar do you use? How large a cloth do you use?

CHAIRMAN: Large enough to cover the cut.

MONUMENT TO EX-GOVERNOR HOARD

By G. J. WEIGLE, Dairy and Food Commissioner, Madison, Wis.

MR. PRESIDENT: I am here representing the Hoard Memorial Committee. We are about to erect a monument to the Late Governor Hoard on the University Grounds and they asked me to present this matter to the cheese makers' association. We are gathering funds to build this monument. The monument will cost between \$30,000 and \$50,000, and I am sure every cheese maker present will be glad to contribute something to this fund. We don't want this monument erected by a few individuals. I am sure we would be able to get two or three men who would be glad to erect it, but we want every man that is interested in the dairy industry to contribute a little toward this monument as we all know what has been accomplished by the leadership of Governor Hoard during his term of office. He was the greatest leader of the dairy industry. He is the father of modern dairying and it would be a splendid tribute if the cheese makers do their little towards erecting this monument. All we ask is for you to give One Dollar. Sign this subscription list and give the dollar to Mr. Aderhold or myself.

MR. MOORE: I had the pleasure of attending the convention of the Allied Dairy Association at Lansing, Michigan. There were addresses along this line, and papers along this line were passed. Everybody signed up and subscribed One Dollar toward this fund and I am sure that Wisconsin cheese makers will not be backward in a worthy activity of this kind and let Michigan beat us. Every cheese maker can give at least a dollar for a memorial of this kind.

BETTER CHEESE AND MORE OF IT

By E. C. DAMROW, Fond du Lac, Wisconsin.

I am glad to be here and I am certainly glad that you are all here, and oh, how I wish all of those "Over There" could also be over here. To once more press their sweethearts to their bosoms, their wives to their hearts and pick up their little tots and press that sweet kiss on their lips. Those that have been at destruction for many years start in again building up and to make this a better world for the masses, those that work and toil.

Our Secretary requested me to talk on this day on the good Cheese and I chose my subject to be on "Better Cheese and More Of It." I honestly believe that this can be done and very easily by co-operation.

Consider that man who runs a cheese factory next to you a brother cheese maker and a co-worker.

You all know that it is no trick to make cheese. Anybody can make cheese, in fact, cheese will make itself just letting the milk stand long enough and let the whey drain off. This cheese will of course be classed with those thousands and thousands of eggs that the Federal Food Department found last winter in the cold storage in Chicago and called them uneatable.

In plain words, I call them, "Rotten."

That does not sound so good or look good in the newspaper prints, but nevertheless, it means the same thing, so would this cheese turn out that would make itself, and I must say that there is some cheese made once in awhile by somebody that classes himself as a cheese-maker that turns out the same way, Uneatable or Rotten.

I usually get my cheese direct from a cheese maker who runs a clean factory and I know makes nothing but a "Better Cheese," but last week we ran out and the grocer sent over some cheese which of course was some of this uneatable kind. I do not know if he knew that I was to talk on "Better Cheese" at this Convention or not, but this is what I got, some of this uneatable cheese and it certainly was rotten. I told my wife, "Better not give this to the chickens, the eggs they lay may turn out like this cheese too."

Now we all know that in order to do anything good or make anything good it takes a lot of effort, practice and experience. Anything bad will come out all by itself. Take a single bedbug, put that into a log house and she or he will have a thousand ancestors in a very short time.

The same is true with anything else, take for instance grass, if you want to raise good grass you have to put in a lot of hard labor to get the ground prepared for it in first class shape, but take quack grass, that will grow anywhere, don't make any difference if it is dry, wet, cold or warm, yes, and you don't have to sow it either. But, if you want to make good cheese you must have clean wholesome milk and then of course you can make good cheese. This means start on the farm.

I have not made cheese for 24 years, but have always been in close connection with the cheese makers and many a time talked over the points of making Better Cheese and these are some of the points I got from one of the best cheese makers in the State, that stand in the way:

First: "We do not get paid for making extra good cheese. Do you? Why the cheese maker making fair cheese gets just as much."

Second: "The buyers pay just as much for poorer cheese."

Third: "Everybody wants to buy cheap cheese, then the cheese is no good."

Fourth: "The cheese maker wants a big yield of cheese so they can pay more per hundred to the patrons than the cheese maker that makes good cheese."

Fifth: "Take only good milk, but most cheese makers take also poor milk so they can stand good by the patrons."

Sixth: "I am willing to make prize cheese every day in the year as we used to ten years ago. That time more good cheese was made than at the present time."

Is that true, that we made more good cheese ten years ago than we make now? Yes, I honestly believe it is, at least by the good cheese makers. And just lately, a cheese buyer in the Swiss district told me that the Swiss Cheese we make today is not what it was ten years ago and cheese seems to be getting worse instead of better. He stated that the old experienced cheese makers are not getting paid enough for making; that it don't pay them to stay in the business, so of course the younger, unexperienced cheese makers take their places.

I can not cover all these points in this short time so will take up the last points first, as he states, "I am ready to make prize winning cheese every day." Now this certainly means a good deal, and he is one of these Wisconsin cheese makers who is there with the goods, in fact, I believe he secured as many Blue Ribbons, Red Ribbons and all kinds of Ribbons and prizes as any other cheese maker in this State.

I have many a time heard these prize winning cheese makers talk on how they make their cheese. Well, to start in with, they had excellent quality of milk. This excellent quality of milk can be produced by the farmer every day; show him that it is worth a few cents a hundred more to him than the milk that is not properly taken care of, and he will certainly be there with the goods, if not—back it goes with him.

The next problem is, it takes more labor to make this prize winning cheese and the cheese maker must get paid enough for his work so he can afford to do this extra work and get the necessary help.

This of course is alright providing all cheese makers work on the same line, but how about the fellow that is making for the yield, so as to pay out more to his patrons than his neighbor who makes the better cheese which takes more milk? And this man who works close to uneatable cheese gets the same price from his dealer as the man that makes the better cheese. Now this is an injustice, in not paying for quality or at least not difference enough of what it is worth. I don't blame the cheese buyers, they are in the same boat as cheese makers, in a neck to neck competition.

They try to get all the cheese they possibly can, and of course take their chances on selling the off grades wherever they have a possible chance to slip some of them in, and the only way that I can see to overcome this poor grade of cheese and to pay for what the article is worth is through legislation.

There are a lot of people that are afraid of legislation. They say most of the legislation and lawmaking is no good. Well, I believe in the most cases they are right, at least for the masses, for the man who works with muscle and brain. We have always left our lawmaking to lawyers, and big business. They make laws for them-

selves. If we leave the lawmaking to the robbers, they will make laws that robbery is legal. If we leave the lawmaking to the workers and not the shirkers this State of which the cheese maker plays the big part, we would have a protection law at the present time that would protect the cheese maker. He would not be frozen out as a lot of the cheese makers are frozen out at the present time. We would not have a whey butter bill which I consider a farce, which I do not think is enforced and never will be enforced and which I hope will be wiped off the Statute books this next coming session of the State Legislature. Get busy.

We have a License law which is only a drop in the bucket of what it ought to be and I hope will be modified. This will help Wisconsin make "Better Cheese" and more of it, and if it cannot be done through a state law it must be done through a national law.

Every cheese made in the state must bear the license number of the cheese maker or factory. This license number must be on the cheese until it is finally sold and cut up in a retail store. Well, you might say, "What of it?" This can best be illustrated by a cheese story. Grocer Brown in Louisville, Kentucky, buys cheese from a Fond du Lac wholesale cheese house. He requests some A-No. 1 cheese. You know all license numbers appear on the cheese now. They send him some made by a cheese maker with a license number of 101 which they know is a very excellent quality, but they have not quite enough of this, so well, maybe No. 202 will answer the purpose, so they send him about half and half. In comes Peter Nielson's wife who uses a lot of cheese because they have been getting pretty good cheese from Grocer Brown's and she gets some of this number 101. The grocer does not notice the number on the cheese. She next packs her hubby's dinner pail, you know the full dinner pail. When hubby comes home at night, he says, "Say Katie, that certainly was some dandy cheese. You better go over to Brown's and get some more of that. Better take two pounds instead of one quarter pound this time."

So Katie goes over to Brown's store the next morning to get some more cheese and asks the grocer, "Have you some more of that cheese I got here the other day? That certainly was some fine cheese." "Oh, yes," he said. I have some more of that still of the same lot, but of course that cheese that Mrs. Neilson got the other day has been sold and the grocer had another one on cut which was of the same lot, but of number 202 instead of number 101. This time she packed hubby's dinner pail with some of this cheese and she also puts in some wienerwurst, and when hubby came home at night he brings the cheese back but the wienerwurst is all gone, and he says, "Say Katie that cheese you got last is not what we had before." Then Katie takes a taste of the cheese too and she notices that the flavor is not what it was before, so she goes over to Brown's store and says, "Say, that is not the kind of cheese I had before." Peter don't like that at all. Mr. Grocer is very much surprised that

it is not the same, so of course this time notices that there is a number on the cheese on which it says, "Wisconsin License No. 202 and he kindly bears this number in mind that he had complaints on this cheese, not only from Mrs. Peter Neilson, but also other customers.

So he looks over the other cheese that he has left, and he finds Wisconsin License No. 101 and also 202. Next time he cuts a cheese up, he takes this No. 101, he tries it and tastes the cheese from now on before he cuts it up, and he notices that the No. 101 is considerable better than 202, in fact, is altogether a different cheese.

When he orders next time from our Fond du Lac wholesale cheese house, he writes them something like this: "Gentlemen: In the last shipment of cheese I had from you there were two particular numbers I noticed, No. 101 and 202. The No. 101 was very fine cheese, but the No. 202 is not so good. Whenever I order any more cheese be sure and send me No. 101, as I do not want any more of that grade of No. 202 as I cannot stand the complaints of my customers."

In the meantime this cheese maker who has this No. 101 License thought that he was making a better grade of cheese than some of the other cheese makers or most of the cheese makers and he ought to be entitled to a little better price and of course has been switching around to see what cheese buyer he could get to pay him the price that he thought the cheese ought to be worth.

So, of course this wholesale cheese house has none of this No. 101 cheese in stock and really does not care to substitute but writes to this Louisville grocer stating that he has none of the cheese on which there was a license No. 101 at the present time, but have some that is just as good, but if you insist on having No. 101, we can get it for you but the price is $1\frac{1}{4}$ cent higher than the average price on cheese.

When Mr. Brown gets this letter, he says, "Well, what is $1\frac{1}{4}$ cent a pound when I sell a quarter pound of cheese. I would rather pay $1\frac{1}{4}$ cent a pound more than buy the cheaper cheese and get 10 cents worth of abuse on every quarter pound of cheese that I sell, so he writes back stating that he is willing to wait a week or two to get this good cheese, No. 101.

One of the big problems is to get the price for the good cheese after you have it made. I feel sure this will work out alright itself. Every once in awhile you run across a party who talks and brags about New York Cheese. That hurts me. I think that the grass in Wisconsin is just as green as that grass in New York, and the water in Wisconsin is just as wet and as pure, and if anything, our little lakes and our little rivers in this big state of Wisconsin, known as the Ideal State for Dairying, certainly can't be beat. Our cows in this state are equal to anything that there is in this country, or in fact, the world. We have produced in this state and bred in this state, the cows that carry the record of the world.

Now why is it, that you hear occasionally that the New York cheese is better than the Wisconsin? The only thing that I can see

is, that the grocer who buys some New York cheese pays an extra fancy price for it and of course gets the best of the New York cheese, while when they buy the home made cheese, they look for cheap cheese and get what they pay for, off flavored cheese.

Yes, the public is willing to pay the price. Show them the goods and guarantee that the stuff is there.

If our License Law would cover these requirements that the license number must be on every cheese, I think it would be one of the greatest steps forward and some of the greatest progress in the cheese making industry in this state.

The cheese maker making better cheese will get the demand for his goods and the cheese maker who is trying to make cheese of off grades of milk or has not the experience to make good cheese will either have to learn his trade or get out of the game.

What we want is to be paid for cheese by grades the same as the War Department paid for the butter. If this can be done in War Time it certainly can be done in Peace Time.

I suggest at this time that we appoint a legislative committee in our business session and allow them their expenses to attend the state legislature when there are bills before the state legislature of vital importance to the cheese industry or the dairy industry as a whole and that the officials allow the expenses.

DISCUSSION

MEMBER: Would you make them label each cheese?

MR. DAMROW: My policy is to work on all kinds of cheese. It is my idea to get this idea before the convention.

MEMBER: I am not a cheese maker but I would suggest in incorporating in this idea that every factory man or factory have his label or number on his cheese. I think this would help to increase the quality of the cheese in the state of Wisconsin because no man wants to put an inferior article out with his label on it. Wisconsin has a remarkable record throughout the country for cheese and it is a shame for any organization of this kind to let anything stand in the way of improving the cheese throughout the state.

MEMBER: Each factory labeling their own cheese is all right but the cheese dealers won't stand for it and cannot stand for it. Most of the cheese goes through the cheese dealers and the cheese dealers try to work up a brand of their own and you cannot work up two reputations in one bottom. But the labeling and the licensing, if there is a license law, that cheese numbers must appear, it is not working for the interests of the cheese dealer.

MEMBER: There is not much use for a man to make a good cheese to compete with the man who is making cheese for yield.

MR. DAMROW: Don't you consider the cheese better that takes more time and uses more milk?

MR. SCHAEFER: My neighbor gets as much as I do even if he does not make as good a cheese as I do. If all cheese was labeled then the

buyer would know where he got the good cheese and the poor cheese.

MR. KALK: It would be the same thing if each man would put on his license number.

MR. DAMROW: I want to say in regard to quality. I believe it would be a very good idea if we could work it that every maker should put his license number on the cheese. There might be objection to it as there is a lot of work to it. I stencil every cheese and there is not very much work to it. I believe that it could be done, putting the license number on each cheese and you will soon find that it will work out better than anything ever heard of so when you make a good cheese you will work up a reputation and most of the dealers will want it and to those who make inferior article it will come back to them.

CHAIRMAN: Your idea is like the Mi Lola cgar. They have the reputation of making good cigars and they sell them. Your idea is the same in cheese.

MR. DAMROW: It don't make much difference to me how we do it as long as we do it and eliminate the poor grades of cheese and build up a standard in Wisconsin—a standard above all of them. I think this license proposition about printing each number on the cheese, will meet with opposition. Having the license number appear on the cheese or butter, (I figure the butter in with it as I think it is just as important as the cheese), I think the dairy and food department will work with us on it, and it will go through the legislature. Butter has been sold that way. Uncle Sam bought butter according to grades.

MR. ADERHOLD: The reputation of Wisconsin cheese was built up at a time when the cheese maker that did a good job got recognition for that job. That was the time when the buyers did discriminate in the price according to the quality. The man who did his work right got recognition for his work in the price he got for the cheese or he was punished by a cut price if he did not do his job right. But the thing is different now. The man who does the real good job does not get any recognition for it in any way, in money or in any other way. And that, in my opinion is one of the saddest features of the cheese industry and you will never get the thing where it belongs unless the man who does a good job gets recognition for it. There is a good deal of demoralization in loading cheese with high moisture. It hurts the man who makes it and the industry. After he gets used to making it that way, he is insulted if you ask him to make it right. I wish something could be done. It is a big job. We are trying to build up the reputation of our cheese by punishing those who do wrong. We can get part way. We can do a lot in that way but we can't get far enough. There ought to be some reward for merit, either in what you get for the cheese or recognition by the state. The state can help you by advertising cheese that is right. That would be in the nature of a reward for merit. Unless you get some reward for that you will never get the thing up on as high a plane as it ought to be.

MR. WEIGLE: I just want to clear up some matters which have been touched upon. You think the license law ought to be modified. Read over your license law. It does not prevent you from using the license number. I haven't found a cheese yet on the market where you have used the license number. Why don't you use it? No legislation is necessary except to make it compulsory.

As regarding branding of the Wisconsin State cheese, there is a marketing committee in existence now that is going to introduce a bill in the legislature that is going to establish a Wisconsin State brand. That is manufactured under certain conditions as laid down by the Dairy and Food Commission. Some are laboring under misapprehension as to what constitutes a licensed brand. Some have an idea that a cheese scoring 95 will be a licensed brand. A licensed brand is manufactured under the supervision of this Commission. The milk produced must be produced under certain conditions. He must come up to the rules and requirements as laid down by the Commission as to the construction of his barn, etc. Then we transfer that to the maker. The factory must be operated under certain conditions. During the last two years this committee had meetings all over the country in order to get the opinions of the cheese makers as regards establishing a state brand.

I also want to say this, as to criticising the legislature, that it consists of lawyers and business men. I introduced that protective bill to establish cheese factories in certain districts. It passed the senate which consisted of lawyers and business men but was defeated in the assembly consisting of farmers and cheese makers. The business men and lawyers saw the merits of the bill and passed it but when it got to the assembly, it was killed by an overwhelming majority, as only 14 voted for the bill. But it is the cheese makers themselves that defeated their own bill. Now, it is your own fault, not the fault of the lawyers and business men. They were big enough to see the merits of this bill. It is unfair to criticize the men in the senate.

MR. DAMROW: Commissioner Weigle says that the bill was defeated by the cheese makers in the assembly?

MR. WEIGLE: In so far as they did not push their assemblymen.

MR. DAMROW: I think the law was defeated by the farmers. Why did they vote against it? I know that the bill passed the senate but was defeated in the assembly and every farmer member that was in that assembly voted against it. Am I right?

MR. WEIGLE: Yes, you are right.

MR. DAMROW: Suppose some one will put his license number on the cheese but it is not compulsory but the man who makes high moisture cheese he won't put it on and won't do so unless he is compelled to put it on.

MR. WEIGLE: In reply to Mr. Damrow, I want to say that owing to the defeat of the license law, it was brought out that this law was fathered by Armour & Co. A member from Polk county got up on the floor—I was present at the time—and he said that this bill is backed by the bigger interests. But I want to say that the cheese

federation of Sheboygan defeated that bill. But it threw a scare into them as they were afraid of Armour & Co., who were back of this bill.

Any man who makes a good quality of cheese will naturally want his number on it and it would be very detrimental not to put his number on it. The man who makes poor cheese will not want to put his number on it. So consequently that puts the question of a license number on the cheese up to the cheese makers.

MR. DAMROW: I believe as long as there is demand for such poor cheese the buyer will buy this cheese unless it is made compulsory to put the license number on it.

MR. CHAPLIN: I agree with Mr. Weigle as to not making it compulsory. In Oregon it is compulsory. There it must be branded with the name, number and address of the factory making it. By putting it on that way, it puts it on all cheese, poor or good, everything that goes out. So if a man puts out second quality of cheese, it is put on just the same. I would like to see a law passed allowing them to brand all good cheese as Wisconsin cheese. I have seen that done with Tillamook cheese. It is advertised as the big thing in the west. But that mark must be put on while it is green before being parafined. It is all inspected and graded first and second quality and yet the same brand is on the second quality as on the first and when the dealers get the cheese, the difference between first and second quality is shown on the box. When the box is removed, each cheese is branded the same. We have seen them on the market. When a man goes in to buy he does not know whether he is buying first or second quality. I would like to see something worked out to allow them to put brands on all good cheese. The bulk of lots of Wisconsin cheese is poor cheese and I would not like to see the name of Wisconsin put on it.

MR. DAMROW: What is good cheese?

MR. MOORE: It may be of interest to you gentlemen to know that the United States government contracted for a great many millions of pounds of butter for the navy according to grade and has been doing that for a great number of years. Mr. White was the man who started to get a better quality of butter for the navy than it was possible to get on the market and the navy made certain requirements as to how butter should be made. There are a great many creameries in Minnesota and Iowa who have been making navy butter and getting extra prices for it. Many of them were getting poor quality of cream and what made these farmers change from poor to good quality cream? Why, it was price. They got a better price for it and it seems to me his whole proposition resolves itself down to a question of price. When you make a difference in price for the finished article, you have solved the problem. Until you get the difference in price, you can talk your heads off about the quality of cheese but you won't get anywheres. You must have some price

where the farmer is induced to supply first class milk and the cheese maker then has to make a good cheese.

MEMBER: Mr. Sammis has had state branding up for three or four years. Six months ago we had a meeting in the city hall and the thing was threshed out thoroughly. I believe the only system is to have state inspection and with state inspection you want the state brand. It is a large expense but it is the proper thing. I would like to have Mr. Sammis or Mr. Weigle explain it.

MR. WEIGLE: They have talked about a state brand but they did not go deeply into the meaning of a state brand. We have taken laws from Michigan and Iowa as to state brand. They have certain rules and regulations as to state brands. The factory comes under the jurisdiction of this Branding Commission. They may prescribe certain rules as to equipment, etc., delivery of milk, production of milk, etc. It is new and the committee at the present time is working on the same proposition. It is not that certain scores will receive certain brands. Certain factories qualify and make application to this Commission wanting the state brand. An inspector will be immediately sent to them. He has certain rules and regulations which must be gone over and he asks that the factories comply with the rules and regulations.

MEMBER: This may be very well but it involves a great deal of expense. If they would have a state inspector to inspect cheese when it comes in and grade that cheese and that cheese must be paid for in accordance with the grades, it will remedy all faults.

MR. ADERHOLD: In Minnesota they provided three or four years ago for the state brand for cheese and butter. They were to be produced under conditions that insured reasonable cleanliness, and good flavor. That it is sweet and reasonably clean and of good flavor and in a condition so that good cheese could be made from it. The same rules applied to sanitary conditions at the factory and in addition to that, the cheese or butter must not score below 93. The supposition was that if the article was made from clean milk and scored as high as 93, it was good enough to bear the state brand. They made provisions for frequent scoring of this product from the factory. Next they provided that the factory men had to send in to the dairy and food commission a sample of butter and cheese produced when called for so that it could be scored, and if I remember rightly, they gave the operator permission to put the brand on all cheese unless he knew it was of inferior quality. In the manufacture of cheese it is much more difficult to get results for the factory men from the state brand because the cheese is not ready for the consumer when it is made. It has to be ripened. With butter it is a different thing as it is ready for the consumer as soon as it is made. Some cheese does not show up poorly until it is ripened.

HOW TO INCREASE THE CHEESE FACTORY MILK SUPPLY

By PROF. GEO. C. HUMPHREY, College of Agriculture, Madison, Wis.

Mr. President: For a month or more, I have lived in pleasant anticipation of meeting with you in this Annual Convention. I feel fortunate in occupying a position that brings me in touch with your splendid organization and all that pertains to the industry of dairying. All through the great struggle that we have just passed, this industry has meant much.

As we go forward facing conditions that call for the best there is in us to feed and restore broken down nations, I am particularly glad to be associated with the army of producers and manufacturers of dairy products. The importance of dairy products in feeding the human race as demonstrated by our greatest and most up-to-date scientists, inspires us with the importance of our calling and leads us to believe that we cannot give too much emphasis to well organized efforts for the upbuilding of our dairy industry.

Dr. E. V. McCollum, formerly at the University of Wisconsin, in an address before the National Dairy Conference, raised this question:

"Who are the people who have achieved, who have become large, strong, vigorous people, who have reduced their infant mortality to the lowest degree, who have the best trades in the world, who have an appreciation of art, literature and music and who are progressive in science and in every activity of human industry?"

The answer to this question is, "They are the people who 'have patronized the dairy industry.'

The manufacture of cheese is one of the most important branches of the dairy industry. Of the total value of all dairy products produced in Wisconsin in 1917, over forty per cent of this value was represented by cheese and cheese factory by-products. It is interesting to note how Wisconsin's cheese industry has developed. In comparing figures for 1909 and 1917, the annual value of the cheese and cheese factory products increased during this period of eight years, from \$23,073,889 to \$74,072,528. This amounts to 229%.

It is also interesting to note the fact that in this eight years development the number of factories increased only from 1928 to 2590, 34.3 per cent. The pounds of cheese produced for the two respective years amounted to 146,604,937 lbs. in 1909 and 278,701,146 lbs., an increase in the amount manufactured annually of approximately 90 per cent. It is evident from these figures that conditions have improved in factory districts with reference to the amount of milk that has been produced. The question before us at this time is, "How to further increase the Cheese Factory Milk Supply?"

MORE MILK FOR CHEESE IS DESIRABLE

That a greater amount of cheese is necessary to help feed the world is a self-evident fact. Hoover has estimated that at least 180,000,000 people will be threatened with starvation this winter. Before the war the United States supplied 10 per cent of the European food deficit. In 1918 we supplied 50 per cent and in spite of this increased supply, starvation obtains. President Wilson has just requested Congress to appropriate \$100,000,000 to help feed the suffering allied nations. Dollars will not serve as food. There must be food that dollars can buy. There is a shortage in cheese this year of over one-half. Only 43 per cent as much cheese was in storage on Oct. 1st as there was a year prior to that date. The daily consumption of cheese per capita is said to be only 1/16 of an ounce, not enough to bait a mouse trap, an amount that means, millions of people do not get any cheese whatsoever. It certainly looks as if the situation were serious and that cheese makers will have to manufacture more cheese. We certainly cannot hope, however, to get more cheese without first increasing the milk supply.

HOW TO INCREASE MILK SUPPLY

The milk supply of cheese factories as well as other dairy districts can only be increased by getting farmers owning cows to become better dairymen. The farmer must become dairy minded and devote more of his efforts to the business of dairying before we can hope for better cows and more milk.

It takes time to increase the number of cows and to make improvement in their breeding. European countries can restore their normal acreage of grain, fruits and vegetables in a much shorter period of time than it will take to restore and build up their herds of cattle. Wisconsin dairymen should be encouraged, however, in taking advantage of every opportunity to build herds of more and better dairy cattle. This will lay the foundation for more milk for cheese and other purposes later on when it is felt with certainty that the more rapid increase in population than there is in production will stimulate a keener demand for dairy products under any event, than we have experienced even in war time.

BUILDING AND MAINTAINING BETTER DAIRY HERDS

One of the first and most important considerations in maintaining a high producing dairy herd, is to encourage the farmers to retain all of their best cows. With the demand upon Wisconsin from other states for dairy cows and young stock, it is felt that there is danger oftentimes of our losing the best cattle by accepting flattering offers made for good cows. 3,500 head of dairy cattle were exported to other states for the year ending July 1, 1917, according to records of tubercular tests made for inter-state shipments.

The remark is sometimes made by farmers who sell their best cows and retain their poor ones, that it is only the best cows that will sell and they are, therefore, under the necessity of selling their good cows. In many respects it would be better if the poor cows were shipped to the butcher and fewer cows were sold for dairy purposes.

"Sell cows for dairy purposes only when there is a surplus of good ones."

"Raise well and retain the heifer calves from the best cows."

"Keep the Cows that Best Keep You and Make your Cheese Factory Prosperous."

These are a few slogans that it would be well to have posted in every cheese factory.

BETTER BULLS AND BETTER COWS

It is believed, however, that if all the farmers of Wisconsin would do as well as the best farmers, a surplus of excellent dairy cows could be had to meet all of the demands for both milk and cows. Too many farmers are indifferent in the matter of breeding dairy cattle. The character of the bulls used on our dairy farms is far from what it should be. The cheese makers of Wisconsin will be glad I am sure to join in the present state wide Better Bull Campaign, and become "Better Bull Boosters."

An Irishman once said "The mating of a good cow with a scrub bull leaves an indelible mark of destruction that can never be erased." Only bulls that are from pure bred, registered cows and from bred-for-production families, should be used and with every organization back of the present campaign we have hopes that the time will soon come when respected and proven sires will be used on every farm and every cow shall have a proper birthright and a fair chance to become a star in the milky way.

Too many cows, the result of scrub sires, are thunderbolts that strike dangerously close if not directly and do damage to our dairy industry that is irreparable.

BETTER DAIRY FARM ORGANIZATION

For immediate results and for a plan to carry back to your respective districts relative to increasing the milk supply, I would suggest that you lend every influence possible to the matter of better farm and herd organization work. The herds that are now in existence could be made more productive if farms were better organized to produce more feed and give better care to cows. It is gratifying to see the improvement that is taking place in these respects, but realizing the value there is in what has already been accomplished by the best of dairymen, it seems a pity that more farmers do not take advantage of the same means of increasing the efficiency of their herds and thereby producing more milk. I know of no organization that is doing more to help farmers to appreciate all the advantages of good

feed rations, good care and good stables in which cows and dairy-men enjoy the benefits of warmth in winter, good ventilation and sanitation, than the Cow Testing Association. The war work has made it difficult to keep all of these associations numbering as high as 106 in Wisconsin, properly organized, but there is no reason why there cannot be an association in every cheese factory or other dairy district. I would urge you to give such associations every support and assistance possible.

ENCOURAGE MORE AND BETTER WINTER DAIRYING

The following is interesting data gathered in the winter of 1916-17 by D. S. Bullock, Live Stock Extension Representative for the College of Agriculture and the Wisconsin Live Stock Breeders' Association. Of forty-four cheese factories in the vicinity of Blanchardville, only one of them operated throughout the whole year. This one particular factory had never before operated throughout the whole year. The tendency in this district had been, however, to lengthen the period of operation, since the year 1913, due to encouragement given the matter of better dairying by an enterprising banker. It is a matter of interest to know that 28 of these factories owned whey separators and secured 8.1 per cent of their total receipts from whey cream. Whey cream paid 55% of the running expenses of the factories.

In condensery districts the lowest production of milk occurs in January and February. This is natural where cows are bred to freshen, in the spring, but there is no good reason why cows should not freshen in the fall when as a general rule, under the right care and management, they tend to be more profitable than they are if bred to freshen in the spring. The heat, flies and parched condition of pastures reduce the production of cows that freshen in the spring to a point where it is difficult to have them go through the year and produce as much as the cow that freshens in the fall which with good feed and care has the opportunity of producing well throughout the winter, spring and early summer months and has her resting period in the heat of summer.

Dairy farms have too much capital invested to remain idle for several months in the year. There is no apparent reason why a greater supply of milk cannot be produced by having cows freshen at all seasons of the year and suitable feed and conditions supplied to make them highly profitable. It is gratifying to know that cheese makers have overcome the prejudice against silos which it was first thought could not be used in cheese factory districts. The silo has been a great means of increasing milk production. Silage well made and fed in a properly balanced ration and under proper conditions has less tendency to cause milk to vary in character than a variety of grass pasture. M. J. Hoppert of Sheboygan Co. states that the cheese makers can adopt no better slogans than, "*Two silos on every farm and Winter Dairying.*"

"MORE SILOS WILL MEAN MORE MILK"

There is no end it seems to what might be talked about with reference to cows and milk production. I fully realize that the cheese maker has much work and many problems of his own. It would be imposing too much upon you to expect you to go out and do the things that cow testers, county agricultural agents and farmers themselves should do to improve herds of dairy cattle and increase the milk supply. Cheese factories are, however, dairy community centers. The cheese maker is a prominent and important individual and citizen in his community with many opportunities to offer suggestions and be of material assistance to his patrons in the consideration that they give to all phases of their dairy farm operations. It is well for all of us to have an outside interest that will give our minds recreation from the thought we must give our special work. An outside interest in the work of your patrons I am sure will result in friendly and mutual relationships and thoughtful considerations that are all that is necessary to insure better dairy farming and a greater milk supply. An increased milk supply on the basis of more profitable dairy herds should make farmers liberal in paying commissions and supporting their factory. With fair commissions and good support of our cheese manufacturing industry the cheese maker should enjoy the prosperity he deserves.

THE ENFORCEMENT OF THE CHEESE MOISTURE LAW

BY GEORGE J. WEIGLE.

Wisconsin Dairy and Food Commissioner.

I have been asked to address you regarding the enforcement of the cheese moisture law. This law as it was enacted, with a few minor changes, is one of the most important laws placed upon our Statutes since 1890, when under the leadership of the late Ex-Governor Hoard, the first law was passed for the protection of our dairy industry. The conditions that existed at that time, before the law was passed, are clearly set forth in the first biennial report of the Dairy and Food Commissioner, in which he stated:

"Sixty million pounds of cheese is annually made in this state. There is not an article of commerce that requires greater skill in handling in order to secure favorable markets. No industry has been so perverted. No business exists that has been so basely manipulated, and no article of food has been so degraded by counterfeiters. In no time has the honest manufacturer met with such dis-

honest competition. Matters have come to such a pass that the genuine article is under the ban of suspicion at home and abroad."

Again in 1895 Governor Upham stated in his message to the legislature:

"The high reputation which the Wisconsin cheese product earned, and for a long period maintained in the market, has been injured by the manufacture within the state, and by the sale, of what is called filled cheese, greatly inferior in quality, but not distinguishable from the better product by ordinary inspection. While not favoring paternalistic legislation, I deem it to be the duty of the legislature to protect by adequate measures this great industry against permanent injury by fraud, and to protect the people against imposition. I recommend, therefore, the enactment of some well-considered law which shall, under appropriate penalty, compel the manufacturers and vendors of such cheese to so brand, mark or color it that it shall no longer be sold for what it is not."

The avarice of some of the cheese makers and operators was such that they cared little about the future reputation of Wisconsin's cheese, and it was only through the backbone and determination of the men who were loyal to the industry and saw the great future of Wisconsin as a dairy state that the law was passed suppressing the fraudulent manufacture and sale of imitation butter and cheese by setting the butter fat standard of cheese. This law, passed in 1890, had a most wonderful effect on the cheese industry of Wisconsin. The men who were responsible for the enforcement of the law were fearless in the execution of their duties. Through their persistent determination to stamp out imitation butter and cheese, the standard was raised and as a reward for their efforts Wisconsin cheese received the highest premiums wherever it was exhibited. In the four years, 1909 to 1912, Wisconsin cheese received the highest awards at six different conventions. So for many years Wisconsin enjoyed a reputation for high quality, quantity and variety of cheese.

That was in 1890—and again in 1917 we were again fighting for the good reputation of Wisconsin cheese.

We found that an evil was creeping in, slowly but surely, in the form of excessive moisture, again threatening the reputation of the dairy industry of this fair state. This evil was very similar to the one that crept in in 1890 but in slightly different form. It is perhaps inaccurate to intimate that in recent years the American dairy industry has ever approached a twilight in its history; and yet we know that forces have been at work attempting to undermine the firm foundations of Wisconsin's reputation for good cheese. The greed for gold again took hold of some of our makers and operators, menacing the good name of our product. Complaints were heard from every section of the United States and from abroad regarding the lowered quality of our product. During the past few years competition has become exceedingly keen, and the demand has constantly increased. To meet the increased demand the operators

of cheese factories have tried to increase their yield as much as they possibly could, and some resorted to unfair means to do this. Cheese was manufactured which was soft and mushy. Cheese makers were trying to see how much water they could add to their cheese, and some boasted of being able to add as much as 45%. This practice went on for a long time, and all this time it was calling loudly for regulation. Again men who had the industry at heart rose to the occasion and introduced a bill in the 1917 legislature standardizing the moisture content of cheese and requiring that it shall not exceed 40%.

The merits of this law are too obvious to require much explanation. The honest cheese maker is now protected; he no longer has to compete with the dishonest cheese maker's greater output; a better and more certain market is insured for the maker, and buyers are attracted to Wisconsin's product.

The law has already greatly improved conditions; one dealer wrote to our department stating that cheese makers who formerly made a moist and soggy cheese were now, because of the cheese moisture law, making a cheese that was firm and dry and lawful.

Some of our makers seem to feel that the law is working a hardship on them, but I am sure if they will look ahead to the future they will see that it is only for their own ultimate good. If moist cheese were constantly being received from Wisconsin, the demand for Wisconsin product in the markets of the world would soon fall off and in a few years we would have lost our reputation for a superior product, and some of our cheese factories would have to close their doors. In the fierce competition of the market, the law of supply and demand must be reckoned with. We find, sometimes, that there is a greater supply on hand than there is a demand for—and this is termed "overproduction". In the case of some articles that might be true, but in the case of cheese it is not "overproduction" but "underconsumption". Good cheese is always in demand. If the housewife receives a lot of cheese that is of inferior quality, she will not purchase very soon again. It is the quality of the cheese that creates the demand, and if our cheese is always of the highest quality there will be no danger of under-consumption—the demand will always exceed the supply.

Your secretary asked me to address you on the *enforcement* of the law. I fear that I have said little, as yet, that is relevant to the subject, but there is in reality very little to be said.

The law is simple and is easily understood. It reads very specifically that "cheese known as American or Cheddar cheese, shall contain not more than forty per cent of moisture." There are no difficulties of interpretation or dangers of misunderstanding in that. Up to this time the inspectors have carried with them small ovens and have tested the cheese as they went along. We found this took a great deal of time, and it was deemed more efficient and economical to have this work done in our laboratory at Madison where we have

large ovens in which a hundred samples can be tested at one time. So the inspectors are now taking samples of suspected cheese, packing them in jars which are then sealed and sent to the laboratory. To date we have tested 1500 samples of cheese for high moisture and 30 prosecutions have been brought since July, 1917. Now that the war is over and the demand upon the laboratory and department in general is somewhat relieved, there will be a renewed prosecution of the work of enforcing the law.

The enforcement of the cheese moisture law may seem to have been rather slow to the minds of some people; they may think that not enough has been accomplished, but I want to say that the enforcement of a new law in the beginning must necessarily be slow. The law must be tested, tried out, to see that it is workable and that it has true worth, and the machinery for the enforcement of the law must be perfected, but I feel that in the short time the moisture law has been in effect a great deal has been done.

There is no excuse for a maker who makes a cheese with a moisture content exceeding 40%. A maker is expected to know how to control the moisture content during the process of manufacture and not to depend upon the moisture test made by the inspector after the cheese is finished to show him whether or not he is violating the law. We expect every cheese maker to know his profession and to be able to keep his moisture content within the limit of the law. That is why we have the licensing system, so that we would have only those makers who know their work—so that we would not have as many incompetent cheese makers as we had previous to this law. Cheese making is now recognized as a profession which requires training and experience, and when a license is granted by the Dairy and Food Department to a man after he has had 12 months experience, we expect him to know all about the receiving of milk and the complete process of cheese making. In this way we have been able to weed out the incompetent, inexperienced cheese makers who were instrumental in lowering the quality of our product, and we hope that the men who are engaged in this work will be equally anxious to keep the standard of their profession high, to be intelligently curious about the problems that arise in their work, and to inquire, of those who know, for information regarding the things that are new to them. In this way you will be bettering yourselves, and the further you go in this direction the more will you enjoy your work.

It has come to my attention that there are men who go through the state agitating; I understand that these men are urging the cheese makers everywhere not to pay any attention to our laws, saying that they are unjust, unreasonable, and that they need not be complied with, criticising the Commissioner and the inspectors who have the enforcement of these laws in their minds. In many cases I do not believe the cheese makers understand the laws which they are criticising; they have only one viewpoint and that is their

own; they do not consider the purpose of the law, and when these men come and speak to them they are easily brought over to their side. But, gentlemen, those men accomplish nothing by their efforts, except, perhaps to breed a spirit of discontent among the cheese makers—and I do not believe there is a more contemptible form of activity than that of breeding discontent. They accomplish nothing by their efforts because the laws are on the statute books, the Commissioner is under oath to enforce those laws, and no matter what he personally thinks of them, or how much agitation is directed against them, he is under oath to enforce those laws.

If you do not understand a law, or cannot understand what good it does, write to the Dairy and Food Department and inquire about it, and you will then get our viewpoint and the purpose of the law, and I am sure you will find that the laws are not unreasonable or unjust.

But I do not believe that any of the laws of the state of Wisconsin are unreasonable or unjust or unconstitutional; I think we can be proud of them. They have been built up little by little as evils arose needing supervision and restraint and are for the ultimate best interests of the dairy industry. We all know that laws are not made for individuals, or for small groups of people, but for large communities, and it is hardly to be expected that laws can be enacted which will please all the people in the same degree. But we must, as law-abiding citizens, obey the laws because they have been made for the best interests of the greatest number of the people. Many states in the Union have copied our dairy and food laws, almost verbatim, in whole or in part, and within the last month I received requests from six different states for our dairy and food laws, saying that they intended to introduce similar bills in their next legislature. A few days ago I received a letter from a neighboring commissioner in which he paid us a high compliment. He said: "I believe you have by far the best laws covering the dairy industry in the country." And he asked me to assist him to pass such laws in his state. Certainly we can be proud of our laws, but gentlemen, do we want to weaken those laws or take them off our Statute books? It has taken Wisconsin twenty-five years to build up these splendid laws and they stand today a credit to the men who fathered them and to the dairy industry of the state.

In enforcing the laws it is absolutely necessary that we have the cooperation of the men who are interested in the welfare of the industry, for cooperation is the vital principle of progress. I want to ask a question of the cheese dealers who are present here today: "What are you doing to help the Dairy and Food Department enforce the cheese moisture law?" Over two hundred million pounds of American or Cheddar cheese is produced in the state of Wisconsin, and you can readily see that it is a physical impossibility for us to check up on all of this product to see that it conforms to the law. It is therefore, up to you to assist in this work. Without your aid we can never hope to attain the end we are striving for—namely to elevate the standard

of Wisconsin cheese. Cooperation is the word, here as everywhere, and I trust the cheese dealers in the state will do everything in their power to assist the Dairy and Food Commissioner to stop the manufacture of moist, unlawful cheese.

The Department is often called upon to do things which it is absolutely impossible for it to do. As an illustration: perhaps an operator will write to us to ask whether a man can build a cheese factory a short distance from his factory who will have to share the milk that is furnished to him from a few dairies in the vicinity. I realize that this is a serious matter, and that the erection of a factory within a short distance where there is not enough milk for two factories may mean that one or the other will have to close its doors. I sympathize fully with such factory operators, and would do everything in my power to help them, but we are powerless—our hands are tied for the simple reason that we have no law authorizing us to interfere or prevent the erection of a factory within a certain distance from another. I mention this because we receive so many letters of this kind, and we are always compelled to reply that we can do nothing. Occasionally they become very indignant, saying that they cannot see what the Dairy and Food Department is for if it cannot protect legitimate business. You will see from this that we can do certain things and cannot do others, and the only way we have of knowing what and what not to do is to follow the dairy and food laws enacted by the legislature. Therefore, I want to say that if you have grievances, if you wish changes in the present law, or want new laws enacted, lay the matter before your representatives, and if they are bills of true merit they will receive the consideration of the legislature, and if passed, will in due time receive the same rigorous enforcement that the present dairy and food laws are receiving. Do not forget, gentlemen, that you are responsible for the laws on the Statute books and not the commissioner; it is his duty to enforce the laws as they are.

In conclusion I wish to say that the period that is before us is one of great opportunity for the cheese industry of Wisconsin. Over in Europe there is a dearth of dairy cows—they have been slaughtered for food to feed the starving, and until the herds of the countries of France, Belgium, Russia, and of little Serbia and Poland are restocked with dairy cattle, we will have a tremendous demand for our product. Here is an added opportunity for us to advertise our product throughout the world. But in meeting this demand let us always keep before us the ideal of "highest quality." Let us follow the example of Switzerland and some of the other countries that export dairy products. Only the best—the very cream of their product is shipped out; they are very proud of their superior quality, and we would do well to emulate them—to manufacture cheese that is A-1 quality and which, when it reaches the various markets of the world, will bring back an increased demand for Wisconsin's superior cheese. I thank you.

DISCUSSION

MR. ADERHOLD: Mr. Chairman and Fellow Members: As Mr. Weigle says, the enforcement of the new law requires considerable time because it involves educational work. There are some laws that do not involve educational work but this moisture law does for the reason that it had not been customary for cheese makers to test their cheese for moisture and only a small percentage of them knew the moisture content of their cheese and had to be educated on that point and that requires time because we have a great many cheese makers. When I was given the job of enforcing this law the first of June, 1917, I made hundreds and hundreds of moisture tests and hundreds of letters went out after these tests were reported to the Madison office—went out to the makers that had been selling over-moisture cheese and we began to get results at once with many of the makers and with some of them we had to write more than once. Some of them, I am sorry to say, did not pay any attention to the letters and we had to try something else. I had an ambition to get them all lined up without making a prosecution but I fell down on that. I had to make some prosecutions. I didn't like to do it but I will tell you this, that when I saw the cheese before and after I made a prosecution and I would see the improvement in that cheese after the prosecution the improvement was so great that I just felt good that I made the prosecution. I couldn't help feeling good over it when seeing the improvement in the cheese.

There are two or three things that I want to bring to your attention. A few of the cheese dealers have been good enough to install a moisture testing outfit. We have two in Plymouth and the dealers in Fond du Lac went together on an outfit. They have been good enough to make a lot of moisture tests when they had time and to keep their shippers posted. It is a good thing only the shippers ought to pay a little more attention to the dealers when they tell them the moisture content of the cheese. It is not necessary for a dealer to have a moisture testing outfit in order to know whether cheese has too high a moisture or not. Dealers in general are good judges of cheese and they know simply by cutting a cheese and trying it whether there is too much moisture in it for the trade and in many cases dealers have been trying to tell their shippers that there was too much moisture in their cheese and in some cases the cheese makers get too independent. You cheese makers claim your patrons are independent and the dealers have the same claim to make with just an equal amount of justice when they criticise the cheese makers that are sending moisture laden cheese and are told about it and get mad about it. I think that is the wrong attitude. I think you ought to listen when dealers tell you something and you ought to seek his advice and take his advice and his counsel because he sees a great many more cheeses than you do and there is always a comparison there. And the dealer can tell that because he has the comparison with the other cheese and you ought to seek his advice.

Another thing about you people when you see a new law, it kind of makes you stand up. When we came out with the license law and regulations some pretty near went wild and I don't blame them for their point of view. They saw in every regulation a section of law and you can't live up to all dairy laws to the letter. The law says a dairyman shall not sell milk if it contains any foreign substance and the cheese maker shall not make any cheese from it and we know practically all milk contains some foreign substance. But if we had a law stating that you may sell milk with so much dirt in it and no more that would be the laughing-stock of the whole state, so they must give us laws plenty stiff enough so that we can get the results for the industry that we can get for the good of the industry. Then the inspector has got to use judgment in the enforcement of the law. Some have been afraid that they would accidentally wobble over 40% limit. That would not cut any ice with me. If he lives up to the spirit of the law, which is all we ask, he won't wobble over very often. If you were an inspector and watching another man doing his work, you could know if he is trying to live up to his word or not. But when his cheese for a whole week averages over 40% that would not indicate to me that he is trying to keep under 40%. Now, when I take samples for testing I never like to take a sample from one day's make of cheese because it would not represent what a cheese maker is doing. I try to get a sample from three days' make, at least, and maybe look over the whole lot and if there are more days in it, I try to strike a sample that will represent the whole shipment even if it is a week or two weeks' make, and when I know the moisture on that sample, I like to be reasonably certain that it shows the average moisture content for that shipment of cheese so that if I bring him into court he cannot say it just happened on one day. I don't know as I want to say anything more.

MY EXPERIENCE WITH THE CHEESE MOISTURE LAW

By H. J. NOYES, Muscoda.

In regard to moisture in cheese it has not worked out as it should. Competition is too strong. Each maker wants to outdo his neighbor factory; he works all kinds of schemes.

I believe the past year that many a maker has gone beyond moisture limit and feels proud that he has beaten his neighbor factory, instead of making quality as he should, helping to keep the reputation of Wisconsin cheese. There has not been the cooperation that should be.

Last spring I hired a man to run one of my factories. When he had been making cheese about ten days he telephoned me that he wanted me to come out to the factory, as things were not working right. When I arrived I found that he was not making the yield he

ought to and he was not satisfied and was anxious to get out as much cheese from one hundred pounds of milk as his neighbor. We looked over the test of the milk from different farmers and we found that it was not satisfactory. We went to a number of farmers and we found that they were taking the milk off from night cans the next morning for family use. We explained to each of these men that they had no right to do this; that they were getting too much butter fat from that night's milk and lessening the quality of the cheese, also the quantity. There was not the cooperation that there should be. It hurt the yield of cheese per hundred pounds of milk. Instead of boosting the factory it was pulling it down by making less cheese, and was trying to evade the laws of the State.

Then the cheese makers, at least most of them, I believe work in all the moisture they dare to and if they can get in more than forty per cent moisture and not get caught, think it is pulling one over on the neighboring factory. The cheese dealers talk and talk for quality, and explain to the factory men from whom they buy cheese not to go over the forty per cent moisture mark. Sometimes he goes over the mark and takes in cheese that has more than the lawful amount; the maker thinks he took them this time and will do so again so he keeps putting in the moisture. Dairy and Food Commissioners have not been able to stop it; for this reason our cheese has not been what it should be, it lacks quality. I believe the only way to remedy it is for the patrons to deliver the milk just as it comes from the cows all in good clean condition, unadulterated. This gives the maker a chance to make the very best of cheese which should be his honest duty. He should be a loyal citizen and live up to the laws of the state. All cheese makers should cooperate with each other and make cheese that comes within the law; keep up the reputation of the cheese. The only way to accomplish this is for the farmers, cheese makers and dealers to cooperate for the best interest of all who are concerned. When we do this we will not have to call on the Dairy and Food Commissioner to enforce the laws.

Our Dairy and Food Laws were enacted for the best interest of the farmer, cheese maker, cheese dealer and the consumer; also for good pure food from dairy products and for the health of the world. Why not the dairyman, the cheese maker and the dealer work in cooperation, live up to the state laws without being forced to. It is too bad we have to have state officers going around over the state trying to force us to be honest, when it is for our best interest to do so.

I hope that the year 1919 will be one that will find everyone interested in doing his part. At the annual cheese factory meeting this matter ought to be talked over, and each and every farmer ought to sign a contract to deliver his milk just as it comes from the cow, sweet and pure; also the cheese maker ought to sign a contract that he will weigh the milk right, make all tests correct and make good cheese not containing over forty per cent moisture. A penalty should be attached to the contract, should any one fail to obey it. I believe this arrangement will help solve the problem; begin at home and

work it out. Our honest efforts should be enforced 365 days in the year.

It is hard for anyone of these parties to enforce the law without cooperation of the rest. I have worked in all branches of this business and it is almost impossible to do it.

DISCUSSION

MR. NOYES: I wish to say further that we had some trouble this summer on account of the scarcity of old cheese makers. A good many of the new cheese makers put in place of the old ones had little experience but most of them were ready to learn and try to make cheese within the law but we had some trouble in this way. I think if this was all talked over and explained to every cheese maker and to the annual farmers' meetings that we would not have the trouble that we have been having the last two years in the moisture of cheese. It seems to me that the constant effort of the cheese maker is to work right up to the point of 40%, so that they will pay their patrons all they can. I believe that is the wrong idea and believe every cheese-maker ought to make quality first. I remember the time when I helped get cheese out of the state. Now we have the reputation, why not hold it and even make a better reputation than we have? If we don't, we will lose our reputation and the cheese maker will lose in that way and the dairymen will lose in that way. It is not for the interest of the industry to sell water. It is to your interest to sell good pure unadulterated food. We have the moisture law in butter and ought to have it in cheese. This law was enacted for the benefit of our industry.

MR. ADERHOLD: I made moisture tests on 22 of the high scoring cheeses in the exhibit here, cheese that scored 95 points or higher, and the average moisture content on those 22 cheese is 36.1%. I stated here last year that the cheese that made Wisconsin famous had between 35 and 38% of moisture. Now these 22 high scoring cheese have 36.1%. This gives you an idea of the percentage of moisture our best cheese contains.

MR. NOYES: What was the test of the one that scored the lowest?

MR. ADERHOLD: I don't know. But we haven't much high moisture cheese here.

CHAIRMAN: That is a reduction of 2% over last year's test that these samples made last year?

MR. ADERHOLD: Yes.

MY EXPERIENCE WITH THE CHEESE MOISTURE LAW

By H. W. SCHADE, Marshfield, Wis.

I do not suppose that my experience with the Moisture Test Law is any greater than that of my fellowmen, but as I will not be able to come to the Convention as I told you in my last letter, I will try to write you a few lines of my experience, and what my opinion is about the law.

Since I have resumed cheese making for the last few years, being disabled by accident and unable to follow my trade as machinist, and the Moisture Law has come into effect, I have often found it a hard matter to compete with some of the neighboring factories, or at least to satisfy the men I have been making cheese for, on account of the other factories paying more and getting a better yield out of the milk than I was. But there is just where the trouble lies. Most cheese dealers do not care anything for the quality of the cheese. They pay the same price to the factories that send a soft, soaky cheese, as they do for the cheese of good quality, and in this way I generally found myself from 5 to 15c behind in paying out for milk. And since I have run a factory for myself, have found that I almost have to go the highest point of moisture to keep up with some of the factories in my locality. I have no moisture test of my own, but some time ago my cheese dealer sent me notice to make my cheese more firm, as it was running too high in moisture, and when the statements came out I found myself still behind some of the other factories. It must be on account of the moisture, as most of us make the same type of cheese.

Nevertheless, the Cheese Moisture Law is the best law ever passed, to the effect that it brings a better grade of cheese on the market than we had years ago. But I am in favor of having it more thoroughly enforced, and my idea of doing this would be to have the Food Commission send an inspector to every cheese dealer and cold storage plant to test every shipment of cheese delivered for moisture, and every cheese maker should be compelled to stamp each and every cheese of his make with a number assigned to him by the Food Commissioner, of which there should be a record at Madison. In this way it would be very easy to trace every cheese to the maker for any serious fault found in his cheese at any time, and to trace such cheese often lost in shipping, and of which the maker has to stand the loss.

The Wisconsin cheese makers should work more unitedly, observe the laws more closely and deliver a better grade of cheese on the market. Wisconsin has the record of producing more cheese than any other state in the union. Let us all try to get the record of making the best cheese for exporting purposes. Do not exceed 38 per cent of moisture and by the end of 1919 we will have the record that the most cheese sent to foreign countries comes from Wisconsin. If we can deliver the quantity, surely we can make the quality. At the present

time and price of cheese, Wisconsin cheese makers cannot afford to place a poor grade of cheese on the market, and they never should, at any price. If we make a better grade of cheese, which may probably result in a little less of it, it will bring the market to a more stationary price and in time this will regulate the price on cheese factory supplies, and we will get more out of it than we do at the present time.

DISCUSSION

MR. DAMROW: As the law reads, is it just the manufacturer who is liable, or also the dealer where the cheese is found by the inspector, provided the dealer has paid for the cheese?

MR. ADERHOLD: As the law now reads it holds only the man responsible, who has in possession, who offers for sale or intends to sell. The law is imperfect and ought to be remedied in that respect.

MEMBER: Would every cheese maker have to have one?

CHAIRMAN: It is best to have one. They cost only \$7.00.

MR. ADERHOLD: Anybody that knows how to make cheese and tries to make good cheese will obey the law. If one wishes to run near the moisture limit better get a tester and test every day's cheese.

MR. NOYES: How are you going to remedy it?

MR. ADERHOLD: I think the dealer ought to help out a lot. They are willing to do it if the cheese makers are willing to listen to them. I am telling them that frequently let your dealer tell you whether you have too much moisture in your cheese. The dealer is a much better judge of cheese than the average cheese maker because he sees so much of it. The inspectors will always have to keep an eye open for high moisture cheese and they will have to make some prosecutions if the attitude of the cheese makers is the same as it has been with some of them. It has come to me in a round-about way that they can afford to pay a fine as long as they can keep right on making high moisture cheese and so long as we have men like that in the business the inspectors will have some work to do on this moisture test.

MR. NOYES: I believe we had two or three old cheese makers in that section that try to get as close as they can. I believe that is where the old cheese makers have it on the young cheese makers. I think this ought to be remedied. I think through competition between factories and makers, one trying to pay a little more than the other man instead of getting together and figuring out the differences in their statements. They don't stop to figure differences in butter fat. They only figure how much they pay for their hundred weight of milk. I sincerely hope this law will be lived up to by every maker in Wisconsin. We have done more talking about this moisture test law than anyone in Wisconsin. I don't think the farmers are living up to this law. I think they ought to cooperate. The cheese-makers ought to see that they do this. I wish another thing was done, that the price of 100 pounds of milk was cut out altogether, not shown on the statement at all. We ought to pay for our milk by the

butter fat. That ought to settle it. Our present law does not work satisfactorily.

MR. WEIGLE: I am really anxious to know what the facts are. I think one of the best laws that has been enacted since 1890 is the cheese moisture law.

MR. NOYES: The thing to do is to get the manufacturers living up to it.

MEMBER: Mr. Noyes was speaking about changing the custom of paying for milk by the 100 pounds. A great many pay by the pooling system.

MR. NOYES: They are behind the times.

MR. ADERHOLD: They are weak-kneed. They only value a pound of butter fat worth 10c up there.

MR. WEIGLE: I just listened to a remark about farmers skimming butter fat. How about the cheese maker skimming his cheese?

MR. NOYES: That is just what we are trying to stop. They are not honest. They must cooperate somehow and become honest.

MR. MINCH: Regarding the butter fat, as Mr. Noyes here says, we can figure very closely that every point of the test you can figure very nearly $\frac{1}{4}$ lb. of cheese. That may not work out in every factory but on the average I think you can figure pretty close to a quarter of a pound of cheese to every point of the test.

CHAIRMAN: I think a great many cheese makers try to cover up all the faults with the moisture test. If they don't get the yield that they should they lay it to the fact that they are trying to keep within the moisture law. For instance, Mr. Shaw one time worked for me. I criticized him for not getting yield but on making moisture tests the moisture was all right.

MEMBER: Any good cheese maker ought to know that if he is taking care of his milk and keeps a sample. If the farmers are taking off too much he ought to know.

MR. NOYES: What are you going to do about it when you do find out? The cheese maker does not dare to say much as his patrons might go to the next fellow.

CHAIRMAN: Keep to the subject.

MR. CHAPPLE: It seems to me that in all the talk the feeling is not right. If a farmer goes to work and waters his milk you call him a thief. If a cheese maker waters his cheese and gets by with it you call him smart. The feeling is not right.

MR. HARBORT: I am not a cheese maker when it comes right down to it. I am a butter man. I have found out that there were times when I was losing money making butter so I got a moisture tester. Since I got it I can regulate moisture to one point. I have experimented just about a month with it now, and have found lots of times there was not moisture enough, and sometimes too much. My idea is to get that down fine, and know where I am at, all the time. The only way is to test your cheese every day and know what you are doing. Every cheese maker ought to be able to tell just what he is doing every day but without a moisture test he cannot tell. You can

tell if you have too much. I would not be without a moisture tester.

MR. ADERHOLD: A few cheese makers are going to get a moisture testing outfit, probably many of you will. You want to be sure to get your samples dry. Be sure your scale is sensitive enough. You will need some instructions then, some experience, and then some more instructions. Be sure and get your samples dry. If you use a 10 gram sample of cheese and if you have a pressure of steam of 50 to 60 pounds, it will take from five to six hours of drying to get rid of all that moisture. Of course, if you have a higher pressure it will not take that long. I have tested where I have had to keep it in for 24 hours because of the low steam pressure. You can find out if it is dry or not by leaving the samples in the oven until you think they are dry, keeping track of the weights and then put them back in the oven and see if they become lighter. If they do, the moisture has not been driven out. In that way you can find out with a given steam pressure the moisture of your cheese. If you get a moisture testing outfit I suggest you get an oven big enough so you can put in six samples at one time. You save a little time and the extra size of the oven as far as the cost is concerned does not amount to anything.

BOVINE TUBERCULOSIS IN WISCONSIN AND ITS RELATION TO THE CHEESE INDUSTRY

By DR. O. H. ELLASON, State Veterinarian.

Mr. President and Gentlemen: This is my first attempt to speak before an audience after an attack of the flu. I have been very much interested in your discussion. I am also very well satisfied with the attitude you folks are taking towards a number of things. I am reminded somewhat of a man who was driving along a road with a lumber wagon. I got on and rode with him and our conversation turned to automobiles and road hogs. He says there is only one law that is necessary and that is that everybody ought to be decent while they are on the road. Now, when we simmer all this down, if everybody would be decent we would not need very many laws and we don't need laws for the decent fellows. After all laws are only the voice of the people who say that so and so shall be done. There may be a certain number of people that want to do a certain thing. Sometimes they may be wrong; other times they are right. In the general shakeup, we find that most laws are for the common good. There is once in a while one which does not work for the common good and we have machinery to put it out of business.

I am supposed to talk to you about the relation bovine tuberculosis has to your cheese making. I was very much interested in the texts of some of the speakers that have preceded me, particularly Prof. Humphrey, when he says that all of you ought to be interested

in getting pure bred bulls into your community. You may not think that your efforts are necessary or that it behooves you to talk to your patrons about things that he ought to do in order that you have better results, but, gentlemen, that is the thing which we all have to do. You will see that the large corporations all have agents out informing the people to do so and so. Now your business calls for the same thing only that you do it yourself. The veterinarian, for instance, in his community, must be an educator. He must be a leader if he is anything. Sometimes he is nothing, but then we have those fellows in all professions. But you as cheese makers should try to be leaders. You don't know if you are not one. Maybe you might be one if you tried. You have seen things about your patrons' herds which are not as they ought to be. It is your place to give suggestions. Lead them along to believe that it will do them some good and indirectly you also. I shall not make this talk very long. I shall come immediately to the point in which you are probably interested.

It is to your direct interest that tuberculosis is being cleaned up from the herds of your patrons. That is the ultimate aim that you should have in view. Now, in doing this, there are a number of things that we all have to do to get to that end. We cannot expect that we can do this all in a short while. We have asked you to aid in this campaign by endeavoring to get the by-products of the cheese factories safeguarded so as not to spread tuberculosis any farther than it already has, and that ultimately we may check it and come back to a right basis. Now, I don't know what your troubles have been during this past year. A year ago was the first introduction I had to your assembly and from the letters we have received, we find that some have found benefit from the pasteurization of whey because it does away with some aggravations which they had in the past. I am glad to see that utensils are being provided for the pasteurizing. The past year has been a rather trying one. For that reason, we have been lenient and not made any prosecutions. No prosecutions have been made during this past year reasons for which were obvious. You were not able to procure the necessary equipment in many instances and we waited until the determination of the war. During the coming season, however, we hope we may secure the fullest cooperation of all of you. The tuberculosis fight is now receiving the support of almost everybody in the state. Stock owners are also realizing that they must make greater efforts and you can aid very materially in this thing that we have asked of creameries and cheese factories, that of pasteurizing. It is not necessary for me to cover some of the subjects because it was thoroughly canvassed last year and if you will read your former report you will find a lengthy discussion on this subject. I will not dwell on it at this time and I shall let the rest of the time be devoted to the other speakers, who can tell you about what they have done and how they got along with this subject. I thank you.

DISCUSSION

MR. DAMROW: I would like to ask the doctor a few questions and like to get all the information possible. Is it a fact doctor that hogs under eight months of age don't show the signs of tuberculosis?

DR. ELIASON: According to the records there are a number of hogs that show before that time.

MR. DAMROW: Majority of them?

DR. ELIASON: I think that most of the hogs, those that are infected, are infected by that time. They will show it at that time.

MR. DAMROW: I talked this subject over with one of our veterinarians. He told me very few hogs under eight months showed signs of the effects of tuberculosis. I canvassed throughout Sheboygan county. I came in contact with 75% of the farmers around Sheboygan. 58% of the hogs shipped from Sheboygan Falls were affected. 72% of the hogs were eight months old or under. The others were older. How can this be, or is it an exception to the rule? Now, I don't want to be understood that I am opposed to the pasteurization law. I am in favor of it. I don't like to come in the back door instead of the front door. I would like to see the man bear the expense who is benefited and that is the farmer. There is one particular farmer, a breeder. This farmer has got just as nice a dairy barn as any one in the vicinity, but this man, after he got through milking, went over to feed the hogs. There were about 26 to 28 hogs about five or six rods from the barn and I walked with him a little ways. When I got there I saw that the feeding place was filthy and had not been cleaned for a couple of years.

DR. ELIASON: I have never seen any compilation of just when the hog became infected. In running over a mental calculation, it seems to me that quite a few hogs are marketed at about when they are eight months old. I have got a few figures here in which you may be interested. Last year's record shows that throughout the United States there were 40,000,000 swine sold of which 3,974,000 were found tubercular. Now, that is around 6%. There were also during the same year, 203,193 cattle found tubercular upon slaughter. Mr. H. R. Smith, who is working with the packing companies in Chicago on statistics, has found that the loss from tuberculosis in cattle and swine for the year 1916 in seven western states and it shows that 50 train loads of cattle and hogs of 40 cars each were lost as a result of tuberculosis. That will give you some idea of the hogs lost through tuberculosis.

MR. DAMROW: Doctor, don't you think the law ought to be different than what it is? It appears to me that if they want to do something for the farmer, put it into the hands of one man, the Commissioner of Agriculture, who has the right to say what is to be done with the by-products of the factories. I don't think that law would stand the test. We simply throw another burden on the cheese makers and the burden is so heavy that we don't care to

carry the next man's load. We think the law ought to be changed. I would like to know what figures you have to show us that the hogs that are affected have got it by feeding on by-products of the factories.

DR. ELLASON: Statistics all over the United States will prove this conclusively. Wisconsin has the blame of having more tuberculosis among hogs than any other state. Now, we know there is plenty of tuberculosis among cattle in other states, but we find there is not so much tuberculosis among the hogs and there is only one solution and that is that in those sections most of the milk is used for human food. In order to draw any conclusions or any satisfactory statistics, you will have to go out in large areas of the country. It is important to go out and take individual places and see the conditions and whether this infection came from that source or this; but it is unreasonable to suppose that we are any dirtier in Wisconsin than they are in Ohio, and that the hogs are in any better condition in Ohio than they are in Wisconsin. We are practically the same kind of people and handle the things in the same way and we naturally have to get to that deduction that the reason for this is that we have whey buttermilk and skimmed milk to feed to hogs in this state and more of it than they have in other states. We have more cheese factories and consequently more to feed from that source.

MR. DAMROW: I think it is more necessary that a law should be passed that all the milk that is delivered to the city should be pasteurized. But no such law is on the statute books. Is there? Does anybody know?

MR. MOORE: There is no state law anywhere. Only city ordinances.

MR. DAMROW: There is no such law in Sheboygan. But they make us pasteurize the by-products to feed to the pigs but don't care anything about the little humans.

DR. ELLASON: I agree with Mr. Damrow that such is the case and I want everyone to go home and start an agitation for that very thing. There is no reason why there shouldn't be. So far as that is concerned, I am not responsible or I can't work on that subject because that is a board of health problem. Although we can lend some weight and agitation and education with whomever we come in contact with on that subject, there must be a want, for that sort of thing to happen. The reason for putting this on is of course economical—to save the food—to save that number of hogs. You have to figure just the same as the packer does when he figures on his hogs. The farmer may not think so, but he will have to pay that expense. There is no one else that will pay it, either the farmer or the consumer, and it sounds unreasonable to suppose that the cheese maker should stand for that loss.

CHAIRMAN: They do stand it. That is where the kick comes in. Extra work and labor and expense. And then the human family has not the same protection as the animal. That was the essence of the meeting and that was the whole discussion a year ago to-day.

MY EXPERIENCE IN PASTEURIZING WHEY

Letter by CARL FREHNER, South Wayne, Wisconsin

Mr. President: I will speak of Limburger cheese whey.

Before the new law went into effect, I was strongly against it, but after seven months experience with it, I think differently and am in favor of it for three reasons.

First, you will have better cheese and very little trouble with pin hole cheese. During my twenty-eight years experience in cheese-making, I have never seen the time when every farmer washes the milk cans really well, especially, in summer time when they milk late in the evening and the farmer's wife has no warm water ready.

Second, the pasteurized whey is better for the hogs. It has a sweet taste and is not the green, sour, watery whey which they would have without pasteurizing.

Third, it is easier for the cheese maker to wash the whey tank. It takes less labor and time.

The expense for pasteurizing whey during seven months, with 7,000 pounds of milk, at the highest was only \$40 or \$50 for coal.

For all of these reasons I think pasteurizing whey is a good thing for the cheese maker. I would like to hear somebody else talk about this.

SHOULD THE WHEY BUTTER BRAND LAW BE REPEALED?

By R. C. HASTINGS, Marshfield.

The history of whey butter while one covering only a short period is one of considerable importance to the cheese factories, and the butter and ice cream manufacturer of the State. It is only a few years since the necessity for saving the butter fat lost in the process of the manufacture of cheese was fully realized, and even now there are many cheese factories that are not yet skimming their whey which should be. At the beginning the creamerymen looked with horror upon the thought of making good butter from such cream, as a general rule such butter was of inferior quality, having a cheesy flavor, and soon became rancid. Then came the competition between the creamery and the cheese factory, the cheese factory that skimmed its whey, and had any kind of a market for its cream, was able to pay more per hundred for the milk than was the creamery. This naturally lost the creamery some of its patrons, and of course

the butter makers could see no good in this new means of revenue, and at a meeting of the Wisconsin butter makers, at Eau Claire, in 1915, I believe passed a resolution advocating that all butter manufactured from whey cream, or butter which contained butter fat from whey cream should be branded "Whey Butter".

I myself was at that meeting, and at that time felt a good deal as the rest, that such butter was, and never would be of a quality that could be put out to the trade, and give satisfaction, for we had trouble along this line. Later when the competition became so strong that it was a case of either buying whey cream, or going out of the creamery business we began buying it, and found after a short time that by a little different method of handling that extras could be made from it, and today I am convinced that just as good butter can be, and is being made from whey cream as from either whole milk, or hand separator cream.

For a few years business prospered, the trade was perfectly satisfied. Then the branding law was passed, and placed upon our statute books, we at once got busy, and began branding.

Realizing that this brand would cause the customer to ask the grocer what was the reason he was handling "whey butter" instead of the good creamery butter, we wrote letters to all our grocery trade setting forth the facts, telling him that under the new law we would now be compelled to brand our butter, but that such butter was in no way different from that which he had been purchasing from us for a long time, that it was made of pure butter fat, only the fat was skimmed from the whey after the cheese portion of the milk had been removed in the process of making cheese. Then our trouble began, the retailer said his customers would ask for unbranded butter, they did not like the butter he was handling, and insisted that he sell them the same butter they used to get. Many would call us by phone, and ask us what we were putting in our butter, it was not as good as it used to be. No amount of explanation would convince them. The results of this was that we lost the greater part of our butter trade, that had taken us a number of years to build up. Then came the selling of "Whey Butter" on the open market, any one that has tried this knows the results even with the unbranded goods, well with the branded it was much worse. The "dirty name whey" works upon the mind, and leaves a nasty taste in the mouth of the one scoring such butter, for as soon as he sees this brand, he like the consumer begins to have visions of the old whey tank along side of the road, that can be smelled for a half mile before reaching the factory, and the same after passing it.

Of course this is being done away to a great extent, still the memory lasts, and I tell you Gentlemen it will cost the creamerymen of the State, some money before we can educate the public, or cultivate their minds to realize that whey cream is just as pure when properly handled, as cream produced from whole milk. The milk from which such cream is produced is taken to the cheese factory in good condi-

tion, if it were not good cheese could not be made from it. In the course of a few short hours the cheese part of the milk together with most of the butter fat has been removed, the whey is then skimmed by a separator, the same as whole milk is skimmed, cooled, and taken to the factory. It of course is not always taken every day, neither is hand separator cream delivered every day, but more often by the cheese maker than by the farmer, then too the average cheese maker has been taught the care of milk and cream either at the Dairy School, or at the factory where he has learned his trade, and better understands the handling of milk products than does the average farmer, consequently we are today receiving cream in better condition from the cheese factories than we are from the farmer, another reason is whey cream remains sweet longer because of the high per cent of butter fat, and low per cent of casein.

This being the case it is natural to suppose that better butter can be made. We have been told that if such is the case it wont be long before the trade will be asking for "whey butter" if its just as good, but many of us will have died, and gone to the great beyond, I am afraid before this is realized, all because of the brand. Now it seems to me in as much as there is no difference in the contents of butter made from whey cream, and cream from whole milk, there is no cause for such butter being branded. But we are told the people are entitled to know what they are eating, that all products must be labeled, sure we agree with them, but if we brand this butter "whey butter" are we not misbranding? If they entered into the composition of such butter there might be a cause, on the other hand we are now endeavoring to make the consumer believe that he is getting something he is not. I understand that ice cream is being made from whey cream, that it too must be branded, why should it be? Is it just to the producer and manufacturer of these two products to have this stamp which suggests an inferior product placed on their goods, while there is no bar to the makers across the State lines of Ill., Iowa, and Minn., of buying the cream from our cheese factories, making butter and ice cream, and shipping it back into this State in competition with our goods which must be branded. This Association has gone down on record as opposed to this law known as Section 4607d—3, so has the Central Wisconsin Cheese makers', Butter makers', & Dairymen's association, perhaps other organizations of which I am not aware, and I believe that the State Butter makers will also see its error, and have a new resolution this winter.

I am not blaming the Dairy, and Food Commission, for the stand they take upon this subject, for they as officers of the State of Wis., are sworn to enforce laws, and are doing a wonderful work, but this law in my judgment is wrong, lets see to it that its repealed, let butter made from such cream be sold on its merits. If some sections of the country are not making good butter from it, its because they don't handle it as it should be handled, and the factories that do

should not be made to suffer for the poor work of others, rather let them come up to the standard.

Changes have taken place in the dairy world before, only a few years ago the hand separator revolutionized the creamery business. The quality of butter was soon on the down grade, not the fault of the hand separator, but rather its abuse. Now the cry has been made that whey cream has lowered our standard, but its not the fault of whey cream, if anything the value of such butter from a food standpoint is higher, the per cent of butter fat is higher because of the lack of casein in such butter. We have on our Statute books too many laws that cannot be enforced, and this is one of them.

I have a letter from the U. S. Dairy Research Laboratory, in which it is stated no way has yet been devised to detect by analysis whey butter. I have taken the matter up elsewhere, always with the same reply, without a method by which it can be detected, you know the utter impossibility of its being enforced. If it cannot be detected then there surely can be no reason for the law.

Let us see to it that our representatives at Madison, repeal this law from our Statute books, and let justice not prejudice rule.

GOOD WORKMANSHIP HELPS TO SELL CHEESE

By WM. HUBERT, Sheboygan, Wis.

The subject assigned to me by your Secretary is; "Good workmanship helps to sell cheese and what a dealer thinks of the maker sending in crooked and dirty cheese showing poor workmanship."

What the dealer thinks would not look well in print as nothing is so aggravating to a dealer as to be obliged to ship out cheese that are a disgrace to Wisconsin, and the maker is less liable to have trouble with cheese which show good workmanship and a trifle inferior in quality than cheese showing good quality and poor workmanship.

I do not want you to think that we want good appearance and poor quality, not much, we want both appearance and quality. One of the reasons that we are having more trouble with the appearance of cheese now than formerly is the automobile. Some of the makers get the cheese to the press about noon and then go auto riding and leave the helper to dress and finish the cheese.

Another reason is the high prices of the bandages and circles. By using a cheaper grade of bandage the ends of the bandage are apt to tear and as a result the sides of the cheese will burst open, in not using circles nearly every lot of cheese that comes to the dealer without circles has checked rinds which causes mold to get in and the cheese becomes worthless. This is especially true in winter when your press room and press cloths are cold.

We cannot ship checked cheese for number one quality and same has to be sold as an inferior cheese to a cheaper trade. During the past two years we have been getting Daisies and Twins which are too large causing same to be out of the boxes about an inch or more. These cheese that come to us above the boxes are usually damaged in transit, besides costing the dealer the expense of reboxing same. This making of cheese larger than the boxes has been brought about by the export demand during the past few years.

The advanced cost of bandages, circles and boxes causes the maker to crowd in as much weight as he possibly can, even if the bandage and boxes are too small to hold same. As there is no exporting at the present time you should get back to make your cheese to fit the bandages and the boxes.

For your information the transportation companies are allowed to charge 20% additional freight on cheese that are not boxed properly, and this is an additional expense to the dealer.

Daisies of 22 lbs. and Flats of 33 lbs. are as large as the home trade cares to have same. In boxing Young Americas and Longhorns care should be taken that each cheese is of the same size, and not one cheese higher than the other.

DISCUSSION

MR. HUBERT: These cheese here I took at random out of the exhibition room and I want to show you the defects. Here is a cheese checked on the rinds. In closing up mold has gotten in. A little bit of rind rot too. Part of that is caused by being cold pressed and on account of the moisture. All moisture cheese starts to go to pieces this way—it is sloppy inside and begins to rot. I have the sample of that cheese as I plugged it.

Here is another sample from the exhibition cheese. It is two different curds—two different colors. When we plugged that cheese we thought it was going to get a big score. The fellow that is going to get those reports will wonder why the two of us were so far apart.

This cheese here was sent in without caps or without being parafined. Checks in here that undoubtedly go in an inch. If this cheese is not taken and sold at once it will be worthless as mold will start in a short time.

MEMBER: Pulling the print caps off wouldn't necessarily have to be done right after parafining. If it is done a few days later it is all right.

MEMBER: Are you sure that the dealer will be able to parafine it as soon as he gets it?

CHAIRMAN: The dealer is not in favor of pulling off the print caps.

MR. HUBERT: Here is another cheese, pretty good inside but no bandages. There are no bandages on. That is carelessness. That is a cheese that should not be sent in. It should be sold for something less than first class cheese.

Here is a cheese that the dealers would like—made like this—perfect quality. It can be shipped anywhere and there won't be a kick. It is just as easy to take pains as this man did and turn out a good cheese as it is to make a poor cheese.

CHAIRMAN: I handle the cheese from a 16,000 lb cheese factory and every day all cheese looks just like that. That particular cheese was parafined by me.

MR. HUBERT: Cheese like this will be a credit to you and the dealer.

MEMBER: Wouldn't you sooner ship cheese without being parafined?

MR. HUBERT: Yes, dealers can do a better job of parafining. As a rule, the cheese maker does not make a good job of it. When the dealer puts the cheese that has been parafined in cold storage, when they come out they will not show up as nice as those parafined by the dealer. This cheese was parafined when well cured. You can't do that when a cheese is only one or two days old.

The cheese that scored 95 and over on exhibition here were tested by Mr. Aderhold. Out of the 22 plugs the average test for moisture was 36.1%. That is nearly 3% less than last year, showing what the moisture law has done in Wisconsin. You can realize what 3% means in one year.

MEMBER: A year ago my cheese maker said "I will make a cheese for the convention," and he made a cheese, perfect in every way. The cheese, however, only got 88 score.

MR. HUBERT: Well there may be something wrong. I will look that up and see why it was scored down.

MEMBER: That was a year ago.

MR. HUBERT: Oh, then it cannot be looked up.

FAULTS SEEN IN THE FOREIGN CHEESE

By FRED MARTY, Monroe.

Mr. President: I won't have very much to say about the cheese on exhibition in the foreign classes for the simple reason that they speak for themselves. We have only one or two exhibits that scored below 90 and we have a lot of high scoring cheese and they were all above the average. Of Swiss cheese we have an exceptional lot of cheese here, considering the time of the year that the cheese was manufactured. It is all of excellent quality. The brick cheese is extraordinarily good—fine. So is the limburger.

There is one thing that I would like to take up with the cheese makers here. No doubt many of you here were also exhibitors at the state fair. I first want to extend to you my thanks for the support of the last four years in coming out with the splendid exhibit at the state fair. No doubt you have received the money for the last

three years but last year's money is not out yet. You have no idea how much I have been troubled, that this money has not been paid. I have felt that I would like to make arrangements with the state of Wisconsin to pay this money out of my own pocket. There is no reason why the State of Wisconsin cannot pay that money. When I left the state fair park the books were in splendid order, footed up, etc., and showed the sum each exhibitor had coming. You will find that for three years previous to that there was no hitch and no mistake. I assure you that there is no mistake in the books now and you will all get your money. The reason you have not received this money, they have explained that it is just going through the office. We received good prices for the butter and cheese.

You will also find that the secretary has asked me to sell the convention cheese for you and I have lost no time. I have worked them to the limit. I want to tell you that you got a price for this cheese—what I mean is that it is doubtful that you will ever see these prices again. Many of them you can divide by three in the future, that will be the price on that commodity. If you care to listen, I will read the prices to you now. The twins were sold at 35½ cents. I think I got ½ cent above market with two, three and four plug holes in it. But there has been lots of educational work going on in the line of exhibition cheese. My persistent idea has been to plug a cheese so that it is not spoiled for the average trade. It was to plug them in rotation so that a pound of cheese will remove all plugs from that cheese. All your exhibition cheese is scored on that basis and consequently we have better talking arguments with the dealers than when cheese is plugged every which way as they were at the Fond du Lac convention. The twins, including daisies, long-horns and young Americas brought 36½ cents. The brick cheese 34 cents, limburger cheese 31 cents, block Swiss 39 cents and drum Swiss 53 cents. As to the state fair cheese, lose no sleep. You will get your money but it seems as though the mills are grinding slowly. Now if there are any questions you wish to ask regarding the foreign cheese I will gladly answer some of them.

MR. MOORE: I would like to say that we have received quite a few communications from cheese makers regarding their premiums at the state fair exhibition. It seems that the United States government took over the fairgrounds and for this reason there was considerable confusion and delay. Then, also, Secy. Remy resigned his position. Mr. Remy is back in harness again and I took the matter up with Commissioner Norgord, who is head of that department, and he told me payment would be made a short time after that. That was two months ago. Have heard nothing further. If you are anxious about it, take it up with me and I will try to get action.

CHAIRMAN: You must not think that because you did not see our secretary on the rostrum with the president that he was not here. He was at work. He will mail you your money and diplomas this coming Monday. (Applause.)

HOW TO MAKE THE BEST LIMBURGER CHEESE

Letter by CARL FREHNER, South Wayne, Wis.

Mr. President: In making good Limburger cheese. it is best to receive the milk twice a day, clean and sweet.

The milk should be set at 96% with enough rennet extract so as to be ready to cut in 25 or 30 minutes. If the milk thickens quicker you will have dry, short, curdy cheese. When ready to cut, I use the curd knife and cut lengthwise and once across the vat and let the curd rest for about 10 minutes. Then I take the scoop and stir slowly for 10 minutes, afterwards heat the curd to 98°, while stirring with the rake. This stirring is continued for 30 minutes. By that time you can let the curd settle and 2/3 of the whey can be drawn off. The molds should be filled quickly and taken as soon as possible to the cellar. They are turned twice during the next 24 hours and are then cut in to the correct size and taken to the salting table. The cheese should be well salted once every 24 hours, for three days.

In making Limburger cheese, if you use too much salt or not enough, the cheese will not be first-class but will be bitter or strong in flavor. The cheese on the shelf should be tended as often as possible until they have a golden yellow color. If the cheese becomes too dry, it can be wetted with a little sweet whey. If the cheese is packed too young or too old it will lose some of its flavor. Limburger cheese making is not easy work. It takes years of practical experience, and all day work in the cellar.

BOVINE TUBERCULOSIS AND ITS RELATION TO THE CHEESE INDUSTRY

By C. P. NORGORD, Commissioner of Agriculture

MR. PRESIDENT: I want to say that I am responsible for the state fair and I want to say that everything said here about delay in last years payments is absolutely just from the standpoint of the cheese maker and I want to say that I have been so angry about the matter that I have felt like thrashing the state fair department in our office. It is unwarranted this delay in getting this money and is against my orders. The only excuse that we can offer for that is that the government came along and took over the fair and was going to use it for a school in connection with the war and they took it out of our hands until after the war was closed, and at the same

time our assistant secretary, who has charge of the books, was in the draft and we got in a new man and this new man has not been able to handle the books as there is such a tremendous amount of detail work. But there is absolutely no excuse why the money should not have been paid long ago and you are perfectly just in censuring everyone in charge of the fair for not getting paid. I can only say that I am going to see that that cheese money is paid immediately. There is no reason in the world why that money should not be paid on the day the cheese leaves the fair.

The subject which I am supposed to speak on was presented by Dr. Eliason yesterday, so I hardly need to speak but I felt I ought to be here to represent the state department of agriculture, not so much for what we have done for your business but so that you realize that the state of Wisconsin stands behind the cheese makers and the cheese industry of Wisconsin. I personally feel that I would like to have you feel that the department of agriculture is behind you in every way and I would like to have you feel that it is our pleasure to have you call on us for whatever we can do for you. And it is because of my desire to express to you that feeling towards you that I hurried away from Washington to get here. I wanted to be here at the time that I was supposed to speak on the program but I had a very important matter to take care of at Washington for which reason it was absolutely necessary that I be there.

I might say that we completed a piece of work at Baltimore, where the convention of National Association of Commissioners of Agriculture had their annual session. Four years ago, when it was organized, I took up the proposition of getting the fields of work so arranged that they would harmonize, so that they would not overlap, and we were able by the cooperation of the departments of agriculture to establish such a field of work in Wisconsin. I wanted to have that field of work established nationally so that if Dean Russell and I as heads of the two departments should leave that the work might go on just the same; that there be no overlapping. In other states there is such overlapping which is not wise. By the work we have done the last four years we have established the work of the departments of agriculture on the same plan as Wisconsin has established. The experiment station has the experimental work, the college of agriculture does extension and educational work and the department of agriculture does the administrative work.

The regulatory work, aside from what has been done by the dairy and food commission, has been done quite largely throughout the United States as a coordinate part of the work of the experiment station. Now, the primary work of the experiment station is experimental work and educational work. Therefore, this other type of work has been rather poorly done in many of the stations. Now, by taking away from the college and experimental station, this work, where it is subordinate, and putting it in the departments of agriculture, whose primary duty it is to carry on these lines of work,

you obtain a primary piece of work instead of secondary work. In the department of Wisconsin the agricultural statistics work, the state fair, the immigration work, the control of the live stock diseases and the control of plant diseases, the seed inspection work, the feed and fertilizer work, etc. and in some states the dairy and food work are also carried on in this department.

Now, I want to say for the benefit of those who were not here before when the matter of the payment of premiums and the money for the cheese at the state fair exhibit was under discussion, and a resolution was brought up censuring the state fair authorities for not making this payment. I want to say that the state fair authorities are worthy of censure for the delay in paying for this cheese. Mr. Marty has no blame in this matter whatever. I called up our state fair secretary, asking why it was not paid. The reason why it has not been paid is that the assistant secretary of the state fair was drafted and the new man did not understand the work and this has caused the delay.

Now, I want to express to you gentlemen also an appreciation of the way the most of you have taken hold of the pasteurization of the by-products in your cheese factories. I know that all of you have not been able to do so by a good deal but I want to congratulate you on the attitude you have taken toward it because you have not gotten angry because this extra work was put on you. I realize that it meant more work for the cheese maker, a thing that we do not wish to do, but the situation in regard to tuberculosis in the state of Wisconsin, as you heard yesterday, no doubt, has become so serious that it is threatening the sale of live stock out of Wisconsin. We have a glaring and threatening example of danger of that kind in another state where the danger has gone farther along and has affected the state more than Wisconsin and that is the state of New York. And every state in the union knows that New York has a tremendous amount of tuberculosis. Probably the statements made regarding New York are worse than the situation. They are always magnifying any situation of that kind, and for that reason, the danger is so much more. And that is the reason why we have been very anxious indeed in regard to the situation and the reputation that is going out of the state of Wisconsin.

Tuberculosis has been spreading. The northern part of the state has 2 to 6 % of tuberculosis and the southern from 6% to 10%. There are some counties in this state where the buyers are not going to buy cattle very much. Why? Because they know those counties have too much tuberculosis and they are keeping away from it. We don't want that situation to continue in those counties. Those counties are improving and I want to say one county in particular in which the cheese makers gave me a meeting last summer that was the hottest proposition I ever tackled, over in Green County. I did not blame those cheese makers. They later discovered a way in which to pasteurize their whey in about fifteen minutes and felt

better about it. There is an opportunity to evade, to get out of pasteurizing, by having the cattle tested for tuberculosis. Now, a good many of the people in Green County are taking advantage of the opportunity and there has been more testing for tuberculosis in Green County the past four months, I believe than has been done in any county of its size in the world. They are cleaning up and that county, which was one of the bad counties, will soon be cleaned up and have a good reputation. We want to be very careful that we do not arouse people to the fact that Wisconsin has lots of tuberculosis and you do not want to think we are sitting still and doing nothing. We have begun an aggressive activity to eradicate this evil too late. But because it is pretty late, I am exceedingly anxious that we shall put forth such an aggressive program to clean up tuberculosis in Wisconsin, so that people of the United States will not think of the tuberculosis we have but of the program to clean it up. That is why we have studied this very carefully, and when we found that 23% to 24% of hogs coming from Wisconsin had tuberculosis, and when we found the packers were looking that matter up, and we found that they were saying that unless we took means to clean up tuberculosis they were going to cut down the rate paid for hogs coming from Wisconsin and discriminate against the same, then we got a hurry on us and found out where the hogs got it, and one of the main sources of infection was the milk that was fed to the hogs, the skim milk.

The United States Department of Agriculture wanted to experiment for two reasons on feeding hogs tubercular milk. One was to compare the effect the tubercular germ acting on the intestinal tract of the young pigs with the effect of the tubercular germ that babies get into their intestinal tracts that were fed tubercular milk. It has been proven that tubercular germs came from the milk by these government tests. Not only are the pigs infected but the calves are also infected by the whey milk they drink.

I was glad to be able to report at the meetings in Washington and Baltimore, where the question of tuberculosis came up, that the state of Wisconsin is carrying on an active campaign on tuberculosis by pasteurizing in the cheese factories and creameries, by the accredited herd plan, by advertising those herds that were being tested all over the United States. That we are not going back. We are going to continue to make progress and to keep clean, and with the other measures we are carrying forward in the aggressive campaign, there was not another state that came anywhere near it. That is the sort of reputation we must have to overcome the bad reputation that has been going out on account of tuberculosis among our cattle throughout the state.

As I said last year, in talking to you, I don't come to you as a creamery or cheese factory expert on how to do this thing. Wisconsin has first class experts in all cheese factory and creamery work. You have good men in the dairy and food department who are going about the cheese factories and distributing valuable in-

formation on how to do these things, and I know I have met you in various cheese factories and that many of you are working out very fine methods of doing this pasteurizing work.

Now we have a good many problems before us at this time after the war and one of them is this problem of pasteurizing. There were a good many complaints because it took too much coal to pasteurize the whey and buttermilk. Complaints because we could not get boilers and other facilities with which to do the pasteurizing, and there were certain situations where we had to say: "You can't get what is needed and therefore, we will have to let you wait a little." Now since the war is past, those things are behind us. We can get the boilers and necessary apparatus and while we are not going to be unreasonable, we are going to enforce the law. I might say that one of the reasons why that is so also, is the fact that one of the men we had working on that subject got the "flu" and he was laid up and could not go out at all. We have had no one to take charge of that work since.

I want to say that the problems of reconstruction after the war are just as big and important as the problems of the war. They are built on the basis of taking advantage of what we have gained in this war which was forced upon us. A war is a bad thing. Humanity ought never to have it, but after all, there are some things about a war that are good. We have gotten together in a whole united patriotic country. We have a feeling in our country we never had before. We have gotten methods of work and effort that we probably would not have gotten except during the war. We have found out what we can do as a nation and now we are right at the opening day of the problems of peace, and the great heroes of peace who solve the great problems, in a way are just as big as the heroes who gave their lives on the battlefield to save their country.

DISCUSSION

Mr. MOORE: Does not the subject of tuberculosis apply to the human as well as to animals?

COMMISSIONER NORGORD: I want to say that the main and fundamental reason we are cleaning up tuberculosis among cattle is for the protection of human kind. Their protection financially, which is the second reason, and the protection of the human race, which is the first reason. It is not very long back you will find that Dr. Koch said that bovine tuberculosis was different from human tuberculosis, but he has taken it back and stated that bovine tuberculosis will cause human tuberculosis. Germany appointed a commission of ten to study this question and they found that it was possible to make a culture of bovine tubercular bacteria and also human tubercular bacteria and they could tell whether the culture was human or bovine type. They examined a tremendous number of cases of tuberculosis, post mortem, bodies after persons were dead, and they found that of persons under sixteen years of age, 25% of them had

the bovine type of bacteria. England followed that experiment in a similar way and obtained the same results. Dr. Park of New York reviewed their work and verified it and then he started extensive experiments and investigations in this country and he got the same results also. Throughout the world practically 25% of the deaths from tuberculosis have the bovine type of tuberculosis.

MR. MARTY: I would like to say a few words in regard to the point brought up by Mr. Moore and the possibility of transferring the germ from the calf to the human race. When this question came up in Green County, there were different meetings held. Some were long meetings, as Com. Norgord will perhaps recall, and even after that meeting, they were undecided and kept running to me about it. I finally told them my candid opinion of the law, and I said: "In order to do us all good, humans as well as the cattle, take the bull by the horns," and the result is as Com. Norgord has stated, they are testing the cattle down there. It is a good deal like the liquor question that Uncle Sam permitted the manufacturer where the root of the evil existed, to remain. Why not start in at the root if it is an evil? Why not test the cattle throughout the United States? As Com. Norgord says, they have sort of interlocked the different agricultural commissions throughout the United States. Why not make laws that are of importance in regard to tuberculosis national laws? I ask Com. Norgord to apply such rules in their annual convention to make any question of importance national.

I might add this. Some of the things that have been going on during this convention here. You have had the moisture test here. You are right on one point about the moisture test. I have had experience, traveling three years as a cheese salesman out of Chicago, selling 27 different kinds of cheese. That means that a whole lot of that cheese is imported cheese. An enormous amount of imported cheese is imported by this country. Go no further than Detroit, Michigan, or Cleveland, Ohio, and you bump into an absolute boycott against Wisconsin cheese. What did I find there? Everybody was underselling me on the American cheese. I could not get in. What did I find in all the Central Markets as they have them down East in any city of importance? It was Michigan cheese that was predominating there. Do you realize that we have in Wisconsin to-day a moisture law on American cheese? Personally, I am in favor of it. It is a standard and we must have it. The law is good and it will regulate us all. We are going to put it on some more lines of cheese in Wisconsin, but the point is this. Is it fair to the State of Wisconsin to put a limit on ourselves and have the limit off across the line, necessarily encouraging the dairy industry of that locality where we are holding ourselves down? We ought to encourage national legislation along these lines like our whey butter law and the 82½ standard that we have in the State of Wisconsin. It is not fair. We are not making any progress at all. We are standing still. Here is the State of Wisconsin without laws on imported cheese. Is it possible with all the things said about the great State of Wis-

consin, nationally known as the greatest cheese state in the Union, that here we are with our hands tied, no prohibition against the foreign brands of cheese to be introduced? Other states are alert on this question and they are taking the initiative. We should make a strong resolution and send men to the legislature. I ask that this organization should absolutely go on record to provide standards and open the doors to the world for the different brands of foreign kinds of cheese, if you please, skim milk cheese as a great many of the foreign brands are made of, classify them, attach standards to them. Is there any right that Wisconsin should make that kind of cheese when we know it is going to be manufactured in the United States? I think it is up to the convention here that provision be made that a committee be delegated to present the same to the legislature and see that that law will be enacted. If we don't do it this winter, we will have to wait two more years. Delegate the secretary of our association, who is very well versed, and have him act either as a committee of one or with someone else, he is located in Madison, Wisconsin. I ask you to act upon it at the present time.

MR. CHAPLIN: I agree with Mr. Marty on the foreign types of cheese, but it is a question that we should have acted on when we had many more present, because we have that feeling in the legislature, that fight for a skim cheese law, allowing them to make cheese in the shapes of American cheese. We don't want to get those two laws mixed up. We want them to be allowed to make skim milk cheese in the shapes of foreign types but the feeling all over the state is against anything where the word "skim" comes in.

MR. MARTY: There is a unanimous howl at the word "skim." It seems to chill everybody. I get it.

MR. CHAPLIN: I feel that you are right, but what I mean is that the people of the state, among the farmers, you will hear that just as soon as the word "skim" is introduced. They don't understand foreign types of cheese and they drop right on it.

CHAIRMAN: Is there any provision made for the northwestern part of the state where they have no cheese factories?

COM. NORGORD: Of course, the creameries are supposed to pasteurize their buttermilk in that case. The case of the skim milk coming from the hand separator, that is a thing we would like to get at, but it is impossible to do it by any practical way we can see just now. We have got to reach those people by cleaning up the cattle. I did not mention the area plan we were working on. The legislature provided \$18,000 a year for the department of agriculture to use for cleaning up tuberculosis by area where a county or township makes provision for it and we are anxious to have that work done first in the northern part of the state. The matter of requiring every farmer to pasteurize his milk is something that we could hardly look on as a practical thing to accomplish, so we must get at that the other way.

I just want to say as to national legislation. One of the reasons that I got the Wisconsin plan made the national plan was to be able

to get national legislation because we had a big national organization and to get aid from the federal government on the regulatory and administrative problems in agriculture which we have not been able to get in the past. When I went to the secretary of agriculture on this proposition, he said, "This is what I have been looking for. If we could make appropriations for certain types of work to one agency in one state, there will be a lot of states that have not such agencies. Under the plan we are using now, we are cooperating with 26 different kinds of agencies and we must investigate whether the agencies are safe agencies to work with.

MR. MARTY: I move that the secretary act in conjunction with the legislative committee in every case of legislation.

MR. KALK: I think that at least \$50 ought to be paid to the president and treasurer for their services for the last year and the coming year.

CHAIRMAN: Is that in the form of a motion?

MR. KALK: Yes.

MEMBER: Second the motion.

By a unanimous vote the convention voted to grant the president and treasurer \$50 each for their services each year. This to include the last year and the year to come.

RESOLUTIONS ADOPTED BY THE ASSOCIATION

WHEREAS: On November 22nd, 1918, death removed from this life Wisconsin's most distinguished citizen, William Demster Hoard, who did more than any other individual in the development and advancement of the great dairy industry of the State and Nation. It is therefore,

RESOLVED: That this Association express its deep appreciation of the valuable services he rendered the dairy world during his long life of usefulness and its sincere and profound regret of his passing.

WHEREAS: Since our last annual meeting death has taken from this Association in the person of Hon. S. A. Cook of Neenah, one of its most ardent supporters, financially and otherwise and in appreciation of his great service to the cheese industry in securing the passage by Congress of a law which gave "Filled Cheese" its knock-out blow. Therefore, be it

RESOLVED: That we feel a deep sense of gratitude for his loyal service and never failing interest in the work of this Association, and sincere appreciation of his inspiring presence at our annual meetings.

RESOLVED: That the death of Mr. Nic Simon at his home in Appleton, Wisconsin, on New Year's Day, 1919, took from the Membership of this Association, one of its founders and one whose efforts are stamped in the improvement of Wisconsin's Cheese Factories and their products.

RESOLVED: That a law should be passed which requires anyone wishing to build a cheese factory, or creamery to apply for a permit to the Dairy and Food Commissioner, who will make an investigation and if he finds that such proposed factory is an advantage and convenience to the Dairy interests in that locality, a permit will be issued, and such factory may be built and operated.

WHEREAS: At our 1918 Convention we went on record as favoring the repeal of the whey butter branding law, and

WHEREAS: The said law appears to be impractical and very difficult to enforce, be it

RESOLVED: That we again express our disapproval of said law and earnestly request its repeal.

WHEREAS: At our 1918 convention we went on record as favoring a maximum legal moisture standard on brick cheese, and

WHEREAS: For lack of such standard the brick cheese industry has greatly suffered. It is therefore,

RESOLVED: That we petition the Governor and the Legislature to create such standard.

WHEREAS: In the manufacture of limburger cheese, there is a tendency to load that article with surplus moisture, therefore, be it

RESOLVED: That a moisture standard be also created for that type of cheese.

WHEREAS: That there are a number of men now in the State of Wisconsin testing milk for farmers and factorymen who have had little or no experience, be it

RESOLVED: That these men operate under a State license issued by the Dairy and Food Department. Be it further

RESOLVED: That such men have at least one year's experience in the testing and handling of milk.

RESOLVED: That our thanks are hereby extended to the Merchants' and Manufacturers' Association of Milwaukee for material aid in the success of the 1919 Convention.

RESOLVED: That we heartily thank all those who contributed premiums for the prize scoring cheese.

Whereas the cheese and butter manufacturers making the good and better grades of these dairy products have no protection, nor benefits over the lower grades, and;

Whereas the price is nearly the same for mostly all grades of such cheese and butter, each class by itself, which is a discrimination against the best dairying in this State; and; having a brand or their license number appear on their cheese and butter will gradually become a class by itself and getting a better price for their goods and consequently will force all cheese and butter manufacturers to come up to the standard. Therefore be it;

RESOLVED: That we the Cheese Makers here assembled at the 27th annual convention in Milwaukee, are in favor of having the license law so amended that said license number must appear in bold letter and figures on each cheese and butter manufactured in this great State of Wisconsin. And, be it further;

Resolved that our secretary is instructed to send copies of this Resolution to the Governor and every State Senator and Assemblyman and request them to support such bill and work for same.

Resolved, that the hearty support of the cheese factory operators, cheese makers and patrons and of this association be given to aid the work of the Wisconsin Dairy Council in educating the public to the superior food value of dairy products and for promoting their increased consumption.

CHAIRMAN: At the meeting of the Wisconsin Cheese Dealers Association held yesterday some resolutions were drafted and passed on. They ask us to pass on this resolution and take some action on it.

MR. KALK: I hope that the association goes on record that the appropriation be granted. I make this a motion.

Above motion was duly seconded and put to a vote of the convention and carried unanimously. The resolution follows.

WHEREAS, the dairy interests of the State of Wisconsin have grown from \$80,000,000 in 1910 to \$190,000,000 in 1918, and,

WHEREAS, many new laws have been placed upon our Statute books for the enforcement of sanitary regulations, laws to prevent excess moisture in cheese, milk inspections, and many others, so that the Wisconsin dairy product would obtain a world-wide reputation as a superior dairy product; and,

WHEREAS, the enforcement of all of such laws has been lodged with the Dairy and Food Commissioner, and

WHEREAS, with this tremendous increase in the dairy products of the State, and the passage of many new laws, the Legislature of Wisconsin has not provided any more appropriations nor additional help for the enforcement of such laws; now therefore be it

RESOLVED, by the Wisconsin Cheese Dealers' Association, in convention assembled this 10th day of January, 1919, that the conven-

tion go on record as endorsing a further appropriation, so as to meet the present conditions in the dairy industry of this State; and

RESOLVED further, that the Wisconsin Cheese Dealers' Association respectfully petition the Legislature of Wisconsin, and especially the Finance Committee of the Wisconsin Legislature, that an increase of \$50,000 be added to the present appropriation of the Dairy and Food Commissioner and thereby enable him to materially increase the present force of dairy inspectors, so as to permit of a more vigorous enforcement of the laws pertaining to the dairy interests of the State; and be it further

RESOLVED, that the Secretary be instructed to forward a copy of this resolution to His Excellency, the Honorable Emanuel L. Philipp, Governor of Wisconsin, to the Honorable George J. Weigle, Dairy and Food Commissioner of Wisconsin; to the President of the Senate of the State of Wisconsin; to the Speaker of the Assembly of Wisconsin, and to each member of the Wisconsin State Senate and Assembly.

DISCUSSION

CHAIRMAN: There is one thing Mr. Marty said last year. He said that the reason laws are not enforced is that they cannot do it. They haven't the money nor the help.

MR. MOORE: When this motion was presented the president did not put the question so I did not have a chance to say anything about it. I am in favor of it.

I wish to say something about the commission. Last night there was a meeting here of the Wisconsin Cheese Makers' Protective Assn. I got on the car coming over here. The dairy and food commissioner sat with me on the car. He said: "We are getting ready for a bill to be sent to the legislature increasing the force of the dairy and food commission." I said that "It was a mighty good thing but before doing that in order to have the proper morale among your inspectors you had better get rid of one of your men on your commission." I also said: "One of your inspectors came to me to-day and told me he was going to resign." That was news to the Commissioner. "I also have on good authority that two of your best men on your staff are looking for jobs and as soon as they get them will leave the commission."

"As a former member of the dairy and food commission, I had something to do with the increase in the force to what it is to-day. Of-course, conditions have changed. I know the cheese makers and butter makers are not in a position to object to the dairy and food commission. They feel that the commission might put them in the hole. I am not afraid of the cars and ready to say what I think. Men came to me in the other room and asked me to take around a petition among the cheese makers, and they knew I could get it signed, asking for the removal of the assistant dairy and food commissioner."

Mr. Weigle said: "Why don't they take it to me?" I said: "Good men have left the commission, good men too. They have left the commission on account of the obstructionist that is on there."

This convention should go on record to ask the Governor to remove that man and get rid of him. The commissioner told me this: "I cannot remove a man on mere suspicion or mere hearsay. You must present concrete evidence to me so I can go to the Civil Service Commission and ask for the removal of this man."

Now is the time to act, not wait for another year to go by. I know, as I used to be a member of the dairy and food commission. He will say that everything is all right when they say it is all wrong and when they all say it is all wrong he will say it is all right. Why don't you do something? I am willing to be the goat and take all the rocks that are thrown. Don't be afraid to say anything gentlemen. If this assistant commissioner interferes with you on account of what you say here, we will see he suffers for it. Don't let it drop if you are in sympathy with what I have said. Appoint a committee to ask for the removal of this man. He is a detriment to the state and your business. When I was on the commission it was under Commissioner J. Q. Emery and there was never a man who lived who was more fair than he. The original law was this—that the assistant dairy and food commissioner should be a practical cheese man. You will note that C. E. Lee's name is ahead of Aderhold. Just look at the man's face. That ought to tell you all about it.

MR. MARTY: Having gone as far as we have, I will come out and say this. I have been inspector of Green County on Swiss cheese since the first days of the industry. I have overcome adverse conditions from the days of infancy to the present day. When it comes to the troubles of the cheese makers down here, I don't think I will have to say but what they come to Fred Marty with their troubles. I have helped them out with their troubles for years and years. I want to say furthermore that it is the love and pleasure of the work in which I have spent the best part of my life. I was offered good positions with other concerns but I loved the work and I loved to go through the cheese factories and help the boys out. It was not the salary that kept me there by no means. It was a scant living proposition at the very best. But, as you are on record, according to our official reporter, I will go back of Jim Moore and I will say that here is one that left the dairy and food commission on account of the man who is now being discussed. I quit the department on account of that man. I don't think any man can labor under that man. I don't think he has put in an appearance anywhere but he left a bitter taste in the community he has left.

MR. MOORE: I will say that I talked about Mr. Marty last night I drew the attention of the Commissioner to Mr. Marty. "Why he gets twice as much as he got from the Dairy and Food Commission." he said. "But," I said, "his heart was in the work and he was forced out because he could not work with the man who was above him."

You all know what he did at the State Fair exhibition. What did they do—because he did not do the amount of inspection he usually did—but was doing the work of the whole state in getting up the exhibition of cheese at the fair—but criticize him for doing it. No man who was a man would have done it.

MR. KALK: I suppose the man you are talking about is Mr. Lee. How did he get in there?

MR. MOORE: I will say that at the time Mr. Lee was appointed on the commission I was at the Pacific Coast. The first I knew of it was when I picked up a newspaper and saw Mr. C. E. Lee's name as assistant commissioner in place of Mr. Larson, who had resigned. When Mr. Larson resigned, Mr. Lee was wished on the Dairy and Food Commission because they wanted to get rid of him at the University.

MR. KALK: Is the Dairy and Food commissioner a big enough man to be there?

MR. MOORE: He is a drug man—a personal friend of Governor Philipp. The state of Wisconsin never has had a man as dairy and food commissioner who has ever been a practical butter or cheese maker. I believe Mr. Weigle is a good man. But when he went into that office he knew nothing about the cheese and butter business. Who had his ear? C. E. Lee and he has colored his views to his purposes.

MR. KALK: Is he here?

MR. MOORE: I don't think so.

MR. MOORE: Have a committee appointed, a good strong committee and not afraid to say what they think.

MR. KALK: If we have anything against Mr. Lee, let us talk about it openly so he can defend himself.

MR. SAMMIS: It occurs to me that we have a reporter here that is taking down what is said and we expect to have it transcribed within a week or two at the most and it would be entirely possible, if you so direct, that Mr. Weigle be given an opportunity to read this material. If you wish it done, it can be done. Perhaps that will answer the purpose.

CHAIRMAN: Have you any idea as to how many men should be on that committee?

MR. KALK: Three of them.

CHAIRMAN: Motion before the house that committee wait on the Dairy and Food Commissioner and Governor concerning the removal of the assistant dairy and food commissioner C. E. Lee. Motion duly seconded and passed unanimously by the convention.

CHAIRMAN: I will appoint on that committee J. G. Moore, O. A. Kielsmeyer and H. A. Kalk.

CHAIRMAN: Another suggestion I would make is that this committee hold a committee meeting before they leave Milwaukee after the convention and draft all of your resolutions and whatever you

have to do and decide upon how soon and when you intend to wait upon those parties in the capitol at Madison, but don't let one go. Arrange your work so all three can go and you go at the expense of the Wisconsin Cheese Makers' Association.

OFFICIAL ORGANS OF THE ASSOCIATION

MR. MARTY: I want to say that the Butter, Cheese and Egg Journal has done a good deal for the cheese makers of the state and I have had the pleasure of distributing these scores for several years which have been printed gratis by them.

MEMBER: I move that we make the Wisconsin Butter, Cheese and Egg Journal our official paper. Motion seconded.

CHAIRMAN: Any discussion?

MR. CHAPLIN: I don't think we ought to do anything like that. We have one paper that has done things for us for years and years. But I can't see why we should slap at one man to help another one.

MR. SAMMIS: It occurs to me that there can hardly be an adequate statement made of the aid that the Journal has been to the convention in advertising its meetings and details. As secretary, I have had the most cordial cooperation from both the papers, both Mr. Thomas and Mr. Moore. I would feel lost without the cooperation of both of them. I feel sure we will have the cooperation of both of them. I believe Mr. Thomas is not in the room and we know that the Sheboygan County News is a county local paper. It carries a great deal of cheese news. It carries a lot of local news. I rather suppose that after all, the fact that it was an official organ has been something of a boost to that paper in years gone by. At any rate, the Butter, Cheese & Egg Journal is prospering, so I wonder if we took something away from the Sheboygan County News, whether it would add anything to the Butter, Cheese and Egg Journal. It seems to me, if there was some way in which we could secure the cooperation of both of them that would be best. We want the cooperation of both of them. I hope we will not do anything that will offend anybody or cause them to take away from us the fullest cooperation. We want the cooperation of a paper in northern Wisconsin. I would like to have one man up north who goes around visiting the cheese makers every day and say good things about the convention. I wish there was some way we could have two official organs. I leave that to you. We need the cooperation of both of them.

CHAIRMAN: Any further discussions on this motion? Are you ready for the question? It is moved and seconded that we go on record as making the Butter, Cheese and Egg Journal the official organ.

A standing vote was required. There being 30 in favor of the motion and 59 opposed the motion was lost.

MEMBER: Is it possible to have both official organs? I make a motion that both of the papers be appointed official organs of the association.

The motion was duly seconded and the motion carried unanimously and the Butter, Cheese & Egg Journal and the Sheboygan County News declared the official organs of the Wisconsin Cheese Makers' Association.

MR. MARTY: I wish to say that I was strictly neutral in the matter. I did not vote either way. I have had courtesies extended to me by both papers. The News has helped me wonderfully and I have been more than thankful for the work he has done. Likewise, the Cheese, Butter & Egg Journal, and I could not show any preference to either one. I think we need them both. We need even more of them. The great trouble is that the dairy gospel does not reach every one today. There are hundreds of the farmers of Wisconsin that do not know what is going on in the dairy work. You are the leaders in your community. You should work continuously. It is not what we can carry from one to another from mouth to mouth. That is too slow in this age but you should try and get the people to read dairy-ing matter. Either one of the papers is a good paper for the farmer to read and we should have more of them. I have worked and tried to introduce both the papers through other mediums than myself because I was not in a position when I held a position with the state, to go out and recommend papers. I did not even dare to mention it. This is the reason that I take this opportunity because I am no longer in the service of the state. You should urge your dairy farmers to subscribe for both of these papers. As I understand now, they are both official organs of this organization. I have had men trying to get subscriptions to the Butter, Cheese and Egg Journal and will say that it is badly needed in this section of the state. I think you people are ahead of us on that score. Of course, there are different reasons for that which I don't care to explain. Of course, you know what I mean. A great many of our cheese makers, if they could read dairy literature in the German language would immediately become subscribers of an issue of that kind but there being nothing of that kind, I was trying to make them do what they should do—familiarize themselves with the American language as soon as possible, read it whether you understand it or not, just keep on reading it for two or three weeks and about the fourth week you will begin to understand. I hope that you will not be without one of these papers. You should not be without either one of them and if there are any representatives here, Mr. Moore is here and Mr. Thomas is in the next room, I wish they would work more along that line in spreading their papers. We should have more of them. There was a man in my section there soliciting for these papers. I don't know how successful he has been but he ought to be kept at them

until he has the last one of them. I say we cannot get along without either one of them. We need two of them badly and we need more of them.

CHAIRMAN: I think a vote of appreciation is due to Mr. Fred Marty for getting the price for the cheese he did, and for his efforts and services in the sale of the convention cheese at the 1919 convention. Motion seconded and unanimously carried. A vote of thanks was passed to the A. Grossenbach Co. of Milwaukee for the consideration shown and the pleasant dealings we have had with them this year on the sale of our convention cheese.

ELECTION OF OFFICERS AND DIRECTORS .

MR. NOYES: I believe we have a president that works for the interest of this association and one that has done his duty in every respect and if he will accept, I move that we make Mr. Reed, president for the next year.

The vote of the convention was then cast unanimously for Mr. Reed and he was duly declared elected.

Mr. H. A. Kalk was duly nominated for vice president and the nomination seconded. By order of the unanimous vote of the convention, the secretary was ordered to cast unanimous ballot for Mr. Kalk for the office of Vice President.

Prof. Sammis was nominated for the office of secretary and the treasurer was ordered to cast the unanimous ballot of the convention for Mr Sammis.

On motion of Mr. Noyes, Mr. Ubbelohde was nominated for the office of treasurer. The secretary was then ordered by the vote of the convention to cast the unanimous vote for Mr. Ubbelohde for treasurer.

Next in order was the selection of a director in place of Mr. Noyes. Mr. Kalk nominated O. A. Kielsmeyer, Manitowoc. Mr. Ubbelohde nominated Mr. Noyes. Tellers were appointed and a regular ballot cast. There were 88 ballots cast of which Mr. Kielsmeyer received 45 and Mr. Noyes 43. This ballot was informal but on motion which was duly seconded, it was declared formal and Mr. Kielsmeyer declared elected as a director of the association for three years in place of Mr. Noyes.

It was voted that the location of the next convention be left to the Board of Directors.

RULES GOVERNING AWARD OF PRIZES

Discussion arose regarding entry of cheese in exhibition by a dealer, or by one who is not a cheese maker. The question was put to the convention as to who was entitled to the prize—the owner of the factory or the man who is doing the work. The printed rules state that any person who is a member of this association has the privilege of making one exhibit of cheese, of his own manufacture, weighing not less than 20 pounds.

MR. MARTY: Where two cheese have been shipped from the same factory, one made by the hired man and the other by the factory owner, are both entitled to premiums?

MEMBER: I think in that case that the cheese ought to be entered in the name of the factory and not in either man's name.

CHAIRMAN: Suppose there was a prize winning cheese and it won a traveling bag, where would the factory travel with it?

MR. MOORE: It has been decided that there should be one entry from a factory, which would simplify matters.

CHAIRMAN: I believe in one entry for a factory.

MR. MARTY: How about two entries from one factory, one by the helper and one by the maker?

CHAIRMAN: That is wrong.

MR. SAMMIS: Any cheese maker member may exhibit cheese of his own manufacture. The law defines a cheese maker as one who has a license to make cheese in Wisconsin.

MR. KALK: I move that each entry should have the maker's license number and the factory license number on the entry blank.

Motion seconded and carried unanimously.

The list of prizewinners was then read by the secretary, and the members present received their prizes at the platform.

There were 538 paid members of the association listed by the secretary this year. The cheese exhibits numbered 177, of which 130 were American cheese 28 were brick, 10 Swiss, and 9 Limburger.

Cheese exhibits were received from 42 counties. The leading counties in number of exhibits were Manitowoc 16, Green 11, Dodge 9, Lafayette 9, Waupaca 9, Outagamie 8, Iowa 8, Richland 7 and Sheboygan 7.

There were 91 awards won at this convention, varying in value from \$1 to \$135. The list of prizes offered and awarded is as follows.

STATE PRIZES OFFERED TO WISCONSIN MAKERS OF AMERICAN CHEESE

Award No.

- (1) **First Prizes for the Highest Scoring Cheese.**
 Leather Cushion Rocker, from the Pauly and Pauly Cheese Co. of Manitowoc, Wis.
 \$25 Gold Watch, 16 size, 17-jeweled Waltham, 25 year engraved case, from The Marschall Dairy Laboratory, Madison, Wis.
 Silver Loving Cup, engraved with the winner's name, from W. C. Thomas, of the Sheboygan County News and Dairy Market Reporter, Sheboygan Falls.
 Five \$5.00 War Savings Stamps, value \$25.00, from the A. H. Barber Cheese Co., 216-218 N. Canal St., Chicago, Ill
 \$10 in gold, from Stoelting Bros. Co., Kiel, Wis.
 \$10 Camera, size 2A, cartridge Premo roll film, from the J. B. Ford Co., of Wyandotte, Michigan.
 One \$5.00 War Savings Stamp, from the De Laval Separator Co., 29 East Madison St., Chicago, Ill.
 One gallon of B-K, from the General Laboratories, Madison, Wis.
- (2) **First Prizes, for the Cheese Scoring Highest on Body and Texture.**
 Six gallons assorted Liquid Rensin, Absoclean, Stearn's Rennet Extract and Cheese Color, from Frederick Stearns & Co., Detroit, Mich.
 \$10 Computer, from the Jalco Motor Co., Union City, Indiana.
 Gillette Safety Razor, from E. L. Aderhold, Neenah, Wis.
 \$5.00 War Savings Stamp, from the A. H. Barber Creamery Supply Co., 300-306 W. Austin Ave., Chicago, Ill.
- (3) **Second Prizes, for the Second Highest Scoring Cheese.**
 \$25 Gold Watch, 16 size, 17-jeweled Waltham, 25 year engraved case, from the Marschall Dairy Laboratory, Madison, Wis.
 Silver Loving Cup, engraved with the winner's name, from W. C. Thomas of the Sheboygan County News and Dairy Market Reporter, Sheboygan Falls.
 \$18 Leather Traveling Bag, donated by a Milwaukee Friend.
 Three \$5.00 War Savings Stamps, value \$15.00, from the A. H. Barber Cheese Co., 216-218 N. Canal St., Chicago, Ill.
 \$5 in gold, from Stoelting Bros. Co., Kiel, Wis.

- (4) **Third Prizes, for the Third Highest Scoring Cheese.**
 Silver Loving Cup, engraved with the winner's name, from
 W. C. Thomas of the Sheboygan County News and
 Dairy Market Reporter, Sheboygan Falls.
 Two \$5.00 War Savings Stamps, value \$10, from the A. H.
 Barber Cheese Co., 216-218 N. Canal St., Chicago, Ill.
 One Silk Umbrella, presented by the Association.

**SPECIAL PRIZES OFFERED TO WISCONSIN MAKERS OF
 AMERICAN, SWISS, BRICK OR LIMBURGER
 CHEESE**

- (5) \$20, offered by Parke, Davis & Co., Detroit, Mich., for
 the best cheese made with Curdalac or Spongy Pepsin,
 and so stated in the entry blank.
- (6) \$10, offered by Parke, Davis & Co., Detroit, Mich., for the
 second best cheese made with Curdalac or Spongy Pep-
 sin, and so stated in the entry blank.
- (7) \$5 offered by Parke & Co., Detroit, Mich., for the third
 best cheese made with Curdalac or Spongy Pepsin, and
 so stated in the entry blank.
- (8) \$20 offered by Chris. Hansen's Laboratory, Little Falls,
 N. Y., for the best American cheese made with Chris.
 Hansen's Danish Extract, and so stated on the entry
 blank.
- (9) \$5 cash, donated by the Central Wisconsin Cheesemakers'
 Buttermakers' and Dairymen's Advancement Associa-
 tion for the best cheese sent to the convention by any
 member of said Association, and so stated on the entry
 blank.

L. H. Pieper, Plymouth, Wis., offers Single-Piece Sanitary
 Aluminum and Steel Followers, for cheese made with Pieper
 followers and so stated on the entry blanks, as follows:

- (10) Choice of six followers of Cheddar, Twin, Daisy or
 Squares for the highest scoring cheese made in any
 one of the styles named, and
- (11) Choice of twelve followers of Long Horns or Young
 Americas for the highest scoring cheese made in
 either one of these styles.
- (11A) \$10 cash offered by the Sharpless Separator Co., West
 Chester, Pa., for the best American cheese made in a
 factory using the Sharpless Whey Separator, as indi-
 cated by the entry blank.
- (11B) \$8 cash offered by the Sharpless Co., for the second best.
- (11C) \$6 cash offered by the Sharpless Co., for the third best.
- (11D) \$4 cash offered by the Sharpless Co., for the fourth best.
- (11E) \$2 cash offered by the Sharpless Co., for the fifth best.

- (12) Silver Salt Shakers, by the Diamond Crystal Salt Co., St. Clair, Mich., for the highest scoring cheese, of any kind, at the convention, made with Diamond Crystal Salt, and so stated on the entry blank.

Pauly and Pauly Co., Manitowoc, Wis., offer two prizes for the best cheese sent to the convention from factories shipping mainly to them in 1918, and so stated on the entry blank, as follows:

- (13) One \$5 War Savings Stamp for the best such cheese, and
- (14) One \$5 War Savings Stamp for the second best such cheese.
- (15) Digestive Ferments Co., Detroit, Mich., offer one case (4½ gallons) Cheese Color "Difco" to the highest scoring made with Renzyme Liquid, from the county having the largest number of cheeses entered and exhibited, as shown by entry blanks.
- (16) Digestive Ferments Co., Detroit, Mich., offer one case (4½ gallons) Cheese Color "Difco" to the highest scoring cheese made with Cheese Color "Difco" from cheeses entered and exhibited, as shown by entry blanks.
- (17) Digestive Ferments Co., of Detroit, Mich., offer one case (4½ gallons) Liquid Chlorides "Difco" for the highest scoring cheese made with Renzyme Liquid "Difco", as shown by the entry blanks.
- (18) \$5.00 cash, given by J. B. Linzmeyer, Green Bay, for the highest scoring cheese entered by any number of the Wisconsin Cheese and Butter Industry Protective Association, as shown by entry blank.
- (19) \$4.00 cash for the second highest, given the Protective Association.
- (20) \$4.00 cash for the third highest, given by the Protective Association.
- (21) \$3.00 cash for the fourth highest, given by the Protective Association.
- (22) \$3.00 cash for the fifth highest, given by the Protective Association.
- (23) \$3.00 cash for the sixth highest, given by the Protective Association.
- (24) \$2.00 cash for the seventh highest, given by the Protective Association.
- (25) \$2.00 cash for the eighth highest, given by the Protective Association.
- (26) \$2.00 cash for the ninth highest, given by the Protective Association.
- (27) \$2.00 cash for the tenth highest, given by the Protective Association.

PRIZES OFFERED TO WISCONSIN MAKERS OF SWISS CHEESE

- (28) **First Prizes, for Highest Scoring Swiss Cheese from the State.**
 Leather Cushion Rocking Chair, donated by a Milwaukee Friend.
 \$5 War Savings Stamp, from the De Laval Separator Co., Chicago, Ill.
 One gallon of B-K, from the General Laboratories, Madison, Wis.
- (29) **Second Prize, for the Second Highest Scoring Swiss Cheese, to be awarded if there are ten or more entries in this class.**
 Leather Traveling Bag, presented by the Association.
- (30) **Third Prize, for the Third Highest Scoring Swiss Cheese, to be awarded if there are twenty or more entries in this class.**
 Silk Umbrella, presented by the Association.
- (31) **Special prize of \$20 cash, offered by Chris. Hansen's Laboratory, Little Falls, N. Y., for the best Swiss cheese made with Hansen's Danish Extract, and so stated on the entry blank.**
- (32) **Special prize of \$5 War Savings Stamp, offered by Marty-Gempeler Co., Monroe, for the best Swiss cheese from Green county.**

PRIZES OFFERED TO WISCONSIN MAKERS OF LIMBURGER CHEESE

- (33) **First Prizes, for the Highest Scoring Limburger Cheese.**
 \$25 Gold Watch, 16 size, 17-jeweled Waltham, 25 year engraved case, from the Marschall Dairy Laboratory, Madison, Wis.
 Leather Cushioned Rocking Chair, donated by a Milwaukee Friend.
 \$10 Camera, size 2A, Premo, from the J. B. Ford Co., Wyandotte, Wich.
 One gallon of B-K, from the General Laboratories, Madison, Wis.
- (34) **Second Prize, for the Second Highest Scoring Limburger Cheese, awarded if there are ten or more entries in this class.**
 Leather Traveling Bag, presented by the Association.

- (35) **Third Prize, for the Third Highest Scoring Limburger Cheese, awarded if there are twenty or more entries in this class.**
Silk Umbrella, presented by the Association.
- (36) **Special prize of \$20 cash, offered by Chris. Hansen's Laboratory, Little Falls, N. Y., for the best Limburger cheese made with Hansen's Danish Extract, and so stated on the entry blank.**

PRIZES OFFERED TO WISCONSIN MAKERS OF BRICK CHEESE

- (37) **First Prizes, for the Highest Scoring Brick Cheese.**
\$25 Gold Watch, 16 size, 17-jeweled Waltham, 25 year engraved case, from The Marschall Dairy Laboratory, Madison, Wis.
Leather Cushioned Rocking Chair, donated by a Milwaukee Friend.
\$10 Camera, size 2A, Premo roll film cartridge, from the J. B. Ford Co., of Wyandotte, Mich.
\$5 War Savings Stamp, from the De Laval Separator Co., 29 East Madison St., Chicago, Ill.
- (38) **Second Prize, for the Second Highest Scoring Brick Cheese, awarded if there are ten or more entries in this class.**
\$18 Leather Traveling Bag, presented by the Association.
- (39) **Third Prize, for the Third Highest Scoring Brick Cheese, awarded if there are twenty or more entries in this class.**
Silk Umbrella, presented by the Association.
- (40) **Special prize of \$20 cash, offered by Chris Hansen's Laboratory, Little Falls, N. Y., for the best Brick cheese made with Hansen's Danish Extract, and so stated on entry blank.**

COUNTY PRIZES OFFERED BY SUPPLY DEALERS

- (41) **For the Highest Scoring Cheese made in one county sending the largest number of entries to the convention, as shown by entry blanks,**
Damrow Bros. Co., Fond du Lac, offers four Cheese Hoops, any style.
The Marschall Dairy Laboratory, Madison, Wis., offers one gallon Rennet Extract and one gallon Cheese Color, or 100 good cigars, if preferred.
A. H. Barber Creamery Supply Co., 300-306 W. Austin Ave., Chicago, offers one \$5.00 War Savings Stamp.
One \$12 Adding Machine is offered by the Association.

COUNTY PRIZES OFFERED BY CHEESE DEALERS

For the Highest Scoring Cheese in the Counties Named.

	County	Prize	Amount	Donated by
(42)	Brown.....	First	\$5 stamp	Fairmont Creamery Co., Green Bay, Wis.
	Brown.....	First	\$5 cash	Sheboygan Dairy Products Co., Green Bay.
	Brown.....	First	\$3 ca-h	C. A. Straubel Co., Green Bay, Wis.
(42A)	Brown.....	Second	\$3 cash	Sheboygan Dairy Products Co., Green Bay.
	Brown.....	Second	\$2 cash	C. A. Straubel Co., Green Bay, Wis.
(43)	Brown.....	Third	\$2 ca-h	Sheboygan Dairy Products Co., Green Bay
	Brown.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(44)	Clark.....	First	\$5 cash	C. E. Blodgett Cheese Co., Marshfield.
(45)	Dane.....	First	\$5 ca-h	Sheboygan Dairy Products Co., Madison.
(46)	Dane.....	Second	\$3 cash	Sheboygan Dairy Products Co., Madison.
(47)	Dane.....	Third	\$2 ca-h	Sheboygan Dairy Products Co., Madison.
(48)	Door.....	First	\$3 cash	C. A. Straubel Co., Green Bay, Wis.
(49)	Door.....	Second	\$2 cash	C. A. Straubel Co., Green Bay, Wis.
(50)	Door.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(51)	Fond du Lac.....	First	\$5 cash	Sheboygan Dairy Products Co., Fond du Lac.
(52)	Fond du Lac.....	Second	\$3 ca-h	Sheboygan Dairy Products Co., Fond du Lac.
(53)	Fond du Lac.....	Third	\$2 cash	Sheboygan Dairy Products Co., Fond du Lac.
(54)	Grant.....	First	\$5 cash	H. J. Noyes & Son, Muscoda, Wis.
(55)	Iowa.....	First	\$5 stamp	Plymouth Cheese Co., Plymouth, Wis.
(56)	Kewaunee.....	First	\$5 stamp	Fairmont Creamery Co., Green Bay, Wis.
	Kewaunee.....	First	\$3 cash	C. A. Straubel Co., Green Bay, Wis.
(57)	Kewaunee.....	Second	\$2 cash	C. A. Straubel Co., Green Bay, Wis.
(58)	Kewaunee.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(59)	Langlade.....	First	\$5 cash	Sheboygan Dairy Products Co., Antigo.
	Langlade.....	First	\$3 cash	C. A. Straubel Co., Green Bay
(60)	Langlade.....	Second	\$3 cash	Sheboygan Dairy Products Co., Antigo.
	Langlade.....	Second	\$2 cash	C. A. Straubel Co., Green Bay
(61)	Langlade.....	Third	\$2 cash	Sheboygan Dairy Products Co., Antigo.
	Langlade.....	Third	\$1 cash	C. A. Straubel Co., Green Bay
(62)	Marathon.....	First	\$5 ca-h	C. E. Blodgett Cheese Co., Marshfield.
(63)	Marinette.....	First	\$5 stamp	Fairmont Creamery Co., Green Bay, Wis.
	Marinette.....	First	\$3 ca-h	C. A. Straubel Co., Green Bay.
(64)	Marinette.....	Second	\$2 ca-h	C. A. Straubel Co., Green Bay.
(65)	Marinette.....	Third	\$1 ca-h	C. A. Straubel Co., Green Bay.
(66)	Oconto.....	First	\$5 stamp	Fairmont Creamery Co., Green Bay, Wis.
	Oconto.....	First	\$3 cash	C. A. Straubel Co., Green Bay, Wis.
(67)	Oconto.....	Second	\$2 cash	C. A. Straubel Co., Green Bay, Wis.
(68)	Oconto.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(69)	Outagamie.....	First	\$5 cash	J. D. and S. D. Cannon, Neenah, Wis.
	Outagamie.....	First	\$5 stamp	Fairmont Creamery Co., Green Bay, Wis.
(70)	Portage.....	First	\$5 cash	Sheboygan Dairy Products Co., Stevens Pt.
(71)	Portage.....	Second	\$3 cash	Sheboygan Dairy Products Co., Stevens Pt.
(72)	Portage.....	Third	\$2 cash	Sheboygan Dairy Products Co., Stevens Pt.
(73)	Shawano.....	First	\$3 cash	C. A. Straubel Co., Green Bay, Wis.
(74)	Shawano.....	Second	\$2 ca-h	C. A. Straubel Co., Green Bay, Wis.
(75)	Shawano.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(76)	Sheboygan.....	First	\$5 cash	Sheboygan Dairy Products Co., Sheboygan.
	Sheboygan.....	First	\$5 stamp	Plymouth Cheese Co., Plymouth, Wis.
(77)	Sheboygan.....	Second	\$3 cash	Sheboygan Dairy Products Co., Sheboygan.
(78)	Sheboygan.....	Third	\$2 cash	Sheboygan Dairy Products Co., Sheboygan.
(79)	Waupaca.....	First	\$5 cash	Sheboygan Dairy Products Co., Clintonville.
	Waupaca.....	First	\$5 cash	Fairmont Creamery Co., Green Bay, Wis.
	Waupaca.....	First	\$5 stamp	C. A. Straubel Co., Green Bay, Wis.
	Waupaca.....	First	\$5 cash	J. D. and S. D. Cannon, Neenah, Wis.
(80)	Waupaca.....	Second	\$3 cash	Sheboygan Dairy Products Co., Clintonville.
	Waupaca.....	Second	\$2 cash	C. A. Straubel Co., Green Bay, Wis.
(81)	Waupaca.....	Third	\$2 cash	Sheboygan Dairy Products Co., Clintonville.
	Waupaca.....	Third	\$1 cash	C. A. Straubel Co., Green Bay, Wis.
(82)	Winnebago.....	First	\$5 cash	J. D. and S. D. Cannon, Neenah, Wis.
(83)	Wood.....	First	\$5 cash	C. E. Blodgett Cheese Co., Marshfield, Wis.
(84)	\$5 cash offered by			Gerdes and Voight, Supply Dealers, Marshfield, Wis., for the one best cheese from Wood, Clark, Marathon or Portage counties.

\$5.00 COUNTY PRIZES OFFERED TO WISCONSIN CHEESE MAKERS BY THE ASSOCIATION

The highest scoring cheese from each county in the state, not in the Cheese Dealers' Prize List above, will receive from the Association one \$5.00 War Savings Stamp, provided that this Association Prize will not be awarded in any county sending less than ten (10) cheese entries. Awards were made in Barron, Columbia, Dodge, Green, Lafayette, Manitowoc and Outagamie counties.

LIST OF EXHIBITORS AND SCORES

American Cheese 1919.

	Award	Score
Ferdinand H. Schultz, Kiel -----		91.5
John A. Fuhrman, Brillion -----		94.5
H. A. Kalk, Sheboygan Falls -----	Complimentary	96.75
H. A. Kalk, Sheboygan Falls -----	9, 11A, 76	98.25
Raymond Miley, Sheboygan Falls -----	13, 11	96.75
Otto W. Sixel, Cleveland -----		91.25
C. A. Bahr, Kiel -----		90
Emil Sonnenburg, Manitowoc, R. 6 -----		94.5
Erwin Wunsch, Cleveland -----		90.25
John Weyer, Manitowoc -----	24	96.75
Elmer Termaat, Plymouth -----	26, 78	96.50
E. O. Klemm, Manitowoc -----		76.5
G. P. Sauer, Cedarburg -----		92.5
E. J. Holschbach, Manitowoc -----	25, tie for 6, 7	96.75
Wm. Buckley, Greenleaf -----	43	84.5
John F. Kalk, Cleveland -----	77	97
J. A. Hernke, Hilbert -----		92
Mrs. Oscar Dix, Auburndale -----		92
Albert C. Drone, Muscoda -----		94
Ray Hoyton, Stanley -----		91.25
H. F. Schenck, Hudson -----		94.5
C. H. Schneider, Heller -----		94.5
Louis Conklin, Seymour -----		88.5
Theodora C. Schaefer, Viola -----	11 D, 5	97.5
Wm. H. Thurk, Sugarbush -----	11 C, 20	75.75
Emil H. Peters, Boyd -----		92.5
Herman Kalkofen, Greenwood -----		85.75
Otto Meyer, Manitowoc -----	11 B, 19, 41, \$5.00	98
Andrew Peterson, Lone Rock -----		96
R. C. Walther, Platteville -----		92.5
Art. Hein, Clintonville -----	81	96.25
J. L. Gibbe, Muscoda -----		93.5
Raymond Stocker, Omro -----	82	94.5
John J. Voith, Junction City -----	tie for 70, 71	92
Adam Klonowski, Grand Rapids -----		92.5
Emil Boeing, Woodstock -----		91.5

Joseph N. Berres, Osceola	-----	92.5
A. G. Tuma, Beaver	----- 64	91.25
Oscar Dix, Auburndale	-----	92.5
Edw. J. Maedke, Stanley	-----	94
Chas. Rohovitz, Muscoda	----- 54	93.5
John D. Behm, West Bloomfield	-----	92
Matt. Meyer, Stanley	----- 21, 10, 44, 84	97.25
Earl R. Whiting, Lena	----- 66	94.25
Al. F. Witt, Granton	-----	92.25
Aug. W. Elhert, Stanley	-----	88
W. A. Zietlow, Marion	-----	94
F. E. Gotter, Pardeeville	-----	90.5
W. A. Deering, Seymour	----- 14, 17	95.5
A. H. Lindow, Medford	-----	93.5
John Schumacher, Wheeler	-----	89.5
F. P. Luther, Plain	-----	92.5
Wm. C. Steiger, Withee	-----	95
Stephen A. Krupka, Athens	-----	89
Henry J. Possley, Reeseville	-----	93
G. H. Scannell, Campbellsport	----- 53	89.5
Theophile Delain, Casco	-----	92.5
Aug. J. Hintz, Polar	----- 60	92
Wm. Bymers, Junction City	----- tie for 70, 71	92
Fred Beneschek, Manitowoc	-----	95
Paul E. Ott, Wausau	----- 62	95.25
Simon P. Hoffman, New Holstein	-----	92
E. R. Fischer, Green Bay	-----	92
Carl R. Peters, Shawano	-----	95.25
Bernard Leach, Richland Center	-----	94.5
Herman C. Schultz, Underhill	----- 74	96
Chas. Possley, Thorp	-----	93.25
L. J. Blahnik, Kewaunee	----- 57	95.25
William H. Vlies, Casco	----- 48	89
F. J. Burish, Little Suamico	----- tie for 68, 67	93.5
Hugo A. Lautenbach, Pardeeville	-----	94
Albert Schultz, Cecil	----- 22, 75	95.75
C. J. Fokett, Reedsville	-----	92
Alb. Gruenstern, Tigerton	----- 11 E, 73	97.25
Art. A. Miller, Antigo	-----	84.25
Frank Van Den Heavel, Seymour	-----	95.5
Rich. Gotter, Spencer	----- tie for 6 & 7	96.75
Martin Kleist, Weyauwega	-----	90
Fred C. Stapel, Clintonville	----- 3, 79	99
Math. Meyer, Stanley	----- Complimentary	97
L. J. Schubert, Hillsboro	-----	92
O. B. Schwants, Clintonville	-----	95
Emil Bartz, Antigo	----- 61	90.5
H. A. Rindt, Clintonville	-----	95
James J. Pivonka, Deerbrook	----- 59	95
E. F. Hrudka, Peshtigo	----- 65	88.5
Gustav A. Wicke, Two Rivers	-----	90.5
Erwin Kusrow, Larson	-----	91
Cahs. B. Schwem, Marshfield	-----	94.5
M. E. Turba, Green Bay	----- Complimentary	95.5
J. J. Kleinhaus, Stratford	-----	94.5
Albert Koopman, Jr. Grafton	-----	93
H. J. Kuschel, Pound	----- 63	95
Emil Kummingsow, Edgar	-----	95
Ralph W. Leeseberg, Suring	-----	92

Jas. F. Junk, Timothy	23	97
W. F. Bennin, So. Luxemburg	56	95.5
Frank B. Hinz, Rice Lake	\$5.00	94.75
C. F. Koehler, Weyauwego		94
L. B. Kohlmann, St. Cloud		71.5
M. E. Meisner, River Falls		96
John Hintz, Osceola		94
D. F. Wallace, Thiensville		95.25
Floyd Clemons, Medina	tie for 27	96.5
Peter Schmitz, Lone Rock		93
C. A. Brennin, St. Cloud	51	94
P. H. Kasper, Bear Creek	4, 12, 18, 80	98.5
Otto C. Giese, Big Suamico	42 and tie for 27	96.5
Cranstoy Hickman, Cleveland		93
J. H. Diecher, Glenbeulah		95
Fred W. Nussbaumer, Waldo		94.25
A. C. Werth, Appleton	1, \$5.00,	99.25
A. J. Schulte, Marshfield	83	96.75
C. A. Flemming, 255—27th St., Milwaukee		92.5
C. A. Flemming, 255—27th St., Milwaukee		92.5
C. A. Fleming, 255—27th St., Milwaukee		91.5
Otto E. Heller, Chilton		87.25
John Fisher, Boaz		96
C. M. Engebretson, So. Wayne		91.5
Elmer E. Kolb, So. Wayne		91.75
John Greiner, Kaukauna		94
Thos. S. Martin, Shiocton, R. 4		95.25
O. A. Kielsmeier, Manitowoc	8	97.25
Louis J. Miessen, Oakfield		96
Hans Pullivan, Manitowoc		96.25
Andrew Huggler, Fennimore		92
C. W. Cootway, Wriststown	42 A	93
H. W. Schade, Marshfield		89.5
B. G. Dieck, Suring	tie for 67, 68	93.5
A. Dieck, Suring		92.5

BRICK CHEESE 1919.

	Award	Score
David Gobeli, Bruce		93.75
Max Prag, Fox Lake	39, 40, \$5.00	96
John R. Rusch, Kilbourn		94
Rudolf Schaller, Barneveld	55	95.25
Fred Stockman, Almena		92
Ernest Herrmann, Arlington		93.75
Fred Baertschy, Mayville		91.50
Alfonso Carolfi, Monroe		93
Chas. Marschald, Lomira		94.25
Fred Feutz, Rubicon		93
Jake Balsiger, Pardeeville		94.25
Fred Indermuehle, Brownsville		95
Fred Schaller, Barneveld		95
Otto Schaller, Barneveld		95
Fred Mani, Mt. Horeb	45	95
H. P. Neilsen, Deerfield	46	89.75
Oswald Schneider, Appleton	37	98.00
Fred Baertschi, Albany	38, \$5.00	97
Henry Felier, Turtle Lake		89.25
R. F. Gronert, Burnett		93.75

Eugene Berger, Oconomowoc -----		92.75
Geo. Schickert, West Bend -----		94.25
Gottlieb Zулbiger, Haugen -----		94.25
Hans Widmer, Rosendale -----	52	93
Aug. H. Raether, Watertown -----		94.50
John J. Peirick, Beaver Dam -----		93.25
Joe Sauber, Blanchardville -----		95
Ulrich Furrer, Hollandale -----		95.25

Limburger Cheese 1919.

	Award	Score
Hans Soliva, Brooklyn -----		94
Hans Soliva, Brooklyn -----	33	96.5
Ernest R. Haenig, Morrisonville -----	36, \$5.00	95
Fred Gilgen, New Glarus -----		94
Fred Bahler, Darlington -----		94.50
Otto Sontheim, Belleville -----		95
Perdy B. Lengaacker, Monticello -----	34	95.50
August Martini, Monticello, R. 3 -----	35	95.25
Otto Hohl, Monticello -----		95

Swiss Cheese 1919.

	Award	Score
Rudolf Schaller, Barneveld -----		92
Otto Schaller, Barneveld -----		92
Robt. Emmenegger, Gratiot -----		95.5
F. Camenzend, Gratiot -----		95
Aug. Ruesch, Gratiot -----	28	97.50
Xaver Buholzer, Argyle -----	32	95.25
Charles Krucker, Darlington -----	30	96.25
Ernest Feuz, Gratiot -----	29	96.50
Albert Schlappi, Browntown, R. 2 -----		94.25
Ulrich Furrer, Hollandale -----		93.75

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