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Proceedings of the twenty-first annual convention of the Southern Wisconsin Cheesemakers' and Dairymen's Association held at Monroe, Wisconsin, Thursday and Friday, January 27 and 28, 1921. 1921

Southern Wisconsin Cheesemakers' and Dairymen's Association
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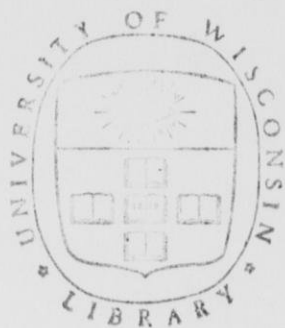
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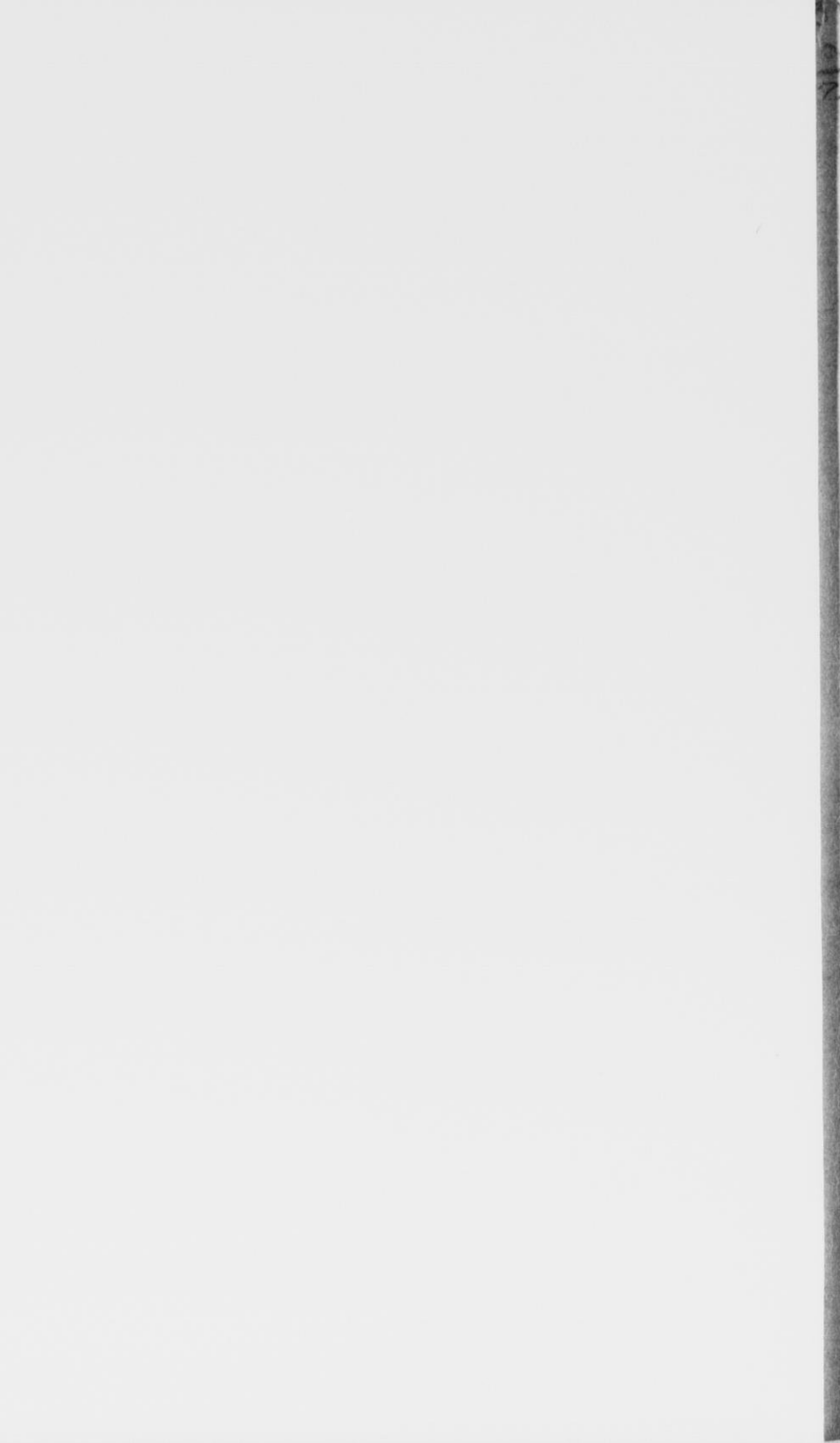
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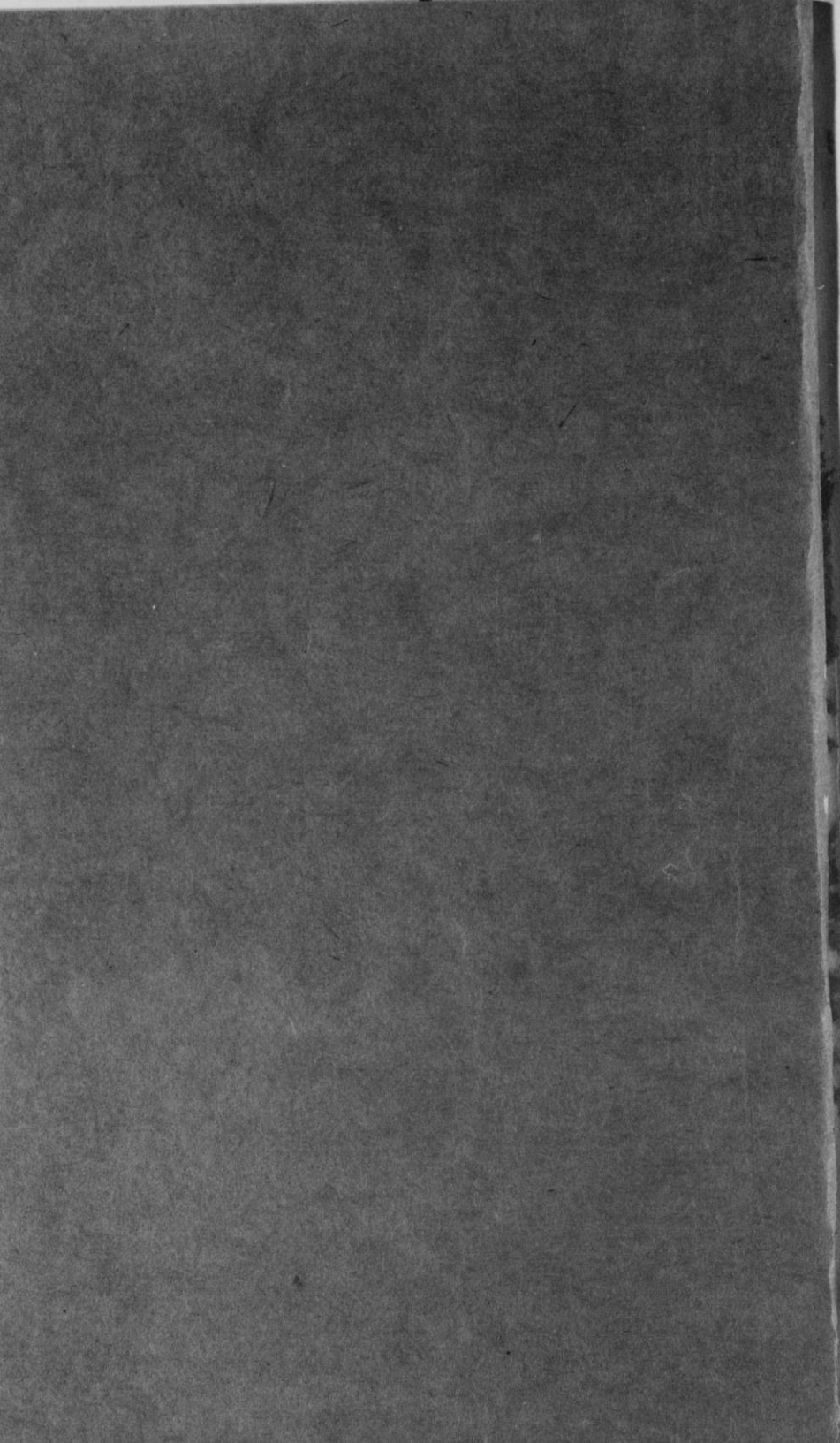


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MADISON

PROCEEDINGS
OF THE
TWENTY-FIRST
ANNUAL CONVENTION
OF THE
Southern Wisconsin Cheesemakers'
and Dairymen's Association
HELD AT
MONROE, WISCONSIN

Thursday and Friday, January 27 and 28

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OF THE
TWENTY-FIRST
ANNUAL CONVENTION

OF THE
Southern Wisconsin Cheesemakers'
and Dairymen's Association

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MONROE, WISCONSIN

Thursday and Friday, January 27 and 28

1921

MEMBERSHIP

Of the Southern Wisconsin Cheesemakers' and
Dairymen's Association, 1921.

A

Aultman, Paul	Monticello, Wis.
Ammon, Adolph	Monticello, Wis.
Arn, Alda	Monticello, Wis.
Arn & Zweifel Co.....	Monticello, Wis.
Albright, P. H.....	Monroe, Wis.
Achermann, Peter	Darlington, Wis.
Aeschlimann, John	Monroe, Wis.
Abplanalp, Adolph	Juda, Wis.
Acherman, Joseph	Monroe, Wis.
Anspach, Geo. C.	Monroe, Wis.
Altmann, Joe	Monroe, Wis.
Abbuehl, Carl	Monroe, Wis.
Augsburger, Rudy	Monroe, Wis.
Alder, Louis	Monroe, Wis.
Ault, L. D., Route 3.....	Monroe, Wis.
Aeschlimann, J. J.....	Monroe, Wis.
Atherton, O. H.....	Monroe, Wis.

B

Babler, H. O.....	Monticello, Wis.
Barlow, J. W.....	Monticello, Wis.
Blum, J. E.....	Monticello, Wis.
Blumer, Dr. Ed.....	Monticello, Wis.
Benkert, Rose	Monticello, Wis.
Bissig, Matt.	Monticello, Wis.
Bontley, W. E., & Co.....	Monticello, Wis.
Babler, P. J.....	Monticello, Wis.
Breylinger, O. F.....	Monticello, Wis.
Brodhead Cheese & Cold Storage Co.....	Brodhead, Wis.

Brodhead Cheese & Cold Storage Co.....	Chicago, Ill.
Baebler, H. B.....	Monroe, Wis.
Bleiler, Christ	Monroe, Wis.
Ball, Henry	Monroe, Wis.
Burkhalter, Gottlieb	Monroe, Wis.
Bennage, George	Monroe, Wis.
Blasing, William	Monroe, Wis.
Benkert, Fred	Monroe, Wis.
Blum, Werner	Monroe, Wis.
Barth, Alfred	Monroe, Wis.
Brown, William	Monroe, Wis.
Burcalow, B. S.	Monroe, Wis.
Burgy, Jacob	Monticello, Wis.
Brown, Harry	Monroe, Wis.
Bushnell, Dean, Route 4.....	Monroe, Wis.
Bushnell, Edgar, Route 4.....	Monroe, Wis.
Barth, Ernest Route 9.....	Monroe, Wis.
Bache, John	Monroe, Wis.
Blazer, Fred, Route 8.....	Monroe, Wis.
Buholzer, Ernest, Route 5.....	Darlington, Wis.
Buholzer, A. E., Route 2.....	Monroe, Wis.
Block, G. A.....	Monroe, Wis.
Bragg, W. P.	Monroe, Wis.
Bennett, Dr. C. W.....	Monroe, Wis.
Benkert, Jacob	Monticello, Wis.
Benkert & Stauffacher	Monroe, Wis.
Bast, Ray T.	Monroe, Wis.
Buholzer, Xaver	Monroe, Wis.
Baltzer, M. E.	Monroe, Wis.
Buehler, Frank	Monroe, Wis.
Becker, Wm. A., Co.....	Monroe, Wis.
Boss, Fred	Monroe, Wis.
Baebler, Henry, Jr.....	Monroe, Wis.
Boss, Rudy,	Brodhead, Wis.
Buehler, Chas. A.....	Monroe, Wis.
Barlow, C. L.	Monroe, Wis.
Bailie, S. R.....	Monroe, Wis.
Burgy, George	Monroe, Wis.

Ball, Charles	Monroe, Wis.
Blum, Sam	Monroe, Wis.
Buri, Mathilda	Monroe, Wis.
Baker, Dave	Monroe, Wis.
Bear, Dr. W. G.....	Monroe, Wis.
Bolender, J., Dry Goods Co.....	Monroe, Wis.
Buehler, Sam	Monroe, Wis.
Baebler, Albert, Jr.	Monroe, Wis.
Baebler, Jacob L.	Monroe, Wis.
Blumer Mfg. & Sales Co.....	Monroe, Wis.
Benkert, F. E.....	Monroe, Wis.
Burns, John N.	Monroe, Wis.
Booth, Max G.	Monroe, Wis.
Burkhardt, John J.	Monroe, Wis.
Bowen, Mazie V.	Monroe, Wis.
Bayerhofer, Edward	Monroe, Wis.
Booth, Charline	Monroe, Wis.

C

Carolfi, Alfonso	Monroe, Wis.
Christensen, Walter	Madison, Wis.
Christen, John, Route 7.....	Monroe, Wis.
Cantrill, B. F.....	Monroe, Wis.
Clark, M. Earl	Monroe, Wis.
Connors & Mackey	Monroe, Wis.
Chadwick, Howard W.	Monroe, Wis.
Clark, H. H., Drug Co.	Monroe, Wis.
Clark & Schindler	Monroe, Wis.
Crouch, Bert	Monroe, Wis.
Carr, George J.	Monroe, Wis.
Caradine, Drs. W. H. & Son.....	Monroe, Wis.
Chambers, C. L.	Monroe, Wis.
Carroll, Edward	Monroe, Wis.
Carroll, Edward	Monroe, Wis.
Collentine, Frank	Monroe, Wis.
Caradine, H. N. B.....	Monroe, Wis.
Chesebro, Ell.	Monroe, Wis.

D

Detweiler, John	Monroe, Wis.
Drake, Frank	Monroe, Wis.
Detweiler, Fred	Monroe, Wis.
Dahler, Mike, Route 4.....	Darlington, Wis.
Divan, Frank	Monroe, Wis.
Dellenbach, J.	Monroe, Wis.
Dodge, Clark	Monroe, Wis.
Durst, J. H.	Monroe, Wis.
Day Bros.	Monroe, Wis.
Discher & Schneider	Monroe, Wis.
Dunwiddie, William	Monroe, Wis.
Dunwiddie, Brooks	Monroe, Wis.
Dempsey, P. J.	Monroe, Wis.
Dodge, Charles S.	Monroe, Wis.
Dodge Lumber Co.	Monroe, Wis.
Dick, Jacob	Monroe, Wis.
Deining, John	Monroe, Wis.
Durst, M. C.	Monroe, Wis.
Dittmar, Henry	Monroe, Wis.
Dickhoff, William	Monroe, Wis.

E

Elmer, Henry C.	Monticello, Wis.
Elmer, Jacob H.	Monroe, Wis.
Escher, Emil	Monroe, Wis.
Elmer, Matt	Monroe, Wis.
Emmenegger, Robert	Gratiot, Wis.
Elmer, Joe, Route 4.....	Monroe, Wis.
Elmer, Alvin A.	Monroe, Wis.
Emmenegger, Fred	Monroe, Wis.
Elmer, John H.	Monroe, Wis.
Electric Shop	Monroe, Wis.
Etter, John T.	Monroe, Wis.
Einbeck Bros.	Monroe, Wis.
Edwards Bros.	Monroe, Wis.
Emmenegger, John	Monroe, Wis.
Evenson, Roy	Monroe, Wis.

Elmer, Henry	Monroe, Wis.
Edwards, E. L.	Monroe, Wis.
Eaton, George W., Route.....	Monroe, Wis.

F

Feldt, Ben	Juda, Wis.
Ford, J. B., Co., R. 613 First Nat. Bank Bldg.	Milwaukee, Wis.
Frehner, Carl	Brodhead, Wis.
Fernstedt, Frank	Monroe, Wis.
Flannagan, Will.	Monroe, Wis.
Fritsch, John F.	Clarno, Wis.
Faeser, John	Monroe, Wis.
Freitag, Walter, Route 6.....	Monroe, Wis.
Feldt, John	Monroe, Wis.
Fritsch, John D.....	Monroe, Wis.
Farrell, J. H.....	Madison, Wis.
Fischbacher, John	Monroe, Wis.
Frautschy, A. C.....	Madison, Wis.
Frautschy, E. D.	Madison, Wis.
Fritz, Dave	Monroe, Wis.
Fitzgibbons Bros.	Monroe, Wis.
Faeser, Fred	Monroe, Wis.
French Cheese Co.....	Browntown, Wis.

G

Gates, Geo. P.	Madison, Wis.
Good, Fred	Browntown, Wis.
Gift, G. D.	Orangeville, Wis.
Gapen, Jesse	Monroe, Wis.
Gapen, L. H.	Monroe, Wis.
Geigel, Martin, Route 6.....	Monroe, Wis.
Grenzow, George	Juda, Wis.
Gardner, D.	Monroe, Wis.
Grinnell, W. O.....	Monroe, Wis.
Gempe'er, Herman, Route 5.....	Monroe, Wis.
Goodman, Jesse	Browntown, Wis.
Greenwald, Fred, Route 4.....	Monroe, Wis.

Greenwald, Sam	Monroe, Wis.
Galusha, Bert	Monroe, Wis.
Gettings, John	Monroe, Wis.
Gnagi, Dr. W. B.....	Monroe, Wis.
Geigel Hardware Co.	Monroe, Wis.
Geigel, Matt.	Monroe, Wis.
Geigel, Jacob	Monroe, Wis.
Grinnell & Messmer	Monroe, Wis.
Gorham, R. D.	Monroe, Wis.
Geiger, W. J.	Monroe, Wis.
Glauser, Fritz, Route 1.....	Clarno, Wis.
Gifford, R. B.	Monroe, Wis.
Geiger, J. H.	Monroe, Wis.
Galle Cheese Co.	Monroe, Wis.
Gorham, E. W.	Monroe, Wis.
Gardner, E. T.	Monroe, Wis.
Geigel, John	Monroe, Wis.
Gempeler, Jacob, Sr.	Monroe, Wis.

H

Holmes, Ransom	Monroe, Wis.
Heeren & Wenger	Monroe, Wis.
Hefty, Math.	Monroe, Wis.
Hoffman, F. L.	Monroe, Wis.
Hefty, Henry	Monroe, Wis.
Hartnett, J. J.	Monroe, Wis.
Huber, Anton	Monroe, Wis.
Haldmann, Fred	Monroe, Wis.
Habermann, H. W., Route.....	Monroe, Wis.
Hawthorn, W. T.	Monroe, Wis.
Howe, Elsner	Monroe, Wis.
Howe, Emery	Monroe, Wis.
Hoerbarger, Alese	Gratiot, Wis.
Hanley, M. J.	Freeport, Ill.
Horn, Dr. H. J.....	Monticello, Wis.
Henn, William	Monroe, Wis.
Hartwig, Christ	Monroe, Wis.
Hanson, John	Monroe, Wis.
Hastings, D., Wis. Farmer.....	Madison, Wis.

Haueter, Emil	Martintown, Wis.
Hintzmann, Ed., Route 2.....	Juda, Wis.
Hoffman, J. S., & Co.....	Mt. Horebt, Wis.
Hintz, Eldo	Monroe, Wis.
Huffman, H. S., Route 5.....	Monroe, Wis.
Hirsbrunner, John, Route 3.....	Monroe, Wis.
Hofer, Carl	Monroe, Wis.
Haman, S. W.....	Monroe, Wis.
Hill, Gorge	Blanchardville, Wis.
Haldimann, Jack	Blanchardville, Wis.
Hodges, Dr. F. L.....	Monroe, Wis.
Heer, Abe, & Son	Monroe, Wis.
Hauser, John T.	Monroe, Wis.
Haren, D. H.	Monroe, Wis.
Huffman & Burgy	Monroe, Wis.

I

Ingold, Ferdinand	Monroe, Wis.
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J

Jordan, Chas. A.....	Monticello, Wis.
Janke, L. F.....	Madison, Wis.
Jeffery, F. D.	Monroe, Wis.
Jackson, Ever	Blanchardville, Wis.
Jaberg, Roy	Monroe, Wis.

K

Kooreman, Gerrit,	Monticello, Wis.
Karlen, H. L., & Sons.....	Monticello, Wis.
Kohli, Louis H.....	Monroe, Wis.
Kohli, Charles R.....	Monroe, Wis.
Kessler, Earl	Monroe, Wis.
Kundert, Leon	Monroe, Wis.
Knight, W. J.....	Monroe, Wis.
Kundert Bros.	Monroe, Wis.
Knoll, Paul	Monroe, Wis.
Karlen & Steinman.....	Monticello, Wis.
Koller, Oswald	Brodhead, Wis.

Kimball, B. B.	Milwaukee, Wis.
Kubly, Henry	Juda, Wis.
Kundert, R. M.	Monroe, Wis.
Kundert, Edward	Monroe, Wis.
Kunke, Tyler, Route 9.....	Monroe, Wis.
Koller, Anton	Monroe, Wis.
Kubly, Mrs. Vincent	Monroe, Wis.
Kundert, John, Route 3.....	Monroe, Wis.
Kelly, Omen	Blanchardville, Wis.
Knight, M. J.	Monroe, Wis.
Karlen, Gottlieb	Monroe, Wis.
Karlen, Herman J.	Monroe, Wis.
Kundert, John, Sr.	Monroe, Wis.
Kundert, Henry, Sr.	Monroe, Wis.
Kohli, Fred	Monroe, Wis.
Knipschild Bros.	Monroe, Wis.
Knipschild, John, Jr.....	Monroe, Wis.

L

Lauredson, Al.	Monticello, Wis.
Lemon, Jesse	Monticello, Wis.
Loveland, W. A.	Monticello, Wis.
Lanz, J.	Beloit, Wis.
Luther, M.	Chicago, Ill.
Legler, Ernest	Monroe, Wis.
Lichtenwalner, C. H.	Monroe, Wis.
Langacher, Fred	Monroe, Wis.
Lenherr, Jacob	Monroe, Wis.
Legler, Wm. G.	Monroe, Wis.
Lemon, William	Monroe, Wis.
Legler, John	Monroe, Wis.
Lehmann, Herman, Route 1.....	Argyle, Wis.
Lorch, J. F.	Monroe, Wis.
Luchsinger, John	Monroe, Wis.
Lynch & Lynch	Monroe, Wis.
Leuenberger, Henry	Monroe, Wis.
Lanz Bros.	Monroe, Wis.
Ludlow, Henry	Monroe, Wis.
Ludlow, Willis	Monroe, Wis.

Ludlow, Edwin	Monroe, Wis.
Lambole, F. E.	Monroe, Wis.
Lanz, Fred	Monroe, Wis.
Luchsinger, F. B.	Monroe, Wis.
Lichtenwalner, John	Monroe, Wis.
Lichtenwalner, Farmer	Monroe, Wis.
Lewis, Andrew	Monroe, Wis.
Lengacher, Rudy, Route 2.....	Monticello, Wis.

M

Monticello, Auto Co.....	Monticello, Wis.
Martini, August	Monticello, Wis.
Marty, Fred C.	Monticello, Wis.
Morris, George	Monroe, Wis.
Matzke, Gayle	Monroe, Wis.
Morton Salt Co.	Milwaukee, Wis.
Moe, H. H.	Monroe, Wis.
Montgomery, F.	Browntown, Wis.
Marty, Gottlieb	Monroe, Wis.
Moulder, J. R.	Monroe, Wis.
Miller, John	Juda, Wis.
Miller, Frank H.	Juda, Wis.
Meythaler, William	Monroe, Wis.
Milliken, S. E.	Monroe, Wis.
Miller, Chas. F.	Monroe, Wis.
Mason, H. E.	Blanchardville, Wis.
McGrady, J. B.	Fond du Lac, Wis.
Monroe Light & Fuel Co.....	Monroe, Wis.
Maurer, Rudy	Monroe, Wis.
Moore, Dr. L. A.....	Monroe, Wis.
Monroe, Dr. W. B.....	Monroe, Wis.
Miller, Walter	Monroe, Wis.
Moyer, Dr. S. R.....	Monroe, Wis.
Morton, Earl	Monroe, Wis.
Mackey, W. B.	Monroe, Wis.
Marty Company	Monroe, Wis.
Miller, Chas. E.	Monroe, Wis.
Metropolitan Store, Inc.	Monroe, Wis.

Meythaler, Chas. T., Sr.....	Monroe, Wis.
Miller & Weaver	Monroe, Wis.
Moser, Peter	Monroe, Wis.
Monroe Lumber & Fuel Co.....	Monroe, Wis.
Miller, J. H., & Burgy.....	Monroe, Wis.
Meythaler Bros.	Monroe, Wis.
Mauermann, Dr. J. F.....	Monroe, Wis.
Monroe Land Co.	Monroe, Wis.
Monroe Electric Co.	Monroe, Wis.
Mueller, Jacob	Monroe, Wis.
Marty, Fred	Monroe, Wis.
Matzke, Frank	Monroe, Wis.
Marty, Dave	Monroe, Wis.
Musselman, Fred	Monroe, Wis.
Marty, Adam	Monroe, Wis.

N

Newman, F. E.....	Juda, Wis.
Naef, John, Route 4.....	Argyle, Wis.
Neuenschwander, Ed.	Monroe, Wis.
Nieffenegger, Jack	Apple River, Ill.
Newman, Dr. M. J.....	Monroe, Wis.
Noble, Earl	Monroe, Wis.
Noble, B. M.	Monroe, Wis.
Norton, G. W.	Monroe, Wis.
Neuenschwander, William, Route.....	Monroe, Wis.

O

O'Connor, John	Monroe, Wis.
Ott, George	Monroe, Wis.
Ott, L. C.	Monroe, Wis.
Odell, Emery A.	Monroe, Wis.
Ohl, John S.	Monroe, Wis.
Olson, William	Monroe, Wis.

P

Pfiffner, Joe	Monticello, Wis.
Peoples Supply Co.....	Monticello, Wis.

Pierce, Ira	Monticello, Wis.
Peterson, Julius	Monticello, Wis.
Prisk, Wm. H.	Monroe, Wis.
Page, R. A.	Zeeland, Mich.
Poff, Charles G.	Monroe, Wis.
Pietzsch, George	Monroe, Wis.
Penn, J. C.	Monroe, Wis.
Priewe, Wm.	Monroe, Wis.

R

Rutsch, Nic	Monroe, Wis.
Rosa, E. B.	Monroe, Wis.
Rufenacht, Herman	Monroe, Wis.
Raether, Spurgeon	Monroe, Wis.
Rufenacht, Paul	Monroe, Wis.
Reiser, Adolph	Argyle, Wis.
Rufi, Robert	Monroe, Wis.
Rutsch, A.	Monroe, Wis.
Rufenacht, Fred	Monroe, Wis.
Roder, Emlie	Blue Mounds, Wis.
Roth, Christ, Route 4.....	Monroe, Wis.
Roethlisberger, Simon	Monticello, Wis.
Rohrer, Arnold	Monroe, Wis.
Rinehart, Myron	Browntown, Wis.
Regez, Edward	Blanchardville, Wis.
Rottler, R. G.	Monroe, Wis.
Regez, William	Blanchardville, Wis.
Ruf, Paul A.	Monroe, Wis.
Risic, John, & Son.....	Monroe, Wis.
Roth, Paulus A.	Monroe, Wis.
Regez, Jacob	Monroe, Wis.
Roub, Drs. J. F. & Son.....	Monroe, Wis.
Roth, Huldreich C.	Monroe, Wis.
Regez, Herman	Monroe, Wis.
Regez, Rudy	Monroe, Wis.
Roderick, C. R.	Monroe, Wis.
Roth, Fred	Monroe, Wis.
Rote, A. F.	Monroe, Wis.

S

Steinman, J. C.....	Monticello, Wis.
Stauffacher Bros.	Monticello, Wis.
Steinman, George	Monticello, Wis.
Sprecher, J. U.....	Madison, Wis.
Smith, Roscoe	Monroe, Wis.
Schempp, Will	Brodhead, Wis.
Stauffacher, E. W.....	Monroe, Wis.
Stauffacher, Frank	Monroe, Wis.
Schuepbach, Jacob	Monroe, Wis.
Sammis, J. L.	Madison, Wis.
Schaller, Olese	Barneveld, Wis.
Swartz, Peter C.	Waukesha, Wis.
Stauffacher, Peter	Monroe, Wis.
Stoll, Fred W.	Monroe, Wis.
Schlaeppli, Albert	Monroe, Wis.
Schwartz, Fred, Route 1.....	Darlington, Wis.
Sheppard, Ed. S.	Monroe, Wis.
Stauffacher, Geo. L.	Monroe, Wis.
Stauffacher, Joe, Route 7.....	Monroe, Wis.
Schmid, E.	Argyle, Wis.
Steiner, Fred.....	Darlington, Wis.
Schoop, Raymond, Route 3.....	Monticello, Wis.
Strauss, Christ, Route 8.....	Monroe, Wis.
Sutter, Oscar	Davis, Ill.
Schmidt, Fred	Blanchardville, Wis.
Scott, G. A.....	Monroe, Wis.
Stewart, J. J.....	Monroe, Wis.
Schindler, Chas. A.....	Monroe, Wis.
Schmidt, Leon	Monroe, Wis.
Streiff, Baumann & Son.....	Monroe, Wis.
Stuart, George W.....	Monroe, Wis.
Schuetze, W. A.....	Monroe, Wis.
Stauffacher, F. J.....	Monroe, Wis.
Schmid, Adolph	Monroe, Wis.
Schneider Bros.	Monroe, Wis.
Strahm, John	Monroe, Wis.
Stauffacher, W. J.....	Monroe, Wis.

Shriner Bros.	Monroe, Wis.
Schneider, Max	Monroe, Wis.
Scheidegger, Ernest	Monroe, Wis.
Solomon, Henry, Coal & Iron Co.....	Monroe, Wis.
Service Garage	Monroe, Wis.
Stearns, G. O.....	Monroe, Wis.
Stauffacher, E. J.	Monroe, Wis.
Stillman, C. L.	Monroe, Wis.
Schindler, Dr. A. J.....	Monroe, Wis.
Saucerman, W. T.	Monroe, Wis.
Swartzlow, Charles	Monroe, Wis.
Schuetz, Gotfried	Monroe, Wis.
Siegenthaler, Mrs. Fred	Monroe, Wis.
Steffen, Jacob	Monroe, Wis.
Schepley, Charles R.	Monroe, Wis.
Stauffacher, I. M.	Monroe, Wis.
Sherron, J. L.	Monroe, Wis.
Smith, Chas. J.	Monroe, Wis.
Salzwedel, F. F., Route 1.....	Monroe, Wis.
Schutt, Frank	Monroe, Wis.
Stoldt, Albert	Monroe, Wis.
Stevens, Ralph	Monroe, Wis.
Sickinger, Frank	Monroe, Wis.
Schneider, Emil	Monroe, Wis.
Shindel, H. D.	Monroe, Wis.
Saucerman, Mrs. Belle	Monroe, Wis.
Stauffacher, M. H.	Monroe, Wis.

T

Thorp, Henry, Route 6.....	Monroe, Wis.
Tochterman, Christ	Monroe, Wis.
Trickle, Joe	Monroe, Wis.
Truessel, Ernest	Dakota, Ill.
Trumpy, Frank	Clarno, Wis.
Treat, Ben G.	Monroe, Wis.
Times Printing Co.	Monroe, Wis.
Thorp, E. M.....	Monroe, Wis.
Trukenbrod, W. F.	Monroe, Wis.
Trukenbrod, W. E.	Monroe, Wis.

Tyler, F. A.	Monroe, Wis.
Theiler, Robert	Monroe, Wis.
Trachel, A. C.	Monroe, Wis.
Tschudy, J. J.	Monroe, Wis.
Tuttle, H. W.	Monroe, Wis.
Treat, F. A.	Monroe, Wis.
Trumpy, Joseph	Monroe, Wis.
Trump, Fred	Monroe, Wis.
Trumpy, Henry	Monroe, Wis.
Teuscher, Alfred	Monroe, Wis.

U

Ula, A. C.	Blanchardville, Wis.
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V

Voegeli, Joe W.	Monticello, Wis.
Vogel, Gottfried	Monroe, Wis.
Van Wagenen, H. G.....	Monroe, Wis.
Von Moss, Leo, Route 2.....	Monroe, Wis.
Vinger, William	Madison, Wis.
Voelkli, Henry	Monroe, Wis.

W

Wittenwyler & Zentner.....	Monticello, Wis.
Wittwer, Ed.	Monticello, Wis.
Wittenwyler, John, Jr.....	Monticello, Wis.
Woellfer, R. W.	Monticello, Wis.
Wineger, Victor, Route 6.....	Monroe, Wis.
Wiesenberg, Fred	Monroe, Wis.
Wenger, Edward	Monroe, Wis.
Waelti, John	Monroe, Wis.
Wells, Harry	Monroe, Wis.
Waldecker, Carl	Monroe, Wis.
Woodle, L. A., & Son.....	Monroe, Wis.
White, Leland C.	Monroe, Wis.
Whalen, George	Monroe, Wis.
Wenger, Sam	Monroe, Wis.
Wells Land Co.	Monroe, Wis.

Wenger, Rudy	Monroe, Wis.
Wenger, W. E.	Monroe, Wis.
Wilmet & Wenger	Monroe, Wis.
Wagner, L. S.	Monroe, Wis.
Wettengel, F. W.	Monroe, Wis.
Wier, Dr. M. R.	Monroe, Wis.
Wenger, John C.	Monroe, Wis.
Wilkinson, G. W.	Monroe, Wis.
Weirich, Paul J.	Monroe, Wis.
Wells, G. U.	Monroe, Wis.
Westphal, A. F.	Monroe, Wis.
Waelti, Gootfried	Monroe, Wis.

Y

Young & Co.	Monroe, Wis.
Young, Ray A.	Monroe, Wis.

Z

Zentner, Dr. J. P.	Monticello, Wis.
Zuercher, C., Sr.	Brodhead, Wis.
Zuercher, C., Jr.	Brodhead, Wis.
Zentner, Matt	Monroe, Wis.
Zibung, Valentine, Route 3	Monroe, Wis.
Zumbach, Arnold, Route 3	Darlington, Wis.
Zilmer, W. F.	Monroe, Wis.
Zeller, Conrad	Monroe, Wis.
Zilmer, A. W.	Monroe, Wis.
Zinser & Duebendorfer	Monroe, Wis.
Zumbach, Gottfried	Monroe, Wis.
Zurfueh, Milton	Ladysmith, Wis.

OFFICERS FOR 1921

President—Fred Marty	Monroe, Wis.
Vice President—John Deininger.....	Monroe, Wis.
Secretary—Henry Elmer	Monroe, Wis.
Treasurer—Joseph Trumpy	Monroe, Wis.

Directors.

Fred E. Benkert (for three years).....	Monroe, Wis.
Gottfried Waelti (for two years).....	Monroe, Wis.
Charles R. Schepley (for one year).....	Monroe, Wis.

Judges on Cheese.

Joseph Achermann	Monroe, Wis.
Fred W. Galle.....	Monroe, Wis.
Fred J. Stauffacher.....	Monroe, Wis.

Committee on Resolutions

Charles R. Schepley.....	Monroe, Wis.
J. C. Penn.....	Monroe, Wis.
F. D. Jeffery.....	Monroe, Wis.

Auditing Committee

Nicolaus Schmidt	Monroe, Wis.
Joe Huber	Monroe, Wis.
Ray A. Young	Monroe, Wis.

ADDRESS OF WELCOME

**Huldreich Roth, Cashier Commercial and Savings
Bank, Monroe, Wis.**

Mr. President and Members of the Southern Wisconsin
Cheesemakers' and Dairymen's Association:—

Privilege in itself is a thing of great pleasure and to me is today assigned the exceptionally pleasant privilege of extending to you, the members of the Southern Wisconsin Cheesemakers' and Dairymen's Association, and your friends who have gathered here the wholehearted and sincere welcome of the City of Monroe and of each and every one of its citizens.

Believe me when I tell you that our welcome to you is wholehearted and sincere. We have cause to extend such welcome. For twenty years your association has met in our city and the time has not yet come when, after your stay here, we have not been benefited by your presence. In these twenty years your association has also grown in many ways. For instance, each year has seen an increased membership, a larger attendance at your meetings, and better programs have been the rule.

What has our city gained? Situated as we are, in the heart of the greatest dairy county in the United States, size of county considered, which fact is vouched for by none other than the Hon. E. T. Meredith, Secretary of Agriculture, we are without question in a most advantageous position to co-operate with the cheesemaker and dairyman, for as you prosper and as your fame grows, so shall our city also prosper and become more widely known.

Further, your coming here gives our citizens an opportunity to acquaint themselves more intimately with your lines of endeavor. These meetings are of great interest and much educational value to us, for the better we can realize your advantages and at the same time the drawbacks which you have to contend with, the more

are we able to co-operate with you in your efforts to overcome the difficulties which confront you.

Allow me to dwell for a few moments on the word CO-OPERATION. To me that word appeals as a very appropriate watchword for the year 1921. In choosing a watchword, or perhaps we had better call it a slogan, for the year which we have just begun, we must consider the conditions not only as they pertain to the future, but also those through which we have passed in the last few years. In the years from 1916 to 1919 and a part of 1920 inclusive we as a nation experienced an increased prosperity which was beyond the dreams of the most optimistic of us.

Then about half year in 1920 the reaction came upon us. This reaction was something which we had all expected sooner or later, but in our prosperity it was hard to realize that it could come so soon. Now that we find ourselves in this period of depressed markets and acute financial conditions, it is imperative that we do some straight thinking about the questions which are immediately before us. Sound policies tending to strengthen business must be adopted. Your association is met in convention to consider these questions as they pertain to your industry. Many other groups of men, each group engaged in their own line of commercial enterprise, are doing the same thing. In your deliberations give the other fellow due consideration and with his consideration for you the word co-operation will become more than merely a word; it will begin to take on the form of a reality.

In looking over the names of the speakers who are to favor you with their knowledge and experience I feel assured that the meetings here at this time are destined to produce results of greater importance and benefit than at any time heretofore.

The citizens of Monroe are not one-sided or narrow minded. We believe that in order to do good hard work a certain amount of time must be spent in relaxation and pleasure. With this point in view we wish to invite you

to share in our pleasures and good times while here and feel confident that you will find entertainment to suit each of your individual tastes when the day's work has been completed.

Once more assuring you that we hope you will find us as we want to be—hospitable—and that you will go away with a real desire to come again, we bid you welcome. We are for and with you.

RESPONSE

J. P. O'Brien, Wyandotte, Mich.

Mr. President, Officers and Fellow-members of the Southern Wisconsin Dairymen and Cheesemakers' Association:—

In reply to the Honorable Mr. Roth and the citizens of Monroe, who he has so ably represented, we as members of this organization heartily thank them and we deeply appreciate your hospitality. We have found it a pleasure to return here again this year as your guests. We are not only being entertained, but we are being educated at the same time. And I for one feel that I have been taking away more than I have given and believe my fellow-members will agree with me in this. I wish to go farther and say it is always a pleasure to come to Monroe, whether it be to attend this meeting or on business. Monroe as we all know is the very center of the greatest cheese district and is one of the most prosperous communities in the country. To convince yourself of this look at the splendid city with its happy, healthy, prosperous people. Mr. Roth, we again thank you.

SECRETARY'S REPORT

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

It is with great pleasure that I can give you the Secretary's Report for the year 1920, although the association has no great achievements to report this year. Your directors and officers met four times in the past year to consider the welfare and needs of your association. The main object was to secure a factory instructor, but on account of the excessively high wages that good cheesemakers received and regardless of \$200.00 we were willing to pay for the season, and advertising in the Green County Herald, it was impossible to secure the services of a good man. Our association, believing that advertising pays, donated one loaf A No. 1 Swiss cheese, 169 pounds, at 42c, \$70.98, to the 1920 State Fair Dairy Advisory Committee, which cheese with others was cut up in small cubes and handed out free of charge to the public.

The State Attorney General, Mr. John J. Blaine, ruled that before we can draw any money appropriated by the State to our association, we must deposit all our funds with the State Treasurer.

I am very proud to report on the course of instruction to Swiss cheesemakers, held here in Monroe last Spring.

REPORT ON THE SWISS CHEESEMAKERS' DAIRY COURSE

Swiss Cheesemakers' School, held here in Monroe, Wis., under the auspices of the Southern Wisconsin Cheesemakers' and Dairymen's Association and the College of Agriculture of the State University at Madison, Wis., was a great success.

The theoretical instructions were given at the Industrial Co-operative Union Cold Storage Plant and the

practical instructions at the Marty-Gemepeler Co. plant. There were in all 47 applications, of which two applicants never sent in their fees, and one application was free. Of the 44 applicants, 3 were detained from attending the school for different reasons, although they each paid the \$3.00 Register Fee and were furnished the Peter & Held Book on Swiss Cheese Making.

On account of lacking the necessary room, two classes were held, and instructed by Professor J. L. Sammis of Madison, Wis., assisted by Mr. Fred Marty of Monroe, Wis.

The first class was held February 9-14, 1920, and the following makers took the course:

Dahler, Mike, Route No. 1.....	Darlington, Wis.
Wahlen, Rudolf	Blanchardville, Wis.
Gyger, Ernest, Route No. 2.....	Verona, Wis.
Aeschlimann, Jacob	Woodford, Wis.
Fuchs, Nick, Route 1.....	Argyle, Wis.
Blaser, Jacob, Route 1.....	Mt. Horeb, Wis.
Thuli, Arnold	Hollandale, Wis.
Fueglister, Otto	Red Oak, Wis.
Maeder, Herman, Oak Grove Factory.....	Darlington, Wis.
Oertig, Albert, Route No. 2.....	Argyle, Wis.
Wirz, Otto	Mineral Point, Wis.
Ruefenacht, Herman.....	Orangeville, Ill.
Lehmann, Gottlieb, Route No. 2.....	Verona, Wis.
Rohner, Joseph	Brodhead, Wis.
Biedermann, Emil.....	Brodhead, Wis.
Brumer, Emil	Brodhead, Wis.

The second class was held on February 16-21, 1920, with the same instructors and the following makers:

Engelbert, Nick	Mt. Horeb, Wis.
Stettler, Ernest, Route No. 1.....	Argyle, Wis.
Lenherr, Jacob (D. & F. Dept.).....	Monroe, Wis.
Blumer, Fred, Route No. 1.....	New Glarus, Wis.
Senn, Jacob, Wiota Factory.....	South Wayne, Wis.
Casanova, John M., Route No. 3.....	Monroe, Wis.
Zaugg, Julius	Klevenville, Wis.
Winiger, Joe, Route No. 1.....	Argyle, Wis.

Kessler, Anton, Route No. 1.....	Woodford, Wis.
Luethi, Walter	Albany, Wis.
Naef, Jacob	Monroe, Wis.
Augliker, Adolf	Monroe, Wis.
Leiser, Gottfried	Juda, Wis.
Eckhoff, H. J.....	Madison, Wis.
Gempeler, Jacob, Jr.....	Monroe, Wis.
Glanzmann, John	Orangeville, Ill.
Haldimann, Math.	Blanchardville, Wis.
Ruefenacht, Gottfried, Route No. 4.....	Darlington, Wis.
Fuhrer, John	Brodhead, Wis.
Blaser, Herman, Route No. 3.....	Darlington, Wis.
Brawand, Fritz E.....	South Wayne, Wis.
German, John	Monroe, Wis.
Farnham, F. R. (Virginia Dairy School).....	Bristol, Va.
Schilt, Peter, Route No. 3.....	Juda, Wis.

Every maker went his way rejoicing, and no doubt the good, efficient work done at the school will show itself in a better quality of cheese for the season of 1920.

Financial Report For the Dairy School for Swiss Cheese Makers

Received from 44 Swiss Cheesemakers.....	\$132.00
Sold 3 Peter & Held Books at \$1.00.....	3.00
	<hr/>
Total Receipts	\$135.00
1920—	
February 7—Paid to Schiesser's Book Store, 42 tablets, \$2.10; 42 pencils, \$1.05.....	\$ 3.15
February 21—Paid to Jacob Steffen, rent for 3 tables and 24 chairs.....	2.00
February 21—Paid to Chas. Klemmeier, cartage on tables and chairs.....	1.00
February 23—Paper to wrap books, 5c; 33 5c pos- tage stamps, \$1.65.....	1.70
February 23—Paid to Ferdinand Ingold Import Co. for 45 Peter & Held Books.....	39.00
March 20—Paid to Marty-Gempeler Co. for 200 pts	

milk used in school.....	6.90
March 20—Paid to Ferdinand Ingold Import Co. for 6 Peter & Held Books.....	4.80
June 1—Turned over to Jos. Trumpy, S. W. C. and D. Ass'n Treasurer.....	76.45
<hr/>	
Total Disbursements	\$135.00

Respectfully submitted,
HENRY ELMER, Secretary.

And believing that the Swiss cheesemakers will take advantage of this opportunity offered to them again this year, the association ordered through Mr. Ferdinand Ingold 100 copies of the Peter & Held Book on Swiss Cheese Making, published in Switzerland.

I am very sorry to report that our annual proceedings of 1919 and 1920 are not off the press yet, although I was promised that the 1919 proceedings will soon be ready to mail out.

Our Treasury is in a very healthy condition, as you will learn from the itemized report given by our worthy Treasurer, Mr. Joseph Trumpy.

Some of the resolutions passed at our last annual convention did not work out to very good advantage.

Resolution No. 1 concerning the death of our beloved President, S. J. Stauffacher, was duly sent to Mrs. Stauffacher and sons, also to Mr. Peter Stauffacher.

Resolution No. 2 regarding the Whey Butter Law, also Resolution No. 4 dealing with Vat-Made Block Cheese containing an excessive amount of moisture, were referred to the proper officials, but no headway was made in securing legislation to remedy such evils, but let us hope that the new administration will be more favorable to enact such legislation.

Resolution No. 3 dealing with the securing of a branch dairy school here in Monroe, was referred to Honorable H. L. Russell, Dean and Director our State University, but on account of no funds for such purposes, nothing could be done.

Resolution No. 5 concerning the U. S. Department of Agriculture through the Bureau of Markets to issue a weekly review covering the foreign cheese industry was submitted to the proper officials in Washington, and we were promised that they would let us know what could be done in that line, but so far we had no further notice from them.

Resolution No. 6 regarding new conditions regulating cheese exhibits will lessen the exhibits as quite a number of cheesemakers from Illinois used to send cheese to the convention.

The officers and directors have taken great pains to make up a program that will please everybody. The dairyman, the cheesemaker and everyone interested in good music, in good singing, in good yodeling, and likes to see and hear a good play, will greatly enjoy the talks during day time and the evening entertainment. I tried hard to get first class cheesemakers on the program, but did not succeed.

Thanking everybody, especially the business men of Monroe, all the different supply houses, and everybody for their many favors shown unto me again this year, and hoping that all will have a good time, I will conclude my report.

HENRY ELMER, Secretary.

TREASURER'S REPORT

Joseph Trumpy, Treasurer

Receipts

Jan. 29, 1920, Balance.....	\$3,190.54
Jan. 29, By Membership Tickets Sold, Mrs. Maurer	76.00
Jan. 29, By Admission Tickets.....	62.75
Jan. 30, By Membership Tickets, Mrs. Maurer....	30.00
Jan. 30, By Admission Tickets.....	30.50
Feb. 9, Henry Elmer, Membership Tickets.....	225.00
Feb. 9, Edw. Wittwer & Bros., Membership tickets	28.00
Feb. 9, Jacob Gempeler, Jr., Membership tickets	16.00
Feb. 9, Ernest Regez & Son, Membership tickets	6.00
Feb. 9, Ray T. Bast, Membership Tickets.....	3.00
Feb. 9, Sharples Separator Co., donation.....	20.00
Feb. 9, Morto Salt Co., donation.....	5.00
June 7, Chr. Hanson Laboratory, second and third block prize.....	5.00
June 7, Cheesemakers' Dairy School.....	76.45
Sept. 24, By Henry Elmer, Membership.....	2.00
Interest	149.46
Total	\$3,925.70
Disbursements	833.38
Jan. 24th, 1921, balance.....	\$3,092.32

Disbursements

No.	
259—Robert Emmenegger, premium.....	2.01
283—Badger Cheese Co., cheese display and dray	5.00
279—Ray T. Bast, music 1920 convention.....	33.00
285—L. A. Woodle & Son, printing 200 admission tickets	6.00
277—Miss Caroline Booth, 3-act play 1920 conven-	

tion	120.00
280—Dorothy R. Howe, music furnished for 1920 convention	12.00
278—Jacob Steffen, Turner Hall for 1920 convention	50.00
281—Mrs. Frank Maurer, clerical work 1920 convention	5.00
286—St. Louis Button Co.....	1.15
284—C. L. Chambers for rent and dray on furniture	1.00
287—The Kohli Jewelry Co. for 5 medals.....	16.13
288—Times Printing Co., 300 letterheads and page 1920 convention program.....	16.75
289—Fred Marty, salary for 1919.....	50.00
293—C. R. Schepley attending 4 meetings.....	4.00
290—Henry Elmer, salary for 1919, \$200; postage \$4.14; trip to Madison, expenses, \$46; telephone, 18c; peddling programs 50c, total....	208.91
292—Joseph Trumpy, attending 5 meetings.....	5.00
281—John Deininger attending 5 meetings.....	5.00
296—Fred L. Kohli, advertising and 300 orders with stubs	6.30
312—Henry Ruf, pro rata premium on Limburger	1.59
294—Gottfried Waelti, attending 4 meetings.....	4.00
306—R. H. Schuller, premium pro rata on Brick....	1.55
308—Martin Kammer, pro rata premium.....	1.58
295—F. E. Benkert, attending 2 meetings.....	2.00
299—Robert Emmenegger, premium pro rata.....	1.59
314—Victor Winiger, first prize on Block Cheese....	4.50
307—Victor Winiger, pro rata on Limburger.....	1.55
311—John Mimrig, pro rata on Limburger premium	1.57
305—Albert Schlappi, pro rata premium.....	1.55
313—Louis Strebhel, second prize on Swiss Cheese	2.25
298—Xaver Buholzer, premium pro rata.....	1.56
300—Joe Lauber, premium pro rata.....	1.50
310—Fred Blaser, premium pro rata.....	1.59
304—Jacob Niffenegger, premium pro rata.....	1.56
297—Jacob Niffenegger, premium pro rata.....	1.58

302—Joseph Willi, premium pro rata.....	1.53
315—Prof. J. L. Sammis, draft.....	70.98
316—Fred Ingold Co., 100 imported Swiss Cheese books	85.00
282—Miss Thelma Kundert, Monroe High School Glee Club, singing at 1920 convention.....	6.00
318—Joseph Trumpy, attending 2 meetings.....	2.00
320—St. Louis Button Co., 500 Badges for 1921....	88.10
319—C. R. Schepley, attending 1 meeting.....	1.00
 Total disbursements	<u>\$833.38</u>

Respectfully submitted,
 JOSEPH TRUMPY, Treasurer.

O. K.—Auditing Committee.

RAY H. YOUNG,
 M. H. STAUFFACHER.

PRESIDENT'S ANNUAL ADDRESS

Fred Marty, President

We are today assembled here in this,—our twenty-first annual convention. In passing our twentieth milestone and reaching our twenty-first, it may be said of them in the years to come,—that the year preceding the twentieth milestone will stand out as the Year of Climax in our Cheese Industry; when all traditions in our industry were cast away and swept on by the blithering waves of gold. And in the year preceding our twenty-first milestone, we were slowly but safely swept back by the waves of un-sound inflation of high prices, desperately clinging to the battered raft of former day's tradition. Thus the late war has left its footprints of varied effects upon the Swiss Cheese industry of Wisconsin. And in order bring us back again to pre-war conditions, will have to subject itself to and undergo a period of reconstruction work.

The many changes and demands in the domestic foreign cheese that have developed during the period of the late war are serious problems, that will have to be solved and adjusted within the near future, in order that the Swiss Cheese industry of Wisconsin may thrive and go on in competition with other branches of dairy business, as in pre-war times.

That there remains considerable dissatisfaction among producers of Swiss cheese, we are well aware of, particularly so on the wide range in prices of a Fancy, No. 1, No. 2, No. 3 and No. 4.

These purchasing grades were all established during the late war, and came about by actual demand. Switzerland, up to a few years ago, exported to this county hundreds of thousands of hundredweights of Fancy Swiss Cheese; but during the food shortage during the late war, placed an embargo upon exporting of cheese, and in place we exported Swiss cheese to Europe. The cheese dealers of the city of New York,—up to the

time when importing Swiss cheese from Switzerland ceased—depended upon and contented themselves almost entirely with the marketing and handling of imported Swiss cheese; but after the importing stopped, they began to turn their attention to our Domestic Swiss cheese. But as they were used to handling only the selected large eyed open Swiss cheese from Switzerland, they kept on demanding, not only A No. 1, which consisted of our pre-war standard make, but demanded **Fancy, Fancy. True**, a good price was paid for them, but because of this change and demand in our Swiss cheese market, there developed another change, affecting our under grades of Swiss cheese. As it is claimed that the loss of demand of our No. 2 and under grades was lost immediately after the enactment of the prohibition law, and that before the demand can again be re-established, new channels in the market must first be found to replace the channels of outlet of former days.

These two changes in our Swiss cheese market came about the same time, and in fairness to our local cheese dealers, it can be said that the demand so created, called for nearly 90% strictly Fancy Swiss Cheese; with practically no demand for any grade under Fancy and No. 1.

It was at this period when the wide range in prices of the different grades were established. It, therefore, developed a condition in the Swiss cheese region of Wisconsin that proved a hazard. In order to comply with the treacherous demand of only large eyed open "Fancy Swiss Cheese," the good intentions and efforts were strained; owing to the inadequate equipment and handling of such soft open cheese, in the process of manufacture and transportation; which in many cases eventually resulted in a No. 2 and under-grades, in place of a "Fancy" Swiss cheese.

I am personally of the opinion that the outlook in establishing a ready market for the under grades of Swiss cheese are very promising for reasons that the channels that are now being opened up in place of the original "free lunch stands" outlet. New routes are being daily

established in the large cities, which brings the cheaper cheese direct to the entire family for consumption, which in time will stimulate and increase the consumption of the lower grades of Swiss cheese. This will in the very near future re-establish a closer price again between the Fancy and the No. 2 Swiss cheese, which today ranges respectively from 48c down to 20c per pound. A difference of 28c more for cheese with holes over the No. 2 grades, in which the flavor, body and nutritive value is just as good in one cheese as in the other. In pre-war days, these two grades sold at a difference of only 1½c to 2c per pound.

Swiss Cheesemakers Dairy School

The ever increasing appliance of modern development of increasing the production of milk, by feed and feeding; as well as the constant adoption of labor saving milking machines; has brought about the necessity of a Swiss Cheesemakers' Dairy School here in Monroe.

Through the efforts of the Southern Wisconsin Cheesemakers' and Dairymen's Association, in co-operation with the University of Wisconsin, the initial course was given here in Monroe during the month of February, 1920, in which over 40 Swiss cheesemakers took part. While the accommodations and facilities for proper demonstration and teaching accorded to them were somewhat primitive and limited, Prof. J. L. Sammis received a written statement of approval and satisfaction from each student that took the course. So another course has been arranged for beginning the first week of February, 1921. It is hoped that every public spirited and interested man will lend his support to help make the coming course again a success, which will help to bring about the long felt and needed want of establishing a permanent, practical Swiss Cheese Dairy School here in Green County.

The Need of Field Instruction

The increased demand that is constantly making itself known, by direct request from cheese factories, and

which was one of the foremost topics of discussion in every recently held Cheesemakers convention in this State, shows plainly the need of field instructions.

The annual State appropriation of \$1000.00 has proven insufficient to hire an expert cheesemaker by this association. In the last few years, efforts were made by the Board of Directors who agreed to pay \$10.00 per day for such services, but they were unable to get a traveling cheese instructor for that amount.

It is hoped, however, that by the accumulation of our funds in the last few years, that we will be able to engage a man for the coming season. However, arrangements should be made, whereby permanent field instructions could be relied upon, either through the aid of the State, or the State Dairy and Food Department, and if not successful, would it not be a safe and sound investment for each cheese factory in Green and adjoining counties to invest \$10.00 per year, which would bring in sufficient funds to engage two traveling cheese factory instructors.

The latter should be worthy of our earnest consideration, since there are nearly a thousand American cheese factories in this State who are members of the Wisconsin Dairy Protective Association, who pay an annual fee of \$10.00 per year, and the butter manufacturers in this State 50 cents for every thousand pounds of butter they manufacture for the protection of sound dairy laws in this state and a traveling field man.

Now these factories, in helping themselves, are doing a good turn for you. When it comes to the enactment of sound dairy laws, their interests are yours.

As a member of the Board of Directors of the Wisconsin Dairy Protective Association, I am often confronted by the members, as to why the cheese factories from this section of the State do not join them as they claim, it pays to help yourself.

Advertising Swiss Cheese.

A movement has been started in this State to adver-

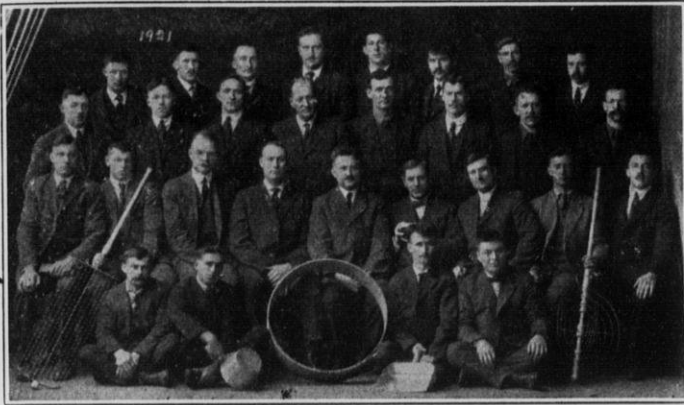
tise Dairy Products through the organ of the Wisconsin Dairy Council. However, the energies devoted by said association is in advertising the dairy products in which its members are interested, and so far our Swiss cheese has not been advertised, for reasons that we as an organization or individual factory has not supported them financially.

It is my sincere wish that this matter be brought up during this convention, as to whether or not the cheese factories in this section would be interested in joining the movement to nationally advertise their product.

A request has come to the Southern Wisconsin Cheesemakers' and Dairymen's Association, during the last year, by the Department of Dairy, Wisconsin State Fair, asking whether or not our association would be interested in donating Swiss cheese, which was to be used for advertising purposes during the Wisconsin State Fair, for which a special booth in the Dairy Hall was being provided, for the distribution of all kinds of cheese, also butter in small cubes donated by individuals and factories throughout the State. A meeting of the Board of Directors of this association was called, who decided that it paid to advertise, and a very fine large loaf of Swiss cheese was donated by this association.

Repeal of Whey Butter Law.

The State standard of Whey Butter is the same as the standard of Creamery Butter. The mother of both is the cow. The sanitary regulations are governed under the same State law, supervised by the State Dairy and Food Commission, the U. S. Department of Agriculture. All other states in the Union recognize it as creamery butter, as it must comply with United States standard on butter. The Whey Butter Law discriminates against the dairymen of Wisconsin, but benefits the butter manufacturers beyond our borders, where it immediately again is recognized as creamery butter. Therefore this association should again go on record by passing a resolution,



1921 Class in Swiss Cheesemaking School,
Monroe, Wisconsin

A CORRECTION

On page 30 of the 1920 Annual Proceedings of the Cheesemakers' and Dairymen's Association in the President's Annual Address, the sub-head reading " 'No' Necessity of Traveling Cheese Instructors" should read " 'More' Necessity of Traveling Cheese Instructors."



appointing a committee to go before the present legislature asking for the repeal of the Whey Butter Law.

In conclusion, I wish to call your attention to the splendid program which our worthy Secretary has prepared, with speakers of national reputation, who will speak to you on all branches of dairying.

You will notice that the program consists of a full two days' convention, and in the name of this association, I cordially ask you to again attend tomorrow with your entire family.

ALFALFA TALK

**Peter C. Swartz, Farmers' Institute Lecturer,
Waukesha, Wisconsin**

The very sound of the world **alfalfa** sends a thrill of love for the plant through the nerves of every farmer who is a stock owner. Far and wide in Wisconsin, alfalfa is recognized as a most precious plant for hay and as the greatest soil builder known, sending its roots down to great depths and bringing to the surface leached, untouched fertility. We can no longer grab up free land; it has all been discovered, and we must now look forward to digging deeper for fertility. Here is where alfalfa shines; it sends its roots down through the skin of the soil into the subsoil where there are stores of phosphate and potash, making these two elements of plant food more available and draws the third element of plant food, which is nitrogen, from the air.

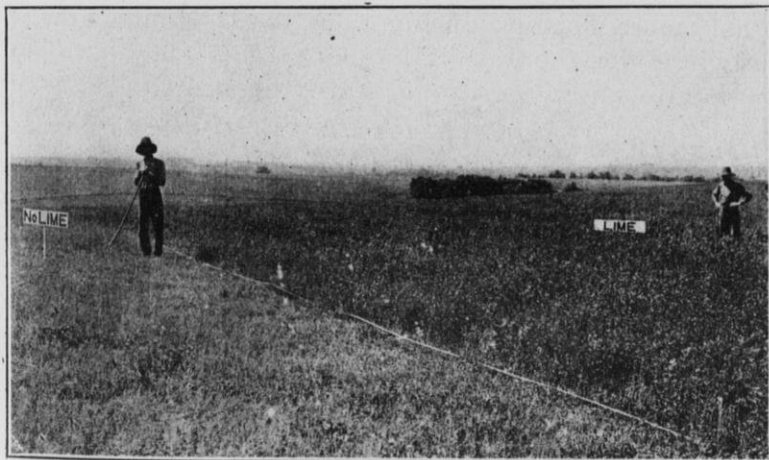
Certainly alfalfa is a precious plant and called Queen of all clovers; and yet many only know the value of alfalfa as a food product when fed to live stock. Do we stop and think what alfalfa has done to our soil when we plow up a field, besides giving us the best hay that grows? It mellows up a hard soil; it holds a light soil from washing; it stops erosion on hilly soil; it drills holes in the subsoil so more moisture can come to the surface from farther down in the subsoil through all these holes. The decaying alfalfa roots add tons of humus, organic and vegetable matter to the soil which is filled with available nitrogen, phosphate and potash. That is why all crops on a plowed alfalfa field outyield other crops. Alfalfa really transforms worn out soils into deep, rich, high producing soils for growing all kinds of farm crops.

The question which now arises and is asked by all of us, is, "Can Alfalfa be made to grow on my farm?" The answer is "Yes." I am going to sift it down to only



ORGANIZING PRODUCTION

Yes, lime must go along with fertility to make success with alfalfa sure. Swartz Bros. use plenty of lime.



LIME OR NO LIME?

Do you want to grow alfalfa? Then use lime. But does it pay to use lime and grow alfalfa? Let's see. Alfalfa is equal to bran in feeding value. An average cut of alfalfa would be around three tons to the acre. Will it pay then to put on from \$5 to \$7 worth of lime to the acre? Figure the cost of bran and the cost of lime. Grow alfalfa.

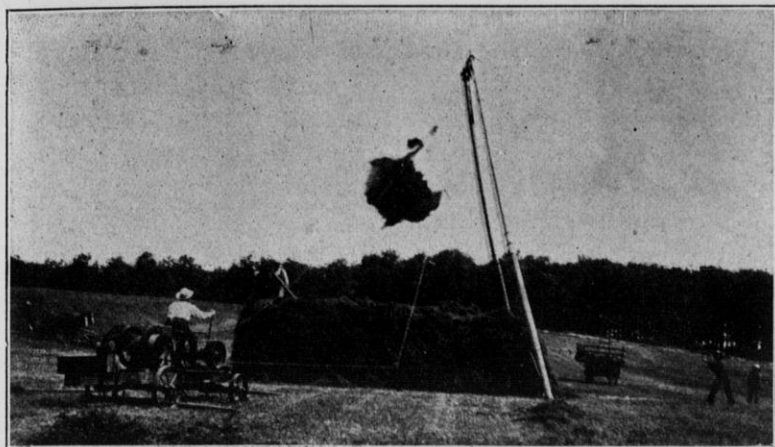
four essential things which alfalfa must have in order to thrive, and look green and happy, no matter what kind of a soil formation you have. These four things are, drainage, humus, lime and inoculation.

Why drainage? Because alfalfa loves a dry surface; its crown is the life of the plant and if the crown is submerged in water or a sheet of ice for any length of time it soon decays and dies for want of air. Select the highest, driest, or most rolling fields and try to have the water level at least three feet below the surface. Such a field where surface water drains off immediately will make an ideal home for alfalfa as far as drainage is concerned.

Now, humus; what is humus? The roots, stubbles, weeds and manures that we plow under or work up in the soil produce humus. Humus opens up a heavy soil, lets air into it and binds together a loose, sandy soil and keeps the fertility from leaching. All kinds of bacteria work in humus, making plant food available so the little rootlets of plants can feed on the available fertility; a soil full of humus is rich, has air in it, is a live soil and will hold more moisture during a dry spell. Humus aids greatly in giving the tiny alfalfa plant a good start in life towards growing into a strong, sturdy plant.

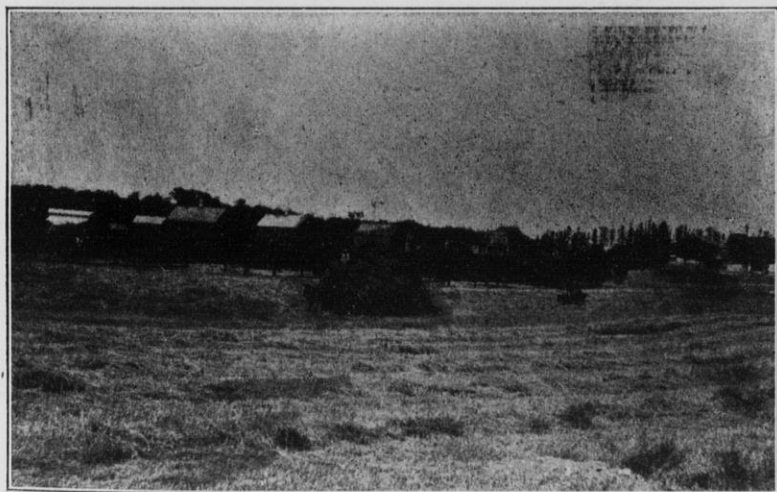
Why must we have lime for alfalfa? Because it is a sweet, lime loving, leguminous plant. Not only does alfalfa love lime, but nearly all other crops are benefited by having plenty of lime in the soil. It is a known fact that many of our soils are becoming deficient in lime, especially the top soil as deep as we plow. Farming for the past fifty years has drawn heavily on the lime supply, for every crop that has been taken off during all these years has taken with it some lime, and soils upon which green crops are plowed under and which receive heavy applications of manure, take an enormous amount of lime to sweeten the acids which they bring about and to neutralize them; and lime is the only thing that will sweeten sour acid soil.

Alfalfa is a leguminous plant. This means that bacteria live and work on the roots of the plant. Alfalfa will



ORGANIZING PRODUCTION

When the barns are full, stacking begins. Note the machinery and the horses on the sweep rake at the left. No time is lost.



ORGANIZING PRODUCTION

The side delivery rake and the hay loader come r'ight along. The big barns are filled in this way.

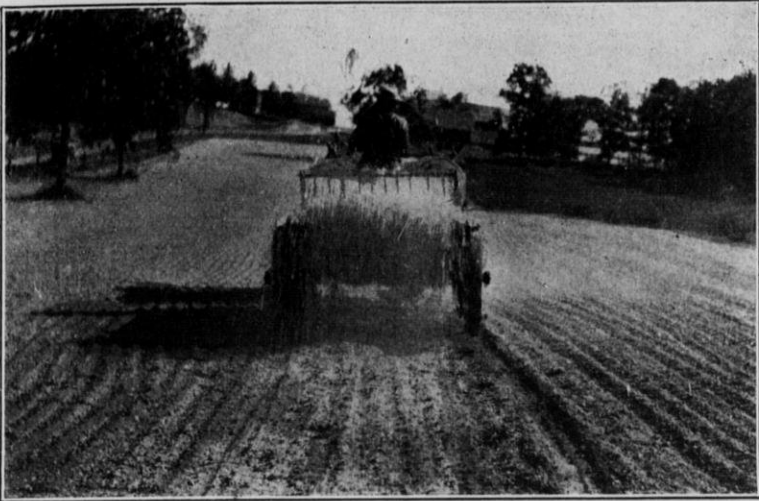
not thrive or live long unless these bacteria are on the roots. Now these bacteria cannot live, thrive or multiply in a sour acid soil; the soil must be sweet. The little white bunches or nodules you see on the alfalfa roots or on the roots of any legume, are not the bacteria but are the homes in which the bacteria live and when these homes have been built on any leguminous plant and cling to it, that plant is inoculated.

How can we tell whether our soils are sweet or sour? The simplest way is to get ten or fifteen cents' worth of sensitive blue litmus paper of the druggist. Push a spade down into the soil and insert a piece of the litmus paper where it will come in contact with the moist soil, tramp down, and leave for about a half hour; repeat this in several places in the field. When you take the paper up if it is still blue, the soil is sweet and has plenty of lime; if it shows pink spots or the blue has turned red-dish, the soil needs at least four tons of ground limestone to the acre. No more lime will be necessary for several years. You can never get too much limestone worked up in your soil.

Air slaked lime can be used and should be used where it is handy to haul direct from a kiln; but it should lay in the open air for nearly a year to become thoroughly air slaked before being applied to the soil. You must get rid of the causticness before you apply or it will burn and eat up a great amount of humus in your soil. Two tons of air slaked lime is plenty on one acre. Lime refuse from sugar beet factories is good. Where clover is not doing well it is affected with clover sickness and in many cases it is caused by a lack of lime.

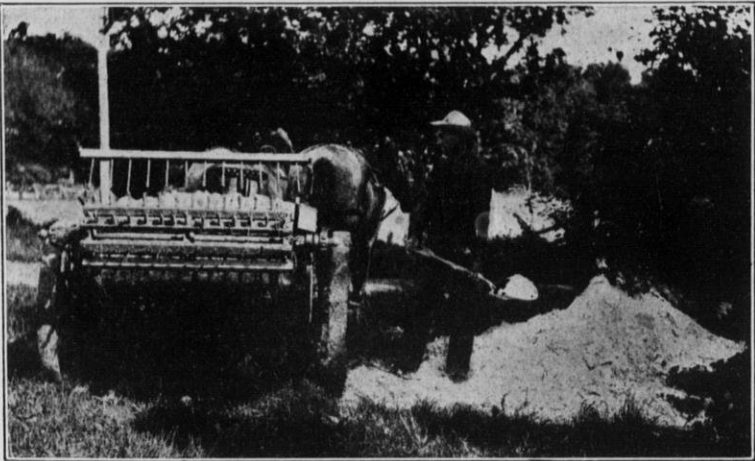
Now, inoculation. If your alfalfa turns yellow and looks sickly and puny, make up your mind you will not find the little white bunches or nodules on its roots and bear in mind that these alfalfa bacteria are a certain kind that live only on the alfalfa and sweet clover roots. So a field that has never grown alfalfa should at once when seeded to alfalfa be inoculated.

There are two methods of inoculation, the soil trans-



ORGANIZING PRODUCTION

The ordinary manure spreader with a little fine manure in the bottom will scatter the lime all right.



ORGANIZING PRODUCTION

On most farms in Wisconsin where alfalfa is grown it 's done in a small way and the crop is more or less incidental. But alfalfa may be a major crop as it is on Cornalfalfa Farms. The beginning of successful alfalfa is fertility. See the rock phosphate being poured onto the manure.

fer and inoculation of the seed with commercial cultures. Where sweet clover or an old alfalfa bed is handy you can get plenty of inoculation. Plow as much of the ground as necessary, then throw dirt, roots and all upon a dump board wagon; if the sun shines this should be covered with a canvas as the sun's rays will kill the bacteria. Drive into the field to be inoculated and broadcast from the wagon, throwing from both sides, by hand; 500 pounds or more of the dirt to the acre will be necessary and if the sun is bright have a drag follow up to work the bacteria in.

There are several commercial cultures advertised for inoculation and these are good if the cultures are fresh. Our Experiment Station at Madison makes these cultures and I believe for only twenty-five cents an acre.

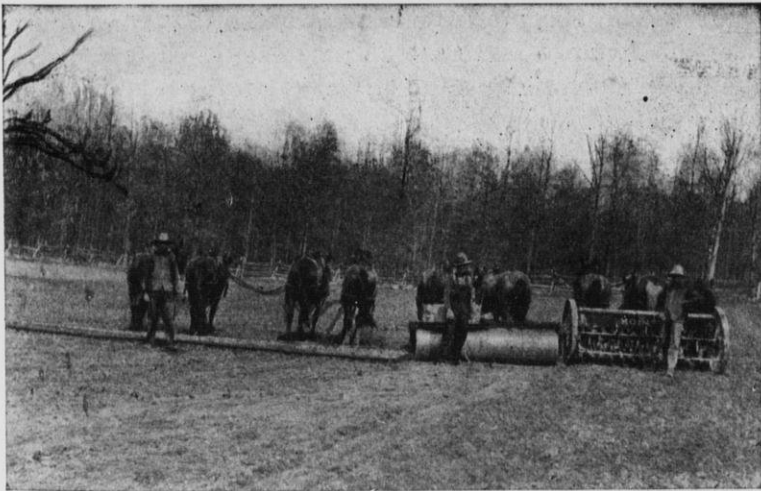
I am going to add two more important things which must not be overlooked to make a success with alfalfa. One is the seed. In buying seed, secure a good grade of seed, some that has quality to it when you look at it; that means plump, well matured seeds, free from sand, dirt and weeds. Such seeds are generally higher in germination and stronger in vitality. Don't buy any that contains much shrunken or dead seed. If alfalfa has winterkilled easily for you try some Grimm alongside the common and see which is hardier.

The second important thing is the seed bed; and many failures can be traced back to a poorly made seed bed. At Cornalfalfa Farms we had a failure one year by not using the roller. Alfalfa needs a fine, firm seed bed and a roller or cultipacker does really three things in one operation; first, it crushes all lumps; second, makes a firm bed; third, prevents burying too deeply the tiny alfalfa seeds. To make a success with alfalfa it is wise to plan nearly a year ahead on your field. Get the field as rich as you can and plow it in the fall, one or two inches deeper than it has ever been plowed before. The weather is cooler, the horses used to hard work and nothing rushing as in the spring, so the man behind the plow is bound to do a better job. This one or two inches of new soil will



ORGANIZING PRODUCTION

Then cometh the harvest. Farmers of Wisconsin wonder how 200 acres of alfalfa can be cut two and three times a season and not have the hay spoil from rain. Swartz Bros. "make hay while the sun shines."



ORGANIZING PRODUCTION

After inoculating the field come the sowing, rolling and light harrowing.

be mellowed up during the winter by thawing and freezing; it will contain more lime and will be free from weed seeds; and it makes a deeper soil so the alfalfa tap root will be longer and stronger when it hits the compact subsoil in which it must bore.

This gives one all the winter to get the heavy lime home on nice sleighing. If the snow is deep, put a pile in the field and spread it just as the snow is leaving and the ground is still frozen. A tight bottom manure spreader half full and run on a low gear works nicely and even broadcasting it with a shovel from a wagon isn't bad. Then in early spring when the ground works nicely, disc or cultivate it thoroughly, which will work the lime in. Just ahead of the drag, be sure to inoculate if you are going to use the soil transfer.

Next comes the roller or packer and then the field is ready for the nurse crop and alfalfa. We use one bushel barley and twenty-five pounds alfalfa seed broadcast, where alfalfa never grew before, and from sixteen to twenty pounds alfalfa seed where it has grown before; then a light dragging and the job is finished. We cut the nurse crop for grain or if it is extra dry we sometimes make hay of it soon after it heads out. If it lodges, it should at once be cut and taken off the field to keep the alfalfa from smothering. If you intend to work the ground to kill weeds and sow alfalfa without a nurse crop along in June or any time be sure you kill the weeds before you sow alfalfa as no amount of clipping with the mower will kill them.

Years ago alfalfa did not seem to grow well at Corn-falfa Farms and many times we were discouraged, but we stuck to alfalfa and sowed some every year until today it grows like weeds wherever we sow it. The best salesmen for alfalfa hay in all the world are all the live stock on the farm; it is the greatest bone and muscle builder known for young stock, and a dairy cow that is fed alfalfa produces nearly four times the food value in milk that the steer does in meat. With prices of mill feeds soaring, every stock owner should aim to grow more alfalfa



ORGANIZING PRODUCTION

When barn filling and stack building become monotonous, the baler is set going in the field and the baled product at once started to market as an immediate cash crop.



ORGANIZING PRODUCTION

After five or six years of this then the old alfalfa fields on Cornfalfa Farms set out such grain fields as make even the hired girls smile. Thus it is seen that a single farm may so organize its production as to win economic fame.

which will give more and better feed, raised at home, off less acres, and will show the patriotism of the farm in the production of an over-flowing measure of food-stuffs.

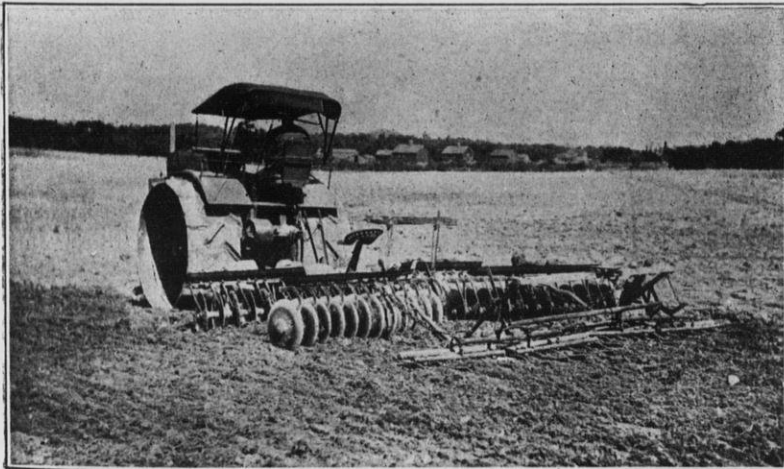
NOTE:—Be careful to secure your Grimm alfalfa seed from a grower known to have the real Grimm seed. Better write the Secretary of the Alfalfa Order, Madison, Wisconsin, for advice in this connection. You want good seed that will resist winterkilling. Get the real Grimm.

If you want inoculation for your seed, address Professor E. B. Fred, College of Agriculture, Madison, Wisconsin, and be sure to tell him when you will sow and how many acres and send him twenty-five cents for each acre you will sow, and he will send you freshly prepared inoculation a few days before you wish to use it.—Supt.



ORGANIZED PRODUCTION

Of all things Swartz Bros. don't forget inoculating the field for alfalfa. They do it by the wagon load, too, following right after with a smoothing harrow.



ORGANIZING PRODUCTION

Tillage and a good seed bed help some in assuring an alfalfa crop. The Swartz Bros. use a good stout horse and giant soil tearers to prepare the field.

CHEESE EXHIBIT PRIZE WINNERS

Round Swiss Cheese.

- Jacob Nieffenegger, Dunbarton, Wis.....97½ points
 Received from The Sharples Separator Co., Chicago, Ill., \$5.00 in cash; The General Laboratory, Madison, Wis., 1 gallon B. K.; Chr. Hansen's Laboratory, Inc., Milwaukee, Wis., \$2.50 in cash; The Association, one gold medal.
- Valentine Zibring, Route No. 3, Monroe, Wis.....96 points
 Received from the Sharples Separator Co., Chicago, Ill., \$5.00 in cash; The General Laboratory, Madison, Wis., 1 gallon B. K.; The Creamery Package Mfg. Co., Chicago, Ill., 1 cheese fryer; the Association, one silver medal.
- Albert Schlaepfi, Browntown, Wis.....95 points
 Received from the Sharples Separator Co., Chicago, Ill., \$5.00 cash; The General Laboratory, Madison, Wis., 1 gallon B. K.; The Association his share of the pro rata plan, \$4.21.
- Peter Achermann, Darlington, Wis.....94 points
 Received from The Association his share of the pro rata plan, \$4.16.
- Emil Escher, Route 1, Monroe, Wis.....93 points
 Received from the Association his share of the pro rata plan, \$4.12.
- Robert Emmenegger, Gratiot, Wis.....92½ points
 Received from The Sharples Separator Co., Chicago, Ill., \$5.00 in cash; the Association his share of the pro rata plan, \$4.10.
- Jacob Gempeler, Sr., Monroe, Wis.....90 points
 Received from the Association his share of the pro rata plan, \$3.98.

Block Swiss Cheese

- Victor Winiger, Route No. 6, Monroe, Wis.....93 points
 Received from the General Laboratory, Madison, Wis., 1 gallon B. K.; The Marshall Dairy

Laboratory, Madison, Wis., 1 watch fob; The Chr. Hansen Laboratory, Inc., Milwaukee, Wis., \$2.50 in cash; The Morton Salt Co., Milwaukee, Wis., \$3.00 in cash; The J. B. Ford Co., Wyandotte, Mich., 1 set soup spoons; the Association, cash \$4.50.

Brick Cheese

- Victor Winiger, Route 6, Monroe, Wis.....97½ points
 Received from The De Laval Separator Co., Chicago, Ill., 5 gallons power machine oil; The General Laboratory, Madison, Wis., 1 gallon B. K.; The Marschall Dairy Laboratory, Madison, Wis., 1 watch fob; The Chr. Hansen Laboratory, Inc., Milwaukee, Wis., \$2.50 in cash; The Morton Salt Co., Milwaukee, Wis., \$3.00 in cash; The J. B. Ford Co., Wyandotte, Mich., 1 set soup spoons; The association cash, \$4.50.
- Valentine Zibung, Route No. 3, Monroe, Wis. 97 points
 Received from The General Laboratory, Madison, Wis., 1 gallon B. K.; The Morton Salt Co., Milwaukee, Wis., \$2.00 in cash; The J. B. Ford Co., Wyandotte, Mich., 1 set soup spoons; the Association, \$2.25 in cash.
- Oscar Sutter, Juda, Wis.....95¾ points
 Received from The DeLaval Separator Co., Chicago, Ill., 3 gallons power machine oil; The General Laboratory, Madison, Wis., 1 gallon B. K.; The J. B. Ford Co., Wyandotte, Mich., 1 set soup spoons; the Association, his share of the pro rata plan, \$4.24.
- Alese Hoerburger, Gratiot, Wis.....95⅝ points
 Received from The DeLaval Separator Co., Chicago, Ill., 2 gallons power machine oil; the Association, his share of the pro rata plan, \$4.23.
- Mike Dahler, Darlington, Wis.....95½ points
 Received from The De Laval Separator Co., Chicago, Ill., 1 gallon power machine oil; the Association, his share of the pro rata plan, \$4.23.

- Robert Emmenegger, Gratiot, Wis.....95 points
 Received from the Association his share of the
 pro rata plan, \$4.21.
- Frank Brandt, Route No. 1, Monroe, Wis.....94 $\frac{3}{4}$ points
 Received from the Association his share of the
 pro rata plan, \$4.20.
- Arnold Zumbach, Route No. 3, Darlington,
 Wis.95 $\frac{1}{2}$ points
 Received from the Association his share of the
 pro rata plan, \$4.13.

Limburger Cheese

- August Martini, Route No. 3, Monticello, Wis. 96 $\frac{1}{2}$ points
 Received from The Conley Foil Co., New York,
 N. Y., one \$14.00 clock; The General Laboratory,
 Madison, Wis., 1 gallon B. K.; The H. B. Stanz
 Cheese Co., Milwaukee, Wis., 1 leather bill book;
 the Association, 1 gold medal.
- Rudy Lengacher, Monticello, Wis.....96 points
 Received from The Conley Foil Co., New York,
 N. Y., one \$8.00 clock; The General Laboratory,
 Madison, Wis., 1 gallon B. K.; the Association,
 \$2.25 in cash.
- Anton Motz, Hannover, Wis.....94 $\frac{2}{3}$ points
 Received from The Conley Foil Co., New York,
 N. Y., one \$4.00 alarm clock; The General Labor-
 atory, Madison, Wis., 1 gallon B. K.; the Asso-
 ciation, his share of the pro rata plan, \$4.19.
- Mr. F. Marty, President of the Association, presented
 to Gottfried Vogel, Burkhalter Factory, Monroe, Wis.,
 for taking keenest interest in cheese exhibits, one gold
 medal.

ADDRESS OF DAIRY AND FOOD COMMISSIONER

By **William Winder, Chief Cheese Division**

The purpose of meeting in convention is to get together and exchange ideas and discuss the various problems that are considered to be of vital importance to the welfare of the industry of which an organization is representative.

The Southern Wisconsin Cheesemakers' and Dairy-men's Association is an organization representing the foreign cheese industry of Southern Wisconsin, and as such I am not coming before you for the purpose of telling you how to make good Swiss, Brick or Limburger or to present to you any new ideas or fads in the art of making Swiss cheese. In using the word art, I am not doing so for the sake of convenience, for to make cheese of fancy quality is an art and the supreme art is to make a fancy Swiss cheese. Art is knowledge made efficient by skill.

You have among your members many men skilled in the art of Swiss cheese making, capable and efficient men equal to any in the world. You have every natural requirement in the way of pastures, water, climate and splendid herds. Cheese equal to the best imported has been made and can be made, but according to reliable information the real fancy goods are produced in altogether too small quantities.

The great cry of every branch of the dairy industry today is "What can we do to get more goods of the highest grade?" If the problem was one of how to make the best butter from perfect cream or how to make good cheese from good milk, how simple it would be to get the desired results.

In the production of food, quality is the all important consideration of the future welfare of the business or industry is to be considered. It is not enough to know

that you can produce good cheese. Your business cannot continue to prosper simply because a small percentage of the total output is of the finest quality. Today, probably as never before, quality is what is going to count in the future welfare of business of every individual engaged in producing dairy foods.

You attend these conventions, you exchange ideas with your brother dairymen and you listen with interest to those addressing you on various and interesting topics, and in many ways you get valuable information, but the trouble is too many of you forget and soon after you return to your homes you lapse into the old habit of following the easier path and feeling that it is not necessary for you to make any special effort to improve. You think somehow or other the thing will take care of itself, or anyway it will not make any difference in your small factory or with your few cows to make any special effort to produce a better product. In many instances simply because you cannot see the immediate benefit to be obtained by employing better methods you feel it is not worth while.

What you most need to acquire is a knowledge of the necessities of the present and a vision of the possibilities of the future. You must realize the importance of the part you play in the great industry. The farmer with his herd of ten cows bears the same responsibilities for continued success of the cheese business as does the one with a herd of fifty cow. He may be one of twenty patrons furnishing milk to a factory and should he fail to properly feed and care for his herd and neglect to care for his milk and not deliver it to the factory in the best condition, the best efforts of the other nineteen are of no avail, for the milk of one careless patron is sufficient to ruin all the good milk it may be mixed with. Do not think that because you are making cheese in a small factory you can afford to be careless and indifferent as to the character of the goods you are turning out. If your patrons may be satisfied to take a loss at times due to your carelessness and to their own neglect, you may feel

that it is your own affair because no one but yourself and the patrons is affected.

The effect of careless, indifferent methods is not alone a local affair. It is far reaching and every person in the cheese business is affected to a greater or lesser extent. Do not make the mistake of thinking that because you may only be in this business in a small way that you are not in a manner responsible for its present and future success. You may be only one of thousands of cogs in an enormous machine and as in the machine when one cog fails to function properly, the whole complicated structure is endangered. You may feel that you are living in a free land and that if you wish to pull away from a factory and build another in a location more convenient for yourself and four or five neighbors, you have that right. You may also feel that if you on your own farm decide to produce milk by feeding some feed that experience has taught us to be not suitable for milk for Swiss cheese, you have a right to do so inasmuch as you may not be doing anything contrary to law. It is your right to build a factory wherever you desire and to produce milk from any feed you wish, or in any manner you wish so long as you do not conflict with the law.

It is a wonderful privilege to live in a land and enjoy the personal liberty we enjoy here, but I fear that at times we get a wrong conception of our rights and liberties. We have a perfect right to build as many factories as we wish and as close to each other as we wish, or to feed our cows certain feeds that may produce milk from which it would be impossible to make good cheese. In building a new factory close to one already established, the result often is a small supply of milk for both and an operating expense that is almost prohibitive. In building many of these small factories and knowing that the supply of milk would be small, they were built as cheaply as possible with the result that many are mere shacks with impossible living quarters and unsuitable curing cellars. The milk supply is too small to afford a salary large enough to attract the best makers and in all too

many instances, the factories are not a credit and an aid to the industry nor are they profitable to the owners and patrons.

It is possible to overwork the rights of personal liberty to such an extent that the results may be an injury to you and to others.

You come to this meeting and attended similar meetings in other years. Many of you come for the chance to meet friends and acquaintances that you otherwise might not see in any other way. Many of you, in fact, practically all of you, are here because you hope to learn something, to get some new thought and to benefit by an exchange of ideas. It is impossible to attend meetings of this kind, meet your brother makers, and friends and follow the remarks of the speakers and go back to your homes without having absorbed some new ideas and knowledge that if intelligently applied will benefit yourselves and the industry.

Green county and the territory surrounding it and represented by this organization, is one of the greatest dairy districts, if not the greatest, in the Union. Well may you be proud of the cheese industry you have developed and knowing you have done a great work, you also appreciate the many evils that prey upon the business and are a hindrance to the improvement that you know might be made and should be made if your dreams of the future are to be realized.

To improve your present conditions, to turn out a better and more uniform quality of cheese are the things you desire. This can be accomplished only by the united effort of every person connected with the work. You may feel that a large number of instructors with power to do certain things would be the medium by which you can get the improvements you know should be made. At the present time, no system of instructors would accomplish very much. When you get to the point where you realize that improvements must be made, when a sentiment has been created and developed among your members, and all others concerned, then will there be a desire and a

need for instruction.

Within your numbers you have plenty of men eminently fitted for the work of educating and instructing and when the time is ripe instructors will be forthcoming undoubtedly. With a concerted and whole hearted effort on the part of all, great things may be accomplished. Due to your great natural resources and your ability you have built up a great industry and gained an enviable reputation and now that you have gained these things, you owe it to yourselves and to the public to make every effort to protect and maintain your position.

THE RESULT OF USING CULTURES IN SWISS CHEESE MAKING

By **C. M. Gere, Washington, D. C.**

It has occurred to me that in addressing this association on the use of cultures for Swiss cheese making it would not be out of order since this is a joint meeting of the Southern Wisconsin Dairymen's Association and the Wisconsin Cheesemakers' Association, to present the old theme of better milk for cheesemaking.

While this subject has been discussed until it may be considered threadbare by both the farmer and cheesemaker, it still remains of the most vital importance in the manufacture of any high-grade dairy product. This cannot be over-emphasized in connection with the manufacture of Swiss cheese. It is a well known fact among the farmers and cheesemakers that milk which has too high an acid content, or in other words, sour milk, is absolutely worthless for making Swiss cheese. The fact that milk is delivered twice daily is evidence that this factor is understood by all. But there is another factor which is of equal, if not greater, importance in connection with milk for Swiss cheese making. This is contaminated milk, which is responsible for the production of nissler or No. 2 cheese; and if the milk is highly contaminated, the results may be even more disastrous than nissler. The cheese may bloat and many times burst open.

Contamination

What is contamination? What are its sources and how can it be overcome? The definition of the word contaminate, is to make impure by contact, to taint, or pollute. In milk this may not apply in such broad terms. It does apply, however, in this way: Milk is contaminated if it touches anything which plants objectionable bacteria in it. Milk is a natural medium of food for certain undesirable bacteria or organisms. If a limited number of

these undesirable organisms gain entrance to the milk and the temperature is favorable for their growth, they multiply very rapidly and may render the milk unfit for cheesemaking in a few hours. We might naturally infer that if milk is delivered at the factory soon after it is drawn there should be little or no time for these undesirable organisms to increase to any appreciable extent, but we must remember that during the larger portion of the manufacturing process the milk is subjected to a temperature favorable for the growth of these troublesome bacteria, and there is a limit to the amount of contamination which can be overcome by the use of starters or any ordinary method of manufacturing. Therefore, we must keep this contamination within certain limits or we can not hope to produce a high-grade product.

Ways of Contamination

There are many ways by which contamination may be introduced into the milk. The most common ways in which this may occur are, first, unclean utensils, unclean milkers, unclean udders, and teats, and unsanitary methods of handling mechanical milkers; and, second, improper handling of the milk after it is drawn, and exposure of the milk to dust, dirt, or taints.

When we speak of unclean utensils we do not necessarily mean the farmers' pail, cans and strainers; this also includes the entire factory equipment which comes in contact with the milk, cheese or whey. To illustrate the importance of this factor, I recall an instance where a Swiss cheese maker experienced difficulty with ropy milk. In the beginning this trouble was only slightly noticeable, but within a very short time conditions got so bad that the whey in the whey vat became so ropy and thick that it had the appearance of thick molasses rather than whey. This was due to the action of increased numbers of the organisms which cause ropy milk. Undoubtedly this trouble started in one patron's milk; and due to the improper methods of cleaning factory utensils, each farmer's cans became contaminated through hauling

wey home in them, and soon every patron's milk becameropy when submitted to the fermentation test. Consequently they were obliged to discontinue making Swiss cheese.

Without a doubt, if this entire factory equipment had been properly cleaned and scalding water used, on every part, including the wey vat, and if there had been an extra effort on the part of the farmers to scald the cans in which the wey was returned to the farms, this trouble would have soon been overcome. In this connection I might mention the fact that the Dairy Division has done some very practical work along this line, and the information obtained from it is available in the form of a publication for free distribution. This may be secured by any farmer or person who is interested by making a request for United States Department of Agriculture Bulletin No. 642, "The Four Essential Factors in the Production of Milk of Low Bacteria Content." In this publication it is shown that even in the ordinary average farm barn very good milk can be produced provided the four essential factors are observed. These are, namely: first, sterilized utensils; second, clean cows with clean udders and teats; third, small top milking pails; and, fourth, the cooling of milk to a temperature of 50 degrees F. or below.

A practical demonstration of the value of the first three of these factors was made on six farms. These three factors are of the most importance in the production of clean milk for Swiss cheese making.

Inexpensive Equipment

The results of this work above mentioned indicate that it is possible for the average farmer to produce very good milk with an inexpensive equipment. They also show that the larger portion of contamination comes from unsterilized equipment. It frequently happens that small amounts of milky water remain in the cans, due to incomplete rinsing, draining, and scalding. This little

remnant of water forms a medium for the growth of bacteria, which find their way into the next batch of milk.

In connection with this work done on the farm, a very simple steam sterilizer for farm dairy utensils was used with excellent results. A full description of this sterilizer is given in Farmers' Bulletin No. 748, so I will not take the time here to describe it, since this bulletin may be secured free the same as the one on "Four Essential Factors in the Production of Milk of Low Bacterial Content."

Keep Cows Clean

The second factor referred to is cleaning cows' teats and udders before milking. It is well known that more or less dirt is accumulated on the udder and teats. This is especially true where cattle pasture on swamp land. The udder and teats become coated more or less with filth, which dries, and when the udder and teats are manipulated in milking, this fine dirt passes into the pail and a large portion of it can not be removed by straining. This is probably the reason why in our lowland sections a good grade of Swiss cheese can not be made, as it only takes a small amount of this contamination to produce disastrous results in Swiss cheese.

I am familiar with a location in New York State where for many years it was impossible to make cheese that was not gassy. This trouble was the result of one patron pasturing his cows on a marsh. It so happened that a railroad was put through this swamp and the swamp was drained, and the trouble at that factory disappeared at once, never to recur.

How to Clean

To overcome this difficulty, the udder should be brushed and wiped with a damp cloth before milking. While this may seem of trifling importance to the ordinary person, people who have studied this factor can show that the difference between the bacterial content

of the washed and unwashed udders, in favor of the washed udders, is more than 50 per cent. This is conclusively shown in Department Bulletin 642, "The Four Essential Factors in the production of Milk of Low Bacterial Content."

The third factor is small-top pails. Most farmers who have never used the small-top pails experience some difficulty with them in the beginning, after they have been accustomed to the large open pails. It is claimed, however, that if we cover approximately two-thirds of the opening through which dirt may enter, we may reduce the dirt content in proportion. This logical supposition is confirmed by extensive experiments along this line. This subject is also covered in Bulletin 642.

Mechanical Milkers

Due to the shortage of farm labor the past few years farmers have been obliged to install mechanical milkers. While these milkers are probably the source of a great deal of trouble in Swiss cheese making, no doubt they will occupy a permanent place as part of the farm equipment. Therefore, it becomes necessary for us to adopt the best practical methods known for keeping these machines in a sanitary condition. While there has been a great deal of valuable investigational work done on the production of clean milk by the use of mechanical milkers, many of the methods prescribed have not proven wholly satisfactory, or in other words, have not been practical and efficient.

While I will not take the time to discuss the conclusions of the different investigators on this subject, I would, however, be glad to call your attention to some of the later practical experiments on cleaning the milking machine.

Cleaning Milker

What is of most interest to the farmer and cheesemaker is some simple and practical method of cleaning the mechanical milker, whereby a reasonably good quality

of milk can be produced, or at least as good milk as can be produced by hand milking. In this connection I wish to call your attention to some circular letters issued by the department in June, 1920, under the title of Health Officer Letter No. 30, which may be obtained on application.

Successful experiments with heat as a sterilizing agent for all milking machines have been carried on by Hart and Stabler, of the University of California. Following are their conclusions:

1. Heat sterilization is the only successful way to sterilize the rubber parts of milk machines under ordinary ranch conditions.

2. It is a practical procedure from the standpoint of the time involved and the wear and tear on parts.

3. Where heat sterilization has been regularly done, no increased trouble with mammatitis has ever developed as a result of installing milking machines.

4. By this means milk can be produced with milking machines with as low a bacterial content as with hand milking.

5. Milk can be produced to meet any reasonable bacterial grading system.

6. No chemical solution has been found to accomplish these results under practical conditions.

7. Its general application will greatly reduce the discarding of milking machines after they have been installed.

In connection with better milk for cheesemaking let us not forget that the cheesemaker may be of great value in assisting the farmers in the production of better milk. Improvement may be brought about, as we will term it, by co-operation with the farmers. If a farmer is delivering milk which causes trouble, determine this fact at once, by the use of the fermentation tests, or any other tests which will make the situation clear to the farmer; and convince him by explaining the results of contaminated milk. In most cases farmers are very conscientious and do not wilfully mean to lower the grade of the factory

product; they are willing to correct bad conditions if they are convinced that their milk is responsible for low-grade product.

Fermentation Test

In Swiss cheese making, probably one of the best tests to convince the farmer of the quality of the milk he delivers is the fermentation test. As soon as any trouble with the milk is suspected, it is always well for the cheesemaker to make fermentation tests to locate the source of trouble. The condition of the milk can be shown to the farmer and thus he can be convinced that his milk is responsible for the difficulty. It must be remembered that it does not take a large amount of contaminated milk to ruin a cheese. Many times the milk from one small dairy is responsible for lowering the grade of cheese, thus causing a loss to all other farmers, whose milk comes in contact with his. It requires a good deal of diplomacy on the part of the cheesemaker to deal with these different problems; and his success as a cheesemaker does not depend wholly on his ability to manufacture cheese, but also on his ability to co-operate with the farmers in the production of good milk.

We realize that both the cheesemaker and the farmer have long hours of labor, and many times neither are in the best of humor; however, the spirit of co-operation should never be lost sight of. In case the farmer and the cheesemaker can not agree on the source of poor milk, if the cheesemaker would go to the farmers' barn with a spirit of interest, nine times out of ten the trouble can be located within a very short time, or precautionary measures taken which will result in clearing up the trouble.

Starters

Now that we have dwelt on the production of clean milk for cheesemaking to considerable length, we will take up the use of starters in Swiss cheese making.

It must be remembered that after observing every precaution, in the production of good milk, there are always more or less undesirable bacteria present in the milk, and if these bad organisms predominate, the resulting cheese is more or less likely to be under-grade. To combat this difficulty, a special starter has been developed by the United States Department of Agriculture known as *Bacillus Bulgaricus*.

Bacillus bulgaricus is a high acid-forming bacterium and is especially adapted to Swiss cheese making because of its ability to grow at a high temperature. This special bacterium is probably a close relative of the organisms which produce similar results where homemade rennet is used, but its advantages over homemade rennet are: First, it can be grown separately from the coagulating agent. Second, it can be maintained in a more pure condition. Third, it may be used in sufficient quantities to produce the desired results. Fourth, it enables us to depend upon rennet extract for our coagulation, which is of uniform strength and is usually pure. Fifth, it requires no more labor than the preparation of homemade rennet.

By growing this gas-suppressing bacterium separately, we gain one special advantage over homemade rennet even though the homemade rennet is not contaminated, in that we can use it as freely as needed. This we can not do with homemade rennet, because there is a limit to the amount of homemade rennet which can be used, on account of the coagulation.

Since the milk or whey from which the *bulgaricus* starter is made, together with all utensils, are sterilized, it will be readily seen that this starter can be kept in a more pure condition than any possible method of handling homemade rennet, even though the whey in which the rennets are set is pasteurized, for the rennets themselves may be more or less contaminated. Since the methods of handling starters will be given in our Swiss cheesemakers' short course, I will not enter into these details here.

Bulgaricus starter is not difficult to handle, and it

can be carried for months by a careful cheesemaker.

Used With Homemade Rennet.

Some cheesemakers have used bulgaricus with homemade rennet with good success, but the objection to this combination is that if trouble occurs, such as nissler cheese, naturally the amount of starter is increased, and, as I have stated, homemade rennet produces acid rapidly, as does bulgaricus, and there is danger of this combination oversouring the cheese, which may result in blind or off-flavored cheese. We are familiar with instances where the gas could not be suppressed by the use of starter with homemade rennet, and the starter was condemned unjustly; for many times the real reason is that the homemade rennet or the milk, or both, is so heavily contaminated that nothing can be done except to reduce the contamination by grading the milk closer, or to replace the homemade rennet with rennet extract and thus reduce the contamination to a point where it can be controlled by the use of starter and rennet extract.

Nearly every season during the summer months we hear of many factories which are obliged to turn to making brick or discontinue making cheese altogether. If in such cases the milk were graded a little closer and starter used, no doubt these factories could continue to make Swiss throughout the summer.

As you will note, I have emphasized the use of rennet extract where bulgaricus is used, though in many factories the combination of bulgaricus and homemade rennet is used with good results. Much more uniform results have been produced where the starters were used with extract, in fact we do not know of a factory where this combination has been used, where they did not get better results than by the use of bulgaricus and homemade rennet.

While in the past we have been willing to render what assistance we could to factories which were having trouble, the disappointing character of some of the results has convinced us that the cultures should not be

used with homemade rennet. The reason for this is that the action of the homemade rennet is so variable in strength that it is difficult to handle with bulgaricus. Both are high acid forming starters and there is more or less danger of oversouring the cheese because we have no control of the acid formation in homemade rennet. In other words, we can not determine the proper amount of starter to use from day to day without danger of oversouring the cheese.

The New Culture

Disregarding the fact that we may introduce contamination by the use of homemade rennet, there is another factor to be taken into consideration in connection with the use of rennet extract. Many makers contend that normal eyes can not be developed where rennet extract is used. This is no doubt true to some extent where milk lacks the natural inoculation for the production of eyes. To overcome this difficulty the department has developed another culture, which will develop the characteristic eyes and also the sweet, mutty flavor which is so noticeable in imported Swiss cheese. The distinct advantage in using the eye-forming culture are:

1. It insures eye formation and develops the characteristic sweet flavor of the imported cheese.
2. It enables the maker to use rennet extract, thus eliminating many sources of contamination.
3. It enables the factory to operate in winter as well as during the summer months.

This culture can not be handled in the ordinary factory, but is supplied direct from the laboratories. In the past the cultures have been supplied from the Washington laboratories, but it is hoped that this coming season arrangements will be made with the Bacteriological Department of the University of Wisconsin to supply these cultures, and the Department of Agriculture will furnish necessary personal supervision of their use. This will be much more satisfactory to all concerned, as the depart-

ment has experienced some difficulty in supplying these cultures regularly, and too many times they are lost or the bottles broken in transit, which brings more or less hardship to the cheesemakers who are depending on the regular supply.

In summing up the use of the cultures we believe:

First—That it is inadvisable to use either the eye-forming culture or the bulgaricus with homemade rennet.

Second—That a higher percentage of fancy and No. 1 cheese can be made under all conditions by the use of the cultures and rennet extract than by the use of homemade rennet.

Third—The use of cultures makes it possible for a factory to operate once a day, and also makes it possible for a factory to operate in winter as well as summer.

In conclusion I would like to state that in October there were eight cheese and their checks made at the Marty-Gempeler plant for the purpose of demonstrating to the students of the Swiss cheese short course the merits of the starters. Eight of these cheeses were made by the usual process, with homemade rennet, and eight were made with the cultures. At the close of the course, February 5, it is planned to go over these cheeses for the purpose of criticising and discussing the merits in both cases, and we cordially invite everyone who is interested in Swiss cheese or the use of cultures, including dealers, to join us in going over the cheese. While perhaps these cheeses are not strictly high-grade, we believe they are a fair average, and they give an opportunity for a comparison of the two methods.

HEALTH OFFICER LETTER NO. 38

Heat Sterilization for Milking Machines.

This method is proving very successful, and is both simple and effective. The machines are handled in much the same manner as when a disinfectant is used for sterilizing.

1. Immediately after milking, the machines are rinsed with cold or luke-warm water drawn through the

machines by vacuum. The flow should be broken occasionally by pulling the teat cups out of the water and then immediately immersing again. This is done ten or twelve times.

2. Above process repeated, using hot soda solution. Teat cups and tubing are washed with a brush at this time.

4. Long milk tube with claw and teat cups are detached from head of pail. Air tubes (on inflation types of machines) are plugged, and the whole placed in a tank of clean water, care being taken that all parts are entirely submersed. The water is then heated to a temperature of 160 to 180 degrees F. and held there for 15 to 30 minutes. The water is then allowed to cool, and the parts to remain there until the next milking. (A covered tank will usually hold the temperature above 160 degrees F. for the required length of time, if heated to 175 or 180 degrees F.)

The effect of the heating on the rubber parts has not been fully determined by this department as yet, for the work has not been carried on for a sufficient length of time. So far, however, the temperatures used have not been any more detrimental to the life of the rubber than other methods of sterilization.

Bacterial counts obtained on comparative tests made with machines sterilized by this method and others sterilized in a chlorinated lime solution have so far been somewhat in favor of the heat method for sterilizing. This is undoubtedly due to the fact that the heat penetrates more thoroughly all the cracks and crevices.

Twice each week the machine should be taken entirely apart and washed thoroughly with brushes and hot soda solution. The vacuum line should be cleaned about every two weeks by drawing hot soda solution through it with vacuum. If milk is drawn into the vacuum line, the pipe should be cleaned immediately after milking.

The moisture trap on the head of the machine (cover of pail) should be cleaned every day.

Milking machine pails and covers should be thoroughly washed and sterilized with steam after every milking.

The importance of clean teats as a factor in clean milk production should not be overlooked.

Successful experiments with heat as a sterilizing agent for all milking machine parts have been carried on by Hart and Stabler of the University of California. Their work is described in an article in the January, 1920, issue of the Journal of Dairy Science.

ADDRESS BY STATE VETERINARIAN

By Dr. Glaison

Ladies and Gentlemen:—

It is indeed a great pleasure to stand before you this afternoon.

I do so as your servant who has been in your employ for nine years, and ready to give an account of stewardship.

Not so long ago the State Veterinarian's office was something which you intended to stay clear of if possible. The advocates of getting rid of tuberculosis in cattle were about as popular as the present "dry agents." Times and ideas have changed. As I look into your earnest faces I know that you are here to gain knowledge for higher development of your industry.

Your forefathers who settled among the green hills of this county did so with a firm faith in God and a determination which was as honest as it was stern. Great blessings have come and the history of the cattle industry since the first introduction of a few dairy cows to the present situation is known to most of you. As the industry has developed, problems have confronted you.

With increased population disease also increases and so it is with cattle or other animals. The old story of planting the tares in the wheat is the same with disease in the pure body. Disease is the hand-maid of poverty. Strike at disease and you strike at poverty.

Disease has a direct bearing on the production and quality of your cheese or butter.

Tuberculosis among your cattle has a distinct bearing on the happiness of your children. It does not profit any person, how much riches they have, when health fails. Milk is one of the essential foods and when the milk contains disease, it ceases to be a food. I am assuming that there is no person present who wants to sell a diseased cow, or the milk from one, to his neighbor

or friend.

I am here for the express purpose of trying to show you how some of these disease-ridden cattle could be got rid of at a profit. You have a dairy production annually which is worth \$6,806,442. There are approximately 77,000 head of cattle in Green County, 47,000 of which are dairy cattle. Granting that there may be 10% of all cattle in this county which would be found tubercular, or about 7,000. Granting also that there would be a loss of fifty dollars on each animal so slaughtered, or an expense of about \$350,000.00. Labor for testing all cattle in Green County, \$18,000.00. A total expense, not to exceed \$400,000.00.

A premium of 10% above the market price may be had for dairy products coming from cows, all of which have passed a tuberculin test. Taking out seven thousand head of cattle in one year might decrease your production about 8%, of \$544,515.00, but a 10% advance in the price would more than offset this amount the first year.

Gentlemen and ladies, tuberculosis among cattle can be **eradicated with profit**. There are more than 2,300 farms in Green County. There were only about 135 herds tested last year. On 55 farms, no infection was found. Only about 7% of the cattle are tested as yet. We have seven accredited herds, 38 herds have passed one clean test, 57 herds are under state and federal "Accredited Herd" supervision. There were a total of 5,354 head of cattle tested, 624 reacted.

No doubt you have heard of the county tuberculosis control plan. Also that one county, Barron, has had all cattle within its borders tested between March 1 and Dec. 31, 1920. Sixty-seven thousand cattle were tested by an average of five men during that period. Every reactor removed. Lincoln County is now being tested; other counties are asking that the work be done, but have to be refused on account of lack of funds.

Creamery and Cheese Factory Products.

A statute provides that the by-products of cream-

eries and cheese factories must be pasteurized or sterilized before being returned to farms and feeding stations. Two years ago your Senator Olson introduced a measure appropriating ten thousands dollars toward testing of such associations provided that all members of such organization group sign a petition to the Wisconsin Department of Agriculture, asking that such work be done without cost to the owner. Only a few associations have taken advantage of this provision. The reason for this is no doubt lack of knowledge of the provision. If there are 300 head of cattle presented by two or more associations, the department may test all such cattle free of charge. If only 150 head or less are represented on the petition the department may test such cattle and charge one-half of the cost to the department. It would seem that the benefits which will derive from being able to advertise your products as coming from healthy cows would add materially to your income.

Accredited Herds

This project has been very well received and if funds are provided, we can soon assume first place in the nation in this work. This is a co-operative project, half and half, with the Bureau of Animal Industry of the United States.

General Administration.

The department is decidedly embarrassed for lack of funds. Outside of the special projects, the live stock sanitary end of it has only about \$13,000 to use for a variety of duties, including records, claims, interstate shipment supervision and testing by local veterinarians. We have now come to a time when the people must either elect to press forward to some definite end when this disease will in fact be controlled, or if we do not want to do that, let us discontinue to pay indemnities and let every man look out for himself, prohibit the use of milk or other dairy products in their raw state except when

certified to under definite conditions. I do not think you want to do that. I have firm belief in the purpose of our people and sometime, not so far distant in the future, we will have our herds free from tuberculosis.

READJUSTMENT OF THE DAIRY AND CHEESE BUSINESS TO PRE-WAR TIMES

By A. J. Glover, President of the Wisconsin Dairy
Council, Fort Atkinson, Wis.

It affords me pleasure this afternoon to have the opportunity of discussing with you some of the problems which confront the dairy farmers of our state.

It is unnecessary for me to relate the conditions under which the average dairy farmer finds himself today. The prices of all farm products have been liquidated to very near pre-war levels and the prices of other products remain at 100 to 110 per cent above pre-war levels. This creates in our country a bad condition and we will not assume normal conditions until the relationship between the prices of farm products and other commodities is adjusted. The farm crops of 1920 sold for \$5,000,000.00 less than they did in 1919. In other words, the purchasing power of the farmers is \$5,000,000.00 less this year than last. This has affected the merchant, the manufacturer, in fact, all enterprises. It is not my purpose, however, to discuss this matter further, but to direct my few remarks toward some of the dairy problems which we have to solve.

I was pleased to have the opportunity of listening to the discussion upon the importance of producing clean milk for the manufacture of cheese. No cheesemaker can manufacture a high quality product from an inferior grade of raw material. This section is noted for the fine quality of cheese it produces and the farmers are very largely responsible for the reputation which this section enjoys. It is to be regretted that not all of the cheese manufacturers are No. 1 or Fancies, for the lower prices which the inferior grades of cheese bring influence materially the price paid for milk. It is my opinion there is large opportunity for improving the quality of cheese

in this section and to enlarge its market.

We have been slow, indeed, to advise the consumer of the food value of cheese and we as a nation consume but a very small amount of it. If we consumed as much, for instance, as Great Britain per capita we would have to produce four times as much cheese. Even at the present price it is a cheap food product considering its nourishing properties and comparing it to what meat is selling for in our markets. We must consider closely the quality of milk that is produced in order that a fine quality of cheese may be made. Good quality dairy products increase consumption. When we shall have produced an adequate quantity of high quality cheese then there should be plans laid for advertising, for the consumer is very ignorant regarding the food value of cheese. He feels that it is something to be served with a piece of pie and does not appreciate that it is the most nutritious food that he can purchase in the market. The people of Switzerland use it as a food product and their development and strength indicate to me the food value of cheese.

The average man little appreciates the splendid opportunities to develop the various types of cheese and to manufacture the finest quality of butter. To do these things is to enlarge the market for dairy products and this means better prices. When too much of our milk goes into any one product there is likely to be severe reverses similar to that which we are experiencing at the present time with condensed milk, but if the farmer will develop a local co-operative enterprise, capable of making two or three dairy products of the finest quality, and develop a market for them, he is not likely to feel the sting of the decline in prices of his products. Communities that have co-operative enterprises in operation are not at the present time suffering the decline in prices of dairy products as are those where the farmers have not established such institutions.

It is my opinion that the solution of our marketing lies very largely in the successful development, in the

various communities of a state, of local co-operative enterprises. It would not be necessary for each of these institutions in any one state, they can be federated and a sales agency established for the purpose of furthering the marketing of their products and to secure better prices for them and to do the work of marketing more economically. An industry built upon successful co-operative units, each one carrying out its plans under separate management, so far as the development of the factories is concerned, is the sensible and substantial way of developing a system of co-operative institutions for caring for milk and its products. Proceeding in this manner is building an industry from the bottom up and not from the top down. These small units educate the patrons to business practices and teach them how institutions like this are financed, and if they follow the business closely enough they get a reflex action from the market and they learn how to take advantage of the market.

To bring about these ideal results, I believe in beginning by establishing in communities local co-operative institutions and gradually developing them until there is a sufficient number for a federation. There will be strength, economy, and business efficiency in a co-operative plan of this character.

It must be borne in mind that when a particular farm product is proportionately higher in price than other farm products, production of that product is bound to increase. It is also well illustrated that when the prices of all farm commodities advance, as they did during and just after the world's war, the price of land goes up. I believe this is due to a very large extent to farmers being greater competitors than those engaged in any other industry. This condition will not be corrected until more farmers conduct their business upon the same basis as other enterprises are carried on or not until they become better students of farm management.

Too many dairy farmers are indifferent to the cost of producing milk and are willing to keep cows which scarcely pay for the feed consumed, much less return any

income for labor. So long as this condition exists, the officers of milk producers' associations will be confronted with surplus milk even though prices and conditions do not warrant the producer to increase his production. There is a wide variation in the prices of milk throughout the United States, due to some extent to unsettled conditions; as the readjustment period proceeds and we come nearer to normalcy, the variation in prices of dairy products will not be so large. They will adjust themselves to the economic conditions of local communities and to the general prices paid for dairy products of all kinds.

I do not favor any arbitrary power to regulate the production of farm products but I do welcome enlightenment regarding cost of producing farm products which will lead the farmers to apply good farm management to their business. When they do this there will be no danger of producing so much milk in a given community that the prices will be so low as to make this enterprise unprofitable.

When a particular farm product becomes so cheap that it does not pay to produce it, the farmer switches to the production of some other product. This switching from one class of farming to another is not the most profitable course for the farmer to pursue, and it produces a constant fluctuation in the prices of farm products which is not an advantage to the consumer. There is need of understanding the factors which enter into the cost of producing farm products and they should be applied in the management of farms. Until the farmer recognizes these factors and accepts them, there will be surpluses difficult to handle and a danger of depressing the price of his particular product below cost of production. Agriculture has come to a time when it must be made profitable. The farmer can no longer turn to the advancement in the price of land as a source of his income. His profits must be made upon the products he sells.

I am heartily in sympathy with the movement to organize the dairy farmers, in fact, all farmers, for I believe

through organization rightly directed they can correct the evils that now exist in their industry and develop for themselves better market conditions. We must bear in mind, however, that it is the farmer who controls to a very large extent the returns of his farm. There is opportunity of making a saving in the marketing of his products. There are those who are taking too large a share in the handling of his products, and this condition should be improved but in doing so we must not lose sight of the fact that the factors under his own control are of far more importance to his returns.

There is a tendency, in fact more than a tendency, upon the part of a large number of not only farmers but other people, to be constantly depending upon their government and their organizations to solve their problems, to bring them economic relief and to increase the profits of their endeavor. It is the function of the government to protect its people and property and to give opportunity for freedom that all people may gather the fruits of their labor and develop their industries without being hampered by individuals or corporations. The farmers may well look to their organizations to do things for them which they themselves cannot do individually, but there is such a thing as depending upon these agencies too much, for the farmer is largely responsible for the success in the operation of his farm.

Some farmers feel ill over the agricultural situation of having their industry liquidated with such a vengeance and before others had a taste of it. These men feel a great deal worse than they should or than conditions warrant. The great body of farmers are acting wisely and resolutely in our present situation and most of them say this condition had to come and the sooner it did the better it would be, not only for the farmer but for the nation. It is their desire to see it go on until conditions are brought back to normal. They have not been affected by talk or discussions, or have they stampeded. They have absorbed the shock. They are the stabilizing influence for they appreciate that agriculture will sur-

vive. A few farms will suffer because they have expanded too much. Outside of a small percentage of dairy farmers, the dairy industry has suffered less than any other branch of agriculture. The patrons of creameries and cheese factories are in position to make more money by feeding cows this winter than last, for the price of feeds are relatively cheaper than the price of butterfat. Among the well organized co-operative creameries that have secured a good market for their high quality butter and cheese there is little complaint for the patrons are self reliant, resolutely going forward with their work, and they are not permitting themselves or their industry to become depressed.

These are trying times for all industries and let us not be discouraged with our own, but go forward with the idea of improving the production of our herds and acres, and improving the quality of our products and securing a better market for them.

PREMIUMS AND SPECIAL PRIZES

Donated by the Sharples Separator Co., Chicago, Ill. (Marty-Gempeler Co., Monroe, Wis., local representatives) to users of Sharples Separators only:

\$5.00 in cash for highest score on Round or Block Swiss Cheese.

\$5.00 in cash for second highest score on Round or Block Swiss cheese.

\$5.00 in cash for third highest score on Round or Block Swiss cheese.

\$5.00 in cash for fourth highest score on Round or Block Swiss cheese.

The Conley Foil Co., New York, N. Y., manufacturers of Tin Foil (Chas. R. Schepley, Monroe, Wis., local representative) will probably offer three prizes to users of their foil.

Donated by The De Laval Separator Company, Chicago, Ill., (Geigel Hardware Co., Monroe, Wis., local representatives) to users of De Laval Separators only:

For highest score on any kind of cheese, one 5-gallon can De Laval power machine oil.

For second highest score on any kind of cheese, 3 one-gallon cans De Laval power machine oil.

For third highest score on any kind of cheese, 2 one-gallon cans De Laval power machine oil.

For fourth highest score on any kind of cheese, 1 one-gallon can De Laval power machine oil.

Donated by Lehmaier-Schwartz & Co., Inc., New York, N. Y., manufacturers of Tin Foil (H. G. Van Wagonen, Monroe, Wis., local representative):

To users of Lehmaier-Schwartz & Co., Inc., foil only:

For highest score on Limburger cheese, one aluminum roaster.

For next highest score on Limburger cheese, one aluminum 6-qt. kettle.

For third highest score on Limburger cheese, one

3-qt. aluminum coffee pot.

Donated by the General Laboratories, Madison, Wis., manufacturing chemists:

For first, second and third highest scores on Swiss cheese, each one gallon can B. K.

For first, second and third highest scores on Block Swiss cheese, each one gallon can B. K.

For first, second and third highest scores on Brick cheese, each one gallon can B. K.

For first, second and third highest scores on Limburger cheese, each one gallon can B. K.

Donated by the Marschall Dairy Laboratory, Madison, Wis.:

For the highest scoring cheese made with their rennet, one ten dollar gold watch fob.

Donated by the Chr. Hansen's Laboratory, Inc., Milwaukee, Wis., manufacturers of rennet extract, etc.:

For highest score on any kind of cheese, \$5.00 in cash.

Donated by the A. H. Barber Creamery Supply Co., Chicago, Ill., dealers in all kinds of cheese factory and creamery appliances:

For highest score on Block cheese, a Nafis acid test.

Donated by the Morton Salt Company, Milwaukee, Wis.:

For highest score on Brick cheese, \$3.00 in cash.

For second highest score on Brick cheese, \$2.00 in cash.

Donated by the J. B. Ford Company, manufacturers of chemicals, Wyandotte, Mich.:

For highest score on Brick cheese, one set soup spoons.

For second highest score on Brick cheese, one set soup spoons.

For third highest score on Brick cheese, one set soup spoons.

Donated by H. B. Stanz, wholesale dealer, Milwaukee, Wis.:

For highest score on Limburger cheese, leather bill

book.

Donated by the Association:

Gold medals or equivalent cash prizes to the cheesemakers having highest scores on Swiss, Block, Brick and Limburger cheese.

Silver medals or equivalent cash prizes to the cheesemakers having second highest scores on Swiss, Block, Brick and Limburger cheese.

Fifty dollars will be divided at the pro rata plan to all exhibits scoring over 90 points that did not receive a gold or silver medal or equivalent cash prize.

Donated by F. Marty, president of the S. W. C. & D. Ass'n., Monroe, Wis.:

To the cheesemaker showing the keenest interest and making the most cheese exhibits in or outside of the state, one gold medal.

RESOLUTIONS

Resolved, That we urge the cheesemakers to co-operate more with the Wisconsin Agricultural Department and the extension department by attending the school for the betterment of cheese making, and thus sooner be able to get a dairy school permanently located in Green County, Wis.

Resolved, That we condemn the attitude of the condenseries in going on strike and closing their factories at any moment they see fit for the sole purpose of benefitting themselves and throwing the burdens and loss entirely on the dairymen, who have been the means of making their industry prosperous to a great extent.

Resolved, That we extend thanks to all of those who have taken part in furnishing the amusement of the public during this convention.

Resolved, That we extend thanks to all who have donated premiums and special prizes to the exhibitors; also to the Badger Cheese Company for their splendid display of cheese and to all other exhibitors, and to C. L. Chambers for loaning the furniture for the comedy act.

F. D. JEFFERY
G. CLARKE DODGE,
C. R. SCHEPLEY.

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