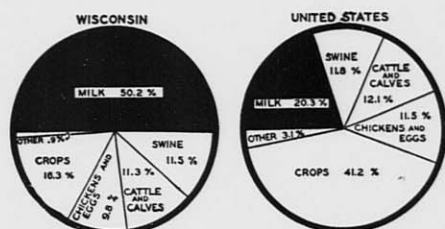


dairy products in the State that about 32 percent was used for creamery butter, 32 percent for cheese, 15 percent for evaporated and condensed milk, and 1.5 percent for ice cream. This leaves approximately 2 billion pounds or 19 percent of the commercial supply as the apparent amount which was sold in fluid milk and fluid cream channels. About 10 percent of this, or 2 percent of the total, was retailed by the producers themselves.

Total cash income of Wisconsin farmers from dairy products in 1937 was over 167 million dollars, a far greater amount than that received from any other farm enterprise, in fact, a greater amount than the combined cash income from all other farm commodities. Of this amount, 5.4 percent came from milk retailed by producers, 18.2 percent from sales of butterfat, that is, farm-separated cream, and 76.4 percent from whole milk sold to cheese factories, condenseries, milk dealers, and others.

Farmers' cooperatives handle about half of the commercial milk supply of Wisconsin farmers. In 1936 when cash income from dairying was 161 million dollars, sales by cooperatives were 80 million dollars. The two figures are not strictly comparable, however, since the sales data for cooperatives represent gross sales from which operating expenses must be deducted in order to determine net returns to the members. Butter accounted for the largest share of cooperative dairy sales—43 percent. Fluid milk and fluid cream represented 26 percent; cheese 19 percent; and all other products, including evaporated and condensed milk, 12 percent. It is apparent from this that a much larger proportion of the butter is

Sources of Gross Farm Income 10-Year Average 1928-37.



In Wisconsin milk has accounted for about half of the gross farm income for a number of years. Very few of the States have so large a portion of their farm income from this source. For the United States as a whole, milk has accounted for slightly over one-fifth of the gross farm income for the past 10 years. In Wisconsin, swine rank second as a source of farm income followed by cattle and calves and poultry. In the United States cattle and calves rank second as a source of gross farm income from livestock followed by swine and poultry. For the country as a whole, income from crops has been relatively more important than in Wisconsin.

Courtesy of the Wisconsin Crop Reporting Service.

handled by cooperatives than is true of the other dairy products.

Wisconsin is exceeded only by Minnesota in the dollar value of total cooperative dairy business.

Butter Tops Dairy Sales

Sales of butter manufactured cooperatively in Wisconsin in 1936 aggregated \$34,000,000, or 43 percent of the entire cooperative business of Wisconsin farmers in dairy products.

In 1938 Wisconsin produced cooperatively more than 100,000,000 pounds of butter. This was about 15 percent of the Nation's cooperatively made butter, and 55 percent of the entire State factory production.

In the total factory production of



Location of Cooperative Creameries in Wisconsin, 1936.

Dots show number of co-ops in a county but not exact location.

butter in the United States and also in the volume manufactured cooperatively, Minnesota ranks first, Iowa second, and Wisconsin third. In Wisconsin, however, only about 32 percent of the State milk production goes into butter, whereas in Minnesota and Iowa the bulk of the milk is used for this commodity.

The Farm Credit Administration has records of approximately 200 cooperative creameries in Wisconsin which are engaged in the manufacture of butter, many processing and selling other dairy products, and some of them buying and reselling dairy supplies to their patrons. Almost all of these cooperatives are local or centralized associations, with dollar sales in 1939 ranging from \$7,000 to over \$1,000,000. The typical association did a business of less than \$100,000—there were approximately 100 in this group—while the sales of about 50 cooperatives were \$300,000 or more. The large organizations include

the Ladysmith Milk Producers' Cooperative Association in Rusk County, and the Richland Cooperative Creamery Co. in Richland County.

Medford Cooperative Creamery Co.—

A considerable number of cooperative creameries in Wisconsin have an annual production of butter averaging around 2 million pounds or more. Eight were in this class in 1939. The Medford Cooperative Creamery Co. in Taylor County produced the largest run of butter. It manufactured almost 2,800,000 pounds of butter in 1939, and in some prior years even larger amounts. In 1939 it produced also 460,000 pounds of buttermilk powder. Sales exceeded \$725,000. The cooperative plant has a valuation of more than \$60,000. The association was organized in 1915 on a capital-stock basis, and after 25 years of operation has more than 1,000 patrons.

Barron Creamery Makes Large Sales of Cream

Barron Cooperative Creamery Co.—

In northwest Wisconsin the Barron Cooperative Creamery Co. has developed a variety of activities. The association sends its trucks to the farms of 900 patrons to collect the whole milk. At the plant the cream is separated and is shipped to market provided the net return for sweet cream is favorable compared with that for butter. If it is not, the cream is made into sweet or salted butter, whichever will bring the higher return to the patrons. This co-op prints its own butter. Skim milk is dried into powder for use by bakers and candy manufacturers. Organized in 1901, the business of the association has amounted to over \$1,000,000 each year since 1923, with