enable you to decide whether or not the present fat standard should
or should not be changed.

This association has always stood firm for the local creameries, and in so doing we have no apologies to offer for there is no
institution connected with the dairy business that means so much
to a state as does the local creamery. But right in the face of the
great advantage of the local creamery there is an organized and
determined effort on the part of the centralized creamery interest
to do the local creamery.

Right here I want to say that the centralized creamery interest
is to a very great extent responsible for the poor cream that the
local creamery butter makers are forced to accept. You know as
well as I do that practically all the creamery patrons in the state
have had their minds poisoned by the advertising matter sent out
bidding for cream, wherein the highest market price has been
offered and paid for butter fat in cream, no matter how bad the
quality. The result has been that just as soon as the local cream-
ery buttermaker refuses or even complains to the patrons about the
poor cream, he is met with the statement, “Well, if you don’t want
the cream, we will ship it,” so the local creamery buttermaker has
been forced to accept a lot of cream that he would not have ac-
cepted had it not been for the demoralizing interest of the central-
izer.

Fellow buttermakers, this is your association and I trust each
one of you will do all you can for the association and what it stands
for. Remember, if you fail to put forth your best efforts in behalf
of your own business, nobody else will do it for you, and your fail-
ure will prove an opportunity for the enemy. (Applause.)

The Chairman: We will now have the report of our Secre-
tary, Prof. G. H. Benkendorf.

SECRETARY’S REPORT.

G. H. Benkendorf, Madison.

Secretary Benkendorf: Mr. President, Ladies and Gent-
lemen:—The Secretary’s report is quite a voluminous affair and
I do not know that you care to hear all of its contents at this time.
It will be printed in the annual report, and if any newspaper man
wants it he may copy it here. There are, however, a few things I would like to explain. At the La Crosse convention we reported:

Receipts ..................... $1652.41
Expenditures .................. 1497.89

Leaving a balance of ............ $ 154.52

When the books were turned over to Mr. Cook there was a difference of $8.65 between his books and the Secretary’s books. There is still a difference of $8.65. We do not know how long this difference has existed. It might be due to several immaterial errors that crept in in the early history of the society. I don’t know of any reason why the books should continue to show this difference, and therefore I made this statement at the end of the report: “After carrying this difference for two years there is still a difference of $8.65 between the Secretary’s books and the Treasurer’s books, it is better an allowance of that sum should be made.” If you make that allowance it carries a balance of $145.87, which was the amount reported by the Treasurer at the La Crosse convention. It seems a little better on the face of it, and when you consider that heretofore no systematic effort has been made to draw a line and check up, it is remarkable that no greater differences have accumulated in the ten years existence of the society. The reports show that everything is all right, yet the above difference has crept in.

I may say that these accounts were checked over last night and approved by the Executive Committee.

(Secretary read the report.)

GENERAL FUND.

RECEIPTS.

1911.
Feb. 1, Balance on hand at La Crosse Convention....... $ 145.87
Dec. 1—10, D. E. Wood Co. .................................. 5.00
Dec. 6, Fitch, Cornell & Co. .................................. 10.00
Dec. 15, Colonial Salt Co. .................................. 10.00
Dec. 21, American Butter & Cheese Co. ..................... 5.00
Dec. 24, Martin H. Meyer .................................. 5.00
<table>
<thead>
<tr>
<th>Date</th>
<th>Company Name</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan. 1</td>
<td>Leserman Bros.</td>
<td>5.00</td>
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<tr>
<td>Jan. 3</td>
<td>Booth Fisheries Co.</td>
<td>10.00</td>
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<tr>
<td>Jan. 6</td>
<td>Gude Brothers, Kieffer &amp; Co.</td>
<td>5.00</td>
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<tr>
<td>Jan. 10</td>
<td>Currie Hardware Co.</td>
<td>5.00</td>
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<tr>
<td>Jan. 23</td>
<td>Eau Claire Commercial Club (Bal. due)</td>
<td>60.00</td>
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<tr>
<td>Jan. 28</td>
<td>S. A. Cook, Membership and Donation</td>
<td>10.00</td>
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<tr>
<td>Jan. 30</td>
<td>Gleason &amp; Lansing</td>
<td>10.00</td>
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<tr>
<td>Jan. 30</td>
<td>Spangenberg &amp; Co.</td>
<td>5.00</td>
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<td>Jan. 30</td>
<td>Latshaw Feerst Co.</td>
<td>5.00</td>
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<td>Jan. 30</td>
<td>H. C. Christians Co.</td>
<td>5.00</td>
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<td>Jan. 30</td>
<td>Geo. C. Mansfield Co.</td>
<td>5.00</td>
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<tr>
<td>Jan. 30</td>
<td>Wisconsin Coal Co.</td>
<td>5.00</td>
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<td>Jan. 30</td>
<td>Worcester Salt Co.</td>
<td>10.00</td>
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<td>Jan. 30</td>
<td>J. G. Cherry Co.</td>
<td>10.00</td>
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<td>Jan. 31</td>
<td>Northey Mfg. Co.</td>
<td>5.00</td>
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<td>Jan. 31</td>
<td>Coyne Bros.</td>
<td>5.00</td>
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<td>Jan. 31</td>
<td>Ditman &amp; Co.</td>
<td>5.00</td>
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<td>Jan. 31</td>
<td>A. H. Barber &amp; Co.</td>
<td>5.00</td>
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<td>Jan. 31</td>
<td>Morton Salt Co.</td>
<td>5.00</td>
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<tr>
<td>Jan. 31</td>
<td>De Laval Separator Co.</td>
<td>15.00</td>
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<td>Feb. 1</td>
<td>Gallagher Bros.</td>
<td>5.00</td>
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<td>Feb. 1</td>
<td>Vilter Mfg. Co.</td>
<td>10.00</td>
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<td>Feb. 1</td>
<td>Jensen Mfg. Co.</td>
<td>10.00</td>
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<td>Feb. 1</td>
<td>S. S. Borden Co.</td>
<td>5.00</td>
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<td>Feb. 2</td>
<td>American Steam Pump Co. (Balance allowance)</td>
<td>9.80</td>
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<td>Feb. 2</td>
<td>Wells &amp; Richardson Co.</td>
<td>10.00</td>
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<td>Feb. 3</td>
<td>Wisconsin Dairy Supply Co.</td>
<td>10.00</td>
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<tr>
<td>Feb. 3</td>
<td>Cornell Bros.</td>
<td>5.00</td>
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<td>Feb. 3</td>
<td>Standard Oil Co.</td>
<td>10.00</td>
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<td>Feb. 3</td>
<td>Christ. Hansen Laboratory</td>
<td>10.00</td>
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<td>Feb. 4</td>
<td>Hunter Walton &amp; Co.</td>
<td>5.00</td>
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<td>Feb. 6</td>
<td>Collyer &amp; Co.</td>
<td>10.00</td>
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<td>Feb. 6</td>
<td>Elgin Butter Tub Co.</td>
<td>10.00</td>
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<td>Feb. 7</td>
<td>A. Martin &amp; Co.</td>
<td>10.00</td>
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<td>Feb. 7</td>
<td>American Box Co.</td>
<td>5.00</td>
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<td>Feb. 7</td>
<td>Indiana Refrigerating Co.</td>
<td>5.00</td>
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<td>Feb. 7</td>
<td>Elov Ericsson</td>
<td>5.00</td>
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<td>Feb. 8</td>
<td>Creamery Package Mfg. Co.</td>
<td>5.00</td>
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<td>Feb. 8</td>
<td>J. B. Ford Co.</td>
<td>10.00</td>
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<td>Feb. 9</td>
<td>A. H. Barber Supply Co.</td>
<td>10.00</td>
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<td>Feb. 10</td>
<td>Geo. W. Linn &amp; Son</td>
<td>5.00</td>
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<td>Feb. 10</td>
<td>H. W. Johns-Manville Co.</td>
<td>10.00</td>
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<tr>
<td>Feb. 15</td>
<td>Fred. C. Mansfield Co.</td>
<td>5.00</td>
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</table>
Feb. 16, International Harvester Co. .................................. 10.00
Feb. 16, Quincy Cold Storage ........................................... 20.00
Feb. 20, Union Storage Co. ............................................. 5.00
Feb. 25, O. B. Cornish—Machinery Hall rent ..................... 20.00
Feb. 1—3, Membership:
  O. B. Cornish .................................................. 18.00
  Geo. Swits ................................................................ 19.00
  Miss Henwood ..................................................... 22.00
  G. H. Benkendorf ............................................... 71.00
  F. W. Grell .......................................................... 11.00
  S. B. Cook ......................................................... 3.00
  P. A. Larson ........................................................ 16.00
  J. G. Moore .......................................................... 43.00
  M. H. Meyer ....................................................... 6.00
Mar. 11, P. F. Brown & Co. .............................................. 10.00
Mar. 16, Roy Bros. ...................................................... 5.00
Mar. 20, Interest on $600 at Bank .................................. 9.00
April 1, Fox River Butter Co. .......................................... 10.00
April 4, Sturges & Burns ............................................. 10.00
April 27, Co-operative Cry. Supply Co. ......................... 10.00
May 5, Empire Separator Co. ......................................... 5.00
June 29, G. H. Benkendorf—Memberships ..................... 6.00
June 30, Transfer 181 Exhibitors Memberships ............... 181.00
Sept. 5, State Appropriation ......................................... 600.00
Oct. 19, D. E. Wood Butter Co. ..................................... 5.00
Oct. 19, W. J. Hartzell Co. .......................................... 5.00
Oct. 19, Gude Bros. Kiefer Co. ...................................... 10.00
Oct. 19, Fox River Butter Co. ....................................... 10.00
Oct. 19, Standard Oil Co. ........................................... 10.00
Oct. 19, Johnston & Coughlin ....................................... 10.00
Oct. 19, Fitch Cornell & Co. ........................................ 10.00
Nov. 20, S. T. Pratt ................................................... 5.00
Nov. 20, Jones Dairy Farms ......................................... 2.50
Nov. 28, L. A. Dishbrow ............................................. 5.00
Dec. 12, Hunter Walton Co. ......................................... 5.00
Dec. 12, Sherwood Hotel ............................................. 5.00

1912
Jan. 8, Uncollected Checks from S. B. Cook (Treas.) .......... 14.27
Jan. 20, Wm. J. Haire Co. .......................................... 5.00
Jan. 30, Latshaw-Feerst Co. ........................................ 5.00
Jan. 30, J. G. Cherry Co. .......................................... 10.00
Jan. 30, Geo. C. Mansfield Co. ................................... 5.00
Jan. 30, H. C. Christians Co. ...................................... 5.00
Jan. 30, W. D. Collyer & Co. ........................................... 10.00
Jan. 30, Leserman Bros. ................................................. 5.00
Jan. 30, Geo. W. Bull & Co. ........................................... 10.00
Jan. 31, Spangenberg & Co. ........................................... 5.00
Jan. 31, Worcester Salt Co. ........................................... 10.00
Jan. 31, Currie Hardware Co. ........................................... 5.00
Jan. 31, A. H. Barber & Co. ........................................... 5.00
Jan. 31, Gleason & Lansing ............................................ 10.00
Jan. 31, Wells & Richardson Co. ................................... 10.00
Feb. 5, J. B. Ford & Co. ................................................ 10.00
Feb. 5, Morton Salt Co. ................................................ 10.00
Feb. 5, Chr. Hansen Laboratory ....................................... 10.00
Feb. 5, Coyne Bros. ..................................................... 10.00
Feb. 5, Wisconsin Dairy Supply Co. ................................ 10.00
Feb. 5, Merrill & Eldredge ............................................ 10.00
Feb. 5, Dittman & Co. ................................................... 5.00
Feb. 5, S. S. Borden Co. ............................................... 5.00
Feb. 5, Gallagher Bros. ................................................ 5.00
Feb. 5, Torsion Balance Co. .......................................... 10.00
Feb. 5, Eck, McNeill & Co. ........................................... 5.00
Feb. 5, Lorenz Model Co. .............................................. 10.00
Feb. 5, Vilter Mfg. Co. ................................................ 10.00
Feb. 5, Laabs Bros. ..................................................... 5.00

1911 EXPENDITURES.

Feb. 25, C. E. Lee, Convention expenses ...................................... $ 15.57
Feb. 25, Miss E. M. Henwood, Convention expenses ......................... 30.62
Feb. 25, E. H. Farrington, Convention expenses ..................................... 8.82
Feb. 25, C. J. Dodge, Convention expenses .................................... 8.14
Feb. 25, C. L. Passmore, Convention expenses ................................... 13.96
Feb. 25, John Schield, Convention expenses .................................... 8.30
Feb. 25, J. D. Jarvic, Convention expenses ..................................... 22.00
Feb. 25, O. B. Cornish, Convention expenses ................................... 23.89
Feb. 25, Walter Mayer, Printing ............................................ 26.50
Feb. 25, Walter Mayer, Stationery ........................................... 27.50
Feb. 25, Schwaab Stamp & Seal Co. ....................................... 100.00
Feb. 25, Jennie Boning, Stamps, Stenographic Work ................................ 29.05
Feb. 25, Expenses Preliminary to La Crosse Convention .................... 74.67
Feb. 25, Expenses incurred at La Crosse Convention:
  Mrs. Carpenter's Expenses ........................................... $22.40
  G. H. Benkendorf, Hotel Bill .......................................... 17.75
  Signs, Car Fare, Express, etc. ....................................... 33.52
  ................................................................. 73.67
Mar. 22, Mrs. Carpenter, Reporting Convention .................................. 75.00

$1987.44
Mar. 22, Theo. Dresen, Convention Prizes .................. 67.31
Mar. 22, S. B. Cook, Convention Expenses .................. 27.46
Mar. 22, G. P. Sauer, Convention Expenses .................. 32.60
Mar. 22, Miss Henwood, Clerical help .................. 21.51
Mar. 27, F. W. Grell, Convention Expenses .................. 14.44
April 1, O. B. Cornish, Salary Mchy. Exhibition .......... 25.00
April 1, S. B. Cook, Salary as Treasurer .................. 25.00
April 28, G. H. Benkendorf, Sec., Salary 1910-11 ........ 250.00
June 29, Schwaab Stamp & Seal Co., 200 extra fobs ........ 25.00
June 30, G. H. Benkendorf, Stamps, printing, etc .......... 38.97
Aug. 26, Tracy, Gibbs & Co., Printing .................. 23.00
Aug. 26, G. H. Benkendorf:
  Expenses to Milwaukee .................. $5.88
  Engraving cup .......................... 1.15
  Stamps ................................ 8.00
  Telephone, express, etc .................. 3.02
  ........................................ 18.05
Aug. 28, A. C. Schultz Expenses attending committee meet-
ing at Madison ................................ 5.18
Aug. 26, S. B. Cook, Expenses attending committee meet-
ing at Madison ................................ 22.03
Aug. 31, Jennie Boning, Clerical work .................. 3.60
Sept. 5, Tracy, Gibbs & Co., Printing .................. 16.00
Sept. 5, A. W. Zimmerman:
  Expenses attending committee meet-
ing at Madison .................. $5.30
  New account book .................. 1.75
  ........................................ 7.05
Oct. 18, Stamps for sending out report, etc .............. 36.38
Nov. 1, P. B. Haber Printing Co., Printing 800 copies
  Annual report ........................ 194.00
Jan. 18, Germania Printing Co., sending out convention
  announcements ........................ 22.00
Jan. 18, H. P. Olsen, Mailing programs, stamps, etc .... 36.00
Jan. 18, Schwaab Stamp & Seal Co., 500 convention fobs. 100.00

$1694.47

RECAPITULATION.
Balance on hand as reported at La Crosse convention ... $ 145.87
Receipts .................................... 1841.57
Total ...................................... $1987.44
Expenditures ................................ 1694.47
Balance on hand as reported at Green Bay convention ... $ 292.97
BUTTER ACCOUNT 1911.

1911 RECEIPTS.
Feb. 3, 3418 lbs. butter @ 19½c, sold to Hawley Commission Co., La Crosse. $657.95
Feb. 3, 90 lbs. butter @ 19½c, sold to Hawley Commission Co., La Crosse 17.40
Feb. 3, Butter sold by J. G. Moore to private parties, 8 packages 33.00

$708.35

1911 EXPENDITURES.
March 4, Excess Butter—
M. J. Ashdown $ 1.73
R. O. Brye 8.08
W. A. Galstad 2.12
A. C. Haberstich 1.73
W. H. Kubat 1.73
Merrill Cry. Co. 7.12
Q. Moersch 1.92
R. A. Yates 1.92
Univ. of Wisconsin 11.93

$ 38.28

March 4, Complimentary score butter returned to exhibitors, less $1 membership:
Fred. Allen $2.46
S. B. Cooksley 2.85
G. E. Day 2.87
A. G. Dunker 2.66
Guy Jordan 2.85

13.09

April 1, J. G. Moore, expenses, salary and express 136.28
June 30, 181 Exhibitors' memberships transferred 181.00
June 30, Balance transferred to 1912 premium fund 339.70

$708.35

PREMIUM FUND 1912.

1911.
April 20, Salary O. B. Cornish, 1911 Convention $ 25.00
June 30, Transfer undivided 1911 Premium account 20.60
June 30, Transfer 1911 Butter account—net proceeds 339.70
June 30, Guy Jordan, returned check La Crosse Convention 2.85
Oct. 19, Diamond Crystal Salt Co. 10.00
Oct. 19, D. E. Wood Butter Co. 5.00
Dec. 12, Fox River Butter Co. 25.00
Dec. 12, Chr. Hansen Laboratory 15.00
1912.
Jan. 30, J. G. Cherry Co. ........................................ 25.00
Feb. 5, J. B. Ford Co. ........................................ 10.00
Feb. 5, Morton Salt Co. ........................................ 10.00
Feb. 5, Wisconsin Dairy Supply Co. ......................... 10.00
Feb. 24, Creamery Package Mfg. Co. ......................... 25.00
April 5—Up to this date the Commercial Club of Green Bay have
failed to forward the amount of their subscription for
the premium fund, which was $300.00.
Checks were issued Feb. 9, 1912, to the amount
of $802.62 and were sent along with the scoresheets
to the parties exhibiting butter at the convention. A
detailed statement of the amount sent each exhibitor
is found in the latter part of this report.

The President resumed the chair.

The Chairman: You have heard the report of the Secretary. What will you do with it?

Member: I move that it be accepted.
Which motion was seconded and unanimously carried.

The Chairman: Next will be the report of the Treasurer, Mr. A. W. Zimmerman, of Norwalk.

Treasurer's Report.
A. W. Zimmerman, Norwalk.

Mr. Zimmerman: Mr. President, Ladies and Gentlemen: You have all heard the financial standing of Wisconsin Buttermakers' Association, only it is detailed a little different in my account.

Norwalk, Wis., Feb. 7, 1912.

Balance reported at La Crosse meeting ............... $ 145.87
Total received for advertising, etc. ....................... 845.57
Received on Premium fund for 1911 ....................... 866.80
Received, Memberships .................................. 396.00
Received State Aid from State Treas. ................... 600.00

Total Receipts .............................................. $2854.24
Paid out orders issued by the Secretary and countersigned
by the President ........................................... 2063.12

Net Balance at date ....................................... 791.12