The Chairman: As we haven't anything more on the program tonight I will give an announcement that the Machinery Hall will open at eight to eight-thirty and the Starter Demonstration by Mr. Meyers and Mr. Ericson will take place there.

There being nothing more, the meeting adjourned.

WEDNESDAY MORNING.

Wednesday morning, eleven o'clock, meeting called to order by the President.

The President called Vice-President F. Bowar, of Cazenovia, to the chair.

The Chairman: Ladies and Gentlemen: The first on the program this morning will be an address by President S. B. Cook, of Cumberland.

PRESIDENT'S ADDRESS.

S. B. Cook, Cumberland.

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

I am not going to detain you long this morning with an extended address because there is a full program arranged for. However, I have some things to say and some suggestions to make which, if followed, I believe will work out to the advantage not only of the members of this association, but will bring about better conditions in the branch of the great dairy business of the state which we represent. I want to congratulate you on the showing made thus far, both in the exhibit of butter and in the attendance. However, there are over 1000 buttermakers actively engaged in the business of buttermaking in this state and the butter exhibit and the attendance of buttermakers should be much larger. The arrangement of the programs for these annual meetings, designed to benefit the buttermakers, should prove to be a sufficient drawing card. I take it that every butmaker in this state really desires that improvement be made along all lines of the dairy business which would tend toward manufacturing a better article of butter.
In this direction the work of the butter scoring contest, carried on by the dairy department of the college of agriculture at Madison, under the able and efficient management of Professor C. E. Lee is to be commended. When sending butter to that contest, the importance of properly and honestly filling out the method blank as to how the butter was made, cannot be urged too strongly, because if the exhibitor is to receive the desired benefit, the man in charge must have the information called for on the blanks. Then he can compare the judges' score and criticism with the method of manufacture and suggest how improvement may be made.

That the practices of many of our dairymen, and that many of our dairy herds can be improved, is conceded. The buttermaker's opportunities to assist in this great work are many. As the patrons are met from time to time, instead of the conversation that is often heard at the weigh-room, such as "Good morning, Brown, how are you? Do you think it is going to rain or snow? Do you think we will have warmer or colder weather tomorrow?" or some such conversation just as unimportant, let each buttermaker acquaint himself with the individual needs of his patrons, and when they drive up to the creamery, suggest to them some of those needs which aid in producing better and more milk or cream, such as the building of a milk house or a silo, whitewashing the barn, or putting in cement floors, more light or a system of ventilation; also the importance of testing the individual cows so that the poor and unprofitable ones may be culled out, and suggest how to breed and feed the profitable ones to make them more profitable. Such continued agitation among the creamery patrons of the state would bring about wonderful improvements.

I had planned to say something about the necessity and importance of the organization of county associations to work in connection with this association, but the address by F. D. Currier of Nicollet, Minn., at the Minnesota Butter and Cheese Makers' Association held at Albert Lea, Minnesota, is right to the point and to be commended. Through the courtesy of the management of the Dairy Record of St. Paul, Minn., this address has been republished and a sufficient number of copies of that paper have been furnished so that each member can have one. I urge you to read
and study this address with the view of forming such associations as Mr. Currier suggests. He says in part:

"There has never been a time, in the history of dairying * * when there was greater need of co-operation among our local creameries than right now; and if those creameries are to survive and continue to be the important factors in the future that they have been in the past, in the development of the dairy industry, they must realize the dangers confronting them and be prepared to meet them—be prepared to meet emergencies, and this can only be done through co-operation or a united effort. It can never be done by listening to flattering promises which are made only to be broken."

The oleomargarine situation is serious and demands our most careful attention. A bill known as the Lever Bill H. R. 18493 has been introduced into congress by Congressman Lever.

Under the terms of that bill, the name of the article now recognized by national and state law as oleomargarine, is changed to that of "margarine," and is so framed as to repeal the present provision of the national oleomargarine law which gives the state control over oleomargarine as soon as it comes into the state.

It also specifies one-half and one pound prints as "Manufacturers' Original Packages." If such a law is to be enacted and held to be constitutional, then any one in any state may sell all the oleomargarine possible in spite of any state law, no matter how dishonestly colored.

The bill also provides that before a penalty could be imposed for its violation, it would have to be proven that the law had been knowingly or wilfully violated, which is practically impossible to do.

The bill provides for a flat tax of one cent per pound on all oleomargarine or "margarine" as they propose to call it. The oleomargarine people are behind this bill and argue that it would reduce the cost of oleomargarine to the consumers on the ground that the tax will be reduced. Such argument is misleading and false because as shown by the following which is taken from the report of the commissioner of Internal Revenue for the fiscal year ending
June 30, 1911, as found on page 16: There were withdrawn, tax paid, 115,448,006 pounds of oleomargarine at the rate of \(\frac{3}{4}\) cent and 2,764,971 pounds at the rate of 10c, or a total of $118,212,977 pounds for which the total collections were $284,262.94, from the stamp tax at the rate of 10 cents per pound and $286,895.81, at the rate of \(\frac{3}{4}\) cent per pound, or a total of $571,158.75 from both classes.

There evidently is a misprint in the commissioner's report in some of the figures given above, because the total tax from both stead of $571,158.75. However, that is only a matter of a few sted of $571,158.75. However, that is only a matter of a few thousand dollars. The point I desire to make is that if there had been collected the tax rate of 1 cent per pound on all oleomargarine as is provided in the Lever Bill, there would have been collected on the 118,212,977 pounds of oleomargarine, $1,182,129.77, or a difference on the basis of the tax of more than half a million dollars that the consumers of oleomargarine would have had to pay for the same amount of oleomargarine were the Lever Bill in force.

There is a certain amount of agitation in this state relative to the 82.5% butter fat standard which this association favored at the meeting held at Wausau in 1907, and which standard was later enacted into law by the legislature of the state. We all know that the centralized creamery interest is opposed to this standard and will make every possible effort to have it lowered. Now it may be that the standard of 82.5% fat for butter is too high, but if it is, we have now a very easy way of finding that out ourselves, and every buttermaker should hold himself responsible, and I urge you to make the necessary investigation.

Accurate determination of the butter fat content of butter can be made by the Babcock method. This method is fully reported in the bi-ennial report of the Wisconsin Dairy and Food Commissioner for the period ending June 30, 1919, on pages 353-358. This work was done with the use of the "Wright Butter Test Bottle."

I want to urge the buttermakers to procure some of these butter test bottles and make fat determinations of the butter manufactured. Do this throughout the coming year and then when we meet in annual convention next year, you will have data which will
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 creamery 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 accepted had it not been for the demoralizing interest of the centralizer.

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 failure will prove an opportunity for the enemy. (Applause.)

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

SECRETARY’S REPORT.

G. H. Benkendorf, Madison.

Secretary Benkendorf: Mr. President, Ladies and Gentlemen:—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