a low acidity. This butter is that kind of a product. I don’t want you to feel that I am partial in placing a high score on that butter, but if the Danish butter contained 2½ per cent of salt in place of just about 1 per cent, I would be safe in placing the score of 95 on that butter. It has an elegant flavor. (Applause.)

PRESIDENT: We will now go to the next on the program, Creamery Conditions in Northern Wisconsin, by Mr. Robert Carswell, of Menomonie.

CREAMERY CONDITIONS IN NORTH WESTERN WISCONSIN.

By Robert Carswell, Menomonie.

Mr. President, Ladies and Gentlemen: Don’t you all think, laying all jokes aside, that our state Association is getting hard up for speakers, when we younger boys at the trade are called upon? Your worthy secretary insisted that I should represent the northwestern part of our state, which section has made a great advancement in the production of dairy products the last few years, and we are looking forward to the near future when we will outclass any of our dairy sections in the state, as we all can see that there has been a great boom for better dairy herds. In our locality there are quite a few excellent herds, comprising Holsteins, Guernseys, and Jerseys.

I am not up here to tell any of you brother buttermakers how to operate your creamery, but only of the conditions as they exist in our community, because I think we produce a larger quantity in fifty miles radius than any territory in our state, and most all of them have the cream hauled by wagons. We have a creamery at Rusk, six miles east, and one at Downs-ville, seven miles south, and the amount of butter made by these three creameries amounted to 1,700,000 pounds for the year just ended.
Gentlemen, we don't receive one pound of cream individually, but it is all hauled by the route system, and I will say that this is where we boys in such localities are handicapped, as we have to depend on the hauler for courtesy shown to our patrons, and the results of good or bad cream. And again we have the extreme hot and cold weather to contend with, as you all know the cream is on the road from early morning until late at night, and it always shows more or less the effects of the weather.

I have seen in our dairy papers where some of our highly esteemed professors advise the creameries to put up ice for their haulers so they can have some every morning before leaving, and I know that in some localities they are using that method, but I do not agree with them in regard to our community where we only have the old stagnant and polluted pools from which to secure the ice. And again our dairy schools are always advocating to the boys not to put crushed ice in their
cream for cooling purposes, but use the coil system for which purpose it is adapted, as it would have a tendency to injure the flavor, but I am strongly of the opinion that if our cream stands along with the ice water from such pools in the extreme hot weather from early morning until evening, that the flavor is already spoiled. The same may be applied to our severe winters when the cream comes in frozen solid to your cans. That is why we buttermakers under such circumstances have to work accordingly and not exactly by reading conditions altogether different from ours. Several buttermakers, whom I am well acquainted with, have asked me why we don’t use starter and pasteurize, but as I told them, that starter is a new word in our community as they never even saw or know that a starter can is. I myself have approached my directors for one, but the answer was, why buy a starter can and pay extra for milk and pay for hauling same when we are getting as much or more than some creameries in different localities that are using starter.

So, gentlemen, it is a hard proposition for the buttermaker under such conditions, and I am sure if we three creameries did decide to use starter, I think we would need quite a large can for the summer months, as we all receive around 14,000 to 15,000 pounds of cream Mondays and Tuesdays, and as you know all that cream comes in from four to six P. M. and it being in the condition it is in when received, I think it would have to go through quite a process before adding starter. If such methods were approved it would mean double shifts in all our plants. I think the same may be applied as to pasteurization, it would be of no avail unless you had starter. And again it is a late hour after 6 P. M. to begin pasteurizing, especially in a wood jacketed cream vat, and I think most of our cream is already overheated when it lands at the factory, especially the thin cream that most of our creameries are handling.

Gentlemen, our way of handling the raw material, to my knowledge, is altogether different from the plants who have it brought to their door and can inspect every delivery in that
way. We may adhere to some of the new ways, and we boys under such circumstances are all ready for the new and up-to-date methods, if only they will apply to the conditions we are working under. I would say that if ever some of our brother buttermakers perchance to get into such a location as ours, we can assure them that they can start their sermons for such things to the directors, but we think it would be of no avail as long as the buttermaker has a farmer for his manager. I strongly think that under such circumstances, the buttermaker should hold his place as such, and abide by his higher authority.

I do believe that if we had more help from our Dairy and Food Department, and if our legislature body could see it in that way, we would all turn out a better product, as you all know that your inspector at the present time has too large a territory on his hands. We cannot praise him too highly for the good he is accomplishing, but it is pretty hard for him to make more than one or two inspections during the year, and I think his time is very limited when he does appear, as he has the meat markets, grocery stores, city milk and the city dairyman's barns to inspect along with the creamery. We all admit that such inspections are a necessity for all of us, and if we could only induce our Legislature to put on a force, that could spend more time right on the dairy farm, we would be making our best step toward good raw material, I know that every dairyman who retails his milk in our city has a neat and clean barn. Why? Because he is looked up so often by our inspectors. I think the same would apply if only our patrons were reprimanded occasionally. But gentlemen, we always see in the papers, why don't the buttermakers go and round up their patrons and see as to the conditions on the farms? I really think that we boys under such conditions will have to have more time and authority before we put such a task on our shoulders, as I think we have all we can do to attend to our wants at our creameries, as most of us have over 400 patrons, and if we satisfied all of them, I think that is all we want to do, without substituting for an inspector.
I suppose some of you saw two articles in recent issues of the Dairy Record where two gentlemen told us that there is too much blame put on the farmer of today, and he was not altogether to blame. This might be true, and is true in regard to some, but I think there is plenty of room for improvement, at least I know there is in our community. I think the buttermaker is not altogether to blame for conditions that exist six or eight miles from his factory.

I would like to say a few words in regard to the grading of cream. This, in my judgment, wouldn't work out very satisfactorily under the present conditions, as all the responsibility would fall on the haulers, and you can't expect the average hauler to have the capability of grading cream. I think he only expects to weigh and sample his cream correctly and get towards home as soon as possible.

Gentlemen, we in our locality are only testing twice a month, and I will say that most of us have over 400 patrons at the present time. You hear every day from different sources, "test daily". You all know that would mean an extra man in all our plants under those conditions, and who is it that is going to make this big change? Don't you think that if our dairy officials could only induce our creamery boards to see it in that light, and what advantages it would be to them, that we might win, if it was pointed out in such a manner that they would benefit by it? But as for us buttermakers to take such a task, I think, gentlemen, that the burden would be too heavy and that the want columns in our dairy papers would be more than full every week, as I think you will agree with me it would be impossible for a buttermaker under such conditions to keep his place. I think if we do that we will work in better harmony with our manager and the company will be better satisfied.

I suppose you all know that our department is enforcing the law on creameries which are not testing daily, to do away with the 9 inch test tubes and replace them with 1x5 test tubes, and to take a proportionate sample from every patron. This is all right for the average farmer, but where a creamery has a large number of patrons, running from 300 to 400
pounds of cream a trip, I think we will have quite a sample to throw away at the end of two weeks, and it means that most of us will have to have larger sample bottles.

Gentlemen, we are not criticizing or kicking, but these are the actual conditions that confront us in our locality. I am glad to see in the announcement of this convention that our State Association has taken a good step toward helping our buttermakers who are working under such conditions, when they changed the way of distributing the pro rata money. You all know that it is almost impossible to make high scoring butter when you are working under such adverse conditions, and I think the buttermakers will appreciate it as they will receive a little for their trouble. It takes as much time to make a poor grade as a good grade, and we boys should be thankful for having a set of officers who have served us the past year.

I would like to say a few words in regard to our two County Associations which exist in the northwest, and I will say that the buttermakers who attend these small meetings derive a great benefit from them. We all have a good time and exchange views as well as hear some excellent papers from our superior professors and buttermakers as well as our esteemed traveling men, who visit a good many creameries, and can always give us some good points.

As Secretary of the Northwestern Wisconsin Buttermakers’ Association, and on behalf of the President and Directors, I extend to you all an invitation to attend our annual meeting to be held in Eau Claire on March 5th, and I will say that our program will be one of the best and discussions will be the chief object of this meeting.

Gentlemen, I thank you. (Applause.)

DISCUSSION.

MR. CARSWELL: Mr. Chairman: I see Mr. Keppel down here, and I want to ask him, is it possible to grade cream when they use the hauling system?

MR. V. S. KEPPEL, Holman: We do haul and we have graded
for years. We never let down the bars and continue that in spite of opposition. We occasionally lose a patron, but where we lose one we gain two, and where everything doesn’t come up to a certain standard, we don’t accept it.

**President:** Have you cream haulers?

**Mr. Keppel:** We have no individual delivery. The milk is all gathered.

**President:** Do they do the grading?

**Mr. Keppel:** No. Every patron’s cream is brought in a sample bottle, his test lot of that patron, and when the can is off you may be certain sure the test bottle has gone off too, and the patron is given the benefit of the doubt the first time.

**Prof. Lee:** If a sample bottle is taken from a can of cream at 8 o’clock in the morning, what is it at 5 o’clock in the afternoon?

**Mr. Keppel:** I don’t think the temperature alone determines the impure flavors absolutely in it. I will state one little experience that our own locality proves to us. We have some routes that we gather three times and some that we gather twice a week all the year around and it is an undeniable fact that what we gather three times a week is the poorest cream. Where the patron has to keep his cream after three days he has got to make an effort to keep it sweet, and when the cream dealer gets it twice it is easy for him to keep it, and after it is in the cream haulers’ hands it does not make any difference to the patron whether it is sweet or not. I think that twice a week gathering gives us better results than three times a week. That has been our experience.

**Prof. Lee:** You don’t churn two grades of cream, then?

**Mr. Keppel:** We do, positively. We vat it separately. We have a separate vat for that.

**Prof. Lee:** The cream hauler must put poor cream in one can.

**Mr. Keppel:** He does when he is wise to it. He is warned to look out for certain patrons.

**Mr. Robt. Carswell:** Can you always depend on that hauling? Any man would have been satisfied two or three years ago
with two or three dollars a day to haul cream, but see if you can get a good man for less than four or five and a half now. I don’t think we can put the responsibility back on the farm.

Mr. B. DeGolier, Saxeville: I would like to ask Mr. Keppel why the patrons would not take better care of the cream if they got it once a week.

Mr. Keppel: We have stated here our actual experience and not our assumption that goes further with us. They have had that same experience in the adjoining creamery. They admit that to us. What you want is to induce the patrons to take good care, and I don’t think cream will go off seriously if it is taken good care of, any more so than in two days. We want the patron to take care of it; we want it in such a shape that he has got to. We feel that in two days he can conceal it, and after he once gets it onto the haulers he has no responsibility. The deterioration comes in the haulers care.

Mr. Whiting: I would like to ask that gentleman whether his system is horses or trucks.

Mr. Keppel: Horses.

Mr. Whiting: I see a good many of them approve of trucks. They can gather it oftener and get a better grade of cream.

Mr. Carswell: We can only use the wagon system. The thing you hear from the boys is back to the hand separator. The patron would not carry the cream ten miles out there and the truck wouldn’t go up to each farm. When your cream is on the road in the hot sun I think it will take a pretty good butter-maker to grade that cream, especially when it comes in so thick it won’t go through the strainer.

Mr. Keppel: Have you any ice with the patrons?

Mr. Carswell: I would just like to see this. This last fall there were three horses below that ice in the pool. I don’t know what the dairy laws are calling for. I don’t think the ice would be very good on that account.

Mr. Keppel: We never use any in the route but the patrons can use it for the tank and keep the water cool,—the tanks at the farms, that is where we use it. We don’t use it in the routes. We have less trouble during the hottest time of the sea-
son than we do between the warmest and the cool seasons. We have the greatest difficulty in the spring when it just gets cool enough to take care of it and not warm enough to use ice. The two hottest months during the season, June and July, we don't have to cool it at all.

Mr. Carswell: Do you mean to say that you have got to find 400 patrons ice?

Mr. Keppel: The patrons put up their own ice.

Mr. Carswell: I would like to advise that you are in a better community than we are. I think if you were to get up and teach those farmers to use ice you would have to shut down the creamery, rather than make a poor quality of butter.

Mr. Carl Jorgenson, Roselawn: What do you do with cream that comes in so sour that you cannot use it?

Mr. Keppel: The only thing I can do in answer to that is to take that cream that the haulers have already taken. I have got to show my ability as a buttermaker; we are working for the farmer and we have got to show our ability for the day's work. You cannot avoid that kind of cream. If you try to run that cream into the strainer it will run all over. Butter made from that kind of cream I send up town. I don't send that to New York. (Laughter.)

Mr. Jorgenson: Do you use any neutralizer in that kind of cream?

President: I would like to ask you one question, Mr. Keppel. When you stated the patrons brought in better milk three days old than they did when it was two days old, what do you do to make these patrons keep their milk in better condition?

Mr. Keppel: They use ice.

President: You educated them. Why can't you educate the other fellows?

Mr. Keppel: It is harder to educate them. After a certain length of time they know they have to look out. If they have to keep their milk until the third day they will be more careful.

President: Now, Mr. Keppel, I beg your pardon for saying this, but I think you yourself are to blame. If you put your
foot down, you will get your cream just as good as you would with your cream three days old.

Mr. Keppel: We are using the same method with both. We take what they offer, but they have to take the consequences.

Prof. Lee: I would like to ask another question. You are making two grades of butter.

Mr. Keppel: We do.

Prof. Lee: Is there any difference in the price?

Mr. Keppel: We have been getting 4 cents difference and sometimes more. (Laughter.) I would like to state that all the patrons have to take at least 4 cents less on that cream.

Prof. Lee: Four cents isn’t enough to induce them to make a better grade.

Mr. Keppel: Some of them don’t care.

Member: I would like to ask why he doesn’t gather all his cream every third day. He will get the 4 cents extra on every pound of butter he makes.

Mr. Allan Carswell: I would like to say one word in regard to the cream. The proper way to grade cream is to have only one grade and that is the best. (Applause.) It seems to me when he starts talking one and two, even three, grades, it will take a good many hours to grade it. We have every day 30 gallons of cream. We have three cans. Suppose he has got three different grades of cream. We have two whey tanks there. You have got to get that cream graded. I don’t want to take up very much time, but I think I can show it is not practical to have that for one reason. Say we have from seventy-five to two hundred samples a day. He cannot afford to churn twenty gallons of cream of No. 1 and a little more of No. 2, and so on. I say the only right way to grade cream is to have one grade. I am the same as any other buttermaker in the state of Wisconsin. I have made up my mind this year we are only going to have one grade.

Member: I would like to ask when you only have one grade of cream, what becomes of the second grade of cream?
Mr. Allan Carswell: Give the patrons a fair warning that you cannot accept, and you will not accept, and it is up to him if he brings in a poor cream, he has got to take it away.

President: We have got to pass on to the next, which will be the reports of the Secretary and the Treasurer.

Now, Mr. Benkendorf, we will have your report, just before the election of officers.

SECRETARY'S REPORT.

Secretary Benkendorf: Mr. President, Ladies and Gentlemen: I don’t know whether you care to listen to my lengthy report, but I will read it for you if you care for it.

GENERAL FUND.

RECEIPTS.

1913.
Feb. 4, Reported at Milwaukee Convention.......................... $ 352.63
Feb. 11, Advertising:
   Elov Ericson, ½ page........................................... 5.00
   Geuder, Paeschke & Frey, 1 page................................. 10.00
   Butter, Cheese & Egg Journ., 1 page................................ 10.00
   Milwaukee Hotel Men’s Ass’n., 1 page................................. 10.00
   Colonial Salt Co., 1 page...................................... 10.00
   Fred C. Mansfield Co., ½ page.................................. 5.00
   Northey Mfg. Co., ½ page...................................... 5.00
   Lorenz Model Co., ½ page...................................... 5.00
   J. B. Ford Co., 1 page......................................... 10.00
   Preservaline Mfg. Co., ½ page.................................. 5.00
   Preservaline Mfg. Co., Donation................................ 5.00
   J. G. Cherry Co., 1 page...................................... 10.00
   Merrill & Eldredge, 1 page.................................... 10.00
   Vermont Farm Mch. Co., ½ page................................ 5.00
   Dairy Association Co., ½ page.................................. 5.00
   Quincy Market C. S. Co., 2 pages................................ 20.00
   Shavings & Sawdust Co., 1 page.................................. 10.00
   W. D. Collyer & Co. 1 page..................................... 10.00
   Citizens’ Business League....................................... 75.00
Feb. 11, Aluminum Shoe Co., Space in Exhib. Hall.............. 5.00
Feb. 11, United Ref. & Ice Mch. Co., Space in Exhib. Hall.... 5.00
Feb. 11, Crane Motor Car Co., Space in Exhib. Hall............. 5.00
Feb. 14, Memberships:
   A. C. Schultz .................................................. 9.00
   C. E. Hart ...................................................... 2.00