standard for American butter. In establishing such a standard it should be remembered that the commercial standard for creamery butter in Canada is 94 and about the same in the European countries. It would be an insult to the American creamery and the American buttermaker to propose a lower standard for American butter.

We realize that the work which has been proposed is no easy work. I look forward, however, for considerable assistance from the Dairy Division, Washington, D. C. I consider that now is the psychological moment for starting to consider such problems and for starting actual constructive work along these lines, and we can all feel confident that if the American buttermakers unite in putting their shoulders to the wheel then the whole problem will be solved with ease.

President: Gentlemen, you have listened to a very interesting paper. We will have a little time to discuss it. It is not late.

While you are making up your minds to discuss it I want to call your attention to the fact that we have a letter from Sioux Falls, South Dakota, giving a standing invitation for this organization to meet there next year. I also find we have a similar invitation from Des Moines; I also find we have an invitation from Peoria, Illinois, from the Mayor and the Chamber of Commerce and a letter from the Pioneer Creamery Co. of Galesburg, Ill., urging us to convene at Peoria next year. I understand there is a gentleman from Peoria who will give us the invitation.

What is your pleasure in discussing Mr. Mortensen’s paper on American commercial butter. Are there any questions to be asked? He has called your attention to the fact that there are a lot of problems, in his paper to be solved. We might just as well commence the solving of them now.

Mr. Joslin of Pennsylvania: I would like to ask the Professor how this was started in Canada; whether the Dairy Department pays for the expense of if the creameries do.

Prof. Mortensen: There was a certain amount of money provided there. They have some government money provided for carrying the expense. I think the expenses in our country could be carried by the different states. I don’t know whether there is anyone
here from Washington to say what they can do, because I wrote to the Chief of the Dairy Division to see what they would do about it, if they would be willing to co-operate, and I do think we can look toward the Department in Washington, D. C. and expect something will be done from there. I believe the different states can carry it on, as we have proposed in Iowa. I figure it will cost us about $2,000 for a butter judge. We want a butter judge in whom they have absolute confidence, and I figure it will take about $2,000 a year for a butter judge, about $900 a year for an assistant to help, and about $100 a month for a room in some cold storage warehouse, and also we can possibly charge two or three cents extra for handling through the grading station to pay some of the expenses, but I think most likely the most of it would have to be handled by the individual states.

I looked at it altogether different before I went up there than I do today. I have seen them do those things in Europe. If you are familiar with the condition in New Zealand anybody would be surprised to learn that inside of three years they have standardized their butter. A few years ago they started the same in Alberta. Today you will go into a grading station and you will find some butter that any country may be proud of, and I felt ashamed coming from a dairy country that their butter is far superior to ours. I think it is up to the states, and I tell you it is the state that goes ahead and gets the work done that is going to be the winner, and I am going to do all I can.

Mr. Sorenson, of Minnesota: We have already made a small start in Minnesota, and I am going to do all I can to help it along.

Mr. C. E. Lee, Wisconsin: I might say for the benefit of the Wisconsin boys that the last legislature of Wisconsin provided $5,000 for the use of a committee to investigate methods of standardizing agricultural products in Wisconsin. This committee met in Madison this week. There are four or five towns in the northern part of the state where the committee will meet. Notices will be given through the press of the state as to when the committee will meet. One of the places was Marshfield and I think another place was Eau Claire. The committee believes in getting information directly from the people. In order to get money from the legislative
body of Wisconsin the request must come from the people of the state and not from the officials of the state. It must have been made by a number of people in Wisconsin. At the last session of the legislature there seemed to be a feeling that the people did not want it, but a committee was appointed and progress is going to come from it, and we are certainly glad in Wisconsin that Prof. Mortensen has given us this able outline.

Prof. Mortensen: Mr. Chairman, there was one thing I forgot. When we see butter on the market we see shades from white up to orange yellow, almost. That is a small matter to standardize that. Here is a little color chart that anybody can get, and it is just what I have been corresponding about for years trying to get that kind. It is a practical device by which you can standardize your color. If you get your color standardized you have done one thing. Get your package standardized and your salt standardized.

Mr. Chairman, I want to bring this question before the meeting in the proper way. I recommend a committee, as I proposed in this paper, be appointed by the President of the Association.

Mr. Sorenson, Minnesota: I would like to ask Prof. Mortensen how to standardize the buttermakers of this country.

Prof. Mortensen: Mr. Chairman, I think that the buttermakers are all standardized now. We have all made butter for a good many years and we feel this way, we want to do it the best we know how, we want to manufacture the butter that will sell the best. The question is we don‘t know exactly what they want. One commission merchant will write to us a letter, and another another letter, and the commission merchant, the man of the street, has not had the practical experience in the creamery. You can‘t expect him to know just exactly what is the matter, and the information you get from him is not always practical. But here you have a committee that is practical. That county organization is a good one. I believe in that way, through that organization you will be able to standardize, because the buttermaker knows what you want, he is the producer.

Mr. Wendt, Michigan: As indicated in Mr. Liverance‘s paper yesterday you will note that Michigan has been doing some pioneer work both as regards the ques-
tion of creameries co-operating, as the Professor has suggested, and we have also been doing some investigating. In fact we have the machinery practically completed to start the grading system practically on the same basis as the Professor has outlined and is being carried on in Canada. I am tremendously interested in this proposition because I believe, as Prof. Mortensen does, that this is the most constructive proposition that has ever been put before the creameries of this country. I heartily endorse everything that Mr. Mortensen has said and hope that this convention will see fit to appoint the committee that he has asked for, because it is necessary in order to make a success of this undertaking in this country that we have the combined co-operation of not only the creameries but of the receivers. As indicated by Mr. Liverance’s paper yesterday, there are a number of things that will come up in this work that will have the effect of dampening our enthusiasm considerably both as concerning the organization of creameries into units of ten or twenty and also as regards this matter of grading stations, because we have found in Michigan so far that the buttermakers do not seem to warm up to it as fast as you would naturally expect them to, but it perhaps ought to be of as much or greater interest to the creamery managers as to the buttermakers, because it is sufficiently apparent that something must be done to standardize the butter of our small creameries, and I don’t see any other more constructive way of doing it than the grading system Mr. Mortensen has outlined to you. In Michigan we will be ready about the 1st of November. I heartily endorse the suggestion for a committee to establish butter grading stations, forward co-operation, etc.

Mr. M. Sondergaard, Washington, D. C.: I was very much interested in what Prof. Mortensen had to say in his paper. I have felt for some time that we could not go very much further in the matter of the butter in the local creameries before we adopted some such system as Prof. Mortensen has suggested. While I have no authority to give any opinion as to the support the local creameries can expect from the Dairy Division, I am quite sure, however, that they will be more than glad, they will be anxious to give all the support they possibly can.
Mr. Holme, Baltimore, Md.: I am not a buttermaker, but a dealer in butter and would just like to say in regard to that paper as the most constructive and most practical and the most far reaching in effect ever put into practice that I have heard here; I mean along the line of promoting the sale and the quality of butter. And there was one suggestion in regard to New Zealand method of procedure of having someone at the other end of the line to test the butter which I regard as the most practical of all. I just think if the buttermakers and the sellers of butter could know just what quality it had, how much it had deteriorated at the other end of the line, I think it would be quite a surprise to them in many cases and they would look around for some small taint in the cream which developed after it left them.

President: I am asked to announce that the Resolution Committee will meet in this room immediately after the meeting.

Do I understand that you made that a motion, Prof. Mortensen?

Prof. Mortensen: I made that a motion.

Member: I second the motion.

President: It has been moved and seconded that the President appoint a committee to work out the standardization of butter for grading for market. Are you ready for the question?

Prof. Mortensen: I recommended a committee of three.

The motion was unanimously carried.

President: The Chair will take that under advisement, gentlemen, for a time before he announces the committee.

Are there any further remarks on this subject? It is early yet. If there are not we will listen to the report of the Secretary and Treasurer, which will take only two or three moments as he has been very busy and has not had time to give you the report.

Mr. Meyer: I shall not tire you, gentlemen. The report is so long I shall not read all the items.