President: In behalf of the gentleman who just spoke to us I want to thank him with a rising vote. The rising vote was unanimous.

President: You will all agree with me we had, according to the line, "Something good for all". He was a little bit under the weather, as it were. We appreciate it very much.

The last number is not always the least, my friends. There is a gentleman of whom no introduction is necessary to a creamery gathering of this kind. However, I am going to introduce my friend James Sorenson of Minnesota to close the evening program.

ADDRESS

By Hon. James Sorenson, Dairy and Food Commissioner, St. Paul, Minn.

Mr. Chairman, Ladies and Gentlemen: I was not feeling my very best tonight, but I am feeling better since I found out Minnesota again wins the banner. The reason for this was when I left Minnesota I was told by some very distinguished dairymen up there that if I didn’t bring that banner home I had better stay in Milwaukee, and as I have a wife and two children in St. Paul, I want to return. I feel pretty well just now, considering.

I would like to give the boys from the other states a tip about the winning of the banner, though I may be accused in years to come of giving away a secret. You notice that Minnesota had 187 tubs and Iowa, I believe, had 45 tubs. I want right now to predict that as soon as Iowa sends four, five and six times as many tubs of butter then she will have an opportunity to get the banner. Whenever Iowa comes across with 180 or 200 or 250 tubs of butter she will begin to make Minnesota go some. That applies to Wisconsin or any other state.

I had no subject assigned to me on the program, and I take it therefore that I can speak about anything the spirit moves me to talk about. I notice it says an address. Webster defines the word "address" as "A lengthy discourse." But I note that the program does not state how long I am to occupy the speaker’s position
here. Hence I can take it that I am at liberty to stop any time I see fit, and I promise you right now it will be very soon.

I don’t know whether some of you know I made butter for twenty years. Maybe, like Mr. Joslin, I am going from bad to worse. I made butter in five different states. You Wisconsin boys may not know I made butter in Wisconsin about twenty-five years ago. You Iowa men may not know I made butter in Iowa twenty-seven years ago. I made butter in the state of Wisconsin, Indiana—Mr. Ryger out in South Dakota, the Dairy Commissioner, knows I made butter there, he knocked me out of a job out there himself.

You know I haven’t spent much time studying up an address for this occasion, but I got to thinking about the past and there were some things came to my mind. You have had so many serious things put up to you I thought a few amusing things might be brought up at this time. These are absolutely true stories and I am going to give some names of places in connection with the stories.

You know down in Iowa about twenty-seven years ago the boys down there at that time neutralized their cream, and what do you suppose they neutralized their cream with? Alcohol. I used alcohol in the cream at Dysart, Iowa. I learned after I had left Iowa about a year and came back for a visit that the man who took my place had discovered that he could make just as good butter by drinking the alcohol himself.

I was up against some of the most strenuous competition at that time that any of you buttermakers have ever known. There was a man in Dysart who would go to the farmer’s wife and say to her, “I want you to churn your butter the same as you always do, wash out the buttermilk, hang it on the wall and in about a week or ten days I will come around and buy it for ten or fifteen cents. The moisture content of that butter hung on the wall was fifteen or twenty per cent moisture. He made big money, and it was pretty hard sledging for the creameries.

So much for Iowa. Then we go to Indiana. When I made butter in Hebron, Indiana, one of the first Sundays I went to church. It happened to be a Methodist Church and there was an old, reverend looking gentle-
man there. He did most of the praying this particular Sunday morning. I was interested in finding out who he was, and I found out. He was going to be a patron for the creamery I was going to operate, and I was going to operate it on my own hook, so I was of course interested. I was thinking about the wonderfully nice milk he was going to bring me. I was somewhat astonished when I came to test this good Methodist man’s milk that it tested one per cent, and I am wondering now how that fellow could pray the way he did.

In Indiana I used to make cheese out of skim milk, and that is the first time I learned that cheese can walk. Absolutely the cheese did walk. We had a room called the curing room where we had the Young Americas we made. They would swell up on the under side in a very short time and if you were not there to jab them with a knife and let out the air they would roll over. One morning when I got up I went into the creamery and opened the door of the curing room and there was a cheese under the milk vat. I suppose it swelled up and tumbled out through the door when it was opened.

We went to Wisconsin, Cushing, one of the best creameries in Polk County today. I had a patron who brought his milk early every morning. One morning he said, “Jim, what time is it?” I says, “I don’t know. My watch is hanging in the engine room, you can go and look at it.” He went in and looked at the steam gauge and said, “Nine o’clock.” There was 40 pounds of steam on the gauge.

In Milbank, South Dakota, in a creamery I started they claimed there wasn’t a creamery within a hundred miles. The day we had the grand opening of the Milbank Creamery we had a large crowd there, and along about one or two o’clock in the afternoon we were going to have some speeches and of course the farmers came into the creamery. They had seen nothing but dairy butter. They began looking around before I had cleaned the separator and there was some slime on it. One farmer steps up and says to someone, “Is that butter?” The other fellow says, “That is butter.” He took a little chunk and he says, “I don’t know, Carker, whether I like creamery butter or not.”

The next place I went was Maple Plain near Minneapolis where we spent eight or nine years. A man came to the creamery one morning. He had been furnishing
starter milk. He usually came early in the morning and handed the milk in through the weighing room in the door. One morning he came before I had opened up the door to the weighing room. He had waited for a time and he got a little uneasy and he came in the creamery. He says, "Jim, what is the matter, what are you doing?" I was in the act of pulling the ropes, starting the separators. I said, "I am starting the separators." He said, "I thought you used milk to start it."

These are to me some very comical instances in my life, and the most comical part about them, I think, is that they are true.

I suppose you members of this Association, especially these Wisconsin boys, expect me to apologize for the Minnesota boys not being here in as large numbers as you might expect. I am not going to apologize for the Minnesota boys. The Minnesota boys are as loyal as they ever have been for the National. They will continue to have their large number of tubs over here year after year. They are going to attend the convention better next time. Help is very scarce in Minnesota just now. Many young men have gone to war and it makes places there for other men, and we haven't the men. Another reason is the high cost of living. It makes some of the buttermakers who get 85 and 95 dollars a month go some to keep the family supplied and operate the creamery. The high cost of living and the war are the two main reasons why Minnesota is not here with a whole train load instead of a little car load.

The members of this Association are largely composed of buttermakers from the local creameries. As such we must necessarily be interested in the local creameries rather than any other creameries in this country. There is just one thought I want to leave with you when I get through. We help ourselves by helping our creameries. The buttermaker who does not take an interest in the creamery that he works in, who does not take an interest in the success of the patrons, who does not take an interest in the success of this whole community, does not, in my estimation, take an interest in his own success.

I have heard it said at times that the buttermakers are the most unselfish class of men on the face of the globe because they will do things time and time again
to help someone else. We are getting after the icing charges to have these hundreds of thousands of dollars returned to our creamery. The buttermakers do not get that money. But we are not so unselfish as some would lead us to believe. We can see a dollar just as far away as anybody else can see it, and the good buttermakers of this country know that whenever any money comes to their creameries, making their creameries prosperous that will be giving themselves a better chance to make a living. I believe the buttermakers as a class must continue to do more in helping the creameries to prosper and in so doing they will help themselves.

I believe the buttermakers have been one of the greatest forces in the up-building of the dairy industry. If it had not been for the buttermakers being back of the creameries they would not be what they are today, and I believe the buttermakers are entitled to a great deal of credit. I don't believe nations or people of the different states can ever re-pay the buttermakers for what they have done. I believe when we get through here if we can say we have done something that has been a good thing for mankind, not only for ourselves but for others, we have been practicing co-operation, I believe we can lay down our task, when that time comes, with the satisfaction that it will be worth a great deal more to us than will gold or silver.

Here is one thing that has struck me many times and I want to call it to your attention, and that is going to these conventions. I begin to believe we can't do very much by this talking and passing resolutions unless we go back home and try to practice something of what we preach. Talking is all right; thinking is all right. We first think, then we talk, but there must be some action to follow if we are going to do anything worth while. Local conditions must be solved locally. State problems must be solved by us by state associations, and national problems, such as the icing charges, must be solved by an association such as this is, and there is room for them all.

I want to leave that with you. The buttermaker works for the greater prosperity of his patrons, he is working for his own interests, and as the dairy industry grows in importance so our problems will also increase and multiply, and greater effort and more co-
operation must be applied to insure success for all times to come.

I want to thank you for listening to me for so long. I told one story that wasn't true and that was that I was going to be brief. I am not an expert orator. I appreciate the opportunity of talking to you here this evening a few minutes and hope you have forgotten temporarily that I have the power of the Dairy and Food Commission, but I am just an ordinary buttermaker. But when the time comes if greater duties are imposed upon me all this will come to my mind again.

President: Our friend Sorenson was both a little bit light hearted and real serious. I am just wondering if you noticed the fact that he has a great memory. How many of you owed him money? When he thinks back twenty-seven years in the creamery business I know he has got your mark.

My friends, buttermakers, ladies and gentlemen, I have been appearing in the best poses I know of for two days and two evenings. I am not going to lecture the buttermakers — they know my opinion of them. Neither am I going to say anything of our friends the traveling men and the supply men and all who are interested in the real industry. I am not going to flatter anyone because we are heart and soul in this business. I hope that each and everyone of us will go home from this convention with the feeling: We have enjoyed every moment of it. I am going to assure you, myself, and the officers, we are going to have a little better time at the next convention. We want you to bring your wives the next time; if not your wives, your future wives, because we want to have a real social, enjoyable time to mingle with business, and it is something that will do our wives good as well as ourselves, because after all we may not think the women are interested in our work, but I can assure you they are. Let us try the next time the National meets to enjoy every moment of it, and bring our people with us, bring the managers of creameries, because as we have heard this evening this association may change its name to National Association of Buttermakers and Creameries. That is just a suggestion. Think it over. The notice probably will be given at the next meeting to change the name, and some of you who have ideas on the subject can be thinking of it from now until we meet again.
I wish to thank you, each and every one of you for your assistance. I know the Chair is a sort of a bore-some fellow at times, but he means well, and if I have crossed you in any way it is not from the heart, it is simply of the mind. In closing I want to thank each and every one of you for your kind attention to the Chair. We will now stand adjourned.