the convention will be adjourned for this morning until two o'clock sharp this afternoon.

Mr. C. J. Dodge, the Superintendent of the Butter Exhibit, acted as auctioneer and sold the butter to Mr. McCarthy of Chicago for 42 cents a pound.

WEDNESDAY AFTERNOON SESSION

Meeting called to order by Chairman Strozinsky.
Meeting opened with vocal solo by Mr. Barrett.

CHAIRMAN: Our first speaker this afternoon is R. C. Hastings, Marshfield, The Branding of Whey Butter, which it seems to me is a very important subject.

R. C. HASTINGS: Mr. Chairman, Butter Makers, Ladies and Gentlemen:

As your chairman has stated this is one of the vital questions it appears to me on this program. I am not going to take a great deal of your time for I think we can possibly accomplish more thorough discussion. Some of you may have ideas that I have not and those of you who were at the Wisconsin Cheese Makers' Convention heard my paper at that time and there will be some points in that that I omitted and some in this that I did not bring forth at that time. The first time I remember this subject being discussed was here in this very room in 1916. At that time I was back in the audience and had nothing to say when they brought up the question and the resolution was passed here in regard to the branding of whey butter. At that time it did appear to me that whey cream was not of a suitable character to make extras but since that time I have changed my mind, I think a good many of us have found that out. There is no reason, in my belief, that we should brand it.

THE BRANDING OF WHEY BUTTER

By R. C. HASTINGS.

The first time that I recall this subject being discussed was at our Butter Makers' Convention held in this city in 1916. At that time it was not discussed at any great length, but at that meeting a resolution was passed in favor of a law requiring
that butter made from whey cream, or which contained such cream be branded. It did seem that such butter was poorer, and I am convinced at that time it was, for we had at that time had very little opportunity to work with such cream, and know how it should be handled, etc.

Later the agitation became stronger, and a bill was introduced and passed by our law making machine at Madison. Meanwhile we began to learn we had made a mistake. This reminds me of a story which I think illustrates our case exactly. A certain young lady who was on a trip through the West, had become very much interested in gathering bugs, and other insects, and she had been having the pleasure of a young man’s assistance named Jack. One day this young lady came across a certain species of caterpillar, and while trying to chloroform it she found her efforts were not successful, and so she called for Jack. After watching her efforts for a short time he exclaimed: “It’s no wonder, you’re applying the chloroform to the wrong end.” That’s just what we have been doing, and just what we did when we passed this resolution back in 1916. The trouble was not with the whey cream, it was in the method of handling, we were applying the remedy at the wrong end. By applying a little different methods we were able to produce extras, and we found this out even before the branding law was passed, but the seed sown earlier had taken such root that when we had discovered our mistake, and endeavored to stop the law from being passed, we were unable to do so.

Almost every day we are gathering evidence of our mistake, and right now I see before me plenty of makers who are, I think, willing to testify. Proof that such butter should not be branded it would seem to me has been so plentiful during the last season as to convince the most skeptical. At the Wisconsin State Fair last fall, three exhibits from one concern making whey butter had an average score of 95.16, while the average score of all butter at the Fair was 93.83; there were at this fair 83 entries. In October we received a letter requesting us to send a tub of whey butter to the National Dairy Show at Columbus, Ohio. This letter was sent out by the U. S. Department of Agriculture. We forwarded a 20 lb. tub from our next churning, marked it whey butter, and on this tub a score of 91 was placed by J. C. Joslin.

In reporting this to the papers I note we were placed in the gathered cream class, and a goodly number of the scores pub-
lished were under ours; how many were so low that they were not published I never learned. No special effort was made, and represented our average make. I say this represented our average make because the butter we have been selling in Chicago on the open market has been sold on market prices for that score more often than above or below. We butter makers were probably more to blame for starting the trouble we are now in than anyone else. We were jealous of the cheese makers because we were losing our patrons to the cheese factories; they could of course pay more for milk than we could for the simple reasons that this new means of revenue was to their advantage. We saw our business shrinking with these things staring us in the face; naturally we wanted to protest, and we did. Now we repent at leisure.

The state of Wisconsin is the only state having such a law on its statute books. This being the case and the fact that no other state is likely to pass such a law, makes it all the more necessary that we repeal ours, for there is nothing now to prevent the butter dealers from other states of buying Wisconsin whey cream butter at a reduced price, removing the label, and re-shipping it back into our state again, without the brand. The same applies to the creameries outside the state, they come into our territory, buy our cream, mix it with other cream, and nothing can be done to prevent it. Still another reason more convincing than all the rest, after the butter has been made not having any different composition, cannot be detected even by chemical analysis. Butter can be tested for the per cent of butterfat, salt, moisture, caseine, ash, etc., and all of this is contained in the so-called "whey butter," in exactly the same proportion except perhaps the per cent of casein is a little lower which has a tendency to increase the per cent of butterfat, and increase its food value.

With these conditions confronting us there is no way by which such a law as our present one can be enforced without an inspector at every creamery in the state to watch every can of cream received, and even then he cannot tell whether the can came from the farm or the cheese factory. I wrote the U. S. Research Laboratory, at Washington, D. C., asking them if they had any method by which "whey butter" could be told from other butter, and their reply was that they had not, so far chemists had found none.
There really seems to be no end of reasons why this law should not be repealed. There has already been a bill presented at Madison for its repeal. Let us all get busy, and let our Assemblymen and Senators know how we stand on this subject; if we say nothing, it’s more than likely they will say it’s a law now, and if there are no objections why change? We can liken ourselves somewhat to what is now going on in Europe. In 1871 the peace terms of the Franco-Prussian war were signed at Versailles, France, with Germany the victor; today, preparation is being made for the treaty to be signed in the same Versailles, France, but this time with the forces of justice dictating the terms.

Three years ago we met here in Eau Claire, and dictated what we thought at that time was to our interests, but let it be said of us that instead of being beaten to the terms by our enemy, that we admit our mistake, let our resolution committee draw a new one in favor of justice. Let a copy of these resolutions be sent to our legislature, and at once.

An Irishman went swimming one day, and while he was enjoying himself, a couple of friends thought it would be a good joke to draw the picture of a donkey’s face on the back of his coat. When our Irish friend came out of the water to dress he saw the donkey’s face staring at him from the back of his coat. Looking around to where his friends were he said, “And which one of yeas wiped your face on me coat?” Like the two friends who drew the picture, I think the joke was on us.

J. L. Sammis, Secretary of the Wisconsin Cheese Makers’ Association made the following announcement:

Just as I was leaving Madison I was told that a joint hearing on the bill before the legislature to repeal the whey butter law would be held in the State Capitol by the Senate and Assembly on February 19th, at 2 o’clock P. M.

Mr. Chairman, I would like to read a few extracts from letters from Wisconsin creameries giving their views on the keeping quality and price of whey cream and whey butter and also their opinions as to the desirability of repealing the law; may I read them, Mr. Chairman?

Chairman: You surely may.

Mr. Sammis: A Green Bay creamery writes, “There is from one to two cents per pound difference on butter fat under the present law in the price of sweet cream and whey cream. We
have several cheese factories and before that law was passed they made whey butter, packed it in prints, shipped it to Chicago and secured full Chicago market, and their score ranged from 94 to 96 and immediately as soon as they branded the same butter, "whey butter" the score fell to 90 and 92. They were paid two to three cents a pound under the Chicago market.

A Chicago creamery says: "During the past year we handled regularly each week shipments from a creamery making whey butter in Wisconsin, at least we understand that part of the cream in this butter was whey cream. In regard to the keeping quality of this butter in storage will say that we believe it keeps equally as good as creamery butter."

Another Chicago firm says: "We are of the opinion that the quality of whey butter in cold storage would stand up as well as regular creamery butter."

Another Chicago creamery writes: "We believe whey butter will keep as well in storage as the same grade of creamery butter. We don't think mixing whey cream and farm separated cream injures the quality of the butter."

A Mt. Horeb creamery says: "Once we marked some of our creamery butter "whey butter" and the whey butter we didn't mark. The butter that had the whey stamp on was cut three cents while the whey butter that was not marked brought top price, so you see that they cut the mark not the quality of the butter."

A Platteville creamery says: "We use anywhere from 25 to 50 per cent whey cream in a churning with a large amount of good whole milk starter and in this way we were able to make a very good quality of butter. Butter was practically all shipped to Boston where most of it graded extras and as far as using whey cream we never had a kick on this. In fact there is plenty of whole milk cream delivered that is worse than the whey cream. The law stopped us from using whey cream and of course this decreased our output considerably. We have always considered this a very poor law and trust that it will be repealed promptly. We believe the present law is detrimental to cheese factories and creameries inasmuch as the local creameries cannot very well use the cream. When butter is branded "whey butter" it will not sell for what it should regardless of how good the quality. Concerns from other states can use whey cream in manufacturing butter and we have no doubt a large amount
of butter containing whey cream comes back into this state without any brand and it is practically impossible to detect good butter containing whey cream from other butter containing only whole milk cream.'"

A Milwaukee firm writes: "I fail to see where the law is of any particular advantage for the reason that there is no deception, or in other words, the fat from whey cream is cow fat.'"

A Ripon Creamery says: "We are neutral on the whey butter branding law although we believe the law is unjust and works to a disadvantage of the dairy interests in this state. We do not think it has been harmful to our business as we have branches outside of the state where branding is not required, consequently we can dispose of this grade of butter to a very good advantage.'"

Another creamery writes, "As far as we are concerned we rather think the law the way it stands would help us instead of hurting us for the reason that we will put the butter up in tubs and brand it 'whey butter' and ship it to our own houses in other states who can then put the butter in one pound prints or any package that they desire and it can be sold to the trade without branding. As I understand it Wisconsin is the only state in the union that has a law of this kind. It certainly looks to the writer as though this was an injustice to the farmers for it was proven at the butter scoring contests at the Wisconsin State Fair last summer that whey butter will score as high and is impossible to be told by experts from the regular creamery butter.'"

Mr. Lee: There are always two sides to a question and I want to present the other side of the question in favor of the present law. Pardon me for taking a lot of your time on this subject. You know where I stand on this subject, I stand on this subject from the standpoint of the purchaser and consumer. The consumer has a right to know what he is buying, you have a right to know what you are buying. Eight years ago 63% of all the milk used in this state by the creameries, cheese factories and dairies was manufactured into butter.

In 1917 there was produced in Wisconsin, a by-product of the cheese factories, $1,921,000 worth of whey cream. That is according to the reports furnished our office by the cheese factory producers in the state of Wisconsin, they give us that information. $1,921,000 is the total value, $1,052,000 worth of whey
cream came from six counties in the State of Wisconsin, over
half of the whey cream produced in this state came from six
counties, Dodge, Fond du Lac, Green, LaFayette, Sheboygan and
Manitowoc, these six counties produced over one-half of the whey
cream in this state. It is the duty of the Dairy & Food Com-
mission to protect the interest of Wisconsin, to get at the bottom
of these facts. The average score of whey butter made in the
State of Wisconsin is 88 to 90 with the exception of two or three
plants, there are certain individuals making a fairly good grade
of whey cream. The quality of whey cream produced in this
state has increased remarkably, wonderfully since the law went
into effect. This law would bring about this that the cheese
makers of the State of Wisconsin would be in a position to pro-
duce an article that they need not be ashamed of and ask the
butter makers in the State of Wisconsin to sell as their product.
The leading man of the state dealing in whey cream was a man
in favor of the law. Two years ago he told me that it meant he
would get more business and he has gotten more business, now I
want the law repealed because we have gotten control of the
business and we want to sell this product in Wisconsin and in
our cities on the local markets. Since five per cent of the total
value of creamery butter made in Wisconsin is whey cream I
believe the time has come in Wisconsin when the creamery men
of the state who have the quality of the creamery butter at heart
and the future of the industry at stake, the only thing to do is to
see that this law is not repealed. That is the only way to handle
the situation. I have yet to find a single cheese maker that is op-
posed to the branding of whey butter (Laughter). They had
lost so little money on account of the branding law that it is not
worth mentioning.

Now the creamerymen agree with me in this and fair minded
men dealing in whey cream agree with me in this,—the only
way to get whey butter where it belongs is to have the law as it
now stands because if any one man here in the audience today
should go to the Dairy and Food Commission and be there for
a month and listen to the complaints that have come in and our
investigation shows that a great deal of that butter comes from
concerns dealing in whey cream, they would realize the only
thing is to have the law stand as it now is. One man came into
the commissioner’s office a short time ago and that was the fourth
complaint on the same grade of butter in less than a month and
he said something should be done to this company, they ought to be prosecuted.

I was in a creamery last September and there was in that plant twenty-eight 10 gallon cans of whey cream ready to be shipped out of the state, the man in charge said it was impossible to make butter out of that cream which will score 88 but we have a standing offer that buys this kind of cream and will take all that we can get and will give us two cents a pound more.

Mitchell & Mitchell of Dodgeville, men who have been in the creamery business for years, said when the whey cream came into our factory years ago we kept mixing it and before the law went into effect we could not sell a pound of butter in the City of Dodgeville and when the law was enacted I cut out the mixing of whey cream and I have the trade back in Dodgeville and I am giving satisfaction to the trade that I have been selling to for years.

I am not here as an officer of any association, I am here to protect the good creamery butter of the state of Wisconsin and the honest commission men in Chicago or elsewhere that depend upon the state of Wisconsin for a fair honest article.

A man was in the office the other day, I could give you his name, and he said we want some more of that good butter from Wisconsin. I mentioned a certain firm, they do make good butter and have made good butter, but he said, yes, but they are buying whey cream, I said yes but they are keeping it separate. Unless you are working for quality in that article of food the industry is at stake. I had a conference yesterday with a concern that cut out the handling of whey cream when they found out the actual facts with reference to it, how it was handled they said the law should stand as it now stands and the cheese makers should get behind them and produce an article they could be proud of.

I have here a summary that I would like to read:

**Whey Butter Made From Whey Cream Should Be Branded “Whey Butter”**

The law pertaining to the branding of whey butter was placed on the Wisconsin Statutes for the reason that the consumers of butter in a cheese producing county made such a demand.
The consumer of butter has a right to be informed as to what he is buying.

The quality of whey butter is not equal to that of Wisconsin’s creamery butter. One big factor which should not be overlooked, is that whey butter has not the same keeping qualities as creamery butter.

The average score of Wisconsin creamery butter is approximately 92 and whey butter 88 to 90. The average Chicago price for 92 scoring butter for November and December was 21/4c higher than for 90 scoring butter. It therefore follows that if whey cream were mixed with regular cream received at all of the butter factories of the state, the income to the dairymen who patronize the creameries would be reduced fully $2,000,000 annually. The total income from all of the whey cream produced in 1917 amounted to $1,923,383.40 or approximately 5,000,000 pounds of butter, while the income received from creamery butter amounted to approximately $37,000,000.

The average price paid for butter fat regardless of whether it was whey cream or regular cream during the month of October by the creamery operators dealing largely in whey cream was 57c to 59c per pound, and the price paid by the leading creameries in the state not dealing in whey cream was 641/2c to 681/2c. This indicates that a product produced from cream obtained by skimming milk is of higher quality and receives a higher price on the market. Wisconsin’s creamery butter has a nation-wide reputation for quality and the creamery patrons have a right to demand that their product be protected against an inferior product, otherwise there would be no incentive for the producers of high quality cream.

Farmers who are patrons of cheese factories and a very large per cent of the cheese makers have no objection to the present law. The demand for the repeal of the law comes largely from a few of the creamery operators who are catering largely to whey cream as a cheaper source for raw material.

Whey cream production in Wisconsin will continue to increase because cheese production has increased. It is therefore the duty of every cheese maker and creamery operator dealing in this product to build up a reputation on a product sold on its merits and not under the pretense of its being creamery butter.
If whey butter of good quality is produced, the words “whey butter” on the package of such butter will not interfere with its sale. This branding is a way of informing the public what it is buying. In conclusion it is to be remembered that by the branding of butter manufactured from whey cream a protection is offered to the consumers, to the people producing cream obtained by the skimming of milk and is a protection to a high quality creamery butter.

DISCUSSION.

Mr. Sammis: I have some information here on one or two points which I think might interest both Mr. Lee and you. The one argument advanced in favor of the whey butter law that seemed unanswerable was that the consumer is entitled to know what he is buying. Of course the consumer is entitled to know anything he wants to know. Nobody would question that at all. But the question is, what does he want to know, and does the label tell him what he wants to know. The consumer wants to know whether the butter is clean and good and fit to eat. The label is put on all whey butter whether it scores 95 and above or the poorest quality and for that reason the label tells the consumer nothing. The consumers differ somewhat and by considering the point of view of the consumer you can understand some of the situations that arise. We are told that many consumers pay the full market price for whey cream butter. That is true. It is a certain class of consumers that do this. They are in the cheese factory district and they know perfectly well that the butter they buy and eat is whey butter. You are not telling them anything when you put the label on. They like the butter and are willing to pay for it. There is no difficulty in selling whey butter in that district for full price. We don’t need a label for that class of people. The second class of people know practically nothing about whey butter. They are the people living in the cities to a great extent and they know nothing of the dairy industry. They probably don’t know what whey is, don’t know how whey is made, or how cheese is made. When they see the label on it they don’t know what it means and if they like the taste of the butter they buy it and eat it. There is a third class of people who illustrate the old saying that a little knowledge is a dangerous thing. They have traveled a little and they have seen a whey tank and cheese fac-
tory once or twice, possibly ten years ago before the Dairy & Food Commission got in their good work. The words "whey butter" on the label recall the old time foul smelling whey tank, and they think that whey butter is made out of the contents of the whey tank. Here the label is unfair, for it excites false prejudice and injures the sale of the goods. You can put the consumers into three classes, those who know all about it; those who know nothing about it and those who know a little about it but not enough to do them any good. Does the label do any consumer any good? That is the question.

**Mr. Glover:** Renovated butter is made from butter fat; whey fat is butter fat there is no doubt about that and if there is some poor whey butter made there is also some poor country butter made all over the state. Isn't workmanship an essential feature in producing a good butter. You know very well a cheese maker is no butter maker. There is no use of comparing the quality of whey butter made in a cheese factory with creamery butter made in a first class creamery. We should compare the whey butter made in creameries with regular creamery butter. The quality of the butter produced depends upon one or two things, either the raw material or else the workmanship. If whey fat is butter fat the thing turns very largely upon workmanship and upon the sanitary quality, not the real material itself but upon the sanitary quality of the raw material.

**Mr. Sammis:** The law does not do the consumer any good. It is an injury to the cheese maker and particularly to the farmer because it cuts his price. The law invites violation by butter makers it invites criminality. It cannot be enforced it has been pointed out. At present there is no chemical test that will distinguish whey butter from the ordinary butter. On the whole the label is useless and to a considerable extent is misleading. It causes a considerable injury to the creamery industry through the loss of business. Here is the situation you creamery men are losing because of the label law, that is the whole reason you are interested in its repeal. What is the cause of your losing business?

Is it the whey cream or is it the label? When was it that you commenced losing this business? It was when the label went on. It is the label and not the whey cream that is causing this trouble.
MR. WEIGLE: I have listened with a great deal of interest; I am not only surprised but ashamed to think that an instructor of our great dairy school instead of preaching quality, tramps down the laws which have been on our statute books so long. This state is known all over the United States for its constructive dairy laws, for its quality, and here a man from the University of Wisconsin comes and tells you not to label a product, that you thought took the place of poor creamery butter. The law was not introduced by the Dairy and Food Commission nor by anybody who is interested in the butter industry, it was introduced in behalf of the consumer because owing to the fact that it was one evil that we should legislate against. Here is one evil that tears down the quality of our butter supply. I want to say to Professor Sammis, his students were in my office the other day and they said they had made some whey butter. I asked them if they thought it should be labeled creamery butter and they answered it should be labeled whey butter.

They talk about the analysis, that chemists couldn’t detect the difference, it has the same food value, well so has the difference between a fresh egg and a cold storage egg got the food value but you wouldn’t want to pay the same price for the fresh egg as the cold storage egg, would you? Well, I say the consumer is entitled to know just as much of what he is buying as you do when you are buying a fresh egg.

I know this law has been petitioned. We have been petitioned by some of the creameries, what does petition mean, I can get a petition up here today and get a hundred signatures, it doesn’t mean anything because the man who signs it doesn’t know, that is the trouble. You say you can’t detect it, but we hope soon to detect it by analysis. Our chemists are going to work it out in a short time. We are working on it now. I had a conference with a chemist and he said he thinks we are going to have it. In 1910 the government issued a bulletin on whey cream, on whey butter, April 1910, in which they said this, that whey butter contains about 35/1000 per cent whey and produced an off flavor which cannot be described. The government advocated the labeling of whey cream at that time and they brought out those facts about whey cream.

I want to say in conclusion, are the butter makers of Wisconsin going on record now by resolution whether or not they want pure creamery butter labeled as pure creamery butter or whether
they will allow whey butter labeled as creamery butter, do we want to tear down our constructive laws?

J. G. Moore then presented a resolution by request and signed by the resolution committee as follows:

Whereas, there is now on the statute books of Wisconsin a law which requires the branding of butter made wholly or in part from whey cream, and
WHEREAS, there is nothing in the manufacture of butter from whey cream which in any way conflicts with the definition of butter, and
WHEREAS, the law during the past year has been found to be a hardship to creameries and their patrons as well as to the cheese factories and their patrons and has resulted in no benefits to the consumers, therefore be it
RESOLVED, that the Wisconsin Butter Makers' Association in Convention at Eau Claire, Feb. 5th, 1919, respectfully request and urge the Legislature to repeal the whey butter law, and the Secretary is hereby instructed to send a copy of this resolution to the Governor and each member of the Legislature.

(Signed) Resolution Committee:
J. G. MOORE.
C. F. WOLZIEN.
R. CARSWELL.

DISCUSSION.

Mr. Colwell: I feel that you as butter makers and creamery men are the ones to vote on this resolution. There are a lot of creameries that come in competition with cheese factories that are making whey cream. They are selling their cream somewhere. Perhaps if you enforce this branding of whey butter you can compel them to sell their cream outside of the state, they will get rid of it. Up in this country cheese factories do not get milk enough to make enough whey cream to churn it and where you come in competition with them you can tell them to ship it outside of the state, consequently you will benefit that much by it.

Mr. Speirs: We do not make whey butter, I have always been prejudiced against it, I never could make good butter and cheese in the same factory, never had success in making good butter and good cheese in the same factory. One reason was I never could get a cheese maker and a butter maker to work together any more than you could a cow boy and a sheep herder. I say I am neutral because if I was making whey butter I could brand it whey butter and it would go to my market and the brand would be scratched off if I wanted it to and it would sell for what it was worth. This last year I became connected as
president of quite a large concern in a near-by state and in going over the books, checking up, I found they got a large amount of whey cream, as high as ten or twelve thousand pounds of whey fat every month. Now that butter was churned with the other cream that came in and it was put in tubs and shipped to Boston and brought one cent under New York track shipping points, I am telling you that for what it is worth. In looking up I found the most of that whey cream, practically all of it, came from northern Wisconsin.

Mr. Carswell: As a member of the Resolutions Committee, I am saying right here, as a traveling man I have no business on that Resolutions Committee. If the resolution was to come up today I would put myself on record that the traveling men be suspended from even voting on the business of the Wisconsin Butter Makers’ Association.

Mr. Strozinsky: I think most of us appreciate the fact that the traveling men are with us. We feel as though it is necessary to have them with us and I think they also feel that it is necessary for them to be with us and therefore I think that as a member, as long as they pay their dollar to the association they ought to have a voice in the meeting.

Mr. Driscoll: As a traveling salesman I do not agree with you at all. I have good reasons for this. I have been attending the Butter Makers’ conventions all over the country for years and I consider every butter maker in the country my friend. I hope I am not mistaken but I do not consider myself their friend to such an extent that I want to interfere with their business. They should run their business and run it alone and if they are not capable of running their business they should get out of it.

Mr. Strozinsky: I am pleased that we are having this sort of a discussion. It shows the spirit and I assure you if matters of this kind were not brought up what good would a meeting of this kind be? I am sure a discussion of this kind is for the best interests of us all.

Mr. Blaschke: makes the following motion; that the butter makers in this society vote as a body of butter makers to run a Butter Makers’ Convention, not a Traveling Men’s Convention. Motion was seconded.

Mr. Blaschke: They are just as welcome but as butter makers to think that we should ask traveling men to come in and
run our little convention, I make a motion that we vote right now on this question.

Mr. Strozinsky: We have a motion before the house, it is out of order.

Mr. Keppel: May I ask why the cheese makers come into the butter makers' convention and ask them to run their business to suit the cheese makers?

Mr. Hastings: I was asked to come before the cheese makers and also asked to come here.

Mr. Sammis: I first took the floor to announce the legislative hearing in Madison which the butter makers were all interested in and then I read extracts from letters written by the creamery men, finally in response to questions asked by Mr. Lee who had presented some facts about the price received by cheese factory patrons in Green County during the flush of the season of 1918, which averaged 21½ cents below the Chicago butter fat price, but it was not with the slightest intention of imposing those facts upon you.

Mr. Keppel: This is the first year of the operation of the law and you will always find that the adjustment of past conditions is going to cause some little trouble, but they want to cut this thing off while it is in the course of introduction. The theory that a thing should be labeled what it is, is right in the eyes of any man. It does not change the inside or value of the article. That is not the question whether the article is worth more or less, but the article is there and if a man wants to buy that article that is his privilege and if he reads that word "whey" it does not spell anything to him if it is palatable. I say, let it stand on its merit, if they have a good article, may be they have, I hope they will produce more of it.

Mr. Dodge: I had perhaps three thousand pounds of milk that I skimmed the whey off and I put it right in with my cream that I gathered and really I don't think I could tell the difference. I believe it is all right. I believe every man that buys butter has a right to know whether it is creamery butter or whey butter. I will say this I believe the proper thing to do is to stand right by our creamery butter. If we want to make whey butter stand by that.

Mr. Moore: Again read the resolution before the convention in regard to the retention of the branding law.
The motion was made and seconded and after putting the motion three times it was declared carried.

Mr. Lee then moved that the resolution committee be instructed to bring in a resolution to the effect that the butter makers were opposed to the repeal of the law, which was carried.

Mr. Blaschke: I made a motion that we ask the butter makers to run their convention as a butter makers' convention and not a traveling man's convention and I think there was a second to that, so the motion is made that we eliminate traveling men from our resolution committee and from voting. I don't mean creamery managers, I think our creamery managers are entitled to come into our convention.

Mr. Lee: Do you mean that the butter makers should run their own association, the officers and everything?

Mr. Blaschke: Yes sir.

Mr. Moore: I don't think there are but one or two men at this convention who have been members of the association longer than I and I have been a butter maker and I am perfectly agreeable to this one proposition that the vote of the affairs of the association be left to the butter makers alone and make the others associate members.

Mr. Keppel: I make a motion that the rest of this business be taken up tomorrow morning.

Mr. Strozinsky: Motion made, seconded and passed unanimously that the business be taken up tomorrow morning. We will now go on with our program.

Mr. Strozinsky: I take great pleasure in introducing to you at this time, Professor E. H. Farrington of Madison, who will address us on the Opportunities for Disabled Soldiers and Sailors in the Dairy Industry.

Mr. Farrington: Mr. Chairman, Ladies and Gentlemen: I had a number of preliminary remarks that I had planned to make but you have been having so much fun this afternoon I think I will confine myself entirely to the subjects that I have planned to talk about. Now the title under which I am supposed to speak as it is given in the program is somewhat of a patriotic one and I made that rather short. I have written something on that subject but I feel something like congressmen that you read about in the papers sometimes. They give a good deal of time to preparing an address and some members of the house or senate will say, "we make a motion that the member be allowed to read
and not to speak.' I don't know but what the audience would prefer to have me read what I have to say than to listen to me speak it. However, I will not try to read all of it, I will give it to the secretary and it can be printed in the proceedings of the convention. I would like to say this that my plan was to speak about three things, one was the subject that is given on the program, the other was 'Leaky Butter' and the third was 'A Plan for Economically Standardizing the Manufacture and the quality of Butter and Cheese.'

OPPORTUNITIES FOR DISABLED SOLDIERS AND SAILORS IN THE DAIRY INDUSTRY

E. H. Farrington

A little over a year and a half ago we were saying 'Good Bye, and God bless you' to students who were leaving our classes one by one for the military and naval training camps of our country.

Today, these soldiers and sailors are coming back home and, as we welcome them to the peaceful civilization which they have helped us to re-establish, we are impressed by their healthy appearance and their eagerness to get a job.

The majority of our returning men have doubtless been benefited by the discipline of the training camps and of the battle fields. Some of them however, are coming home more or less disabled, and it is this small, but interesting group of war veterans that I wish to talk about briefly.

At the present time it is evidently impossible to accurately estimate the number of these disabled men. Our casualty lists are not all published yet, but before long we will be informed as to the approximate number of wounded men who are able to begin some kind of work or some kind of training that will help to make them self-supporting. It is our duty therefore to consider the possibility of giving them such training as will help to make them more contented than would be the case if they are left to spend the remainder of their days in idleness.

Knowing full well the loyalty of Wisconsin citizens and the great interest they have taken in the welfare of all our soldiers both during and since the close of the war, I have made a number of inquiries in regard to the possibility of our disabled soldiers and sailors finding employment in some branch of the dairy in-