

you to organize, I feel that I have been well repaid and I hope to see the time when there will be a cooling tank on every farm.

I will end my talk by giving a little story. A theatre troop was in a certain town and they gave the same bill every night and made a town a week. The first night, there was an old gentleman who sat in a seat, and he became deeply interested in that play, and he was there night after night. The third or fourth night the manager noticed that this old gentleman occupied the same seat and he wondered why he would come there every night and sit in the same seat. The manager thought there must be something attractive about the show that they had not thought of, and he decided to ask him about it. The next night the old gentleman was there all right and the manager went down and said, "I notice you attend this show every night. You have become deeply interested at certain points and we would like to know what there is about this show that we might use for an advertising feature."

"Why, yes, I will be glad to tell you. Do you know in one of the acts where another man comes in and makes love to the man's wife?" "Yes." "And just as he goes out the husband comes in?" "Yes." "Here's the point: sometime that husband is going to catch that son-of-a-gun and I want to be there when it happens!"

Wednesday Afternoon Session

1:30 P. M.

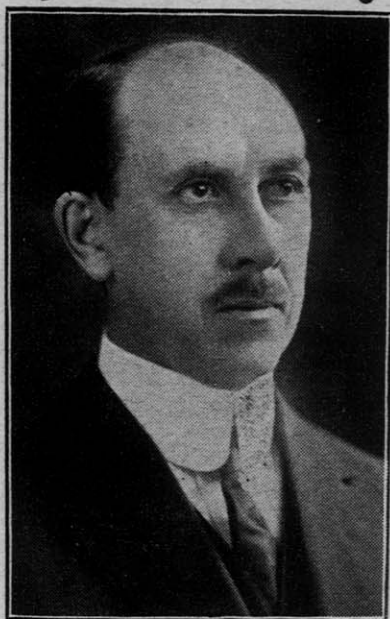
Butter is sold in lobby of Hotel Stoddard to Gallagher Bros., of Chicago, at 58 cents a pound. Meeting called to order by President Moran, at 2:30.

Secretary's Report read by Mr. Benkendorf.

SECRETARY'S REPORT

Mr. President: I am now presenting the secretary's report for the past year. Owing to new state regulations the report will be somewhat different than formerly. These regulations are: that all moneys received by the association must be turned in to the state treasurer within two weeks after the receipt of the same; this went into effect late in the fall. As is well known, no money can be drawn from the state treasury except by voucher. This regulation applies to all associations

receiving state aid. We receive six hundred dollars per annum. It was not obligatory for our association to comply with this state law, but if we did not we would not receive the state allowance. The officers decided it would be to the best interest of the association to come under this regulation and the money in our treasury was turned over to the state treasurer.



G. H. BENKENDORF

A further regulation provides that no printing will be authorized if it contains any advertising. As a part of our revenue is derived from the sale of space in our convention program we felt that this matter could be handled as a private fund. I assure you that all moneys received will be duly accounted for and a report of the same will be printed. The sum on hand in the state treasury is less than it was last year because it does not contain any of the money received for advertisements in our program. Next year I think the state will change its regulations in this regard.

General Fund.

Receipts

1919			
Feb.	5—	Reported Balance Eau Claire Convention.....	\$ 770.56
"	6—	Coyne Bros. Advertising.....	10.00
"	6—	Hunter Walton & Co., Chicago, Adv.	10.00
"	6—	C. H. Weaver Co., Chicago, Adv.....	10.00
"	6—	S. S. Borden & Co., Chicago, Adv.....	10.00
"	6—	Union Casein Co., Chicago, Adv.....	5.00
"	6—	Dairy Record, St. Paul, Minn., Adv.....	5.00
"	6—	John McCarthy, Chicago, Contribution	10.00
"	6—	Creamery & Milk Plant Monthly, Chicago Donation.....	10.00
"	6—	J. B. Ford & Co., Wyandotte, Mich., Adv.....	10.00
"	8—	Union Storage Co., Pittsburg, Pa., Adv.....	5.00
"	8—	Manhattan Refrigeration Co., N. Y., Adv.....	10.00
"	8—	Fred Mansfield Co., Johnson Creek, Adv.....	5.00
"	8—	Spangenberg & Co., Chicago, Adv.....	5.00
"	8—	Quincy Market & Cold Stor. Warehouse Co., Boston, Adv.	20.00
"	8—	Torsion Balance Co., N. Y., Advertising.....	10.00
"	8—	Wm. J. Haire Co., Boston, Adv.....	10.00
"	10—	Elov Ericsson, St. Paul, Minn., Adv.....	5.00
"	10—	Sharpless Separator Co., West Chester, Pa., Adv.....	10.00
"	12—	The Dairy Ass'n Co., Lyondonville, Adv.....	5.00
"	12—	Van Tilburg Oil Co., Minneapolis, Adv.....	5.00
"	12—	Chris Hansen Laboratory, Milwaukee, Adv.....	10.00
"	12—	Geo. W. Linn & Son, Chicago, Adv.....	5.00
"	15—	Fairbanks & Morse Co., Chicago, Adv.....	10.00
"	15—	Refrigeration Sales Co., Milwaukee, Adv.....	10.00
"	19—	Milwaukee Corrugating Co., Milwaukee, Adv.....	10.00
"	19—	General Laboratories, Madison, Wis., Adv.....	10.00
"	21—	Colonial Salt Co., Akron, Ohio, Adv.....	10.00
"	25—	Elyria Mameled Products Co., Elyria, O., Adv.....	10.00
"	25—	Alwood Sales Co., Milwaukee, Wis., Adv.....	10.00
"	26—	Creamery Package Mfg. Co., Chicago, Adv.....	10.00
"	20—	Louis F. Nafis, Inc., Chicago, Adv.....	5.00
Apr.	5—	Geo. W. Bull & Co., Chicago, Adv.....	10.00
"	14—	Milwaukee Corrugating Co., Milwaukee, Adv.....	10.00
"	19—	A. H. Barber Creamery Supply Co., Chicago, Adv.....	10.00
"	19—	A. H. Barber Creamery Supply Co., Chicago, Contribution	10.00
June	30—	Cash Memberships	194.00
Oct.	11—	Jalco Motor Co., Union City, Ind., Annual report.....	1.00
Nov.	12—	Henry Donner, Swalesdale, Ia., Posters.....	1.00
"	14—	H. C. Christians Co., Johnson Creek, Contribution.....	15.00
"	24—	A. H. Barber Cry. Supply Co., Chicago, Contribution.....	10.00
"	25—	Monroe H. Bullis, Nashua, Ia., Posters.....	3.00
Dec.	2—	John Pirson, St. Paul, Minn., Annual report.....	1.00
"	4—	Menasha Print'ng Co., Menasha, Contribution	10.00
"	29—	Boomer Fry Co., Iowa City, Ia., Contribution.....	15.00
"	30—	Farmers Creamery Co., Carlton, Oregon, Posters.....	1.50
		Total Receipts, General Fund.....	\$1332.06

Expenditures

Feb.	10—	E. J. Morrison, Expenses to convention.....	\$ 9.24
"	10—	G. H. Benkendorf, Office Expenses.....	213.63
"	10—	Tracy & Kilgore, Circular letters.....	8.25
"	15—	H. E. Griffin, Mt. Horeb	24.47
"	15—	H. O. Strozinsky, Menomonie.....	12.08
"	15—	S. G. Gustafson, Delano, Minn., Expenses as Judge.....	12.90
"	15—	C. J. Dodge, Windsor, Expenses as Supt.....	42.49
"	15—	Fred Werner, Waterloo, Expenses as Treas.....	22.42
"	15—	O. B. Cornish, Ft. Atkinson, Convention Expenses	26.71

Expenditures—Continued.

"	17—C. E. Lee, Madison, Convention Expenses.....	18.29
"	19—Roy Hastings, Marshfield, Convention Expenses.....	9.44
"	25—E. H. Farrington, Madison, Convention Expenses.....	18.18
"	25—E. M. Henwood, Madison, Clerk.....	27.32
"	20—Haber Printing Co., Fond du Lac, Programs.....	234.50
Mar.	11—Clara Hanson, Eau Claire, Convention reporter.....	45.50
"	29—J. H. Credicott, Freeport, Ill., Convention Expenses.....	26.65
"	29—F. W. Bouska, Chicago, Convention Expenses.....	28.50
"	20—Allan Carswell., Clear Lake, Wis., Convention Expenses...	12.65
"	29—G. H. Benkendorf, Secretary, Office Exp.....	25.65
Apr.	1—G. H. Benkendorf, Secretary, Office Expenses.....	7.08
"	18—Tracy & Kilgore, Madison, Printing.....	6.75
Total Expenditures, General Fund.....		\$832.70
Balance on Hand, General Fund.....		\$499.36

State Fund

1919

Receipts

Feb.	6—Reported Balance on hand at Eau Claire Convention....	\$ 650.61
July	1—By Bounty of State	600.00
Total Receipts, State Fund		\$1250.61

Expenditures

Feb.	6—State Printing Board.....	\$ 22.78
"	8—Theo. Dresen, Madison, Convention Prizes.....	24.00
"	10—Salaries:—Dodge, Supt.; Werner, Treas. and Benkendorf, Sec'y.	325.00
"	10—Office Expense	77.68
"	20—Victor Maurseth, Madison, Honor Prizes.....	10.00
Mar.	8—State Printing Board, Printing.....	5.72
Apr.	29—State Printing Board, Printing.....	9.07
Aug.	27—Printing Board, Printing.....	7.39
Oct.	2—Printing Board, Printing.....	5.21
"	6—G. H. Benkendorf, Secy.	33.11
"	31—Printing Board, Printing	31.96
Nov.	30—Printing Board, Printing	187.98
1920		
Jan.	2—Victor Maurseth, Madison, Prizes.....	223.44
"	2—G. H. Benkendorf, Secy., Office Expenses.....	19.55
"	31—State Printer, Madison.....	19.22

Total Expenditure, State Fund.....		\$ 1002.11
Balance on Hand, State Fund.....		\$ 248.50

Premium Fund*Receipts*

1919		
Feb.	8—Reported on hand at Eau Claire Convention.....	\$ 137.47
"	15—Eau Claire Creamery Co., Butter.....	1136.06
Mar.	17—Otto Kielsmeier, Butter	10.00
"	30—Genoa Cry. Co., Genoa, Contribution.....	20.00
"	29—Hustler Co.-Op. Creamery, Hustler, Contribution.....	10.00
"	29—Lykens Co.-Op. Creamery, Lykens, Contribution.....	10.00
May	1—Liberty Bonds Interest.....	10.00
Dec.	10—Liberty Bonds Interest.....	10.00
Total receipts, Premium Fund.....		\$ 1343.53

Expenditures

1919			
May	29—	J. L. LeFeber, Sec'y. Wis. Dairy Council.....	\$ 500.00
"	3—	Complimentary Butter	20.80
"	3—	Excess Butter	54.60
"	3—	Exhibitors' Checks	346.80
"	3—	J. L. LeFeber, Sec'y. Wis. Dairy Council, Bal. fund.....	210.40
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		Total Expenditures Premium Fund.....	\$ 1132.60
		Balance on Hand Premium Fund.....	210.93

SUMMARY

Feb.	11—	Premium Fund	\$ 210.93
		General Fund	499.36
		State Funds	248.50
		Liberty Bonds	500.00
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		Total Assets	\$ 1458.79

NOTE—This does not include money received for this year's advertising as explained when report was presented.

G. H. BENKENDORF, Secy.