Mr. Powell: Mr. Aderhold was speaking of the factories in the northern part of the state. I have bought cheese in the northwestern part of the state, in Taylor, Dunn and Chippewa counties. I found a good many factories there where the makers did not know the first principle of cheese making. There cheese was not worth four cents a pound on the shelves. They were getting from 1,800 to 2,000 pounds of milk. Some good man ought to go up among those cheese factories and stay there until he got them in line. The farmers do not know anything about cheese making, and the factories are just dying out, and they certainly ought to have some protection and help up there.

Mr. Aderhold: Let us go back to the question of licensing cheese makers. How can we get at it? Wouldn’t it be a difficult thing to get at? Could we prevent any cheese maker from making cheese so long as his patrons were foolish enough to deal with him?

Mr. Powell: If we have laws to prevent anyone from teaching school or practicing medicine, I do not see why we cannot do the same thing in cheese.

The President: I will answer Mr. Aderhold’s question by saying that Mr. Powell is on that committee of legislation.

It is time we drew this discussion to a close as there are a number of other papers for this morning’s session, and we will hear now from Mr. Mason on the “Qualifications Necessary to be an Up-to-Date Cheese Maker.”

The qualifications necessary to be an up-to-date cheese maker.

Peter Mason, Oslo, Wis.

The qualification of a cheese maker can best be determined by success of the business with which one is connected. If we are
careless or dishonest, or neglect our business, it will be sure to go under, sooner or later.

In this stage of time one must be more sure of a business mind than in former years, because competition drives us to figure closer, adopt new methods of making and marketing our cheese, seeking a better market than the common board of trade will insure.

The past season a great many of our makers contracted their season's make to different cheese buyers, for instance, daisies at flat price, which made Y. A. a scarcity on the market and the buyers would hold the price of flats down in order to get their daisies cheaper. I hope the past season has been a lesson to all those who made such contracts not to be caught in this trap again.

Cleanliness is of great importance for an up-to-date cheese maker. A doctor called at my factory and asked what kind of an institution we were running and I told him we were trying to make cheese, and he said it was the first cheese factory he could not smell eighty rods before he got to it. Now, I do not wish to give myself any credit for being clean enough in or about the factory; however, I wash the whey tank every day and scald the whey. We have perfect drainage, perhaps better than the average, but I believe we can at least clean our tanks and make our factory smell a little sweeter, if we want to. If we could bring a sample of whey from every factory and let our legislator smell of it, I do not think it would take great sums of money and great pleadings to have laws to prevent farmers to carry home their product in those conditions. In order to be an up-to-date cheese maker, it is absolutely necessary that he has taken a course at the Wisconsin Dairy School. The reason I say Wisconsin Dairy School is because it is the best of its kind yet known. If we get down to business and learn all we can, we certainly can solve the great problems that confront us today in a more perfect manner than we otherwise could.

Promptness is of great importance both upon the maker and his patrons. If a cheese maker himself is careless and never on
time, his patrons will also follow his example by coming to the factory at all hours of the forenoon, and the result is generally he will have some very poor cheese on his shelves.

Another point which I believe is not out of place at this time: that is the use of liquor, vile and profane language, which I believe should be driven from our factories because morality demands that we should be more of a gentleman than to allow any of these to exist in or about our factories.

Another point which is advisable to the cheese maker is factory meetings. In having these meetings the maker will be confronted with problems that will set his mind at work, which he otherwise would not. It also forms a better acquaintance between the maker and his patrons and in general it will unite the maker and his patrons into one common cord of prosperity and happiness.

Last, but not least, is the scoring of cheese; if a maker sends his cheese to the county or state fairs, or to the conventions, it will be scored on the merits of export cheese. Those that are usually interested to score cheese are cheese buyers, and they say export cheese will in time be a home trade cheese, and therefore serves two purposes; but a soft cheese can serve only one and that is for home demand. Very true, but we should make a distinction between the two and have separate premiums for each of them, and give those that are making a soft cheese equal rights with those that are making export cheese.

In closing I will say that a good cheese maker that wants to be up-to-date in all things pertaining to his business, should strive to get a diploma from the Wisconsin Dairy School, and second, to attend the Wisconsin Cheese Makers’ Association every year.

DISCUSSION.

Mr. Schoenman: I would like to ask, since you have brought up the scoring of cheese, what you think about coloring? We
have markets that take a high color, a low color, and a medium color.

Mr. Faville: And some markets want no color at all. Cheese that comes to Madison from New York has no color at all.

Mr. Schoenman: Do you think it would be right to score cheese on account of dark or light color?

Mr. Mason: I think the scoring of cheese by color is not right by any means. The scoring of cheese should mean when it is streaked and the color not evenly distributed through it, but I do not think the color of cheese should have anything to do with the scoring at all. Simply this: that, for instance, we are coloring for the southern markets cheese that is very yellow. If cheese is streaked white and red it should be scored off. But if a man send cheese to the convention of a white, amber or straw color, or red, I think it has nothing to do with the quality of the cheese whatever.

Mr. Monrad: Don't you think a rich creamy color is preferable to dark red?

Mr. Mason: The most perfect color is amber, just enough to take the white off, and not have any red.

Mr. Schoenman: Don't you think we are growing in that direction more and more?

Mr. Mason: Every year. I had a man say to me, "I would make soft cheese if I could sell it." I said to him: "The reason you don't sell it is because you haven't got it." I have made soft cheese for the last three years, and never saw the time I could not sell all I could make, and more, if I had it.

Mr. Waterstreet: Mr. President, I would like to ask whether a cheese maker should guarantee his cheese?

Mr. Mason: I think a cheese maker should guarantee his cheese. There are two reasons for that. In the first place it gives the poor cheese maker a mighty poor show and don't leave him much money at the end of the season, and ought not to. Another thing, it will send more milk home that is not fit to make cheese of, and for that reason I think a cheese maker should guarantee his goods.
Mr. Schoenman: Don’t you think cheese makers would get into tight places where they do all those things?

Mr. Mason: If a cheese maker would sacrifice his reputation for a few dollars he ought to.

Mr. Powell: Do you know of any factory in the state of Wisconsin where a cheese maker is compelled to take any and all kinds of milk?

Mr. Mason: I don’t know of any, and I have worked nine years.

Mr. Powell: I would like to ask Mr. Schoenman if he knows any such.

Mr. Schoenman: I know a factory where they don’t send any milk home.

Mr. Mason: Well, if they do take it they have to pay for it.

Mr. Ward: If they sold a lot of cheese and the market should drop, or if they found fault when there wasn’t any, must the cheese maker stand that loss?

Mr. Mason: I wouldn’t. I should expect the cheese to be inspected before leaving the factory, and if it left the factory without inspection he would have to stand it. I wouldn’t stand a loss on cheese after it leaves the factory door for anybody.

Mr. Baer: I would like to ask Mr. Mason if that guarantee system, in connection with poor curing rooms, is not working ruin to the cheese business, and hasn’t it actually been one of the curses of our industry? When you guarantee to produce nothing but good cheese at Board of Trade prices, you give your patrons all the chance in the world to produce bad milk. You are simply teaching them to produce bad milk. I have found it that way. When a maker guarantees his cheese his patrons are not going to put any more work on the milk than is absolutely necessary.

Mr. Mason: I think he would find he was guaranteeing the milk if it was sent home every other day.

Mr. Aderhold: You can’t send it home before it is spoiled, can you? And nine cases out of ten the change comes after it
gets in the factory. It has the germs in it, but the change is not made until after it is in the factory.

Mr. Mason: The greatest trouble I meet with is that I can not sympathize with a man that takes in poor milk. I never did such a thing. I couldn't help anybody out who takes in poor milk.

Mr. Monrad: Can you always detect cold milk?

Mr. Mason: If the taint is so slight that you cannot detect it with your nose, it is not bad enough but that you can make a pretty good article.

Mr. Monrad: When you use the fermentation milk test, would it show up stronger after passing through the fermentation test?

Mr. Mason: Not very bad; not as bad as if you could smell it distinctly before you took it in.

Mr. Faville: They have not all got your nose, Mr. Mason.

Mr. Monrad: You are speaking of whether a maker should guarantee his cheese. I must say that I am against it under the present conditions, and until we have invented a test.

Mr. Faville: Mr. Monrad is right. The responsibility should be divided between the patron and the maker, and should not all be put on one man. He don't want to make his patrons mad and send home the milk. It puts the responsibility all on one man, when it should be divided.

Mr. Waterstreet: Don't you think a good cheese is often spoiled in the curing room?

Mr. Faville: Can't all cheese makers have a good room?

Mr. Powell: I don't think so.

Mr. Crandall: I'd like to say that we poor cheese makers are working at a disadvantage. I always used to guarantee everything, drop in the market, and everything else. Last season we had a poor curing room and I shut down on it and said I would not guarantee flavor, or the effects of hot weather after the cheese was put on the shelves. They finally let me out and we got better milk this summer. The responsibility was divided and not all on me.
Mr. Powell: I believe the cheese makers ought to be responsible. I don’t know of any cheese maker in this state who is obliged to work in a factory without a good curing room and utensils.

Mr. Faville: We all haven’t as much money as you.

Mr. Powell: I spend all my money going to conventions. I don’t know of any one who has to work in a factory where there is not a good curing room.

Mr. Mason: We are neglecting one part of my paper. I will not excuse a cheese maker for making poor cheese. If you get the farmers together and explain to them the reasons for all these things, I have never yet seen the time when they would not comply with my request. I say I cannot tolerate that, and I will not give in that a cheese maker should not guarantee his goods, because I believe it is his fault if the cheese is not good. He is supposed to understand his business. The farmers are not supposed to know. They don’t calculate to learn what bacteria will do, and if a cheese maker will stand back and let them do the running of his factory, he cannot expect anything else but a very poor lot of goods.

Mr. Van Leeuwin: We cannot guarantee our goods under any and all circumstances. If we are going to guarantee our goods we must have provision for a good curing room and the privilege of receiving and rejecting all milk, if necessary. Under these circumstances we could guarantee our goods. But ought we, as cheese makers, to do this injury to the cheese business? It makes me tired that some fellows will guarantee good cheese under any and all circumstances. We cannot do it, and must not do it, for we injure our reputation for goods every time we do it.

Mr. Aderhold: Mr. Powell made a statement that he thought a good cheese maker wasn’t obliged to accept a position where they didn’t have a good curing room. Now, if that is the case there would be only two or three positions that a cheese maker could accept in Wisconsin. (Applause.)
Mr. Powell: Mr. Chairman, we might put it in another way. There might be twelve to fifteen hundred new curing rooms built this spring.

Mr. Baer: Mr. Van Leeuwin speaks of reserving the right to send all bad milk home. He forgets that in Wisconsin we have seventeen hundred cheese factories only two or three miles apart. I was visiting factories in Iowa county and sent nearly half of the milk home from one factory, and it went to the next factory and was taken in there the next morning. The following morning I visited that factory that had accepted the milk I rejected at the former factory, and I "fired" it the other way. The consequences were that four farmers sold out and went out of business.

Mr. Powell: Don't you think those factories make better cheese now?

Mr. Baer: Yes, the quality of the cheese of both factories was improved.

Mr. MacPherson: I would like to make an observation here. In appearing before the cheese makers of Wisconsin I can assure you it affords me a great deal of pleasure. I have been listening to the discussion, and this point is intensely interesting. This question before us is a very important one. Cheese makers and milk producers are no doubt interested in this matter. My opinion is that all cheese makers should be responsible for their work, should guarantee their work, and the others, the milk producer, should guarantee his work, should guarantee to deliver pure milk to the factory, and by dividing this responsibility and making all parties guarantee their goods, then you would have the proper conditions. You systematize the work in such a way that you will, with good skill, have good results.

In this connection, I would like to say that when the result of manufacturing cheese is not favorable, the quality is not up to the standard, and when the fault cannot be found,—whether it is in the milk delivered or in the skill of the maker,—then I should say the proper method is that the loss should be divided,
and should not be sustained by the cheese maker; should not be sustained by the milk producer, because it might be due to the combination or neglect of the two; hence, the division. So when summing up this question you will find the proper way to discover the delinquent and make him responsible. If you cannot discover the proper way, divide the loss. When it is carried on in this way you do not create those abnormal conditions of patrons leaving the factory and the factory closing, and the cheese maker losing his position. Their interests ought to be mutual and should be conducted on a mutual basis, and their interests will grow up together, and when losses do occur, the loss should be divided.

Mr. Aderhold: I want to get back to another phase of this question and that is accepting inferior milk. I am going to stand up for Mason this time. There are many makers who haven’t sufficient backbone to reject an inferior milk when they discover it, and I want to say what I think about that kind of work. I think it is perpetrating a dirty trick on patrons who bring good milk, and having it mixed up with inferior milk. I call it a dirty trick.

Mr. Monrad: I think Mr. MacPherson struck the right key note in this matter. You will always find that the medium way is the best. As I understand him to say it was this: that the cheese maker agrees to be responsible for the loss when the loss can be traced directly to his negligence, and, on the other hand, he should be relieved of all loss if the fault could be traced directly to the milk producer, and if to neither, then it should be divided. Right in this line I want to remind you cheese makers that in 1890 in this very room I told you about how they did things in Switzerland. There the cheese maker is responsible, but he takes the fermentation test and if he discovers the milk is bad he doesn’t need to take the fermentation test, but he takes it anyhow, and the next day if that shows any faulty milk a memoranda is made of that. And when the cheese is put on the market the very man who delivered that milk has got to stand
the loss. (Applause.) Now, I say, that until we take that
ground I think it is unjust to make the maker responsible. Mr.
Mason is right; it is the short road; it is the shortest road.

Mr. Faville: It is the just one.

Mr. Powell: I agree with Mr. MacPherson and Mr. Monrad
and all of them, but I don’t think you have got it where I want
it. I agree with Mr. MacPherson that the responsibility should
be mutual. The patron should be responsible for the milk de-
livered and the cheese maker responsible for his work. It is a
mutual agreement and you should have meetings and agree to
do that. He has agreed to be responsible and should see that
the patrons fulfill their part.

Mr. Crandall: Nine times out of ten the responsibility falls
on the cheese maker.

Mr. MacPherson: If the cheese maker receives the milk he
is responsible.

Mr. Mason: Mr. Aderhold made a suggestion that I believe
is advisable. That is when a patron comes in the morning with
milk, take the evening’s milk and empty it out carefully, and
take a pint of the milk in the bottom of the can and pour it in a
can or a dipper and let him drink it. Now, if he refuses to
drink his own milk he admits it is not good.

Mr. Faville: Pour it into a glass so that he can look right
through it, and I’ll bet if the man has any conscience at all he
will look out after that.

Mr. Powell: That would be insulting.

Mr. Mason: No, sir, because it is his own milk.

The President: We could prolong this discussion all day,
but there are several other papers.

The next paper is “Care of Delivery Cans and Cheese Fac-
tory Apparatus,” by Chas. B. Moore, Apex, Wis.

Mr. Baer: I understand he is sick, and he has not sent me a
paper.

The President: Coming to the next paper, “Educating the
Patron to Care for Milk for Cheese Purposes,” by Eddie
Schwingel, Avoca, Wis.
Mr. Baer: I have received a letter from Mr. Schwingel saying that he and his family were ill with the “grip,” but he enclosed a paper for me to read.

EDUCATING THE PATRON TO CARE FOR MILK FOR CHEESE PURPOSES.

Eddie Schwingel, Avoca, Wis.

The great difficulty in making cheese is to get good milk for that purpose. No cheese maker can make a first class cheese from second class milk. No doubt every patron has been instructed as to how he shall care for the milk to produce a good article. There are some patrons who furnish good milk the whole season, while there are others that do not. This is either due to neglect, or carelessness, or they do not thoroughly understand how to care for the milk. Therefore, it is very important for the cheese maker to use all the energy he has to educate them to take better care of the milk than they do. The most serious obstacle the cheese maker has to contend with is tainted milk. There are many causes for bad flavored milk; it is due mostly to patrons either being neglectful in handling the milk, or as to where they pasture their cows, and what kind of water they have to drink. Cows should not be pastured on low, swampy, marshy land, where there are dirty slough holes or stagnant water. This kind of pasture and water does not make good milk, even with the best of care. There is some bad milk that cannot be detected at the intake, and difficulties develop later on. But by the use of the Wisconsin Curd Test, this bad milk can be located, and one may tell which patron or patrons are furnishing the bad, and trace it, whether it is due to neglect in caring for the milk, or the fault of the cow.

The test has been a great help to the cheese maker in educating the patron. I find that visiting the patron at the farm one