for some particular point that can be improved. I believe that every man who attends these conventions and hears these discussions and papers goes home with the determination in his mind to begin to look around. He will begin to improve long before he has to sell out. In this way every single man in the state can contribute to the improvement of cheese making. I thank you.

The President: Now, Gentlemen, our time is flying along. Unless there are some rather important questions that you would like to ask Dr. Sammis at the present time, we will proceed with the program. The next subject is the Foreign Cheese Industry of Wisconsin by Mr. Fred Marty, State Cheese Factory, Dairy and Food Inspector.

THE FOREIGN CHEESE INDUSTRY OF WISCONSIN.

Fred Marty, Monroe, Wis.

Mr. Chairman: Ladies and Gentlemen: When Mr. Baer requested me to talk to you again on the foreign cheese industry of Wisconsin, I asked him why I should again describe that subject at this convention, but still I am here.

Another year has come and gone since we last met in Milwaukee as an organization to discuss our momentous questions, to talk over and recount the various experiences of the past season. Let us further believe that in this way and only by such intercourse can we expect to be up-to-date in our profession, for it is here that the best thoughts and ideas in this life of business are exchanged.

In looking over your program I find that our ever faithful Mr. Baer, in whose hands the responsibility and success of this association has rested, has prepared a program that is not only a credit to himself but to the whole association.

I am not going to dwell at any length on describing the foreign cheese industry of Wisconsin. The origin of the foreign cheese industry in Wisconsin dates back to the year 1846, when the Swiss colonists embarked from Switzerland to this country.
this state. The colonists first farmed a little; they raised wheat as long as the soil was ready and willing to produce it. But, for various reasons, the raising of wheat proved a failure in that section of the state, so that early in the 70's some of the farmers started to manufacture Swiss cheese on a small basis, and the cheese found a ready market. Soon a number of settlers joined, built a cheese factory, sold their milk. There in its infancy around the green hills and fertile valleys of this modern Switzerland, along the borders of Green County a new industry was brought to life. One cheese factory after another sprung up in that section of the state so it soon became the leading industry, and the year 1846 may be looked upon as the dividing line. The farmers sold their milk to individual cheese or milk dealers, which up to that year was not the practice, due largely to the fact that the farmers' resources were much lowered at that time. Then came the practice of selling their milk to the co-operative system, and today you will find that nearly all of the cheese factories in that section of the state are owned by farmers, and over 90 per cent. of the cheese factories are operated on co-operative plans or basis.

This branch of industry rapidly increased. Cheese found a ready market. Today in Green county, Lafayette, southwestern part of Dane county and the western part of Rock county the foreign cheese industry of Wisconsin flourishes, and reliable figures inform us that there are in the aforesaid counties five hundred and fifty cheese factories manufacturing annually 33,500,000 lbs. of cheese, with an annual return of $4,900,000, a wonderful growth indeed. This branch of the industry has also extended into other counties, Dodge, Fond du Lac, Winnebago, La Crosse, Trempealeau, Buffalo, Washington, Barron and other counties to a large extent manufacturing brick cheese and some Swiss cheese.

While the Swiss cheese industry in this state has made wonderful development, it has not yet reached its limit of perfection, since there are annually imported into this country hundreds of thousands of pounds of Swiss cheese commanding the highest prices. This I attribute largely to the condition of our Swiss cheese market in this state at the present time, which I look upon as the spoils of the industry. There is nothing shown in our present system that would have any influence towards the encouragement of the qualifications of for-
eign cheesemakers. This system I have termed as a "catch-as-catch-can" proposition with no good in it but a selfish greed for the almighty dollar at the expense of the industry.

Greene and its surrounding counties have become the home of the foreign cheese industry of Wisconsin. Some ten years ago an association was formed up there, now known as the Southern Wisconsin Cheesemakers & Dairymen's Association which, with its wonderful growth, has today 450 members. Let it be hoped that through the aid of the Southern Wisconsin Cheesemakers & Dairymen's Association and this association, whose purposes are to promote the dairy industry, that once more will the grade system be established in the Swiss cheese market, and our present system be banished out of existence.

I might go on and point out to you the importance of the foreign cheese industry of Wisconsin and I could furnish you still more statistics by taking the district outside of the Green county district, but time will not permit me and it is hardly necessary, when we take into consideration that only a short decade ago this industry was slumbering in infancy and today it has developed to such an importance in the state of Wisconsin as to attract the attention of the entire dairy world. I thank you.

The Chairman: Are there any questions to ask Mr. Marty? Has anybody any questions they desire to ask?

The last paper on the program this afternoon was taken up by Mr. Shilling this morning, so this completes the program for the afternoon.

Kindly remember tomorrow's session opens at 9 o'clock, instead of 10 as today. We want you all here in the morning so we can start early because this year the papers are being well discussed and will take up all of the time we have given them. We will now adjourn until 9 o'clock tomorrow morning.