Mr Aderhold: I am afraid there will be only a small crowd here this afternoon. One of the speakers is from Minnesota and we would all like to hear from him.

Mr. Reed: I move that we take up the afternoon’s program before we adjourn.

Motion seconded and carried.

The Chairman: We will now hear from Mr. Parkin, of Minnesota. Mr. Parkin is by no means a stranger to you. He has been here often before.

"QUALIFICATIONS OF AN UP-TO-DATE CHEESE-MAKER."

A. W. Parkin, Pine Island, Minn., Dairy Expert, Dairy and Food Department, State of Minnesota.

Mr. President, Ladies and Gentlemen: The subject assigned to me by your worthy Secretary is "Qualifications of an Up-to-Date Cheesemaker." This is a broad subject, and when I set myself to prepare a paper to read at this convention, before the most up-to-date, progressive and intelligent class of men connected with dairying, marketing and cheesemaking in America, Gentlemen, you can rest assured the thought came to me that I had bitten off more than I could chew.

I expect to be criticized for endeavoring to bring out a few of the essential qualifications a man should possess in order to be up-to-date and abreast of the times in the art of cheesemaking.

First, last and all the time a cheesemaker should possess good common sense and be blessed with tact, and to know how, when and where to use it. He needs to be physically and mentally strong, to possess a common school education; at least be able to read and write plainly and know how to figure accurately in decimals and fractions.

A cheesemaker abreast with the times will be neat and clean about his person, and have all apparatus used in connection with his work absolutely clean and sanitary. By keeping his
personal appearance, and his cheese factory in a first class manner, he will be in position to command and demand the respect of his patrons.

He should take and read a goodly number of dairy papers, thus enabling him to be well posted on all matters pertaining to dairying. He can thereby give intelligent information to his patrons in regard to caring for milk, feeding, breeding, etc.

In order to be well qualified, a man must attend some good dairy school one or more terms, attend conventions pertaining to his particular line of work, send cheese to conventions and to the monthly scoring contests now being conducted in our leading dairy states. He should be a good judge of milk and cheese; he should be able to keep his brain working with and ahead of his hands; he should be ever ready to lend a helping hand to his brother cheesemakers, for the uplifting of his chosen profession, and always hungry and eager for information. An up-to-date man is not the man who knows it all, but is at all times a student. He must be ambitious, honest, industrious and a man of good habits. He should possess tact and back bone, so to speak, at the weigh can; be able to hold his patrons, and get new ones, and he should be able to make a good starter. He should know how to handle different working milks, how to make a good, marketable uniform cheese, and should keep posted in the different cheese markets. Our best cheese factory managers are looking for the up-to-date maker and are ready to pay a good salary.

An up-to-date cheesemaker is not the man that has a "hurry-up" process in making cheese. He is the man that gives every part of the process sufficient time to make the best possible cheese. He rises early in the morning with a pleasant "good-morning" for everybody. He has the self will and determination at all times to do better work today than yesterday. He will keep tab on his patrons as to the condition of their cans and the quality of their milk, and knows the yield of cheese he is making each day. He knows what his losses are in the whey. I do not consider any cheesemaker worthy of the name of being up-to-date when he ignores quality in his product for the almighty yield.

Gentlemen, above all, do not sacrifice quality for yield. Get quality and the reputation you will gain, as well as the higher
price you will receive for the product is worth far more to you and the cheese industry. The man who is well qualified in the art of making cheese, is the man that gets quality first, last and at all time.

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**Discussion.**

The Chairman: Are there any questions? If you would like to get some information from Minnesota we have Mr. Parkin to answer your questions. You want to remember, however, that this information originated from Wisconsin, because Mr. Parkin was born in this state. I always thought it strange that they had a good cheesemaker in Minnesota but now I understand it. Have you any questions you would like to ask Mr. Parkin? We have plenty of time.

Mr. F. Marty: I would like to ask Mr. Parkin in regard to some of the ways and means employed in Minnesota for the distribution of whey. That subject was up a while ago. Perhaps Mr. Parkin can give us some ideas.

Mr. Parkin: We have a compulsory law compelling the heating of whey. I also condemn all the underground whey tanks. We have nothing but elevated tanks and all the factories use the steam jet pump and the whey is heated to 120 degrees by this steam pump, and with a very little additional steam it is brought to the proper temperature. Some have the skim milk weigher to divide the whey but the larger proportion of them take it as they please.

Mr. Hart: What temperature does the law provide for?

Mr. Parkin: The law says 180 degrees but we know that is too high, we know that 160 degrees is as high as we dare go without causing a separation of the albumen.

Mr. Cannon: Who pays the extra expense of heating the whey, the cheesemaker or the patrons?

Mr. Parkin: The patrons of the factory pay for it.

Mr. F. Marty: Is there any Swiss cheese manufactured in Minnesota?
Mr. Parkin: We have only two factories, Mr. Marty, and so that does not amount to very much.

Mr. Aderhold: Is that heating of whey law generally lived up to?

Mr. Parkin: Pretty much so, yes sir. I try to see that it is.

M. Buchen: Mr. Parkin spoke about a man being an up-to-date cheesemaker, that he must be able to hold his patrons and gain new ones. How would you recommend getting new patrons for a factory?

Mr. Parkin: It is a matter of tact and a cheesemaker's ability to get along with his patrons.

Mr. Buchen: My experience is that there is a man in every neighborhood who will wait until everybody else pays out and then he will pay a cent or two more than the other fellow, and he is the up-to-date cheesemaker.

The Chairman: I do not think he stays up-to-date long for he goes broke before his date is up. A good cheesemaker usually gets all there is coming to him and usually pays all there is coming to the other fellow, and the man that does not do that does not stay long in the business. It is miserable competition, and pretty hard competition, to have to meet, but he is going to get somebody some day to make up for the premiums he has paid. We have questions like that even in the wholesale cheese business.

If there are no further questions to be discussed on Mr. Parkin's paper, we will impose on good nature again by calling on Professor Hastings. Mr. Osterhouse will be ready to speak right after Professor Hastings.