not belong to an association. Something is wrong with him; he needs watching. We must work together. We must be loyal to ourselves; we must be loyal to our fellowmen. We must be loyal to our association and loyal to our industry, for in this way only can we expect to accomplish anything, for in unity there is strength. In this way only can Wisconsin maintain her supremacy as a dairy State.

I want to say to you cheese makers, be loyal to your calling; be loyal to your patrons and your patrons will be loyal to you. There is no man so great or so small a part of any structure or any organization that he can afford to ignore the significance of loyalty. It brings out and presses in deep the fact of individual importance. Let us all be loyal to our community, loyal to our state and loyal to our government. It will result in mutual happiness and prosperity. I thank you.

WHAT BENEFIT IS THE LICENSE LAW TO THE CHEESE MAKER AND HOW COULD THE LICENSE LAW BE IMPROVED

By O. J. Schwantes, Clintonville, Wis.

Mr. President, Ladies and Gentlemen: I have not been working to get before this audience to tell them just how the license law should be improved but I have been working to get this question in the program, to give every person the same chance to express their opinion.

The subject that has been given me is "What benefit is the license law to the cheese maker" and this question I could answer with a few words by saying it is no benefit to a good cheese maker, it has not been, but the old saying is, there is never a big loss but what there is a little gain. I will say, however, there are some benefited by the license law.

The question is how could it be improved? I will give you my opinion to the best of my ability and I want everyone to express their opinion. The cheese makers must get together and work to improve the quality of the cheese, as we have heard at our last convention, that we could get a much higher price per pound if Wisconsin would put out a better grade of cheese; and nearly all cheese makers here will say that cannot be done to improve the quality. It is in yield we have to keep up with our neighboring factory. That is why we are in need of a law to force the cheese makers to make a better quality and be protected by law. Now we have had one year's experience of the license law, but the question is, of what benefit is it? It has cost the cheese makers thousands of dollars to get the licenses, it has brought about more sanitary conditions but the quality of cheese is not improved, as dealers say. If a man can show up 12 months experience he can get a license and, according to law, can make all kinds of cheese.
Up to the present time the patrons of a cheese factory did not appreciate a good cheese maker. If he makes good cheese and works for quality, that is not satisfactory, but the cheese maker who works for yield, and makes a big quantity, he is the good man for the farmer today, but they do not realize what damage that is on the price per pound of cheese.

The cheese maker should be compelled by law to make good cheese, to a certain extent, but the patrons should be compelled to bring good milk. Most of us know that it only takes a little off grade milk to spoil the cheese, and the off grade milk is often found where the farmer has the same distance to more than one factory. If one cheese maker will not take the off grade milk the other one will, and will be glad to get it.

It would not be more than right that if a patron wants to change and take the milk to another factory to compel him by law to give a reason for leaving that factory and if the reasons are because he came too late, brought dirty or sour milk, or because he is getting too low a test, they ought not to take his milk. On the other hand we have what might be called boycott. This is when a cheese maker builds within three miles of another factory. During the life of the license law such a factory should be compelled by law to receive at least 4,000 pounds of milk. It is almost impossible for a cheese maker to make good cheese if they do not get a sufficient amount of milk. In many cases off grade cheese is the cause of a cheese maker not receiving enough milk, where the factories are too close together, or where the cheese maker is working for quantity and not quality, and that is wrong. The cheese maker should be compelled by law to work for quality and get protection by law that they can do it.

The article in the Dairy Market Reporter to prepare a bill to bring before the legislature would be a benefit to the cheese makers and I think there should be a committee appointed to draw a resolution to that effect. I thank you.

DISCUSSION

CHAIRMAN: Have you any questions to ask?
MEMBER: I would like to ask the speaker if he would like to stick himself into a factory of 4,000 pounds and hold out.
MR. SCHWANTES: That is the next question. No, I would not, but what have we got with a lot of factories going up within two miles from factories of not over 4,000 pounds, splitting up the territory and still making it more disagreeable. How are they going to keep it up? It will put some out of business.
MEMBER: I would like to ask you, does this license law do us a lot of good? We have spent thousands of dollars and we are trying to get some of it back. We can't do it if we have factories two or three miles apart.
Mr. Lee: While I am here this afternoon there are a few things of importance that I would like to bring out that would help us materially in the office in handling the licenses. Up to Nov. 1st there were about 200 cheese makers in Wisconsin that applied for a license to make cheese and we could not find them. I can see where some of them changed their address between the time when the inspector called on the factory. The inspectors started out on April 17th. These nine men forwarded to the office at Madison 5,600 factory inspections and there are 2,340 cheese factories in Wisconsin, including 5 factories making cottage cheese. If a man takes out an application he ought to keep us posted as to where he happens to be. The cheese makers by this time have received a renewal card, that comes back to the office, it gives the number of the license, his address and with that renewal card $1.00. It may take some time to get the renewal cards back. A number of these makers, creamery operators and cheese factory operators hand theirs over to the rural mail carrier with a dollar bill with the request that the rural mail carrier make out a money order payable to the Dairy and Food Commissioner. We have received dozens of letters unsealed. Some of them might be lost, we don't know. These are things that come and are worth consideration. If a factory operator takes out a license located on this block, a license is issued on this one block and when he sells that factory his license is destroyed. We have issued all the applications for Clark county and we have twice as many in Clark county as there are actually in operation. I think our inspectors can bear us out in that, one factory was operated by five different men during the past year. It is a difficult matter to handle those things unless you men are fair to us. If you know a factory is sold, please notify us, give us the name of the cheese factory. You men can help us out materially and we realize that you have cooperated with us and we appreciate it very much.

Chairman: Gentlemen, are you through discussing the license law, is there someone else who has anything to say on that subject?

Mr. Weigle: I would be glad to hear every cheese maker ask any question. We want to put you right on the license law, it is not to be a hardship to anyone but a protection to the clean cheese factories. Is there any question, just fire away.

Mr. Lee: From now on till the first of May our department is going to make a survey of the milk conditions throughout the State of Wisconsin. We are going to take city milk inspection first. We are going to help you cheese makers materially, and we are glad to help you, but we are very busy, you have to give us plenty of time.

Mr. Davies: I want to bring one more thought to your mind about the license law. The misunderstanding on your part as to what you thought was a hardship has brought you to work together and you have accomplished more than ever before, and in that one point it is doing more good than you ever got out of anything.

Member: I think this gentleman is right. I think we ought to
try to force this law to help and protect us. The license is a very good thing, provided we can get protected.

**MEMBER:** I know of a young man who made cheese in December and he only had five months experience and he started in the first of January again without a license, and is running today.

**MR. LEE:** You must remember we have 2400 factories and sometimes someone will slip by. This law is only one year in force, you must give this law a chance to show what it can do for you. Don’t blame the law when you notify us to that effect, we will be glad to hear from you and get after them.

**MEMBER:** What would you do with such a cheese maker?

**MR. LEE:** Prosecute him.

**MEMBER:** I want to ask Mr. Weigle if it is the inspector’s duty to look after these things, if the inspector should report.

**MR. WEIGLE:** Surely.

**MEMBER:** That factory, I think, was reported by our association. The inspector knows about it. That young man said it was no law, it was just a rule.

**MR. WEIGLE:** He better not try it, he has got to have twelve months experience.

**MRS. DIX:** I can give you the name of the man in the northern part of the state. Mr. Schultz has been denied a license and I understand he is running his factory with all the objections you gave him.

**MR. WEIGLE:** We have only nine or ten inspectors—but he will be prosecuted.

**MEMBER:** Mr. Schultz had another man with a license working for him for over three months.

**MR. SOUTHERN:** That man’s license was revoked on my inspection report, he was to hire a maker or get out of the factory. I told him he would be prosecuted if I found him working alone in the factory. I have been there several times since but never found him alone.

**MEMBER:** If a cheese maker takes out a license and just holds the license and another man makes the cheese for him, what if the inspector comes around and the other man makes the cheese?

**MR. LEE:** If you know that is being done, you could help us by notifying us. Why do you want to keep a man out of his own factory? If a man owns the factory, has not had enough experience and he hires another man, we cannot determine who is the helper or who is the cheese maker, as long as he has a licensed cheese maker in the factory. We cannot go any further than the law calls for and that is reasonable. If I cannot get a license, I have a right to hire a cheese maker who can. Be reasonable, it takes a little time. Mr. Southard has a large territory, you people don’t realize that. Say a man bought a certain cheese factory in Manitowoc county. How do we know unless someone notifies us that that man is making cheese and has not applied for a permit to make cheese or run a factory. Do you want us to prosecute that man, put him out of business at once? We
must admit that we have a few rascals in the cheese business, as well as in other places, there are always some who try to evade the law. One cheese maker in Wisconsin made cheese for 18 years, was put out of the business, refused a license. That man applied for a job to run a cheese factory in Idaho. They wrote to us, we told them he was refused a license here and he was refused there, he had no chance in Idaho. You men in the cheese business cannot comprehend for one minute what we have to contend with.

**MEMBER:** If a person is gone for a day or two, would your helper have to be a licensed man?

**MR. LEE:** No.

**MEMBER:** If the licensed maker got sick and his helper had six months experience and he takes charge of the factory and makes cheese, he can get no maker at that season of the year, are you going to make him close down the factory for the reason that he is not a licensed man? This man is doing good work, the patrons are very well satisfied.

**MR. LEE:** There is a student from the Dairy School, he is No. 1 in his classes, he says I left a farm last summer and hired out as a helper in a creamery. They have a licensed butter maker, getting $120.00 a month. He says I am a friend of five of the directors of that creamery. If you could stretch the requirements so that I could get a license I could get that job, and the directors say I am a better butter maker than the man they have there. The man looked like a good man but if we should allow this man to take charge of the creamery in this case, if we granted a license to that man, it would be a disgrace to the butter makers in Wisconsin.

**MEMBER:** I have been in the cheese business for 26 years. I think the license law is about as good a law as the state ever made, but it is lame on one spot and that is, the cheese maker has not the right protection, after he has put his hard earned money in the business. Write to the legislature about the proposed bill. Get in touch with your senator and assemblyman and ask them to vote for that bill. We will do all we can towards it.

**MEMBER:** I think every cheese maker should make up a petition and get all the farmers to sign it and send it to your assemblyman, show him what the farmers want.

**MEMBER:** As a rule the farmers and cheese makers work in harmony, in that case it would be all right, but I have seen where the cheese maker put $1400.00 into a factory, it was no price sure enough, another man came along and said we will give you $700.00 or build across the road. The cheese maker would have to take the $700.00. Another man would come along and say if you will not sell this factory to me I will build between the two and it will spoil them all.

**MR. DAVIS:** This bill is in the course of construction. It was our intention when completed and introduced the number would be given
us so that we could get a copy of the bill and send it to each local organization with a request to help us force this bill.

Mr. Scott: You have all been notified of the meeting tomorrow night. That meeting is for the purpose of furnishing ways and means to push this bill through.

Member: I am one of those fellows that believe only half that I see and nothing that I hear. On the train, this morning, some boys were talking about the license law, they didn't know I was a cheese maker. They were talking about an inspector coming to a factory where the operator could not get a license on account of unsanitary conditions in the factory. The inspector wrote the Dairy and Food Commission and that operator was taken into court and paid a fine but that he still operated the factory.

Mr. Lee: I want to say this, that the judge, at the recommendation of the inspector, can fine the man and revoke his license or only fine him. If the fellow is making cheese today, his factory can be shut down. Can you give me the name of the man?

Member: No, I did not want to be inquisitive, but I wanted to know if that could be true.

Mr. Scott: A number of cheese makers have asked me this question. Suppose the Dairy and Food Commission revokes a man's license, can he come back and make another application if he complies with the law?

Mr. Lee: A cheese maker in Northern Wisconsin was refused a license because the inspector in that territory inspected the factory two or three times and found unsanitary conditions. The license was refused on the 24th of November and he stepped out of the factory. He came back and said he made a mistake and wanted to know if he could not try it over again this year and if we found him in another factory that was not sanitary we could take his license from him. What are you going to do with a man like that. If he realizes he made a mistake and is willing to try and do better, give that man another chance.

Member: We were supposed to get a set of rules, I did not get any.

Mr. Lee: We cannot always say what became of them. When a letter comes into our office for an application blank a copy of the Dairy Laws goes out with the application blank. It may be possible that we skipped one. Our inspectors cannot go around and nail these up. We cannot go around to 2,400 cheese factories and put them up.