Jan. 24	Butter, Cheese & Egg Journal, ads	25.00
Jan. 24	O. E. Heller, Chilton prizes 211–212	6.00
Jan. 30	L. J. Blahnik, R. 7, Kewaunee, error	4.00
Jan. 29	Geo. E. Seiler, Firestville, prize 155	5.00
Jan. 29	John Levy, Kewaunee, R 3, prize 238	2.00
Jan. 29	A. P. Stemgel, Algonia, R. 4, prize 156	3.00
Jan. 29	Algoma Prod. Co., Algoma, refund 157	2.00
Jan. 29	T. A. Bruhn, director's expense	17.91
Jan. 29	E. G. Emerson, Avoca, overcharge	1.00
Jan. 30	E. Mandel, Colby, R. 2, prizes 31–336	10.00
Jan. 30	Rudy B. Lengacher, Monticello, prizes 94–88	10.00
Feb. 4	Paul E. Kleinschmidt, prize 34	30.00
Feb. 4	Checks paid to exhibitors 101–907	3,542.12
Feb. 4	One prize hand bag	15.50
Feb. 4	Monroe Times, ad	5.00
Feb. 9	Postage on diplomas	15.00
Feb. 21	W. F. Hubert, Sheboygan, judge	15.00
Feb. 21	John Cannon, Neenah, judge	15.00
Feb. 21	Fred Marty, Monroe, judge	15.00
Feb. 21	Alex Schaller, Barneveld, judge	15.00
Feb. 25	Jos. White, clerk	27.25
	250 mailing tubes for diplomas	4.00
	Refund L. J. Schubert, Hillsboro, error	1.00
	E. L. Aderhold, expense association history	5.57
	Stenographer, association history	12.00
	Secretary, expense to Milwaukee meet	5.25
	Balance due Miss Libby Miller, stenographer	55.00
	Balance forward	58.62
	Total	$7,245.88

O. K.

A. T. BRUHN,
H. A. RINDT,
Auditing Committee.

REPORT OF THE BOARD OF DIRECTORS

By A. T. BRUHN, Spring Green.

Fellow Members: The report of the Directors is generally short —it is going to be shorter this year. All I have to say is, we went over the books and found them correct.

Chairman: The next thing on the program is reading the list of honorary members for this Convention. I am going to read the names of every one of them that has worked hard for this Association and went out and solicited prizes in their town and village and I request them to come forward and give us a talk as to how they succeeded and how easy a job it was to get these prizes. After we have heard from a few of them we will find it isn't such a hard job and more will attempt it next year and go out and get a badge too. Mr. Hubert, just give us a talk on how you succeeded in getting prizes for this Association.

MR. HUBERT: I don't think I am entitled to that badge I want to say that this last May the Secretary came to Sheboygan and it was raining and he called up eight o'clock in the morning and he says "I am coming down," and I says: "Sure, come on down." And he says "Unless you think we can increase the membership of our organization, I am going to quit." Well that meant that I had to go to work. So we sat down and the first thing we doped out was how we were to go about to get some money from Sheboygan. I told him I thought we could get at least two or three hundred dollars from Sheboygan. Then I had an awful time getting the money. The Association of Sheboygan didn't seem to come across, but finally I got two members of the Sheboygan bank to stand back of me and they said they could get the money. Then the next thing was to get the cheese makers. I got them through the efforts of the bankers. The idea was that we were going to give that money to the Sheboygan cheese makers providing they bring the biggest exhibit. The

banker said it didn't make any difference, we are giving something any way. Call on me for whatever money you want and I thought that was fine. The next thing I had to get somebody to help me get the cheese makers interested. That credit belongs to Art Zelm, Mr. Peters and Mr. Swoboda, they are entitled to be honorary members. The result has been we went out and got 57 entries out of 137 cheese entries. I think that answers your question.

CHAIRMAN: That shows what can be done if we have the co-operation of the cheese makers throughout the state.

MR. HUBERT: I make the motion that Mr. Peters and Mr. Zelm be added to the honorary members,—also the Secretary.

Motion made, seconded and carried.

CHAIRMAN: I will read the whole list of the Honorary Members and those who wish to speak, just come up. (Read names from front page of program book). If there are any of those Honorary members here we would be glad to hear from them.

MR. HENRY BILGRIEN: I was one of those people that went around soliciting more members. I drove out one morning and it took me about three hours and a half to make the round. Of course, I live on a farm that is shut off from the world most of the summer on account of the building of concrete roads all around me. But I made it a point to please our Honorable Secretary to go out and get some more Dodge County cheese makers in our organization, and as I said I drove just about three and a half hours and I brought in seven (7) new members that morning. Every one that I met was willing to move in with the proposition before them when I told them of this organization. Then again I skipped out one afternoon and one fellow turned me down, but I must admit that every swiss cheese maker that I visited was only too glad to come in and this one fellow is an American. I told him that I was an American too. Then he told me the organization didn't do him any good.

Then I went out to see our business people. We have a business mens Association in our district and I asked them for special prizes and they were willing to come in. I told them that this is for you to bring Dodge County up in the class where we ought to be on our great cheese world; and they were willing to come in and they donated. I asked the banker and he says, "sure." Then I went down in the neighboring village a mile and a half south of my little village and asked the banker and the cashier, and they said: "How much do you want" and I said, "I am satisfied with anything you give me." He say, Well, will ten dollars do, and I says. Sure. He says: "What are the other bankers paying you?" Now, I won't tell you because you paid more than the other bankers paid. Well, he says, "I want to be on the square with you and I will give you five dollars." That is the way to get after them. If half of the time the roads would have been open I could have brought in more members. It can be done if the fellow goes after it and gets the money. What our cheese makers look after is home pride, and they appreciate that much more than they do two or three exhibits. That is the way I went about it and I am going to go out hereafter and get some more in Dodge County and Washington County. That is, in my 13th Senatorial District. (Applause). Another thing—I feel a little insulted—the Secretary didn't call on the students to talk. I was a student at the Dairy School last year.

CHAIRMAN: I am sure that you all enjoyed the address of Senator Bilgrien from Dodge County. He has been with you for quite a number of years and most of us should be closely acquainted with him. By this little address we learn to know him better.