treats you, you have a chance to pull out, but let me tell you when state grading comes in, you are going to build a little penitentiary right around your place, because I am telling you there won't be any of you fellows, that will dare to come up on this stage and criticize, because if you do I will assure you that before the next convention comes they will have you put out of business. I thank you.

SOUTHEASTERN WISCONSIN CHEESE MAKERS' ASSOCIATION

MR. SAMMIS: Mr. Chairman, Ladies and Gentlemen: I want to introduce to you ex-Senator Bilgrien, a retired Cheese Maker, and president of the new association.

MR. BILGRIEN: Mr. President, Ladies and Gentlemen, Fellow Cheese Makers: We have formed an Association which is called the Southeastern Wisconsin Cheese Makers' Association. Professor Sammis helped us organize. I used to go to the Dairy School when he was my teacher, even if I am older than he is. We are in our infancy yet, but we are working hard to organize the farmers as well as the cheese makers. This Organization takes in the brick cheese territory, that is Dodge, Dane, Jefferson, Columbia, Green Lake, Washington and part of Fond du Lac County. I am going to tell you something about why this came about. I am a retired cheese maker, and a farmer producing a lot of milk. I have the cheese industry at heart today. My factory stands idle through the condensaries coming in from every direction, and I think there are a lot of you in this audience who have the same trouble. The condensaries, the field men, come in among your patrons and get one or the other to let him have a sample of his milk and they take it home and test it and give them about two or three points more in order to get them away from you. August Westphal at Hartford used to run the cheese factory for me during the war, because my sons all went to the war. When he had his condensary built at Hartford, he said, "You can bring all the milk to Hartford and whenever the cheese goes up and you can make more money on cheese, I will come back and open up the factory." He never opened up the factory, and now we have to contend with other condensaries. There is Juneau, Hustisford, the A. & P. at Mayville and another one down near Oconomowoc. Their field men go back and forth trying to break up all the factories that they can.

Even my milk is shipped to Chicago through the Westphal Condensary. Their inspectors come out every month and inspect my barn. You have got to build a milk house and have everything up-to-date to meet their requirements. Our cheese makers paid more in the last year than I actually received out of the condensary I have double proof figures on that. Now, when I questioned Mr. Kelly, I said, "Why is it that the Gridley people sold out to the Borden milk concern, an Eastern concern?" The answer was
this, “Well, we have about from twenty-four to thirty milk distributors in the City of Milwaukee, even Westphal from Menomonee Falls runs a wagon in here, and sells the quart a half cent cheaper than we are selling it, and we thought we had better sell out and let them have the plant.”

I found out from a field man that the Westphal Condensary at Hartford was sold out to the United Dairy, and that they figure on getting about 500,000 pounds of milk out of Dodge County next summer, that they are going to pay a bigger price and if they pay a bigger price they will close every factory in Dodge County, and that is something I don’t want to stand for if I can help it. These farmers that sell at a price to Westphal must live up to the same rules and regulations that the Gridley people require. It is an easy matter for them to come into our Organization. We want sanitary milk and the essential thing in the production of milk is in the first place healthy cows, clean milkers and clean utensils, and the main point is prompt cooling of milk. Then any and every cheese maker can make a good article and that is what we are after, to bring this about in these counties if we can, and I am going to go out and work and lecture in every little village and city in our counties, and convince the farmers that they must come across. If they once kill off the cheese factories they will never come back again, and then the condensaries will pay us what they please.

Another thing is that we are going to fight also the big cheese trust. I had cheese this morning for breakfast. It was the famous process Swiss Cheese. It tasted just like sawdust and cocoanut oil mixed up; there was no flavor to it. They can talk all they mind to about the process cheese manufacture. The high butter flavor in it is boiled out. And that is the reason why we want to organize the cheese makers. The first night we took in some ninety-four dollars in subscriptions; everybody came in and the rest of them will come in hereafter. We had about one hundred and twenty factories in one evening. I told them if we don't do this it will happen as happened to an old farmer years ago when he drove to town with his old cheval and gray buggy, in the days when the first automobiles came out. A fine looking chap came along with a nice big car, and he couldn't drive it very well and he came zigzagging around, and the old farmer was watching that and the old gray horse was afraid, and he got him next to the automobile, and this fellow shoved him over and dumped him into the ditch, and the old gray horse and the buggy and the man were upside down in the ditch. Finally this auto man stopped and said, “Now, Mr. what can I do for you?” And he answered, “You did it already.” If we don't look out they will get us in the bag. They have us in the bag, all they have to do is to pull that string on us.

The President: The next is suggestions for the 1930 Convention, plans, place, time, rules, topics and prices. This is really not the time to bring it up because we have such a small audience.
VICE PRESIDENT GRAF: I make the suggestion it would be a good idea to let that go until tomorrow when there is a larger crowd here.

Booster Dinner Announced

THE SECRETARY: Mr. Chairman, may I take just a moment to remind you that tonight at six o’clock, on the second floor at the Republican Hotel we have what we call the annual booster dinner. Everybody that is really interested is invited to come, but, we are not going to urge you to come. If you haven’t got an urge inside of you to bring you there, we wish you would stay away because this is a place where we want to do a little work. We don’t aim to tell any stories but we aim to eat dinner at six o’clock and then spend an hour talking over something really constructive which will bring suggestions. There never is a program made out in advance. Everybody is asked to come in and suggest something worth while. It is new ideas that we want, something useful, that will make a better Convention and help the cheese industry. This is a boosters’ meeting, to really make some plans for the Convention next year. There are usually about twenty-five or thirty there, and I think there will be this year. I am going to ask, in order that I may order the table set, that those who expect to be there tonight at six o’clock and eat dinner with us and stay half an hour talking over the future, will hold up your hands. I thank you very much.

THE PRESIDENT: The next on the program is the appointment of the Committee on Resolutions and Nominations. I will ask Mr. Sammis to read them off for me because his voice carries better than mine.

THE SECRETARY: The Resolutions Committee appointed by President Kasper is as follows: John Jones, Chairman; Jacob Gempeler, Jr., Monroe; F. A. Flynn, Pulaski; Herbert Kalk, Sheboygan Falls; H. J. Howe, Nye and H. F. Zarling, Clintonville.

The Nominations Committee will consist of W. F. Hubert, Sheboygan, Chairman; M. M. Schaetzel, Athens; Charles Laack, Sheboygan Falls; O. R. Schwantes, Clintonville; Adolf Alpanalp, Monroe, and E. B. Whiting.

I presume that the Chairman of these Committees will want to announce the meeting of their Committees so that we will know where they can be found.

MR. HUBERT: As Chairman of the Nominating Committee I want to ask whether the election will be held tomorrow.

THE SECRETARY: Yes, tomorrow at 3:30.

MR. HUBERT: I think the Nominating Committee ought to meet tomorrow morning at the cheese room in Walker Hall. At that time we will be able to receive nominations from many of the members of the Association. I wish to say this last year we have been criticized for not submitting more names. The Committee acted for the best interests of the Association in not submitting more names, and we had to save the timber for this year. And I think the same