I spoke to you last year, at Kenosha, about oleomargarine, and the danger it portends to your interests. As I said then, so say I now. Oleomargarine is after the ordinary butter maker in a pitiless way. I meant to have brought a package of it along for your inspection. Some of the best of it is vastly superior to the common run of dairy butter here in Wisconsin. It can be produced cheaper than you can make butter. It costs you just as much to make poor butter as good. Soon there will be no market for your ordinary butter. Oleomargarine will have driven you out of the market. What will you do then? My advice is, combine together and make first-class creamery butter. These dairy exhibitions and fairs have been productive of great good. The first dairy fair held in the United States was held under the auspices of this association and the State Agricultural Society, in 1875, in Milwaukee. Great good grew out of that. Then came the centennial, and Wisconsin took a grand stride to the front. Since has followed the Chicago dairy fair, and the international. What we have gained has been by vigilance and energy. We must continue the same practice. "Eternal vigilance is the price of good butter and cheese."

DISCUSSION.

S. B. Davis, butter and cheese dealer, 110 South Water street, Chicago—Mr. President: I should like to hear from Mr. Hiram Smith, and also Mr. Hazen, their views as to whether the cheap butter made here in this country is in competition with the butter they say was on the table at the hotel in New York.

I will just state that I went to the landlord at the hotel and asked him what kind of butter it was on the table. He said it was creamery. I told him he was laboring under a misrepresentation. He said he had paid forty cents a pound for it, and they had bought it at one of the best butter houses in New York. I found out the firm and called there the next day, and in the course of conversation asked him if he was selling the hotel where I was stopping, their butter. The salesman remarked, "Yes, we do at times." I asked him, "What grade of butter do they buy for their table?" He took the blotter laying on the desk and turned page after page and came to an entry of "5 tubs Oleo. @ 26c."

Hiram Smith—This is additional evidence to what we have
already. We were discussing the question of whether that was
butter or oleomargarine. We did not have much trouble in deci-
ding, most of us, that it was not butter. In reply to the question of
Mr. Davis, whether that comes in competition with dairy butter, I
will say it was preferable to the great mass of butter made.
That hotel men will prefer this oleomargarine to the great
mass of butter that comes on the market. There are no doubt peo-
ple who are brought up to eat creamery butter, and would rather
go without than eat poor butter. There was at the table eight or
ten, and not less than four or five selected butter and cheese men,
and yet it was a disputed question whether it was oleomargarine or
not. Not Mr. Davis, however; he was sure of it from the first. It
was finally left to Mr. X. A. Willard, the greatest authority on but-
ter in the United States. After looking at it and satisfying him-
self, he stated that if that was butter it was not good butter, and
we all know that when butter ceases to be good it goes rapidly to
the bad. But this butter was neither good nor bad, therefore he
pronounced it oleomargarine. That class of butter will be pre-
ferred to any ordinary class of butter. It is used on the dining
cars, and also in large cities.

One of the dealers in New York told me, that for a great many
years, five or ten years ago, he had been in the habit of laying in
large stores of dairy butter, and now this butter is in the market
at much less price than ordinary dairy butter. That is the reason
dairy butter has so rapidly depreciated; dealers dared not store up
very much of it. Creamery butter does not come in competi-
tion with it all, that is taken every week by men who are willing
to pay high prices.

Another thing we learned at this dairy fair was the con-
confidence in western men among the eastern. One promi-
inent dairyman of the state of New York asked me, with a great
deal of anxiety, whether the low prices which have existed during
the last summer will not discourage dairymen from pursuing the
business. He said, "You men like to make money fast; if there
is not any money in it now, won't you go out of it? What are
you going to do?" And I told him this, that we should quietly
work at the business until we heard that all the prominent dair-
men in New York had gone out of the business. He said very
rapidly, "You can do it; you have all the advantages; you have
that fresh, virgin soil; you are not stinted for proper feed; you have already driven us out of the market for high priced butter, and this is the condition the New York dairymen are now in." There is undoubtedly a harvest in store in the future for us. We are working under many natural advantages, therefore we are in a prosperous condition, and if we continue to deserve our reputation for full creamery cheese, we will keep so; but if we are foolish and deluded, and commence manufacturing skim milk cheese, we will thereby lose the reputation we have built up. We can lose all the reputation we have gathered for the last nineteen years, during the next summer; so I hope that instead of foolishly supposing that we will make a few dollars more by making cheese and butter out of skim milk, Wisconsin men will look at this matter carefully, for much is at stake.

Mr. Hoard — I wish to ask Mr. Davis if the report is true which I heard, that the Illinois cheese drew no premiums?

A.—(Mr. Davis) — I will state there was but one allowed them; they were ruled out; but one entry made any competition.

Q.— I saw a statement in the Elgin Advocate that the cheese from Illinois was of a very poor character.

A.— (Mr. Davis) — That would be without foundation, because they were not brought in competition; but I will admit that most of the cheese made in Illinois is made by people who skim on both sides of the milk.

Q.— Have you not seen a steady deterioration in the character of Illinois cheese for the last three years?

A.— (Mr. Davis) — Yes, sir. The fact is, the goods are made to supply the wants of a certain class of people. The south takes poor cheese, the east takes the butter and the good cheese. But in reference to the butter question. There is a class of people who want medium butter. The question is, whether we want to continue to put the same amount of labor and expense that are necessary, and which bring small profit, or with a little more expense it can be made to bring twice or three times as much. I went to an oleomargarine factory in New York where they were making 500 tubs containing sixty pounds each, in a day. In the process of making, I tell you that it comes in competition with the very best of our butter.

They manufacture at this place in cans surrounded by steam
pipes brought to a temperature of 100. By that time the oil is just coming, and it is taken then and put in pans wrapped in linen cloths. Then there is a weight of 160,000 tons pressure put on it and that extracts the oil; then of that oil they take sixty pounds, and twenty pounds of medium priced butter; then put it in a churn with about twenty per cent. of good butter, and it is all churned. When this has come to a granulated condition, it is taken out, salted and put in the refrigerators. Mr. Thieben had spoken of the sales of the butter, so I went and spent several hours over there and saw the whole process. Now, their first grade of butter, for instance, they commence in the morning and close at six o'clock, and during the heavy months make ten thousand pounds a day, and they close their doors without a pound on hand; it was sold for cash right there. That butter does not come into competition with our cheap butter, because it brings nearly as much as our pretty good grades of dairy butter. My idea is that we have to appreciate the quality of our dairy butter to supersede the oleomargarine.

Q.—Where did they get the cream to use?
A.—They use the milk of fifty cows. They have a contract with dairymen in the country to ship them cream; but where they don't use cream they use a better quality of butter, and churn the whole thing in new milk.

Q.—They don't make all of it that way; that is only the best grades.
A.—Of course, where they make a lower grade they use more of the oil and a cheaper quality of butter.

Q.—They use a portion of cream or butter with all of it?
A.—Yes, sir. A portion of butter or cream with all of it. It comes granulated just like butter in your cream.

FULL CREAM CHEESE.

Hiram Smith, of Sheboygan Falls, offered the following resolution, which was unanimously adopted:

WHEREAS, The recent active demand for skim and other medium qualities of cheese will be likely to stimulate the manufacture of skim cheese, greatly to the injury of the reputation of Wisconsin cheese; therefore