



Location of Cooperative Creameries in Wisconsin, 1936.

Dots show number of co-ops in a county but not exact location.

butter in the United States and also in the volume manufactured cooperatively, Minnesota ranks first, Iowa second, and Wisconsin third. In Wisconsin, however, only about 32 percent of the State milk production goes into butter, whereas in Minnesota and Iowa the bulk of the milk is used for this commodity.

The Farm Credit Administration has records of approximately 200 cooperative creameries in Wisconsin which are engaged in the manufacture of butter, many processing and selling other dairy products, and some of them buying and reselling dairy supplies to their patrons. Almost all of these cooperatives are local or centralized associations, with dollar sales in 1939 ranging from \$7,000 to over \$1,000,000. The typical association did a business of less than \$100,000—there were approximately 100 in this group—while the sales of about 50 cooperatives were \$300,000 or more. The large organizations include

the Ladysmith Milk Producers' Cooperative Association in Rusk County, and the Richland Cooperative Creamery Co. in Richland County.

Medford Cooperative Creamery Co.—

A considerable number of cooperative creameries in Wisconsin have an annual production of butter averaging around 2 million pounds or more. Eight were in this class in 1939. The Medford Cooperative Creamery Co. in Taylor County produced the largest run of butter. It manufactured almost 2,800,000 pounds of butter in 1939, and in some prior years even larger amounts. In 1939 it produced also 460,000 pounds of buttermilk powder. Sales exceeded \$725,000. The cooperative plant has a valuation of more than \$60,000. The association was organized in 1915 on a capital-stock basis, and after 25 years of operation has more than 1,000 patrons.

Barron Creamery Makes Large Sales of Cream

Barron Cooperative Creamery Co.—

In northwest Wisconsin the Barron Cooperative Creamery Co. has developed a variety of activities. The association sends its trucks to the farms of 900 patrons to collect the whole milk. At the plant the cream is separated and is shipped to market provided the net return for sweet cream is favorable compared with that for butter. If it is not, the cream is made into sweet or salted butter, whichever will bring the higher return to the patrons. This co-op prints its own butter. Skim milk is dried into powder for use by bakers and candy manufacturers. Organized in 1901, the business of the association has amounted to over \$1,000,000 each year since 1923, with

the exception of the period of low prices from 1931 to 1935. In 1939 cream sales amounted to \$555,000, butter sales were \$265,000, and milk-powder sales almost \$230,000. The total amount of these sales was the largest dollar business for any of the Wisconsin creameries. The association's plant is valued at more than \$150,000. This is a stock cooperative which only producers may join, each buying a \$10 share of stock. Stockholders who cease to be producers may retain their stock.

Land O'Lakes Carries Butter All the Way to Retailer

Creamery federations.—Land O'Lakes Creameries, Inc., with headquarters in Minneapolis, Minn., plays an important part in the business transactions of many Wisconsin cooperative creameries and other dairy associations. This well-known regional sales agency includes in its membership a number

of local cooperative creameries in northwestern Wisconsin areas, and also the Wisconsin Cheese Producers' Cooperative at Plymouth, the Antigo Milk Products Cooperative, and the Consolidated Badger Cooperative at Shawano.

In addition to selling for these associations, Land O'Lakes Creameries and a number of Wisconsin members in Polk County established a spray-process milk-powder plant at Luck in order to utilize skim milk from these local creameries. This plant is owned and operated jointly.

Lack of uniformity in the butter produced by local creameries and in different churnings from the same creamery results in lower returns. When butter is shipped by a local plant in less than carload lots, higher shipping charges must be paid. These disadvantages to a local creamery can be overcome only by standardization and joint selling.

Dairy products were sold for close to a million dollars by the Ladysmith Milk Producers Cooperative Association of Rusk County in 1939. The main plant is located at Ladysmith and branch plants at Exeland, Kennan, and Stanley. Milk is converted into butter, cheese, casein, and milk powder.

