



Location of Cooperative Cheese Factories in Wisconsin, 1936.

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

tion with local interests, however, the cooperatives representing their members. Wisconsin producers sell fluid milk to Chicago distributors also, many of these producers being members of the Pure Milk Association, which carries on bargaining activities in the Chicago territory.

Associations Render a Variety of Services

It is customary for producers to authorize a distributor to deduct a few cents for each hundredweight of milk and to pay these deductions to the bargaining association for operating expenses. The distributor makes payments direct to the producers. Different bargaining associations, however, render a variety of services to their members. Some of them, for example, furnish laboratory testing services, operate plants for the manufacture of

surplus milk, control haulers' truck routes, or handle producer pay rolls.

Milwaukee Cooperative Milk Producers.—Largest of the Wisconsin bargaining associations is the Milwaukee Cooperative Milk Producers, representing 2,800 dairymen of the Milwaukee milkshed. Fluid milk valued at \$5,580,000 was sold in 1939 by producers to Milwaukee distributors through the association. Monthly conferences are held with distributors to discuss economic conditions affecting the market and prices to producers. Although the State Milk Control Division establishes minimum prices, the association may negotiate higher prices or may request the division to change the established prices. The association has made arrangements for the distributors to process milk that is in excess of fluid milk requirements.

The chief objective of the cooperative is to stabilize the market for milk producers and get for them a fair share of the consumer's dollar. In addition it performs many services. Extensive check tests and laboratory tests are made. Other services include individual herd tests when requested by members, advisory assistance by the fieldman at the farms of members to improve the quality of milk, appearance of a representative with any member before the health department when a difficulty arises, purchase and resale of dairy equipment at minimum prices, adjustments in prices when need arises, and the sponsoring of a check of dealers' books to insure the accuracy of their reports. When proposed legislation that would affect the interests of dairymen is pending, they are represented by the association before legislative bodies.

Milwaukee Cooperative Milk Producers was organized in 1916 under the name of the Milwaukee Milk and Cream Shippers Association, succeeding a voluntary organization of the same name. Membership in the cooperative is limited to producers, each subscribing for at least one \$10 share of capital stock. Although a member may buy stock aggregating \$1,000, the cooperative principle of one-man one-vote is followed. When a stockholder moves away or for any other reason ceases to use the services of the cooperative, his stock is redeemed. The expenses of the association are met by commissions on each 100 pounds of milk sold by members, the commissions being deducted by the distributors from the milk checks payable to the producers. In order to make available to the producers market reports and other information affecting their interests, the co-op publishes a monthly house organ, the Milwaukee Milk Producer.

Madison Cooperative Guarantees Payment to Producers

Madison Milk Producers Cooperative Association.—Another bargaining organization is the Madison Milk Producers Cooperative Association, organized in 1922. Its 450-odd patrons received more than \$865,000 for milk sold in 1939. The association assigns each producer to one dealer, and guarantees payment to the producers, who are paid by the dealers. There are some unusual problems to be met in the Madison fluid milk market, because in the fall the population is enlarged by an influx of 12,000 students.

To insure quality production, the farmers have made large investments in equipment such as modern cooling tanks and insulated trucks. They cooperate closely with the local health department. It is estimated that Madison has a higher per capita consumption of milk than any other city in the State, and the consumption rate is among the highest in the entire country.

Bargaining for the prices to be paid producers for their milk is the cooperative's chief job. In addition it operates, through a subsidiary, the Madison Milk Producers Cooperative Dairy, a large Swiss cheese factory, thus utilizing excess market milk. In the factory there is a retail counter where cheese and miscellaneous supplies are sold to producers through their haulers. The cooperative also employs a full-time salesman who operates a cheese jobbing route in Madison.

Guernsey Milk Producers' Cooperative.—At Waukesha about 20 miles west of Milwaukee is located the Guernsey Milk Producers' Cooperative, which is primarily a bargaining association that disposes of milk in the markets of Milwaukee, Chicago, and Waukesha. In addition it owns and operates 7 or 8 milk-hauling trucks and a receiving plant at Wales, where surplus milk is manufactured into butter. It purchases dairy supplies for members, and handles the producer pay roll. The association takes title to the milk of the 100-odd producer-members, paying them a pool price based on sales in Milwaukee, Chicago, and Waukesha. Milk and dairy supply sales aggregated over \$500,000 in the fiscal year ended October 31, 1939,