been unable to do so. The internal revenue office has searched from end to end in this state and they have found none.

MR. C. A. WHITE.—In regard to filled cheese, when I was in New York a shipment of filled cheese came through there; it was supposed to be branded in the usual manner prescribed by law, but instead of being branded in letters that were distinct "Filled Cheese," it was branded in line letters, very small line letters, so that you would have to turn the cheese over to read "Filled Cheese." Another thing, those cheese had two bandages on each side, so that the outside bandage could be stripped off, and the cap which was branded could also be taken off, and no one would know whether it was filled cheese or skim cheese.

MR. ADAMS.—Of course, Mr. White, the cheese you speak of as branded in line letters was illegally branded, and it is the fault of the treasury department and its agents if they do not enforce the law.

There is just one question I would like to ask of this association, and that is with reference to the collection of statistics. Now I have in mind the preparation of a bill which will require cheese factories and creameries of this state to report to the Dairy Commissioner, upon blanks which shall be furnished him, certain facts with reference to their business: the location of the factory, the capital required, the amount of milk received, the amount of cheese or butter produced, the amount paid for labor and the amount received for the cheese or butter. This affords a means of obtaining comprehensive and accurate dairy statistics. I would like to inquire of this association if there is any objection that can be raised by the cheese-makers to a law of this kind?

MR. C. A. WHITE.—I should think that would be a good law. I think it ought to be enacted by this association.

MR. AUSTIN.—I make a motion, Mr. President, that this convention endorse it. The President put the motion which was duly carried.

REVIEW OF THE CHEESE BUSINESS OF WISCONSIN FOR 1886-7.

C. A. White, Fond du Lac, Wis.

For the purpose of this paper, we can transform the old saying of "a good beginning makes a bad ending" to "a bad beginning makes a good ending," and this latter sentence is applicable to the situation today in the cheese trade. I do not remember a season when the outlook for business in the cheese trade opened so gloomily and depressing as it did last May. Everyone who had carried cheese through the winter from 1885 was losing 50% of their investment, and it is not to be wondered at that when the markets opened last spring the price was at a very low figure, as it was difficult to determine real values, and dealers had to feel their way along. The export trade for the time being was dead, and instead of cheddars being made during the months of May, June and July, this amount of cheese being exported out of the country, it was made up into twins and America shapes, thus still adding to the uncertainty of the situation and making an over-pluss of cheese in cold storage.

If this was not enough to harass and destroy all confidence, the trade had to contend with the uncertainty caused by the money plank of one of the great political parties. This money question threw the banks into a semi-panic and loans were refused, and those out were recalled; this made money very tight and the buying capacity limited to a certain extent and amount, and consequently a sharp depreciation in the price of cheese resulted.

This state of affairs continued until August, when intimations were received that Great Britain had at last gotten rid of the load of old cheese which had been hanging over the trade there, and with a seriously diminished make in all parts of the cheese producing sections of the world, the question was whether they could get enough cheese to supply the unusual shortage, and from that time to the first of January, 1897, a steady export business was done at gradually advancing prices. The stocks of the world an then compiled showed a shortage of 150,000 cheeses, and with 250,000 boxes of "filled cheese" practically done away with, made an actual shortage of 400,000 boxes, while other estimates made it five to six hundred thousand.
The buying from the first of the year has been general and on a rising market, until now we have October twins quoted at 10 ½ cents in Chicago, and with but few to be had even at that figure.

This brief summary of the past year's business I believe will show that we are on the sure and safe road to a return of the old-time prosperity in the cheese business, and it will only need conservative business methods this summer to realize my prediction.

The outlook for the coming year is for cheese to open high in May, and to be wanted by the export trade, and I would advise that cheddars be made until, say, the middle of July. If this course is carried out and prices kept at a steady basis, consistent with the relative prices of competing markets in Canada and New York, the make of May, June and July, which months make the surplus cheese, will be exported out of the country, and the fall make will be sold at remunerative prices to go to the domestic trade, which comes on in great volume in August, September, October and November. It is my belief that during the first three months of the this coming year's cheese season the factories now in operation will be unable to supply the demand for cheese from Great Britain, and I would urge and counsel all factory-men and creamery-men who are now hesitating and unable to decide as to which product to make, to make cheese.

My reason for advising to make cheese so strongly is that it is going to pay the patrons fully twenty-five to thirty cents per hundred more for their milk than butter. From the severe losses experienced by those storing butter last year, I do not think that creameries will be able to command the price they formerly did, through contracts made during the spring. If they are so situated that it is impossible for them to make cheese, I would suggest that they pack their butter in boxes for the export market, as Great Britain this coming year is going to buy large quantities of American butter, and although the style of package may seem odd, and the chances against disposing of the product packed in this manner, yet still I would be willing to guarantee that all butter put up in this manner will meet a ready sale, and sell at relatively higher prices than if packed in tubs.

Before closing this paper, I wish to say a few words for the Milwaukee Cheese Exchange. This institution was started last summer by several gentlemen interested in the cheese business, but owing to the unfortunate state of affairs in mercantile circles at the time of starting, they were unable to do as much business as they expected. Still I am assured that they are satisfied with the results, and from all I have heard, believe that those who consigned there were also pleased.

Right here I wish to say that I consider this exchange a good thing and should be encouraged, and that while they may not be able to secure the patronage of the factories making the finest cheese, still there are always those who, while not making the best, imagine that they do, and feeling sore on the buyers who wish to make a cut on account of the quality, think that if they sent their cheese for sale to this exchange, would be satisfied with the returns and be fully assured their cheese brought exactly what they were worth.

I wish to say that I have not the slightest interest in this concern further than as a buyer. I think there is room and need of such a market in Milwaukee. The cheese-factories in this state are mostly small ones and too widely scattered for a buyer to be able to secure the quantity he often has orders for. With such an institution ready to sell their product on reasonable terms, I think it would be a decided advantage to these factories not selling on regular boards of trade to send their cheese to this exchange to be sold.

DISCUSSION.

J. W. DECKER.—I believe that most of the makers here do not know what this exchange is.

MR. WHITE.—It was an exchange started by the sanction of the Chamber of Commerce in Milwaukee, for the sale of cheese.

J. W. DECKER.—They have a store house where the cheese is kept, and is it sold under the trier?

MR. WHITE.—Yes, sir.

J. W. DECKER.—Do they have daily auction sales, or how are they sold?

MR. WHITE.—They sell on commission.
MR. ADAMS.—The buyers objected to it or in fact the Chicago buyers objected to it. On what grounds I do not know, but they seemed to think irresponsible parties advocated the question, and that they would never get their commission. But there are some parties up there who are interested in that Board of Trade, and they thought probably they would be deprived of the business.

MR. WHITE.—I desire it understood that I have no interest in the thing at all.

MR. ADAMS.—I think if the Chicago buyers objected to it that was the best endorsement it could have.

PRESIDENT.—I wish to say a word here that I hadn’t intended to say, as I was interested in the exchange; but I am not here to advertise my business. The idea of selling cheese in that way was to have the cheese shipped in three days every week and have a regular sale day. The cheese was required to be lined up in proper shape, and it was sold under the trier to the highest bidder. The greatest trouble we experienced was in getting buyers enough. The only two buyers were Mr. White and Mr. Simon, both Wisconsin buyers. We never sold a cheese to a Chicago buyer in the three months we were there. We couldn’t get but one to come there, and he wouldn’t offer within half a cent as much as he would offer us at New Lisbon. They never gave any good reasons for not buying, except that it was too much trouble to inspect. I am not here to advertise our business, or anything of the kind, only I will say that we expect to start again when the cheese season opens, and we hope to get some more buyers. There isn’t competition enough between Mr. White and Mr. Simon. They gave us fair prices, however, without competition. I will give them both credit for giving all the cheese were worth; and in fact Mr. White came there and was the only buyer, and gave all we thought the cheese were worth.

MR. J. W. DECKER.—Mr. White, in what shape should the cheese be put up for this English market; and what color?

MR. WHITE.—They should be a light straw color; not too high a color.

MR. J. W. DECKER.—Isn’t it important that they should run just as even as possible?

MR. WHITE.—Yes, it is.

MR. J. W. DECKER.—Don’t you buy some white cheese?

MR. WHITE.—Yes, we buy white cheese. It is best to stick to a colored cheese, then we will all be sure of a steady market for them.

MR. AUSTIN.—How early would you advise starting in the spring?

MR. WHITE.—As soon as you can make them.

MR. FAVILLE.—What did you say about putting up butter in your boxes?

MR. WHITE.—I said, use the Australian boxes. They are a box made from white or poplar wood, weighing about ten pounds and measuring twelve inches each way over the cap. They will hold fifty-six pounds of butter. It makes a very nice form to sell butter in. We send them across in refrigerator steamers, and when it lands there it is frozen solid; it is cut into pound pieces, and makes a very desirable package. And the English trade are now calling for that and are paying more for butter in that style, and I think there is going to be a steady demand, owing to the lack of butter in England.

Q. You referred to filled cheese not being made any more. Don’t you think the skim cheese of Illinois took the place?

MR. WHITE.—No, they were made before.

J. W. DECKER.—Don’t you think our market would be better off if we did not send any across?

MR. WHITE.—How are you going to remedy it?

J. W. DECKER.—In Canada they don’t make any, do they?

MR. WHITE.—I don’t know.

J. W. DECKER.—That is what they say, and they are getting the market because they don’t put up anything but straight full cream cheese.

Q.—Do you have any difficulty with our common made boxes here; are they stout enough for shipping cheese?

MR. WHITE.—We never have any complaint about broken boxes. If buyers when they send cheese across will spike the covers well, they will go through in pretty good condition.

You can’t get the boxes too heavy. I think the Muscoda boxes and Lone Rock boxes are the best made. The sections making the poorest boxes are at Port-
Washington, Plymouth and Fond du Lac. They have very poor lumber, and make
a very cheap, poor box.

MR. JOHNSON.—I would like to ask Mr. White if we use a heavy cap cloth,
is it more preferable to grease them? Some buyers won’t allow you to grease
them at all.

MR. WHITE.—I think they will come all right without greasing them. It is
my impression that where a heavy cap cloth is used, and where factories have
greased them the rinds rot.

MR. JOHNSON.—I know a good many of them over there don’t like to have
them greased; but I have seen cheese where a heavy cap cloth has been on them
for six weeks, and they have a perfect rind.

MR. WHITE.—Circles are used by some, and prove very satisfactory.

Q.—Would you leave them on?

MR. WHITE.—If they are to be shipped you can tear them off before shipping.
The cheese will carry very well in cold storage with those circles on them.

Q.—If one were to get a light cotton cloth, a very light cloth, and leave them
on there, would it be better than those circles?

MR. WHITE.—It might perhaps; it would be just as good. In Canada they use
very heavy cap cloth, and it reaches down the sides. They pull them off when
they ship them and use them over again.

Q.—In Canada, I understand they don’t grease them at all.

MR. WHITE.—It would be a good thing if you could get cheese made uniform
in quality and color. The only board that has been able to accomplish this
is the Muscoda Board of Trade.

MR. VAN ELSTON.—We have laid a good deal of stress upon that point down
there. The instructors who have gone about have talked it over at the board
meetings that cheese should be made with uniform style. The instructor has had
that point in mind, and has urged them all to have the cheese about the same
color.

PRESIDENT.—They most always attend the cheesemakers’ conventions, too.

MR. WHITE.—My experience with the cheesemakers up north is that although
they make a very fine cheese individually, when you buy a cheese there they are
not uniform. One will weigh 72 pounds and another will weigh 60 pounds in the
same factory. They don’t like it on the other side.

MR. JOHNSON.—Don’t you think it would be a good idea if the different
Boards of Trade, and all the rest of them, would shut up for one day, and all
come together, and the instructor show them what he wants done?

MR. WHITE.—You would have the farmers out with their guns if you didn’t
show up that morning to make cheese.

MR. WHITE.—How many cheese instructors did we have last year?

A.—Two.

MR. WHITE.—Mr. Aderhold and Mr. Baer, I believe. Doesn’t it seem to you
as though the state of Wisconsin ought to have more than two instructors for
cheese?

MR. ADAMS.—I think it would be a good idea if we could have an appropriation
from the legislature. I advocated that in the Milwaukee Sentinel.

MR. FAVILLE.—I want to say in behalf of the Dairymen’s Association—in be-
half of the executive committee—that we have employed all the instructors that
we could afford to; if we had more money we would want to put more men into
the field.

MR. ADERHOLD.—There ought to be an instructor for every twenty-five fac-
tories at least. Under the present system the instructor feels under obligations
to visit as many makers as possible, especially when everybody is having trouble.
They all want him to come as soon as he can, and he cannot get around often
enough. He could do a great deal better work, and it would be more satisfactory
to himself, as well as to the makers, if he could get around to all often enough,
so that he could see all or nearly every cheese that they make, on the shelves;
but in a good many cases he does not see the maker after his visit for several
months, and he may be doing unsatisfactory work all the while, where if the
instructor would see him off and on, he could brace him up with explanations,
and the maker do a great deal more creditable work.

MR. VAN ELSTON.—Two years ago in 1895, we made application from the
Muscoda Board of Trade for money. They appropriated us money, and we hired three instructors, and those three men went wherever they were asked to go.

MR. WHITE.—That is, in your own section.

MR. VAN ELSTON.—Yes, sir.

MR. WHITE.—You had good results from it?

MR. VAN ELSTON.—First rate.

MR. WHITE.—I think it was money well spent, and I think it would be money well spent if the state could be induced to appropriate $5,000 a year to be placed either in the hands of the Dairy School, or in some association, to furnish instructors. I do not think we have enough.

MR. VAN ELSTON.—You have had cheese from that section; of course you know what they were; whether they showed that somebody had been there to tell the boys to get them all about alike and of uniform quality, or not.

MR. WHITE.—I think when the legislature is asked for the appropriation, it should be asked to hire competent cheese instructors.

J. W. DECKER.—Can this association ask the legislature for it?

Mr. White asked if it was his idea to put it in the hands of the Dairy Association. Mr. Monrad thought it would be better to put it in the control of the Dairy School. Mr. Decker suggested that the School and the Association were working together.

Mr. White suggested that it would be a good idea to have a motion made to that effect, a committee appointed to draw up the bill, etc.

The president thought it would be a good idea to leave it to the Committee on Resolutions.

MR. FAVILLE.—I have a suggestion to make in regard to this. The annual meeting of the State Dairymen's Association is next week, and we want some way to cooperate. I do not think there is anybody expects to make any money out of it, only to improve the quality of our dairy products. I think this association should adopt some resolution; I don't care how it comes, only that we have harmony of action, and let the matter come before the Dairymen's Association next week when we meet at Edgerton.

MR. WHITE.—Still, if this matter is endorsed it would be of some good.

MR. EVERETT.—Our association at this time has an annual appropriation. It is in the shape of an annual $2,000; not in the shape of an appropriation. It has not become a law that we shall receive an appropriation; so I think it would be wise on the part of this Cheesemakers' Association to appoint a committee to cooperate with the Executive Committee of the Dairymen's Association in regard to this matter. I think perhaps that more might be accomplished in that way. Of course it would be well enough to pass resolutions perhaps, I think the cheesemakers are all in favor of it. If we appoint a committee of good men to confer with a committee of the Dairymen's Association, I think something will be done, and the law as it stands now might be changed and the appropriation doubled.

MR. WHITE.—I would make a motion that the president appoint a committee to meet the committee of the Wisconsin Dairymen's Association at their meeting next week at Edgerton.

The president put the motion, which was carried.

ADDRESS BY J. H. MONRAD.

I feel a good deal embarrassed, because it seems to me that we have covered the whole ground so thoroughly in the past sessions; and besides this, I really did not feel when I came out here that I had anything new, or anything worth while to say. Nevertheless I am always glad to meet with you, and am always glad to chip in and have my little say. There have been a few points brought out in this convention that I would like to emphasize. There is one thing that you boys must remember, in speaking of cheesemaking—or of anything else—and that is that when we try to speak the truth and nothing but the truth, we must of necessity repeat ourselves again and again, and the same ideas have to be repeated over and over again. Now, what struck me of all that Governor Hoard