Ladies and Gentlemen: Again we are assembled in annual convention, this being our thirtieth anniversary. I trust and hope that all members will feel as in former years that this is your convention and solely for your benefit and entertainment.

The officers and board of directors feel fully repaid when we see before us so many smiling faces and so large an attendance of members earnestly waiting for a chance to get in on the discussions of the different subjects to be brought out in the convention.

I will make my remarks brief and only touch on several different things that have been brought to my notice by different members throughout the past year. Again the idea of establishing more auction boards for sale of cheese has been mentioned. We had some lively discussion on this subject at the last convention, but the sense of the members seemed to be that there is no way of compelling all the cheese to be sold on such boards.

Now comes popping up a new version. One member asks why does not the Cheese Dealers' Association come to the front and say none of us will buy any cheese except same is sold in open on a call board. This seems to be the only remedy as we have found out that nothing can be done by legislation.

We have, I think, passed through the era of when most of the talk was to improve the quality of cheese. You can all remember the old song about better quality.

Leave this to the Division of Markets and the cheese grading question, if such is put in force, and see how it works as an experiment; give it a trial, as one member said, and if it does not, after a stated time, do what is thought by the majority that it should do, then step on it. When this part of the program comes up, do not sit still in your seats, but enter into the discussion; ask questions and voice your opinions. The Division of Markets I am certain wish to be practical and not work any hardships on anyone. Therefore you should each express your opinion and thereby these men on the commission can figure out what is best for all concerned.

Many say “Why work Sundays?” I say the same, but it is yourselves that keep this up. I have noticed in the dairy papers of late considerable comment pro and con on this subject. Work it out to the best advantage of all if you can, and if not keep right on working seven days a week. No other industry does; why should the largest industry in the state keep on doing so?

Last convention you voted to have the Board of Directors put on exhibits at the State Fair and any other dairy shows they might see fit. Just a word in explanation why we did not. It has been voted that all financing should be left to the board. Well, these exhibits we found out could not be carried out without a large expense. Should the money be used in this way, we would necessarily have to cut down on the annual convention, which has become one of the things you all
look forward to. Therefore, striving to make the 1922 convention surpass all others, we decided it would be for the best not to make such exhibits. Another thing is what is termed by our secretary, convention boosters. Members in different parts of the state have been talking convention and helping plan for same ever since last January. I would like very much to see that some action is taken this year to have a committee at large appointed to help carry on this good work. And again go through the year talking and getting new ideas that should be brought up at the coming convention. Let it be one good live member in each corner of the state. This would, I think, help to bring out at the convention the very problems that are confronting the makers at home, and would be a great help to the secretary in getting up his program. If such is done do not wait until the end of the year to offer your suggestions, but hand them in as fast as you can and before same is forgotten or grows cold.

You all know that the past year has been a strenuous one for the cheese makers on account of the weather conditions being so abnormal. The cry is back to normal, but it seems in most parts of the state the weather man did not believe in normalcy as far as conditions in making cheese were concerned. I notice that we will also have some discussion on this topic. Be sure to take your part. Education and mutual benefit is the thought behind the gun of the Wisconsin Cheese Makers' Association.

Don’t forget to try your scoring skill at the scoring contest table. Visit the supply mens’ booths, enter into all discussions, ask all the questions you have in mind; someone will be able to give you a satisfactory answer. Attend all sessions, and when you again return to your home start right in to be a booster for the thirty-first convention, telling your neighbor who missed this one all about it and thereby make him see that he is not only wanted, but needed, at every convention.

I thank you.

REPORT OF THE BOARD OF DIRECTORS

Mr. Bruhn: We have examined the books of the Secretary and Treasurer of this Association and found them to be correct. Signed: A. T. Bruhn, O. A. Kielsmeier, Ray A. Young.

Chairman: What is your pleasure in regard to the report of Board of Directors?

Mr. Marty: I move it be accepted as read.

Motion seconded, put and carried.

REPORT OF TREASURER

Mr. A. F. Zelm, Plymouth: I am glad to meet you fellows here. As far as the report is concerned, I will state Mr. Sammis handles it all. I guess Mr. Ubbeleohde explained it last year. All the treasurer has to do is to take care of the dues.