

still more spicy quality which you will find out for yourselves if you will investigate. Here is a telegram.

Cheese Makers Convention,
Sheboygan, Wis.

Am sorry that sudden urgent necessity requires my presence in Washington in connection with relief for unemployed. However, I extend to you my welcome to the original center of America's cheese industry. Extend best wishes for your success in solving problems of your hard pressed industry.

MAYOR SONNENBURG.

We always have open house here, so that anybody who feels he wants the key to any place in town should simply feel themselves at liberty to go and find out for himself what we have here. The City of Sheboygan through me as representing the mayor, gives you a hearty welcome and hopes that you will enjoy yourselves here.

RESPONSE

By E. F. HORN, Beaver Dam

Mr. President, Ladies and Gentlemen, Ald. Messmer: In behalf of the Mayor of Sheboygan who has handed you the key to Sheboygan, let's not abuse the use of that key and try to open sacred doors. He has bid us welcome and we are all going to take advantage of that welcome by enjoying ourselves, and also by attending to business in the two days that we are here.

I want to point out especially to the cheese makers that there are a lot of things to be done in 1934 that were unfinished in 1933 and former years.

The convention came here, largely because Mr. Broughton was responsible in bringing it here, and also in honor of one of the greatest cheese-producing counties in the State of Wisconsin. I believe we are more or less indebted to Mr. Broughton, not only in getting the convention here but in many of the battles he has fought for the farmers of Wisconsin and the cheese makers in particular through his editorials. He is always a free speaker and I haven't seen up to this day, where anyone contradicted his editorials. There is still a lot of work to do, and through Mr. Broughton's presence, possibly others will follow in line, and we can whip some of the things that actually are ruining our good cheese-producing state.

You all know that Wisconsin has been noted everywhere for its quality and also quantity of cheese. The quantity is in jeopardy. Many other states today are making cheese in large quantities where they have never made it before. There is a reason for that. And the big reason is that many of our good cheese makers from the state of Wisconsin were driven out of the state and have gone to other states to establish their trade. One big reason is the competition among the cheese makers themselves as to selling their labor for a

price such that a street worker out here would get a better price for the hours he is putting in. I was told this morning that somewhere up in the northern section a man is working for thirty-five cents a hundred pounds of cheese. He is getting a nice flow of milk but when it gets up to 20,000 pounds he has to hire a couple of helpers. That means the man next to him is eventually driven down to where he can't charge any more for his labors than this particular man. A uniform system of wages for cheese makers should be adopted. Most of you have been afraid to open your mouths and say anything. Time and time again you get into a small group and discuss these things. Yet when you can get up in front of a bunch of farmers you can't say a word. That is where you have got to say it, because they have been grinding you down as well as they have ground themselves down. They have been hiring these cheap men to turn out inferior goods and this is what is knocking Wisconsin down. And gentlemen, quality is what will keep Wisconsin in the cheese business.

You have got to weed out those men. You can't continue that way. You are making a living but you are also sacrificing your health in those same factories. And you have got to, in some way, lay up for a rainy day, but you can't do it with that kind of a wage.

Then comes another side of that story. The factory operator has one factory, possibly more, making cheese for a cent and a half, one and three-quarters, some for two cents, furnishing all his labor and the supplies. In the Journal this last week some cheese maker from somewhere asked Professor Sammis that particular question. I have a chance to rent a cheese factory at one and three-quarters cents a pound for making. Some of you possibly have seen that same item in the last week's Journal. You have been told time and time again by people who actually have the figures that cheese cannot be made for less than two cents, and stay in the business for any length of time.

From the different associations we hear complaints right now that the bandages are too high, the boxes are too high. Are they really too high? I wonder. Isn't your making price too low? Possibly these box manufacturers and bandage manufacturers haven't had a profit for a long time. They actually used the capital laid aside in former years.

You have gone ahead, some of you and say we are going to build our own box factories and bandage factories. Well, I will say before you go that far, find out whether that man is charging too much. I am not a bandage manufacturer or box manufacturer but I know something about this, and the other man's business always looks as though he can make a greater profit than you can in your own.

During this convention try to accomplish something in establishing some kind of an agreement whereby all of you can live up to and stick to charging a price whereby you can remain in your business so that you don't have to be driven out of Wisconsin and go down to Illinois, Missouri, or anywhere else you may pick up a plant so that you can make a living.

I know the conditions and I know the farmers' conditions. They

are both in poor shape, but when the farmers accuse those cheese makers of robbing them, it is about time that they try to run their factory business, if they can run it more economically. But for heaven's sake, boys, don't work for thirty-five cents a hundred pounds because you are going to go broke.

Now then just another subject. This association has always been helped along by the different organizations, supply men and so on and has gotten an appropriation from the state, but I believe the time has come when you will have to consider ways and means of self-support. There is no reason why approximately 1,900, 2,000 cheese makers can't support an association of their own and finance it and actually accomplish something. So when that subject comes up, give it some consideration.

Then I have a little plea to make. You all know Mr. Gempler of Monroe, who has been a director of this organization for a good many years and has been a hard worker. He has spent a lot of time in keeping this organization together. He has been sick for quite a number of months and before this convention is finished I would like to see the members request the secretary in behalf of the association to give Mr. Gempler thanks for all the work that he has done, possibly to cheer him while in the hospital.

REPORT OF THE AUDITING COMMITTEE

THE PRESIDENT: I certainly want to thank you for the fine talk you have given us. Next we will have the report from the auditing committee of the board of directors. Now I want to state that several of the members of the committee couldn't be here due to the farm strike. We really can't blame them for not coming yesterday because they have to look after their property at home, but Mr. Peters is here and he will make a report for the board of directors.

MR PETERS: We, the auditing committee have examined the treasurer's and secretary's books and found them to be correct. Signed, John H. Peters, Walter Schmidt, A. T. Bruhn, committee.

REPORT OF THE TREASURER

MR. SAMMIS: There is nothing new to say. The treasurer is hard at work downstairs and he is going to report on every dollar that you hand him.

FINANCIAL REPORT OF THE SECRETARY

By PROFESSOR J. L. SAMMIS

THE SECRETARY: Mr. Chairman, Ladies and Gentlemen: The association has been running along for the last ten or a dozen years in about a uniform way. In a financial way, they have carried over each year from one convention to the next somewhere between a thousand and fifteen hundred dollars. That money is carried along to take care