

Mr. Mulloy, if we try to get some money from all over the State to run this Association?

MR. MULLOY: Seeing you ask what I think about it—if I were to offer an amendment to the constitution at this time, I would offer an amendment that every cheese maker to be a member of any branch association must, in addition to paying the regular dues of that branch, contribute one dollar a year membership fee towards the support of the State Association or else not be recognized as a member of the branch, and then if a branch organization is really a part of the State Organization—they would bring in the one dollar membership dues that we wouldn't get elsewhere. I offer it as a motion that can be written up and read tomorrow and be legal as an amendment to the constitution pertaining to branch membership fees. We can write it up tonight and present it tomorrow.

Motion seconded and carried.

PRESIDENT WHITING: We will stand adjourned until 2:15 this afternoon.

CO-OPERATIVE BUYING TO REDUCE COST OF MAKING

By L. A. DEDERICH, *Secretary*, Spring Green Association

Our secretary has asked me to discuss briefly with you the lower cost of making by co-operative buying by cheese makers. It is a subject well worth the consideration of the buyer and seller. We must buy our supplies cheaper if we are going to stay in business. We could pass the whole increase in cost to the farmer, but he can't pay it and he won't pay it. Nor can the cheese maker stand the whole increase of cost.

I am going to tell you a few things about our experience in Spring Green. The Spring Green, Wisconsin, pioneer local was organized in early May, 1931, with a membership of thirty. Our slogan is **Better Cheese**, and we aim to buy better cheese factory supplies on a cash basis. In the first three years of our work at Spring Green we did pretty well in a way. We held two four-day schools there and we took an active interest in the affairs of the cheese makers in general. We built up new friendships and eliminated to quite an extent the feeling of antagonism between the cheese makers and still there was something lacking. From year to year our membership was falling off until in 1933 we had only fifteen members, and attendance was poor. I felt ashamed to call a meeting, but in 1934 things commenced to look better. Why? Because we commenced to buy supplies cheaper. We used the same method on everything we bought. In fact, we bought everything from a pair of overalls to a steel barrel and every time we did buy we saved money. The membership is built up to 33 at the present time and our attendance is much better at our meetings. We have done these things at practically no cost to any member. Our annual fee is only 25 cents and we have no money in our treasury and I don't know but what I am just a little bit proud of it. Every

dime we have been able to save has gone right back into the cheese maker's pockets. There are two or three things absolutely necessary in buying this way. We must be absolutely honest and square with ourselves and with the man we buy from. We must accept the things we buy and pay for them when we agree to. We are able to get jobbers' prices on most of the things we buy.

I don't know as there is much else. Our system of buying is very simple—it is the simplest way there is. If you had 500 cheese makers in this house today and four hundred of them would each agree to buy four thousand bandages or five gallons of rennet, the order would be pooled and placed in the hands of a committee and one man would do the buying for them all.

COST OF MAKING CHEESE IN 1934 AND 1935

E. C. DAMROW

In again preparing a "Cost of Cheese Making," as requested by your Secretary, to encourage every cheese maker to figure his own cost, I want to impress on every cheese maker the vital importance of knowing just on which side of the Profit and Loss Account he stands.

In these cost sheets that I prepared, the average cost is taken on two different size factories; namely, a factory running about 6,000 pounds in the flush and one running about 18,000 pounds in the flush.

When tabulating these figures, we take the costs for the average cooperative factory that was built of late years, where also a residence must be provided for the cheese maker who is operating the factory. Where it is not necessary to provide a residence, the investment in the factory may be considerably less; and in factories that are pretty well run down and kept very poorly in repair, the investment may also be low.

The cheese maker either works on a monthly salary or on a poundage basis. We are figuring the salary in the smaller factory at \$100 a month, just for a matter of straight figuring, but this may be more or less in various factories. We have tried to tabulate these figures in such a way that it will be easy for any cheese maker or the officers of a cooperative factory to sit down in one afternoon or evening, compile all their figures, and check up just exactly what it cost them to make cheese during the year.

They should also consider the depreciation on building and equipment, interest on money invested or borrowed, insurance on building and equipment, and taxes. It doesn't make any difference if the cheese factory is run cooperatively or is individually owned, these same items of overhead or burden must be covered.

In some factories these fixed expenses have not been figured for the past few years, and this handicaps them a lot when they have to replace equipment or make necessary repairs to their buildings, unless