

attend branch meetings during the last six months, and I attended sixty-five of them.

Last year you voted to allow \$750 to pay the traveling expenses to attend these branch meetings. The directors appropriated five hundred dollars. They are a little more economical than you are. I spent only about \$450 of it, so I was a little more economical than the directors were; they have audited the books and have seen the expense accounts and they are still on file in the office.

It has grown up as a sort of tradition in the minds of the cheese makers of the State, that the Association somehow takes care of itself, and that if they don't come to the convention they have no particular reason to pay dues to the Association. To find out if this is true, I put in the book on the first page an invitation to cheese makers all over the state, two thousand of them, to send in their \$1.00 membership fee and I want to tell you I haven't received a solitary dollar from any of them. They feel that they have no responsibility to the Association, and if they don't come that is the end of it, as far as they are concerned. That isn't the way other people do things.

The buttermaker who joins the Buttermakers Association pays twelve dollars a year, whether he attends their convention or not. This is an Eagles building. If you join the Eagles you don't get in for a dollar a year. To join any lodge or go to any church, you don't get by for a dollar a year.

You might instruct the secretary to send to each cheese maker in the state, at his home, a bill for his membership for support of the State Association. I don't know how much money you would raise that way. The subject will come up for discussion no doubt tomorrow.

MR. MULLOY: Mr. Chairman, I would say the present auditing committee made a check of the books yesterday; they know more about the condition of finance than any other committee that could be selected from the audience and I think it would be no more than right if a recommendation for the purpose of raising additional funds for another year should be made, that the auditing committee should be in a position to make any necessary recommendations, and if we are to have a committee, I make a motion that that committee act as such committee.

Motion seconded and carried.

### PROPOSED AMENDMENTS TO THE CONSTITUTION

MR. MULLOY: Mr. Chairman, I would like to have a little bit of further information. Are we going to vote on it again to make it constitutional, or do we have to vote against it to get it out of the records. Wasn't the constitution legally amended last year regarding the dues? If that amendment that was passed last year was enforced, that would give us about double the revenue we are getting now.

**SECRETARY SAMMIS:** Mr. President, the motion for \$2.00 fees was passed last year and is now on the books, and is up to the officers to enforce as soon as they will. It was that the membership fee charged at the door should be two dollars and that the exhibit fee should be two dollars.

Now last year this proposition was brought before you to say what your idea was, what you would do, what you thought about it, whether you would pass such a motion. And it was passed quite successfully and it is now the rule that such shall be done. As I said before, the directors hesitated as a practical thing to put it into effect until you should have a chance to vote on it again and confirm your judgment, also, this matter of charging two dollars for an exhibit fee is a rather impractical sort of thing. There is no use of putting up a charge for more money than a daisy cheese is worth. A man sends in a daisy cheese of twenty pounds and if it is worth ten cents a pound, that would pay two dollars. The member writes us to take his four dollar fees out of the sale of the cheese, but cheese isn't worth that much. We would have to send him a bill for a dollar or two. In the record for this year there are possibly 50 cheese makers whose statements show they owe the Association anything from five cents to a dollar in addition to the value of their cheese, in order to pay the one dollar membership fee and one dollar exhibit fee. Most of them don't pay in advance when they ship a cheese. There isn't much use of charging more against the cheese than its sale value. I doubt whether you can ever make the exhibit fee more than a dollar, and collect it. It does not seem worth while to continue a two dollar exhibit fee in force. That might as well be voted out today and dropped, because there is no way to collect it.

**MR. MULLOY:** The point I want to raise is, won't it be necessary to amend the constitution and knock it out.

**SECRETARY SAMMIS:** If you will introduce a resolution by title as you did last year, a resolution to amend section five of the constitution, that is sufficient on the first day of the convention. Then, under that, tomorrow, all the details that are desirable can be brought in legally.

**MR. KOPITZKE:** I can't see if we amended it last year why we should amend it again. I should think that would be in the constitution until we vote to repeal it, and furthermore, of course I realize Mr. Mulloy feels kind of cheated, we voted for that last year and then we did not collect it. I was probably as much to blame for that as any of them and we all feel that in these hard times it wasn't a good idea to raise this membership or entry fee more than the value of the exhibit. I think if we want to raise money for this Association, and put this membership fee up to five dollars, there will probably be less coming here. We have these branches; why not make use of them, and let every branch all over the State put on a dance and donate to the convention to help finance this thing. I don't think we have to vote on that amendment. Don't you think it is all right,

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