

It is a true saying that if you start your labors with the Lord all will be well, and that is what you have done, and it pleases me that you did it in that way.

I further want to congratulate you for having this convention and having a large number of people in our city, but I don't see them in the hall where they should be, at least at this time. I understood that this convention was to start at 9:30 this morning. It is way past that time but I am going to offer several excuses. Your trains may have been late; your automobiles may have been broken on your way down, or some of you may have over-slept this morning. I understand some of you already were in our city last evening. And then, of course, when you are in a city like Fond du Lac—hospitable, courteous and friendly towards every one who comes here, I take it that those things can all happen, especially one can oversleep the next morning after he has been here the night before.

I want to assure you that the people in our city will most heartily welcome you and offer you every courtesy that anyone could offer you. We are happy to have you with us. The city is yours, so far as it behooves good citizens to be in our midst, and I take it for granted that every cheese maker and every friend that the cheese maker has, it may be his wife or it may be his friend, will be welcome in our city. We want you to have a good time; we want you to further the interests of your association and we want you to take away with you a kindly spot in your heart for the city of Fond du Lac.

I don't want to take up very much of your time. I know that you have other speakers on the program, especially one that is going to talk to you about the food value of whey, and I will back him up on that because I can tell you this, when I was a young lad I drank whey myself. I worked on the farm and at that time I happened to be a little bashful and didn't eat all I wanted to eat or could eat at the table, so I went to the cheese factory and ate cheese and drank sweet whey. So you see I lived up to now. I think it is the sweet whey that did it. When a man gets to the age I am now, then he doesn't think as much of the whey any more, and the cheese makers all know that he needs something different than whey.

Once more I want to extend to you the sincere greetings and heartiest welcome of the city of Fond du Lac.

THE PRESIDENT: I certainly can vouch for what Mr. Rosenthal has told us because the city of Fond du Lac certainly has been courteous to us, and I certainly am well satisfied with the way we have been treated here since we started this convention.

We will next have the response by our vice president, Mr. Kopitzke. I don't think this man needs any introduction, because everyone knows Leonard, and I take great pleasure in having Leonard give the response this morning.

RESPONSE

By L. E. KOPITZKE, *Vice President*

Mr. President, Mayor Rosenthal and friends: In behalf of the Association, I wish to thank Mayor Rosenthal who has so heartily

welcomed us to his city. I do not know of any other city which is more conveniently located for holding our convention than Fond du Lac and I believe we are going to have a record attendance.

The only thing which I regret is that a majority of the cheese makers usually stay at home. I am positive that if seventy-five per cent would attend and voice their opinions things would be different.

In the past year, I have come in contact with a great many makers who are rather disgusted with conditions and you can not blame them for they are justified in feeling that way.

Just place yourself in a cheese maker's shoes who has his life savings invested in a cheese factory and machinery. Then imagine a professional organizer (who has practically nothing invested) coming into his territory and trying to mislead his patrons. The sad part of it is that this could not be accomplished by making statements that are true. It seems to be immaterial to some, however, whether statements they make are true or false just so they can persuade the producer to sign on the dotted line.

Have had the pleasure of hearing several prominent speakers recently among whom were some of our state officials. Some of them contend that if we want to prosper in the dairy industry we must have a real co-operative system such as they have in Denmark. Let us consider this for a moment. Did not our forefathers from Denmark as well as other, foreign countries come here mainly because they wanted to be more independent?

I believe most of us were quite well satisfied with the way things were run in this grand old state of ours before we ever heard of certain co-operatives and would be better off if they never had entered the picture.

After all, I wonder just how much better situated the producers over in Denmark are than those who are living right here in our state.

Government reports indicate that up to some time in May we had imported approximately twenty-six million pounds of butter most of which was shipped from Denmark and New Zealand. After deducting about fourteen cents per pound for shipping charges with butter prices ranging from twenty-four to twenty-six cents per pound, there could not have been much left for the producer.

The fact is friends, most co-operatives do not benefit the producer so much, but create jobs for those who either can not or do not want to invest any money in a business.

THE PRESIDENT: We will next have the report of the auditing committee. I would like to ask you, can you folks in the back of the room hear?

REPORT OF AUDITING COMMITTEE

By MR. SCHAETZEL

Mr. President, fellow members, ladies and gentlemen: The auditing committee has audited the books of the secretary as to the receipts and disbursements and we found them true and correct and signed the report as such. I haven't the exact balance with me, it is \$258.60 in