

FRIDAY MORNING, 9 A. M.

The convention met at 9 o'clock, Friday morning.
The President in the chair.

WISCONSIN CREAMERIES: THEIR NEEDS AND
DUTIES.

James G. Moore, Albion.

Mr. President, Ladies and Gentlemen: Another important thing needed in the creamery business in Wisconsin, is better buildings. The creamery business ought to be sufficiently stable by this time, to allow those in the business to house it in better buildings than it has been done heretofore. Too many of the creameries and cheese factories also, are old and dilapidated, lacking paint inside and out, and betraying a deplorable lack of business foresight in selecting a site that will allow of good drainage, in the construction of the building, so that it will be lasting, and in the placing of machinery, so that the greatest amount of work can be done with the least amount of labor.

Should a merchant or firm in the city, find that his present quarters are inadequate, for the most economical handling of his business, he is not at all backward in expending large sums to bring it to the highest standard of efficiency. Experience has proven him wise in doing so; but the average creamery owner is afraid to do so, even if he could see the necessity for it, because of the fact that too many patrons of creameries, when they see a factory owner laying out money for an up-to-date equipment, that will enable him to do business more economically or even building a better house in which to live, at once become suspicious that they are being robbed,

and do not hesitate to say that their money is paying for the improvements. This ought not to be. The creamery man, like all other men in business, is entitled to a fair profit on his investment. Again, the creamery owner is afraid to invest in permanent improvements, because the patrons are liable to leave without warning, and thus render his investment worthless. If their test is down they at once jump at the conclusion that they are being wronged; whereas if they would make more of a study of the dairy business, they would be able to find a reason for the test dropping so.

Neither patron or creamery man should lose sight of the fact that their interests are mutual and would be strengthened by closer co-operation. It has been said that their relations are as the relation of mother and child; the mother can exist without the child,—not so the child, and as the mother's life is rounded out, and made fuller by the child's existence, so is the patron helped by the existence of a successful creamery or cheese factory.

The outside unsanitary condition of a creamery is oftentimes due more to neglect to provide means for drainage than absolute lack of drainage. A creamery building should be built above the level of the surrounding ground, somewhat, in order to allow for proper grading so that the water may run away from the building, instead of remaining in the hollows formed by the pawing of horses and the chuck of wagon wheels. Some sort of stone flagging or cement pavement should be laid where the milk is loaded, and unloaded, that could be flushed with water so that there need be nothing to offend the eye or nose. The floor should have a sufficient slope to allow milk or water spilled thereon to flow away, and thus keep the floor clean and dry, adding to the appearance of the factory and making it more healthful for the maker.

The floors in creameries are usually of wood, but a cement or sawed stone one is much to be preferred, not only because it is easier to keep them clean, but in the long run it is much cheaper and more sanitary. Too much of the machinery in creameries

is impaired and in the case of wooden utensils, decay hastened by the fact that no means of ventilation are provided. It is not unusual to go into creameries in the winter, and find the walls and ceilings covered with moisture and the building as full of steam, as though the boiler was blowing off.

The problem of ventilation does not seem an easy one to solve, as some of the latest and best built creameries in Minnesota have been rendered almost unfit to work in because of the lack of it. And what is of more importance, the buttermaker's health suffers, as well as the building and machinery.

We need a better system of refrigeration than is commonly found in most creameries—not but that a competent carpenter ought to be able to build one, that would serve the purpose and be economical of ice, if provided with proper plans, but in too many cases it is a lack of knowledge of the principles of refrigeration that causes the trouble, and I believe if better refrigeration were furnished our creameries, the annual loss on mouldy butter tubs would be avoided.

Before starting a creamery an architect should be employed to plan the building and arrange the machinery, instead of allowing any one who is willing to work, to boss the job and rear a monument, as long as it lasts, to his incompetency. This is just as applicable to the laying of cement floors as it is to building the creamery.

It used to be, and to some extent now is, that any one who has passed a season of six or eight months in a creamery, feels competent to take charge of a plant. A good butter maker needs to know *more* than can be learned in that length of time, and a course at the Dairy School, supplemented by a short course in Agriculture, is none too much to ask.

We need better educated buttermakers—men who not only know their side of the business of making butter, caring for machinery and keeping accounts, but men who can advise with the patron in regard to the best methods of breeding and feeding, and the raising of crops, necessary for the economical production of milk.

In order to attract the class of young men who have the energy and ability to become leaders in their communities, the buttermaking business will have to hold out higher inducements, in the way of higher wages for the skilled workman, than has usually been the case heretofore. When the patron sees the buttermaker knock off work early in the afternoon, he thinks it is a soft snap to run a creamery; but he forgets the early hours; the Sundays and holidays that we put in; also the fact that for the buttermaker the income stops when he does, and not, as with the patron, have something growing into money while he sleeps or takes a day off.

It should be the duty of the creamery to keep its patrons in touch with the latest methods of handling cows in order to produce the largest net revenue per cow. A patron whose cows net from \$60 to \$80 per head is a much more satisfactory man to deal with, than the one whose cows only bring \$30 per head.

It should take the initiative, in securing for the community the advantage of a farmers' institute, and get them in touch with the State and National Agricultural departments by having their names put on the mailing lists and in getting up clubs for some reputable farm or dairy paper.

In the buying of supplies, the patrons should be induced to co-operate—salt, coal, binding twine, washing powder, milk cans, mill feeds, and other things can be secured at wholesale, and the money that is lying in the bank, belonging to the patron, could be used to pay for these on delivery. The more the patron can be induced to rely on the creamery along these lines, just so much more will the success of the creamery be—whether co-operative or individual.

More effort should be made by the creamery to get its patrons to test their individual cows; as many farmers are keeping cows that do not pay for their feed.

The farmers of the state of Iowa, received a trifle over nineteen dollars per cow, according to the census reports, and it cost them to keep their cows on an average of \$25.00 entailing a loss of seven million of dollars. It costs more to keep cows in Wis-

consin, estimated I believe at thirty dollars, and too many of our patrons are only getting from thirty to thirty-five dollars per cow.

It is the duty of every creamery and every patron to do something for the support of the National Dairy Union, that has done, and is doing, so much to keep oleomargarine from coming into competition with butter.

Just because we have a law to compel oleomargarine to be sold for what it is, is no sign that we have no further need of an organization like the National Dairy Union, because the statutes will not execute themselves, and unless we are ready at all times to take the offensive, the oleo dealers with their great wealth may do us an injury that would be hard to recover from. In this case, as in everything else, eternal vigilance is not only the price of liberty, but the price we must pay if we succeed.

DISCUSSION.

Mr. L. S. Hardin: I heard down in Chicago, two or three years ago, that the finest grades of butter have become smaller in quantity in proportion to the other grades. They said then it had got down to ten per cent: now, I believe they measure it about eight per cent. Supposing that is true, will Mr. Moore tell us what he thinks is the cause of it?

Mr. Moore: One of the reasons is that the standard for butter is becoming higher all the time, and there are so many butter makers who rely on what they think they know and don't care to learn any more. They don't read dairy papers or any papers devoted to their particular line of business; they don't go to the dairy school, they don't belong to an association like this as they ought to do, and come in contact with other makers and keep track of the improvements that are going on. They lie back and the business is getting ahead of them. If we do not move ahead, we retrograde; there is no such thing as stand-