

TILLAMOOK COUNTY'S FAMOUS CHEESE.

3,500,000 Pounds Manufactured Last Year! Valued at \$550,000.00!

The year 1909 is a record breaker in the history of the dairy industry of Tillamook County, not only as to the amount of cheese manufactured, but for a superior grade turned out and the climax for high prices for Tillamook County's famous cheese. Something like 3,500,000 pounds of cheese was manufactured in this county last year, valued at \$550,000, which, considering that the industry is still in its infancy and the small population of the county, is a splendid showing for Tillamook, and speaks volumes of praise for the industry and Western grit of the dairymen who have turned this Western County of Oregon into the leading dairying section of the State. Dairying last year made a big gain over the previous year, for the amount of cheese manufactured jumped from 3,000,000 pounds to 3,500,000 pounds, making a gain of \$150,000 in twelve months. And as a result of the prevailing high price for cheese throughout the year, and also in previous years, the dairymen have been enjoying a long stretch of prosperity, the result of which is they have been able to pay off their indebtedness and clear up more land and have bank accounts to their credit. The dairymen in Tillamook County are better fixed than the farmers in any other part of Oregon, for the big checks they receive every month for butter fat show conclusively that there is big money in an ideal dairying section like Tillamook. The best proof of this is the fact that the average price paid for butter fat last year was about 37c., and considering that most of the dairymen raise their own feed, and as there is comparatively but little mill feed used, this gives the dairymen a handsome profit for their industry. It is, however, a record breaker, for it caps the climax for the highest average price in any previous year, and the dairymen are getting all there is in it.

Another thing which wonderfully helped last year was the superior quality and higher grade cheese manufactured and placed on the market from Tillamook County. This did a great deal towards firmly establishing the already high reputation Tillamook cheese attained, so much so that wherever Tillamook cheese came in competition with Eastern cheese the home product readily sold at a premium on the market. The experiment last year on the part of the co-operative associations in employing and paying an experienced cheese maker (Mr. F. W. Christensen) to supervise the manufacture and grade the cheese at the co-operative factories, was money well spent, for it did more to help raise the grade of Tillamook cheese than anything previously attempted in that direction.

Yet one of the most important matters, after all, is selling the cheese and getting the top price for it. In this respect the dairymen have reason to rejoice that the confidence they have placed in those who have handled the business end of it. Mr. Carl Haberlach, who handles more cheese than anyone in Oregon, and the product of 19 Tillamook cheese factories, again proved himself to be a most successful salesman, who handled 2,506,612 pounds of cheese, valued at \$386,135.81. Mr. W. T. Dwight, who handles the output from Ray's factories at Cloverdale, also proved himself a good salesman. He handled 474,705 pounds of cheese, valued at \$70,490.30. The output from the Red Clover Creamery Company's factory went to the Hazelwood Cream Company, and as the patrons of this factory were half a cent per pound below the other co-operative associations, some of the patrons were not satisfied. Apart from that, the dairymen are well pleased with the result of last year's business and have no complaints to make. And for a long time now no one has succeeded in getting the best of the dairymen, for they are a little more careful, since they have been fleeced on numerous occasions, not to turn over their products to some stranger to sell who may happen to be gifted with a lot of jaw bone industry and swindling characteristics. It is pleasing to note that none of the dairymen lost any money by being swindled by that class of individuals last year.

The two largest factories in the county, the Maple Leaf and The Tillamook Creamery, ran close together. The Tillamook Creamery, it will be seen from the figures given below, had the largest amount of milk, but Maple Leaf came out at the head of the list for the largest amount of money ever received by one factory on a twelve month's run in the county.

CARL HABERLACH'S REPORT.

Handles 2,506,612 Pounds of Cheese Valued at \$386,135.81.

Following is a report covering some of my work for the sixteen cheese factories and three small dairies for which I act as secretary and salesman. These figures cover the work of the year 1909.

Total milk received,	23,416,524 lbs.	
Total cheese manufactured,	2,506,612 lbs.	
Total boxes cheese sold,	37,180	
Total butter fat,	916,598 lbs.	
Amount received for cheese,	\$386,135.81	
Average received for cheese was a little over	15.4 cents per lb. shipping point.	
Average yield was a little over	10.7 lbs. of cheese per 100 lbs. of milk.	
Average yield of cheese per 100 lbs. milk was smaller than the previous year, but the quality of the cheese was much better.		
9.34 lbs. of milk were required on an average to make a lb. of cheese.		
Average butter fat content of the milk for the year was .03914 percent.		
Receipts of milk and value of product sold for the several factories were as follows:		
	Pounds milk.	Gross value.
Tillamook Creamery.....	4,256,444	\$69,470.85
Maple Leaf.....	4,216,321	70,152.49
Fairview.....	3,688,901	60,702.44
S. Prairie.....	1,807,276	31,772.90
Three Rivers.....	1,718,847	27,996.98
Clover Leaf.....	1,537,157	26,292.85
Ocean Park.....	1,018,641	16,403.04
Meda.....	853,200	14,285.34
Elwood.....	840,536	13,928.00
E. Beaver.....	572,436	9,384.26
Pleasant Valley.....	457,832	7,365.38
Alder Vale.....	509,244	9,403.45
Netarts.....	189,593	3,187.41
Jackson & Saling.....	219,399	3,607.00
Niami.....	179,637a	3,291.39
Nehalem.....	1,000,000*	15,529.62
3 small factories.....	210,000*	3,305.41
Total.....	23,416,524 lbs.	\$386,135.81

Taking off 1 1/2c for making cheese, farmers would have received on an average \$1.46 1/2 c per 100 lbs. milk. This includes a number of factories at a distance, some of which have to pay twice the freight Tillamook pays, and is certainly a fine figure for milk. Butter fat, 37 1/2c.

This is the milk received from about 375 patrons. From estimates at hand, I should judge that the production of cheese in Tillamook County the past season was about 3,500,000 lbs., of a value of nearly \$400,000.00. The past year was the banner year in this county, both in production and price. Present indications are to the effect that the coming year will be as good as the past one, especially the first part. Cheese prices are at this writing the highest known, with the market on fancy triplets 18 cents Tillamook. Dated at Tillamook, Oregon, February 16th, 1910.

CARL HABERLACH.

Amount of the Checks Paid to Some of the Dairymen for Six Months.

	April.	May.	June.	July.	August.	Sept.
M. W. Harrison.....	\$684.76	\$854.77	\$706.79	\$762.13	\$728.09	\$500.22
E. and A. Marolf.....	704.47	826.89	815.31	818.74	798.61	608.44
Mrs. A. L. Donaldson.....	472.23	758.36	800.48	841.13	812.53	727.52
R. Zweifel.....	300.29	623.54	643.98	618.87	626.02	403.60
Knight & Hunt.....	513.96	563.35	325.41	492.30	472.07	390.32
Goodspeed & Lucas.....	277.00	413.80	469.55	482.62	454.55	358.69
Ggo. Williams.....	227.40	380.02	300.98	410.01	353.03	340.62
Brant & Neilson.....	462.88	640.56	588.14	597.42	550.07	473.18
Schild Bros.....	368.18	402.76	433.09	459.84	449.41	351.15
Jonas Olson.....	387.56	536.78	488.55	462.73	436.57	370.85
J. Morgan.....	274.85	463.32	453.02	441.34	441.43	385.94
B. H. Hathaway.....	493.94	605.14	574.09	579.36	561.66	350.90
J. Hathaway.....	265.53	383.59	374.97	407.78	426.18	231.81
A. Anderson.....	265.60	346.71	325.90	320.41	314.43	288.24
L. G. Freeman.....	317.99	485.59	373.12	385.42	394.60	341.58
Heisel & VonRutz.....	301.30	379.90	376.94	398.50	398.92	338.18
C. Svenson.....	348.83	437.34	422.75	418.68	399.85	333.45
G. Wicklund.....	305.44	333.32	327.61	361.37	362.62	356.27
J. Williams.....	288.12	400.93	438.83	541.33	323.72	473.61
N. G. Boquist.....	390.94	445.72	414.54	403.67	395.29	342.71
A. D. Gist.....	362.05	435.11	412.30	379.08	404.46	306.57
Getchell & Daniels.....	174.74	271.25	362.23	370.16	332.46	324.12
P. Marolf.....	154.00	246.00	277.05	319.90	336.55	324.00
P. Norberg.....	353.60	328.38	322.90	312.82	299.37	280.67
Wyss Bros.....	410.62	618.85	570.48	521.74	512.71	466.88

MAPLE LEAF.

Banner Factory for Biggest Amount of Money.

To the stockholders of Maple Leaf Creamery Association, Tillamook, Oregon.

GENTLEMEN,—Following is my report as secretary for your association for the year 1909.

Amount of milk received for the year was 4,216,321 lbs. This is a gain over the previous year of 598,827 lbs., or nearly 17 per cent. Receipts for months were: January, 36,230 lbs.; February, 42,188 lbs.; March, 159,828 lbs.; April, 433,452 lbs.; May, 625,450 lbs.; June, 638,137 lbs.; July, 617,222 lbs.; August, 562,191 lbs.; September, 442,094 lbs.; October, 363,182 lbs.; November, 202,252 lbs.; December, 94,075 lbs.

Amount of butter fat in milk, 165,031 lbs.

Average per cent butter fat .03914.

Amount of cheese manufactured and sold, 453,845 lbs.

Average yield was 10.76 lbs. of cheese per 100 lbs. milk.

6,276 boxes cheese manufactured.

Amount received for the year's cheese, \$70,152.49.

Average price received was 15.46 cents per lb. cheese.

The association received \$7,942.29 for making cheese for the year, charging 1 1/2 cents per lb. cheese for making.

Patrons were paid \$62,210.20 for milk average \$1.46 1/2 c per 100 lbs. milk.

Butter fat prices paid for the year were 34 cents for January, 37 cents for February, 38 1/2 cents for March, 40 cents for April, 38 cents for May, 35.2 cents for June, 35.5 cents for July, 37.5 cents for August, 38.2 cents for September, 39.2 cents for October, 41.5 cents for November, and 40 cents for December.

The expenses for the past year were \$6207.00.

Improvements paid for about the factory up to this date total \$1027.80.

Resources and liabilities of the association are as follows:

Resources: Building and ground, \$4,127.88; due association for December cheese, \$428.34; bills receivable, \$25.00; cash with treasurer, \$1,488.25; other resources, \$679.65; Clover Leaf, \$14.00; total resources, \$7,008.13.

Liabilities are the capital stock outstanding, \$750 and \$11.50.

Resources exceed liabilities in the sum of \$6,306.63.

The sum of \$256.57 was paid the Tillamook County Creamery Association for inspecting last season's cheese. This amounts to practically 1-20 cents per lb. for the year's cheese and has helped the price of all cheese made in Tillamook County the past year, whether it was inspected or not, because we have been able to ship cheese to far off markets, and they have to depend largely upon the guarantee of some

one as to the stock being good. There is no question but that the inspection has helped the quality of cheese in every factory where the inspection was carried on, the makers took greater pains in getting the quality as well as the appearance up to higher standard. I know Maple Leaf Creamery would make a mistake in deciding against inspection, and from having sold the output of your factory from its start, and much the largest part of Tillamook's cheese the past season, no one should be in a better position to judge of this than the writer.

At this writing cheese is the highest in price ever known, and with a good article that the people want, it looks as though the coming year would be better even than the past one.

Respectfully submitted,
CARL HABERLACH, Sec.

THE TILLAMOOK Banner Factory for Largest Amount of Milk.

To the stockholders of the Tillamook Creamery, Tillamook, Ore.

GENTLEMEN,—Following is my report as secretary of your company for the year 1909:

4,256,444 lbs. of milk were received during the year, the monthly receipts having been as follows: January, 64,237 lbs.; February, 50,826 lbs.; March, 146,167 lbs.; April, 421,621 lbs.; May, 626,201 lbs.; June, 601,459 lbs.; July, 645,478 lbs.; August, 567,111 lbs.; September, 447,096 lbs.; October, 348,911 lbs.; November, 188,824 lbs.; and December, 85,543 lbs.

450,679 lbs. of cheese were manufactured and sold.

6,308 boxes of cheese manufactured and sold.

Average yield was 10.59 lbs. of cheese per 100 lbs. milk.

Average price received for cheese was 15.415 cents.

Amount of butter fat in milk, 165,422 lbs.

Average butter fat in milk, .03886 per cent.

Patrons were paid \$61,541.38 for butter fat for the year.

Factory received for making the year's cheese the sum of \$7,896.85, being 1 1/2 cents per lb. cheese manufactured.

Patrons were paid the following prices for butter fat: January, 33 1/2 cents; February, 34 1/2 cents; March, 37 cents; April, 40 cents; May, 37 cents; June, 34 1/2 cents; July, 36 cents; August, 38 cents; Sept., 37 cents; October, 38 1/2 cents; November, 40 cents; and December, 40 1/2 cents.

The expenses for the past year were \$6,172.68.

The resources and liabilities at present are as follows:

Cash with treasurer, \$2,190.86; due from merchants for cheese, \$916.11; factory and ground, \$2,325.

70; supplies on hand on January 1st, \$458.35; 1910 expense accounts, \$67.10; other resources, \$481.77. Total resources, \$6,230.98.

Liabilities: Capital stock, \$1,150.00; other liabilities, \$4.13. Total liabilities, \$1,154.13.

I would suggest that at this time a delegate be selected to represent the Tillamook Creamery at the sessions of the Tillamook County Creamery Association. The inspection of Tillamook cheese has had a good influence on the quality of all the cheese produced at the factories belonging to the association, the cheesemaker without exception taking greater pains with their product, and they were also more careful in the quality of the milk delivered.

Respectfully submitted,
CARL HABERLACH, Sec.

Fairview Dairy Association.

To the stockholders of the Fairview Dairy Association, Tillamook, Oregon.

GENTLEMEN,—Following is my report as secretary of your association for the past year.

Amount of milk received for the year was 3,688,901 lbs., divided as follows: January, 30,722 lbs.; February, 19,111 lbs.; March, 146,022 lbs.; April, 365,805 lbs.; May, 517,170 lbs.; June, 551,131 lbs.; July, 546,050 lbs.; August, 500,300 lbs.; September, 407,037 lbs.; October, 310,158 lbs.; November, 185,308 lbs.; and December, 109,967 lbs. This is an increase of 994,293 lbs. over the preceding year.

Butter fat in milk, 145,923 lbs., being an average of 3.995 lbs. of butter fat per 100 lbs. of milk.

Amount of cheese manufactured, 363,207 lbs. This makes an average yield of 10.06 lbs. of cheese per 100 lbs. of milk. On an average 9.38 lbs. of milk were required to make a pound of cheese.

No. of boxes of cheese manufactured, 5,565.

Amount cheese was sold for, estimating a small quantity of December still in the factory, \$60,702.44.

Average price received per pound of cheese for the year, 15.43c. per pound.

Amount paid patrons, estimating December payment, \$53,882.08.

Average price paid patrons 100 lbs. milk, \$1.46.

Factory received for making cheese, estimating, December, \$6,881.00; the price of 1 1/2 cents being charged for making a pound of cheese.

Patrons have been paid for butter fat as follows: January, 34 1/2 cents; February, 37 cents; March, 37.3 cents; April, 38 1/2 cents; May, 37 cents; June, 36 cents; July, 36 cents; August, 37 cents; September, 36 1/2 cents; October, 37.1 cents; November, 38 cents.

The expenses for the past year have been \$5,707.11.

Resources and liabilities of the association are as follows:

Resources: Supplies on hand, \$315.00; due association from merchants for cheese, and December cheese still on hand, \$2,080.43; cash in bank, \$382.31; factory, \$2,800; other resources, total resources, \$6,377.74.

Liabilities are 12 shares of stock outstanding (per value), \$1,200.00; due patrons for December milk, \$2,019.14; total, \$3,219.14.

Resources exceed liabilities in the sum of \$3,158.60.

The sum of \$230.03 was paid to Tillamook County Creamery Association for inspecting cheese, being 1-10 cents per lb. for the cheese made during the month of March to July, both inclusive. The quality of Tillamook cheese has been much better the past season than the year before, resulting in bringing the dairymen many times the cost of inspection in the increased value of cheese. It would certainly be taking a step backward for the dairymen if they discontinue the practice of inspecting the cheese, whereby cheese can be sold for its quality.

There are no stocks of cheese in this county at this time and everything seems bright for good prices and a fair market the coming season. By paying strict attention to quality, we have been enabled to market a considerable part of the output of cheese of this county in markets which were formerly bare of Tillamook cheese, namely, to Lewiston, Spokane, San Diego and Los Angeles. To the latter city we shipped the past season from this and other factories a total of 6,308 boxes of cheese, enough to help the Oregon and Washington markets materially.

Respectfully submitted,
CARL HABERLACH, Sec.

South Prairie Creamery Company.

To the Stockholders of South Prairie Creamery Co., Tillamook Oregon.

GENTLEMEN,—Following is my report as secretary for your company for 1909.

Amount of milk received at the factory for the year was 1,897,276 lbs. Monthly receipts were, January, 21,645 lbs.; February, 13,162 lbs.; March, 46,063 lbs.; April, 187,230 lbs.; May, 287,707 lbs.; June, 313,631 lbs.; July, 298,409 lbs.; August, 202,470 lbs.; September, 205,728 lbs.; October, 151,536 lbs.; November, 76,777 lbs.; December, 32,250 lbs.

Amount of butter fat in milk was 74,281 lbs.

Average butter fat in milk was .03915 per cent.

203,626 lbs. cheese manufactured and sold, 2,955 boxes made.

10.89 lbs. cheese were made on an average per 100 lbs. of milk.

Cheese sold for \$31,772.90.

Average price received for cheese was 15.37 cents per lb. f.o.b. dock Tillamook.

Factory received for making cheese the sum of \$329.70; being 1 1/2 cents per lb. cheese made except during the month of September, when nothing was charged for making.

Patrons were paid \$28,536.13, or on an average of a little over \$1.50 per 100 lbs. for milk, but if a charge had been made for making September cheese the average price for the year would have been \$1.48 4-10 cents per 100 lbs.

Patrons were paid for butter fat as follows: 33.7 cents for January, 34 1/2 cents for Feb., 40.2 cents for March, 41 cents for April, 39 cents for May, 36.5 cents for June, 36.2 cents for July, 37.3 cents for August, 42.5 cents for September (no charge), 36 cents for October, 40 cents for November, and 40.4 cents for December.

Resources and liabilities of the factory at present are as follows:

Factory building and ground, \$1500.00; due company for cheese from merchants, \$216.08; supplies on hand, \$248.26; 1910 expense account, \$149.81.

Total resources, \$2,116.08.

Liabilities, Capital stock, \$1,300.00; overdraft, 98c.

\$120.08 was paid the Tillamook County Creamery Association for inspecting cheese the past season.

I would suggest that you appoint some one to attend the first sessions of the association, at which time the Directors will be elected. The association has done good work the past season in raising the quality of Tillamook cheese and has helped materially in raising the